Founded in 1902, LightHouse for the Blind and Visually Impaired promotes the independence, equality and self-reliance of people who are blind or have low vision.

We offer blindness skills training and relevant services such as access to employment, education, technology, information, recreation, transportation and the environment. We also pursue the development of new technology, encourage innovation, and amplify the voices of blind individuals around the world.
Board of Directors

Chris Downey – President
Architect, Architecture for the Blind
Lisa Carvalho – Vice President
Attorney
Gena Harper – Treasurer
Senior Vice President, Morgan Stanley
Geoffrey Murry - Secretary
Attorney, Ad Astra Law Firm
Laura Allen
Accessibility Program Manager, Google
Jennison Mark Asuncion
Engineering Manager for Accessibility, LinkedIn
Michael Dellar
Co-Founder, President & CEO, One Market Restaurant
Michael Núñez
Attorney, Rosen Bien Galvan & Grunfeld, LLP
Luciana Profaca, Ph.D.
Chief Deputy (retired), California Department of Rehabilitation
Sharon Z. Sacks, Ph.D.
Superintendent (retired), California School for the Blind
Michael Shebanek
Head of Accessibility, Verizon Media
Yue-Ting Siu, TVI, Ph.D.
Professor, San Francisco State University
Eric Mah
Financial Professional
Joseph Chan
Chief Financial Officer (retired), Association of Bay Area Governments
CEO
Bryan Bashin

Senior Director, Programs
Scott Blanks

Executive Leadership

Senior Director, Operations
Brandon Cox
LightHouse for the Blind and Visually Impaired (Headquarters)
San Francisco, CA

LightHouse of Marin

Locations

San Rafael, CA

LightHouse of the East Bay, Ed Roberts Campus
Berkeley, CA

LightHouse North Coast
Eureka, CA

Enchanted Hills Camp
Napa, CA

LightHouse Industries
Sirkin Center
San Leandro, CA
Dear LightHouse Community,

LightHouse experienced momentous change in 2017 and 2018—both positive and catastrophic.

We launched the Holman Prize for Blind Ambition to change perceptions about blindness around the world; celebrated the first-ever LightHouse Gala; and expanded our programs to engage a wider, more diverse community of students, families and supporters.

Amongst the growth and excitement of an organization creating new opportunities, we also suffered a tremendous loss when Enchanted Hills Camp was devastated by an unprecedented wildfire in October 2017.

Enchanted Hills and many of our dear neighbors on Mount Veeder suffered irreparable damage from one of the worst wildfires in California history. Our staff, camp of blind students and guide dogs had only one hour to evacuate.

Despite this aching loss, LightHouse was committed to keeping camp open for summer programs and vowed that the “spirit of Enchanted Hills will prevail.” Read more about the journey to rebuild Enchanted Hills on page 16.

Through all of this, we’ve remained committed to generating more interest in our work and increasing our service footprint to reach a broader, more diverse community. 2017 and 2018 brought meaningful growth to LightHouse. Not only did we increase our student population, but we also tracked impressive expansion in our Health and Fitness department, Youth Programs, Access Technology, Communications and Marketing Department, Employment Immersion, Orientation and Mobility Training Division and Daily Living Skills Program.

Alongside student and program expansion, LightHouse continues to increase the number of blind and low vision staff to fortify its culture of inclusion, expertise and familiarity within the blindness community. Internal organizational, administrative and culture improvements, including staff engagement surveys, and improved outreach and follow up with students are all positive indicators of our agency’s growth.

LightHouse’s Board of Directors holds immense pride in the work of the LightHouse leadership and staff – recognizing their central role in the fulfillment of our mission.

As you will read in this report, 2017 and 2018 have been remarkable years for the LightHouse. As the Chairman of the Board, I am excited about the changes and challenges that lie ahead. I know that we can count on our community of supporters as we continue to raise the bar for blind people in Northern California and beyond.
In gratitude,

Chris Downey

LightHouse program expansion is meaningful, significant, needed, and speaks to the on-going growth and evolution of the organization.
**OUR PROGRAMS**

**ACCESS TECHNOLOGY** - The Access Technology Department facilitates the use of accessible technology among people of all ages and levels of expertise. We work with companies on design consulting, functional accessibility review, and user testing sessions. See page 29 for a list of clients.

**ADAPTATIONS STORE** - Located on the 10th Floor of our San Francisco headquarters, Adaptations is the only place in Northern California with a comprehensive offering of tools, technology, and other solutions for blind people.

**COMMUNITY SERVICES** – Social outings and health education, including yoga, rafting, camping, accessible movie nights, arts and fitness programs.

**COUNSELING SERVICES** – Available in individual, couple and group settings, LighHouse counseling services support a student’s overall well-being.

**DEAF-BLIND SERVICES** – Deaf-blind students benefit from FCC’s Deaf-Blind Telecommunication Equipment Program, which provides training, resources and free technology to qualified persons of all ages who are deaf-blind or legally blind and hard of hearing.

**EMPLOYMENT IMMERSION** – Blind and low vision jobseekers receive personalized training to learn how to identify job openings, network, interview and secure meaningful employment.

**ENCHANTED HILLS CAMP AND RETREAT** – The oldest camp for the blind in the American West, hosting campers since 1950.

**LIGHTHOUSE INDUSTRIES SIRKIN CENTER** – LightHouse has provided direct employment for area blind workers throughout our history. 75 percent of all direct labor at our light manufacturing plant in San Leandro is provided by workers who are blind or have low vision.

**LIGHTHOUSE LABS** – A think-tank for technologists, corporations and designers to meet regularly with blind scientists, engineers and savvy consumers.
**THE MEDIA AND ACCESSIBLE DESIGN LAB (MAD LAB)** – This team of designers produces tactile graphics, maps, 3D educational objects, ADA signage, braille and more. MAD Lab designers interpret museum exhibits, ensure universal access in construction and produce creative signage, maps, recording or braille to deliver information to all.

**ONSITE EYE CLINIC** – In partnership with the UC Berkeley School of Optometry, this low vision and primary care eye clinic gives patients all the solutions and tools they need in our convenient downtown headquarters.

**VOLUNTEER SERVICES** – Volunteers assist blind people one-on-one with reading mail, grocery shopping, and athletic endeavors; help maintain Enchanted Hills Camp; and provide administrative and other support to help our students and keep LightHouse running smoothly.

**YOUTH PROGRAMS** – Activities for blind and low vision youth including STEM education, outdoor adventures and cultural and social outings across the Bay Area, and a monthly, mentor-led employment series that encourages blind teens to think about their career paths and prepare for professional success.

**BLIND AND LOW VISION SKILLS** – Training in low vision and blindness skills, including orientation and mobility, braille, and independent living skills. This includes our Changing Vision, Changing Life, week-long immersion.

A participant in the CVCL Immersion smiles while holding a cane at Enchanted Hills. >>
Student: Marie Vuong

At LightHouse, Marie has honed her travel skills and learned adaptive techniques through our Changing Vision, Changing Life Immersion.
Access Technology student and long-time Bay Area resident Marie Vuong is a vibrant woman of 73. After living six years under communist rule in Vietnam, she escaped with her young son and unborn daughter to the United States by way of a harrowing 6-day boat journey that eventually brought her to California.

Equipped with a knowledge of three languages, Marie worked for years in the mental health field until her vision suddenly changed. Facing challenges adjusting, she left her job and felt rudderless. Luckily, Marie received a key referral when her doctor suggested she check out LightHouse services.

A significant part of her training came when she worked with a LightHouse Access Technology Specialist, who introduced her to magnification software that enables low vision users to enlarge the words and images on their screen.

Armed with new skills, Marie told us, “Technology keeps me connected. I can do everything on my computer – I pay all my bills, use Google to stay informed, and keep in touch with my friends through Facebook.”

“I want all of us who are blind or have low vision to show the world that we are people who can still do things. We can go places on our own – we don’t have to have a person with sight help us all the time. To be independent is one of the most important things.”
2017 BY THE NUMBERS

BLIND STUDENTS: 1189

22,149 hours

PROGRAM HOURS
3,550 adults & seniors
7,249 youth
3,588 orientation & mobility
2,066 employment immersion
1,689 student support (advocacy, family, referrals, transportation)
3,480 technology
527 deaf-blind

AGES

VOLUNTEERS

8113 hours
15 groups

CHARITY NAVIGATOR
Four Star Charity
- 2017 -
2018 BY THE NUMBERS

BLIND STUDENTS: 1189

26,179 hours

PROGRAM HOURS
7,826 adults & seniors
8,200 youth
3,896 orientation & mobility
478 employment immersion
1,582 student support (advocacy, family, referrals, transportation)
3,155 technology
1,042 deaf-blind

AGES
- 65+
- 25-64
- 19-24
- 13-18
- 0-12

VOLUNTEERS
22,770 hours
25 groups
LightHouse reaches an ever-expanding demographic of students and organizations at the state, national and international level.

In 2017 and 2018, we served 48 of the 58 California counties.
Thanks to the Holman Prize for Blind Ambition, our global reach has expanded dramatically.

Our national reach continues to grow as we are increasingly recognized as a leading voice on blindness.
Donor: Jerry Kuns

Former board member Jerry Kuns and his wife Theresa Postello named the MAD Lab as part of our $21 million Capital Campaign.
Abby, who is fully sighted, had just moved to Berkeley for her Master’s degree and was working at a startup in the city called TransitScreen. The company was using Bluetooth beacons to send transit data to user’s phones – particularly useful for blind users at inaccessible signs. She needed user testers though, and someone told her LightHouse was the obvious choice.

As Abby transitioned into her PhD in Urban Planning at UC Berkeley, LightHouse stuck in the back of her mind. Her social setting was changing, she was on a new schedule and she was looking for new friends and activities to fill her time. A couple months and a few LightHouse newsletters later, Abby discovered our Volunteer Program. She signed up for a Volunteer Training and connected with her new fitness partner who, like Abby, lived in Berkeley and was excited to spend time every weekend getting out and about. The two quickly fell into a rhythm with hikes all around the Bay Area. They still hike about once a week, usually for half a day.

Jerry Kuns is a true blue friend of the LightHouse. He first visited LightHouse in the 1960s with rehabilitation pioneer Gil Johnson to learn about Blindcraft, a rattan weaving business aimed at creating blind employment opportunities. He’s been coming back ever since.

Jerry has been a LightHouse volunteer, collaborator, donor, blind role model and served as a LightHouse board member for ten years, starting in 2009. He was even an employee for nine months in 1986. As his wife Theresa came into his life, they became increasingly passionate about the programs the LightHouse and Enchanted Hills Camp had to offer.

Jerry’s life and adventure partner Theresa Postello was a teacher of the visually impaired and orientation and mobility instructor in San Mateo County. She was honored in 2014 as a Distinguished Educator of Blind Children. Theresa died in July 2018 and is missed dearly by the LightHouse community. Now retired, Jerry spends his time traveling the world and often gives presentations about tactile literacy, especially as it pertains to maps like the ones we create at LightHouse.

“By donating to LightHouse, I know I am helping blind people gain an understanding of who they are and all the things they can do with their lives. These are essential services, offered by a dynamic organization. Everything I see going on at the LightHouse is incredibly exciting.”

80% of our students are open to new things because of their involvement with LightHouse

76% of our students are better able to maintain their day-to-day activities and responsibilities

94% of our students are more confident because of their work with LightHouse
Enchanted Hills Camp for the Blind

Founded in 1950 by Rose Resnick, Enchanted Hills was the first camp for the blind west of the Mississippi. We offer programs for blind children, teens, adults and their families as well as Deaf-blind campers. Located on 311 acres on Mt. Veeder in Napa, Enchanted Hills is a place for blind campers to explore, grow confidence and build a community.

On October 8, 2017, a LightHouse blindness skills training for adults was underway at Enchanted Hills Camp. As dusk fell, a terrible sight appeared in the distance – a massive, uncontrollable wildfire.

Enchanted Hills and many of our dear neighbors on Mount Veeder suffered irreparable damage from one of the worst wildfires in California history. Our staff, camp of blind students and guide dogs had only one hour to evacuate. Although our staff lost most of their possessions, we are grateful beyond words that everyone evacuated safely. However, the fire decimated half of the structures at Enchanted Hills.

Despite this aching loss, LightHouse was committed to keeping camp open for summer programs and vowed that the “spirit of Enchanted Hills will prevail.” In fact, with temporary bungalows, we hosted the largest Teen Session in camp history in 2018. It’s a testament to the spirit of Enchanted Hills and our community of supporters. Permanent structures are being permitted and designed to make Enchanted Hills the best blind camp for the next 100 years.

Photos from top to bottom: 1. The burnt out staff house. 2. The pool and demolished pool house at Enchanted Hills Camp. Opposite: EHC Staff and youth camper work on paper mache together.
2017-18 BY THE NUMBERS

BLIND CAMPERS: 681

AGES

65+
25-64
19-24
13-18
0-12

EHC PROGRAMS IN 2017 AND 2018:

- Cycle for Sight
- Blind Babies Family Camp
- Adult Session
- Adults with Developmental Disability Session
- Family Camp I, II and III
- Youth Camp
- STEM Camp
- Teen Camp
- Horseback Riding Camp
- Youth Music Academy
- Deaf-Blind Session
- Chemistry Camp

43,014 service hours

17
At Enchanted Hills, returning camper Ellie found a setting where she can be her theatrical self and confide in other blind people her age.
2018 was Ellie’s third year at camp, and her first teen session. The 15-year-old positively gushes about camp and its significance to her identity as a young visually impaired person. Ellie is obsessed with improv, singing, acting and performing. Camp is not only a place where she can have fun and perform, but also a place where she can get over the normal grind of feeling like the “weird kid” in school.

Though Ellie is bubbly, outgoing and well-liked, she says many of her peers still don’t really understand her disability. Luckily, she found her people in the theater department at school and even more, found a home at Enchanted Hills. Many campers like Ellie feel the pressure of being the only blind student at their school, but Enchanted Hills offers them a place to relax and relate to their blind peers.

At camp, Ellie learned how to use a white cane for the first time when another camper encouraged her to try theirs. She says it’s where she matured and realized that she could do anything, because she saw so many examples of blind staff and counselors doing what they love.

“My parents always told me my vision shouldn’t limit what I do, but I never really believed them until I came to EHC. We’re all just human beings who want to feel appreciated for who we are, rather than what we look like or if we use a cane.”

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>77%</td>
<td>of our students are more satisfied with their quality of life due to LightHouse services</td>
</tr>
<tr>
<td>62%</td>
<td>of our students expanded their community of blind friends and mentors at LightHouse</td>
</tr>
<tr>
<td>94%</td>
<td>of our students would refer someone who is blind or has low vision to LightHouse</td>
</tr>
</tbody>
</table>
This is what blind ambition looks like.

Photos from left to right, top to bottom: Ahmet Ustunel kayaks on the Bosphorus Strait; Ojok Simon holds up a beehive; Penny Melville-Brown laughs while baking at One Market Restaurant; Conchita Hernández teaches a salsa class at LightHouse; Red Szell rock climbs at Mission Cliffs in San Francisco; Stacy Cervenka smiles at the top of Bernal Hill.
In 2017, LightHouse launched the Holman Prize for Blind Ambition to support the emerging adventurousness and can-do spirit of blind and low vision people worldwide. Created specifically for legally blind individuals with a penchant for exploration of all types, each year the Holman Prize provides financial backing – up to $25,000 – for three individuals to explore the world and push their limits. This prize celebrates people who want to shape their own futures instead of having it laid out for them. The ideal candidate is someone who is willing to probe their environment and eager to savor the richness of a world that is so often thought of as inaccessible to the blind. This exploration may involve travel, community organizing, athletics, creating art and more.

The Prize begins with a challenge: blind applicants submit a first-round pitch, in the form of a 90-second YouTube video. Later, semifinalists submit in-depth written proposals, and an even smaller group of finalists are interviewed by LightHouse staff before the winners are determined by a panel of blind judges.

“The Holman Prize is not meant to save the world or congratulate someone for leaving the house,” says LightHouse CEO Bryan Bashin. “This prize will spark unanticipated accomplishments in the blindness community. You will see blind people doing things that surprise and perhaps even confuse you. These new LightHouse prizes will change perceptions about what blind people are capable of doing.”

The three inaugural prizewinners — kayaker Ahmet Ustunel, baker Penny Melville-Brown and beekeeper Ojok Simon — were selected by a committee of blind leaders and honored at the LightHouse Gala in November 2018. The 2018 Holman prizewinners — entrepreneur Stacy Cervenka, educator Conchita Hernández and triathlete Red Szell — are currently completing their projects in the UK, Mexico and the U.S.
Since it first debuted in a small Los Angeles showcase in 1970, it has become an eagerly anticipated international event, co-hosted by LightHouse and the Paul K. Longmore Institute on Disability at San Francisco State University. For more than 30 years, Superfest has celebrated cutting-edge cinema that portrays disability through a diverse, complex, unabashed and engaging lens. Superfest is one of the few festivals worldwide that is accessible to disabled filmgoers of all kinds, and is an international leader for modeling accessibility.

Superfest offers accessible accommodations, including:

- Open/closed audio description
- Open captions for all live dialogue
- ASL interpretation for all live dialogue
- Audience-integrated wheelchair seating
- Close-up seating for people with low vision
- Seating for people who are Deaf or hard of hearing in close proximity to an ASL interpreter and captioning
- Chemical free / scent free areas
- A quiet space
- Gender neutral restrooms
- Easy access to public transportation including BART and MUNI
- Ramp access to stage
- Separate screening room without audio description

We’ve thought long and hard about how we can make Superfest enjoyable and streamlined for each and every one of our festival-goers. They can head to Superfest without needing to make a special request for audio description, captioning, or ASL. For once, it’s all taken care of.
Photos from top to bottom: >> The crowd at Superfest; a 2018 attendee reads the Superfest program; Alice Wong and Georgina Kleege smile together after a panel on accessibility.
## ASSETS

### Current Assets
- Cash and cash equivalents: $543,650
- Receivables: $787,672
- Prepaids and deposits: $131,107
- Inventory: $261,675

Total Current Assets: $1,724,104

### Non-Current Assets
- Investments: $161,408,745
- Loan receivable: $11,786,152
- Property & equipment - net of accumulated depreciation: $7,219,875

Total Non-Current Assets: $180,414,772

### Total Assets

Total Assets: $182,138,876

## LIABILITIES AND FUND BALANCE

### Current Liabilities
- Accounts payable and other accrued expenses: $902,292
- Loan payable - current portion: $939,000

Total Current Liabilities: $1,841,292

### Non-Current Liabilities
- Loan payable: $29,976,500

Total Non-Current Liabilities: $29,976,500

### Total Liabilities

Total Liabilities: $31,817,792

### Fund Balances
- Unrestricted, Temporarily Restricted, Restricted: $150,321,084

### Total Liabilities and Fund Balances

Total Liabilities and Fund Balances: $182,138,876
## Revenue

### Sales, net of fees of $91,612
1,535,247

### Fees for service
1,116,930

### Realized & unrealized gains on investments
11,507,097

### Interest & dividend income
2,729,047

### Miscellaneous and other
994,291

### Total Revenue
17,882,612

## Support

### Government contracts & other grants
1,846,767

### Donations and bequests
13,126,402

### Total Support
14,973,169

### Total Support & Revenue
32,855,781

## Expenses

### Program Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community and Information</td>
<td>4,159,653</td>
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<tr>
<td>Rehabilitation Services</td>
<td>3,999,008</td>
</tr>
<tr>
<td>LightHouse Enterprises</td>
<td>2,127,971</td>
</tr>
</tbody>
</table>

### Total Program Services Expenses
10,286,632

### Supporting Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>General and administration</td>
<td>1,724,435</td>
</tr>
<tr>
<td>Fundraising</td>
<td>792,663</td>
</tr>
</tbody>
</table>

### Total Supporting Services
2,517,098

### Total Expenses
12,803,730

### Public Support & Revenue Over Expenses
20,052,051

### Fund Balances, Beginning of year
130,269,033

### Fund Balances, End of year
150,321,084
### ASSETS

#### Current Assets
- Cash and cash equivalents: $1,056,329
- Receivables: $1,232,360
- Prepaids and deposits: $117,455
- Inventory: $245,486

**Total Current Assets**: $2,651,630

#### Non-Current Assets
- Investments: $167,016,179
- Loan receivable: $11,780,500
- Property & equipment - net of accumulated depreciation: $7,026,135

**Total Non-Current Assets**: $180,414,772

**Total Assets**: $185,822,814

### LIABILITIES AND FUND BALANCE

#### Current Liabilities
- Accounts payable and other accrued expenses: $1,356,573
- Loan payable - current portion: $1,008,000

**Total Current Liabilities**: $2,364,573

#### Non-Current Liabilities
- Loan payable: $26,935,500

**Total Non-Current Liabilities**: $26,935,500

**Total Liabilities**: $29,300,073

#### Fund Balances
- Unrestricted, Temporarily Restricted: $159,174,371

**Total Liabilities and Fund Balances**: $188,474,444
REVENUE

Revenue
Sales, net of fees of $91,612 2,663,946
Fees for service 890,268
Realized & unrealized gains on investments 5,992,581
Interest & dividend income 2,988,971
Miscellaneous and other 1,149,190
Total Revenue 13,684,956

Support
Government contracts & other grants 2,015,925
Donations and bequests 7,585,708
Total Support 9,601,633

Total Support & Revenue 23,286,589

EXPENSES

Program Services
Community and Information 4,705,153
Rehabilitation Services 4,301,959
LightHouse Enterprises 2,466,090
Total Program Services Expenses 11,473,202

Supporting Services
General and administration 1,997,033
Fundraising 963,067
Total Supporting Services 2,960,100

Total Expenses 14,433,302

Public Support & Revenue Over Expenses 8,853,287

Fund Balances, Beginning of year 150,321,084
Fund Balances, End of year 159,174,371
These prominent media sources published articles about LightHouse in 2017 and 2018.

In 2017 and 2018, we worked with advocacy groups and organizations from across the nation.
We consulted and worked on tech and accessibility with companies all over the world, including:
Thank you to everyone who made an investment in blind ambition in 2017 and 2018. Donors listed include individuals and organizations who gave more than $500 dollars between October 2016 and September 2018.
Individual Giving

Craig Ackerman
Judith and Douglas Adams
Dr. Marcy Adelman
Laura and Peter Allen
Andea Anderson
Sweta Arora
Jennison Asuncion
Deborah Atencio Baioni
Joseph Ayres
Sylvia Barata
Joan and John Barkan
Judy Barrett
Denis Bauke
Brian and Cindee Beirne
Valli Benesch and Robert Tandler
Jane D. Bennett
Jennifer Benz
Donielle Berg
David and Janet Bergman
Douglas E. Bergman
Bryan and Barbara Bergsteinsson
Janet Bilden
Paul Blaney
Edward and Laura Blatchford
Ronald H. Bloom
Jade Bojkovic
Dan and Cindy Boyett
Dawn M. Bradburd
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Brian Buhrow
Ken and Jennifer Bunt
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Rocky and Kim Camp
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Lisa Carvalho and David Mager
Albert Cavazos
David and Judy Chan
Dickon Chan
Joseph Chan
Cathy Chappuis
Mindy and Jerry Chen
William and Laura Cinquini
Carleen Cirillo
George Clark and Tom Moore
Mike Cole

Merrill Collier
Megan and Thomas Conway
Sandra Cornell
Geraldine and Al Corvi
Shirley Costello
Kelley Cowan
James and Maureen Cox
Carla Crahan
Colleen Crahan McCarthy and Lawrence McCarthy
Bonne Curtis-Leibee and Henry Leibee
Angela Cwalina
Sandy and Joe Dalli
Charles Daniels
Clara and Tim Daniels
Carol Davis
Deirdre Dawson
Susan and Andrew Dawson
Roger and Susan Day
Michael and Leslye Dellar
Joseph Deoliviera
Kari Dietzler
Kirk and Tamara Dittmar
Gene and Denise Dolan
Joan M. Dove
Chris and Rosa Downey
Joyce M. Dubay
Reann Dukes and Rich Hodges
Dr. Maria Dulay
Barbara Eddy
Gabrielle Ellis
Richard Ellis
Thomas Ellis
Karla Ellis-Davis and Matthew Davis
Keith Epstein
Signe Erickson
Mary C. Esteban
Shauna Farabaugh
Lewis J. Feldman
William and Joan Feldman
Lois Feldman Bloom and Ronald Bloom
Gail and James Finnegar
Michael and Wendy Fisher
Diana and Drew Fitzpatrick
Scott and Meg Fitzpatrick
Marti Fledderman
Marjorie Follette
Bert and Linda Fornaciari
Nancy Foss
Phillip R. Foster, Jr.
Robert Ray Foster
Don M. Franklin
Mr. and Mrs. David Freed
Jennifer and Abe Friedman
Adam Fritz
Don and Peggy Fromm
Marlene Fullmer
Jonathan Funk
Holly Galbrecht
Michael Garcia
Lisa and Jory Gessow
Myra and Brent Gifford
Judy and Ray Giles
Margaret E. Ginsburg
Martha Girdlestone
Cathy and Philip Goldstein
Candice and Jesse Gomez
Richard and Jerika Gomez
Linda Grange
George and Catherine Griffin
Brian Gross
Patricia and Greg Gump
Jean Guttman
Marge Haggin
Dorothy Harkavy
Gena Harper
David Harrison
Nancy K. Hayes
Eugenia H. Haynie
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Patricia Hennon
Fred and Virginia Herzer
Richard Hesse
Jefferson Hill
Kit and Linda Hinrichs
Mark Holler
Robert Holloway
Greg Holquist and Anita Say Holquist
Dana Hooper and Alicia Swanson
Erin Horne
Cynthia Huertas
Joel Isaac
Sharat and Sonoo Israni
Alexander Jacklin, M.D. and Eve Jacklin, Esq.
Per Jacobsson
Dwight Johnson
Jerome and Mary Joseph
Mr. and Mrs. Ronald L. Kahn
Kevin and Ines Kaney
Rosemary and Daniel Kaplan
Susan R. Katz-Snyder
Andrew Kebbel
Roberta Kehret
Janet Gallin Kelter and Ted Kelter
Andrew and Nancy Kessler
Kathryn Kier
Thomas and Dorothy Komnick
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Queenie Kroh
Jerry A. Kuns
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Cara and John Lisica
Chrystal Little
Sandy Lok
Andres Lopez-Pineda
Amanda and Scott Lueck
James Lyon
Min Ma
David and Mary Maas
Larnie Macasieb
Eric and Jacalyn Mah
Robert and Edna Manzoni
Diane Marchut
Eric Marenoff
Melvyn I. Mark
David Marks
Michael F. Marmor, M.D.
Nancy Marshall
David Martin
Janet A. Martin
Lisamaria Martinez and Joseph Bakker
Michael May
Nina and John Mayerhofer
Ruth Mayerhofer
Scott McCormack
Clifford McElrea
Allene McIntyre
Robert McMullen
Christina McNair
Kevin and Kimberly Menninger
Rahil Merchant
Hans and Edith Merten
Karen Meryash
Jane and Robert Micks
Joshua Miele and Elizabeth Ruhland
Organizational Giving

Almaden Super Lions
America’s Best Local Charities
Ameritrade
Annunziata Sanguinetti Foundation
Anthem Winery and Vineyards, LLC
AT&T Employee Giving Campaign
B Squared Consulting
Bellini Foundation
Benevity Community Impact Fund
Bertha Russ Lytel Foundation
Boris and Vera Bogart Foundation
Bothin Foundation
Business Links, Inc.
California Transcribers and Educators for the Blind
Camberview Partners
Cane and Compass
Carmichael Lynch
Center for Volunteer and Nonprofit Leadership
Charitable Adult Rides & Services, Inc.
Charles Schwab Corp
Château Montelena Winery
Chevron Humankind Matching Gift Program
Comcast
Community Projects, Inc.
Concord Feed & Fuel, Inc.
Consumer Technology Association Foundation
Core Financial Corporation
Cotati Food Service
D & B Rental Properties, LLC
Dean & Margaret Lesher Foundation
Delong-Sweet Family Foundation
Delta Gamma Foundation
Delta Gamma Fraternity - Delta Chi Chapter
Design Partnership
Disability Rights Advocates
Dodge & Cox Investment Managers
Dodge Stores
ECM Property Company LLC
Eva L. McKenzie Memorial Fund
Eventbrite
Excel Fund
Facebook
Fidelity Brokerage Services LLC
Fidelity Charitable Gift Fund
First Dollar Foundation
First Presbyterian Church and Congregation of Napa
Fitness SF
Francis S. North Foundation
GAP Foundation
Gatepath
Genentech Foundation
George Lucas Family Foundation
Golden State Home & Land, Inc.
Goldman Sachs Philanthropy Fund
Google, Inc.
Greater Giving
Guardsmen
Guide Dogs for the Blind
Hanson Bridgett LLP
Harmony Health & Wellness Center, Inc.
Hayford Family Foundation
Herbst Foundation, Inc.
Hewlett Packard
Holly Cranston Memorial Fund
Hood River Distillers
HumanWare
Humboldt Area Foundation
Humboldt Health Foundation
IBM Employee Services Center
IBM Retiree Charitable Campaign
Iglewski Family Foundation
Jewish Community Federation and Endowment Fund
Jewish Community Foundation of the East Bay
Jewish Family and Children’s Services
Joseph and Mercedes McMicking Foundation
JPMorgan Chase & Co.
JPMorgan Chase Foundation
JRV Construction Company
Kawakami Barron & Lam LLP
Kurland Family Foundation
LARCA//Rotary 5130 Fire Relief Fund
Lawrence Livermore National Laboratory
LinkedIn Matching Gifts Program
Lions Club of Norfolk Foundation
Marin Community Foundation
Marmor Foundation
Matthew E. Carpenter Construction, Inc.
Maze & Associates
McLin Family Foundation
Menaged Foundation
Mental Health Association of San Francisco
Microsoft Corp.
Minnesota Woodturners Association
Morgan Stanley
Morgan Stanley Global Impact Funding Trust
Mr. and Mrs. G. Kirk Swingle Foundation
N.D.G.W. Childrens Foundation
Napa Valley Country Club
National Arts and Disability Center, Semel Institute
National Endowment for the Arts
National Federation of the Blind
National Industries for the Blind (NIB)
NCAOMS
Netflix
Norman Mahan Inc.
One Market Restaurant
Oracle Corporation
OsiSoft
Pacific Farms
Pacific Foundation Services
Pacific Gas and Electric Company
Palisades Educational Foundation Incorporated
Parnassus Investments
Patson Companies
Peninsula Endowment Fund
PG & E Corporation
Polara Enterprises, LLC
Presbyterian Woman FPC Livermore
ProlInsurance
Racysugar Productions, Inc.
Rosen Bien Galvan & Grunfeld LLP
Rosen Bien Galvan & Grunfeld LLP Charitable Fund
Rotary Club of Napa
RVK, Inc.
S.A. Camp Companies
Sadie Meyer and Louis Cohn Foundation
Safeway Foundation
Salesforce Foundation
San Francisco Fire Fighters - Local 798
San Mateo County Office of Education: O&M and VI Staff
Santen Incorporated
SCAN Health Plan Community Benefit
Schwab Charitable
Sidney Stern Memorial Trust
Silicon Valley Community Foundation
Simplistic Foundation
Soroptimist International of Napa
Swinerton Builders
SyMed Corporation
TE Connectivity
Telecare Corporation
Tiarna, Inc.
Tidelands Oil Production Company
Tplus Educational Vision Services
Travers Family Foundation
Turner Construction Company Foundation
U.S. Bank
Unitarian Universalist Congregation, Santa Rosa
United States Association of Blind Athletes
United Way Monterey County
United Way of the Midlands
University Corporation, SF State
Vanguard Charitable
Volkswagen Group of America, Inc.
Walt Disney Company Foundation
Walter E. and Barbara A. Bauke Foundation
Welfare Foundation of San Jose Lions
Welfund Family Foundation
Wells Fargo Foundation
White Oak Partners
Windy Bay Foundation
XL Construction
Yahoo! Employee Foundation
Yahoo! for Good
Yasme Foundation
## Media and Accessible Design Lab (MAD Lab)

From printed information to physical space, our MAD Lab specializes in making the visual tactile and turning inaccessible experiences into inclusive ones. Our team of designers and consultants specialize in braille, tactile maps, accessible venues and alternative media.

### Design: Tactile Maps, Graphics, 3D

<table>
<thead>
<tr>
<th>Year</th>
<th>Projects</th>
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<tbody>
<tr>
<td>2017</td>
<td>342</td>
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<tr>
<td>2018</td>
<td>432</td>
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### Consulting: Design and Accessibility

<table>
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<th>Year</th>
<th>Projects</th>
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</thead>
<tbody>
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<td>2017</td>
<td>13</td>
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<tr>
<td>2018</td>
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### Consulting: ADA/CBC Sign Review

<table>
<thead>
<tr>
<th>Year</th>
<th>Signs</th>
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<tbody>
<tr>
<td>2017</td>
<td>4,367</td>
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<tr>
<td>2018</td>
<td>5,889</td>
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### Braille Translation

<table>
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<th>Year</th>
<th>Pages</th>
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</thead>
<tbody>
<tr>
<td>2017</td>
<td>62,967</td>
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<tr>
<td>2018</td>
<td>44,308</td>
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### Braille Business Cards

<table>
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<th>Cards</th>
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<td>2017</td>
<td>10,597</td>
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<tr>
<td>2018</td>
<td>10,925</td>
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### Audio Recordings

<table>
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<tr>
<th>Year</th>
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<td>30</td>
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<tr>
<td>2018</td>
<td>25</td>
</tr>
</tbody>
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Photos from left to right: >>

A close-up of a tactile rendering of an artwork; the inside of the Adaptations Store with merchandise lining the walls; close up of tissue packets manufactured at the Sirkin Center.
Adaptations Store

Adaptations is the only place in Northern California with a comprehensive offering of tools, technology, and other solutions for blind and visually impaired people.

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
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</thead>
<tbody>
<tr>
<td>Total number of items sold</td>
<td>5,787</td>
<td>6,516</td>
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<tr>
<td>Total number of transactions</td>
<td>2,374</td>
<td>2,554</td>
</tr>
<tr>
<td>Total number of customers</td>
<td>2,325</td>
<td>2,504</td>
</tr>
<tr>
<td>Number of unique customers</td>
<td>1,377</td>
<td>1,456</td>
</tr>
<tr>
<td>Number of items carried</td>
<td>1,085</td>
<td>1,197</td>
</tr>
</tbody>
</table>

The Sirkin Center

The Sirkin Center provides employment to blind employees in customer service, shipping and receiving, inventory management and light manufacturing. The Sirkin Center manufactures tissue packets included in MREs (Meals Ready to Eat) for soldiers and fire fighters in the field.

Packets of tissue produced          | 2017: 43,324,000 | 2018: 60,139,000 |
TOGETHER we can map out strategies to help you support our empowering programs for people who are blind or have low vision, while maximizing your tax and financial benefits.

To contribute, please contact our Director of Development at 415.694.7333 or jsachs@lighthouse-sf.org.