

New Hampshire Association for the Blind

2011 Annual Report

*Helping People
Live Better
with Vision
Loss*



David Patton



*Kathy Wyrick
and husband,
Robert*



*Jessica
Laurie
and guide
dog, Otis.*

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www.sightcenter.org

A Special Message from the Board Chair and the President



George F. Theriault, President and CEO and
Michelle M. Arruda, Board Chair.

Living Better With Vision Loss

Another year has come and gone, and during that time, the New Hampshire Association for the Blind worked hard to provide vision rehabilitation services to people all across New Hampshire, to help them maintain their independence. We've made a difference in the lives of so many people. But we could not have done it without the support and commitment of our loyal donors and volunteers. Thank you for all you do.

There is no doubt that vision rehabilitation is critical to our population and that the need for vision rehabilitation services is on the rise.

- The National Center for Health Statistics reports approximately 1.3 million blind people living in the United States, with 25.2 million additional Americans reporting significant vision loss.
- Visual impairment affects 1 in 28 Americans age 40 and over.
- The prevalence of blindness and vision impairment increases rapidly in the later years, particularly after age 75 (22%).

For 100 years, the focus of New Hampshire Association for the Blind has been to “advance the independence of persons who are blind and visually impaired.” Our trained professionals provide a full spectrum of comprehensive and specialized vision rehabilitation services to people of all ages throughout the state. While we can't bring back a person's sight, we certainly can help people make the most of their remaining vision so that they can *live better with vision loss*.

This past year has been a busy one.

We worked with a number of community partners to raise public awareness about coping and living with vision loss. Together with Lions clubs, the New Hampshire Society of Eye Physicians and Surgeons, retirement communities, hospitals and other partners, we presented the documentary *Going Blind* to communities throughout New Hampshire. The film was directed by film journalist, Joe Lovett, who is living and working with advanced glaucoma. As Joe's vision deteriorates and his concern grows, he talks with people who already have lost their sight through blinding diseases like diabetic retinopathy and macular degeneration or through infection, combat, and accidents. Each person Joe meets shares a fascinating story about dealing with a loss many of us fear most, the loss of sight.

We will continue to show *Going Blind* in communities statewide during our 100th Anniversary year. Each showing has offered inspiration and hope to our audiences as they hear the chronicles of the people featured and their messages: “Do the best you can with the *now*,” “Being able to touch is being able to see,” and “Learn to use what you have.” Each person Joe met was inspired to preserve, prolong, and maximize the precious gift of sight — *to live better with vision loss*.

Last fall, the Association's Board of Directors engaged the consulting firm of John Brown Limited to survey a number of our loyal supporters. The purpose of the survey was to determine whether the New Hampshire Association for the Blind was in a position to launch a significant fundraising effort. We learned a lot from the interviews and appreciate the thoughtful input we received from many of you.

You'll be interested to know that almost all of those interviewed acknowledged that the New Hampshire Association for the Blind provides critical services to Granite State residents. Still, we learned that we have some homework to do to better position ourselves for the kind of fundraising that will be crucial to enable us to continue to provide those services to an ever-growing population in need of them. Specifically, we need to expand and enhance our Board of Directors, and we need to increase public awareness of what we do and why what we do is important to the people of New Hampshire. Therefore, the Board created two task forces to help us build a stronger Board and help create a public relations strategy that will make the Association and its powerful mission more widely known.

On another front, the Association partnered with Concord Hospital to produce an education training DVD for health care workers. As its name implies, the DVD “*How Can I Help You? Helping People Who Are Visually Impaired in a Health Care Setting*,” focuses on how to assist a person who is visually impaired when he or she is being admitted to or visiting a health care office or hospital. This informative DVD is being distributed to hospitals, medical practices, and healthcare services throughout New Hampshire and even nationally. This venture is another example of how we are working within our communities to help people *live better with vision loss*.

You will have noticed that we have begun using the theme “Living Better with Vision Loss.” *Living better* means different things to different people. Though their lives are very different,

Kathy, Jessica and David, the three individuals featured on our front cover, are all living better with vision loss. For all of them, vision loss has been an inconvenient truth. Yet each of them has risen to the challenge by drawing not only upon the services provided by the New Hampshire Association for the Blind, but also upon his or her own unique spirit and determination to go forward, to live life to the fullest. You'll read more about their experiences on the following pages.

Also included in this year's Annual Report is a snapshot of the services provided to those in need over the past year. 1,441 people received individual vision rehabilitation services from September 1, 2010 through August 31, 2011. Over 400 benefited from group services, and nearly 6,000 received information.

Our 100th year of service will soon be upon us. We are proud of those years and vow to continue our work to provide critical vision rehabilitation services to those in need; to work with people to *live better with vision loss*. Thank you for your caring support and commitment. Together, we really do make a difference.

Sincerely,



George F. Theriault
President & CEO



Michelle M. Arruda
Board Chair

*"You wouldn't believe what I get done!"
"I am so grateful."
"I can do things that I never thought I could again."*

Lorraine, Nashua

Cover Story:

Living Better With Vision Loss, Their Stories



Kathy Wyrick

Twenty-four years ago, shortly after her marriage to Robert, Kathy Wyrick received a diagnosis of Rheumatoid Arthritis, which ultimately led to an eye condition affecting her vision. Now, Kathy is legally blind. She says, "Blindness is a lifestyle change but I try not to allow my medical issues and sight challenges to define who I am as a person." Kathy feels fortunate with the unconditional love from her family and a faithful little dog named Chamois. While Kathy freely admits, "this is not the life my husband and I chose," it could be a lot worse.

In 2002, vision rehabilitation professionals from the New Hampshire Association for the Blind assessed her needs and provided a variety of low vision "tools" to help her do the things she needed and wanted to do. Arlene and Cici, volunteers with the New Hampshire Association for the Blind, have worked with Kathy over the years. Both have become her very good friends. It is fair to say that Arlene and Cici's lives have "been enriched as a result of knowing Kathy."

Today, Kathy maintains a beautiful home, cooks, makes jewelry and other crafts, and is an avid gardener. She works along side her husband as business owners of Warner's Card and Gift Shop in Portsmouth. This is one way Kathy stays actively involved in her community. Warner's has been in Robert's family for many years. Though Kathy has good days and bad days, her philosophy is to "be happy with what you can accomplish." Kathy's husband says that he "often forgets that she is blind because she acts so independent."



David Patton

"If you believe, you can do it!" So says David Patton, a client at the New Hampshire Association for the Blind. In 2008, David lost much of his sight due to two strokes. Driving truck was no longer an option for his livelihood. Being an active and productive member of society was very important to him. He sought help from a number of sources including Steve Barbas at Services for the Blind and Visually Impaired who works closely with professionals at the New Hampshire Association for the Blind. Together, they helped David. He learned white cane travel, applied for and attended Guiding Eyes for the Blind and has a guide dog, named Sabrina.

David loves to bake and has started his own specialty cake business, *PattyCake*, *PattyCake*. He created a special cake for the Association's 2011 Blind Awareness Walk-A-Thon. Besides baking, David is busy with his wife and four children. He is a member of the Manchester Lions Club and was recently asked to serve on the Board of NH Soccer Association TOPSoccer, a soccer program for disabled kids.



Jessica Laurie

Jessica Laurie is on the move! Born with Retinitis Pigmentosa, Jessica has little useable vision. Yet at an early age she learned how to ride horseback, ski down a mountain, swim and run — all activities she continues to do today!

In fact Jessica and her guide dog, Otis, have left Georges Mills, New Hampshire and are now finding their way around Providence, RI where Jessica started her freshman year at Providence College this past September. Business/Law/Health are her interests at this point. With a strong work ethic and gritty determination, Jessica navigates the city of Providence and college life from doing her laundry, handling her finances, attending classes, and much more.



Going forward and looking forward to Graduate School — Kristin Hallee walks with guide dog, Posada.

Grant Recognition

How Could We Do It Without You?

The New Hampshire Association for the Blind is so fortunate to have the support for its work from many different sources. As we provide a wide array of vision rehabilitation services to our friends, colleagues and neighbors who have vision loss, the following organizations, corporations and foundations have granted funds to help people *live better with vision loss*.

Ella Anderson Trust
Vision Rehabilitation Services

Mary Louise Billings Trust
Public Education

Jack and Dorothy Byrne Foundation, Inc.
Orientation & Mobility Instruction

Claremont Savings Bank
Vision Rehabilitation Services

Cogswell Benevolent Trust
Vision Rehabilitation Therapy

Benjamin Couch Trust
Vision Rehabilitation Therapy

Mary Gale Foundation
Vision Rehabilitation Therapy

Arthur Getz Foundation
Client Management & Integration Project — Client Database

Grimshaw-Gudewicz Charitable Foundation
Vision Rehabilitation Services

Lincoln Financial Group
Peer Support

Lions Sight & Hearing Foundation

Vision Rehabilitation Services

Mascoma Savings Bank Foundation
Vision Rehabilitation Services

McIninch Foundation
Client Management & Integration Project — General Ledger Upgrade

Merrimack County Savings Bank Foundation
Technology Upgrades — MacBook Computers

Abbie Moseley Trust
Vision Rehabilitation Services

Town of Milford
Vision Rehabilitation Services

Madelaine G. Von Weber Trust
Client Management & Integration Project-General Ledger Upgrade

Roger R. and Theresa A. Thompson Endowment Fund
Seacoast Services Project — Volunteer

The Bagan Foundation
Vision Rehabilitation Services

McGreal Society

The **McGreal Society**, named after William McGreal, the Association's first Executive Director, and his wife Elizabeth Yates McGreal, was established to provide a lasting legacy and perpetual financial support to the New Hampshire Association for the Blind.

It is very important that the Association continue to fulfill our mission into the next decade and beyond. The Society recognizes the foresight and generosity of friends who have planned support for the Association through wills, trusts, life income funds and life insurance gifts.

Members of the **McGreal Society** set an outstanding example to encourage others to help plan for the future needs of New Hampshire residents who are living with serious vision loss and blindness.

A special thanks to:

Anonymous Friends
Ms. Norita Bernier
Annette L. Cockburn
Mrs. Nancy H. Copeland
Persis R. Gow
Alex Hanson
Dr. Suzanne R. Horner
Mr. David Jespersen

Ms. Gayle Kimball
Ms. Jane Kirk
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Miss Constance Reed
Bill and Linda Sirak
Mrs. Mary H. Smart
Mrs. Charles V. Tallman
Celia and George Theriault
Mrs. Ray G. Theriault
Ms. Eileen Zeindlhofer



In May 2011, the Council on Fundraising recognized Persis Gow for her unique, over-and-above contributions of time, talent, and treasure to the New Hampshire Association for the Blind and numerous others in the non-profit community.



Jo Adcock Service Award

The New Hampshire Association for the Blind's Board of Directors presented Marie Johnson with the Jo Adcock Service Award for her outstanding service and commitment to the field of blindness. Ms. Johnson has been a client and advocate of the New Hampshire Association for the Blind for 15 years. In addition to her advocacy roles for the Association, Ms. Johnson has served as President of the NH Chapter of National Federation of the Blind and Chairs the sub-committee on employment for Services for the Blind and Visually Impaired Advisory Committee. Her consistent dedication to advocating for those with vision loss is unmatched. Born with Retinitis Pigmentosa (RP), a hereditary eye disease, Marie is one member of the largest known family in New Hampshire to suffer from RP. She commonly refers to it as "the family curse!" Marie is dedicated to making a difference to others who are blind or visually impaired. In addition to the various committees she serves on Marie facilitates monthly meetings of the Empowerment Through Technology Users Group at the Association. These meetings provide participants with an opportunity to learn and share information and ideas about all kinds of assistive technology. "We all learn from each other, we all have something to share."

Kudos to Marie Johnson, this year's Jo Adcock Award winner, August 2011.

Bequests & Professionals

Legacy Gifts

In the Association's fiscal year running from September 1, 2009 through August 31, 2011, eight individuals honored us with their legacy. Their foresight and planning assures the continuation, in perpetuity, of high quality programs and services for those who are blind or visually impaired in communities throughout New Hampshire.

Estate of Eleanor M. Brown
The Gladys Christie Trust
Ernest Cutter, Jr. Marital Trust
Estate of Eleanor A. Ferguson

Estate of Daniel Nicholas
Phyllis H. Patenaude Trust
Nancy P. Shea Trust
Estate of Kathryn Van Dam

Professionals

The New Hampshire Association for the Blind appreciates working with the following professionals to complete these life-affirming gifts:

Anonymous
Ann Meissner Flood

Philip F. Curtin
David A. Ward

Guy Woodland, Senior VP New Hampshire Association for the Blind, Nancy Druke, Director of Social Work, New Hampshire Association for the Blind (center, holding the Thomas Caulfield Award) and Cammy Morraros, of the Iris Network in Maine.

Thomas Caulfield Award

Nancy Druke Receives Thomas Caulfield Award

Nancy Druke, Director of Social Work at the New Hampshire Association for the Blind and President of NE/AER, recently received the prestigious Thomas Caulfield Award at the annual meeting of the Northeast Chapter of the Association for the Education and Rehabilitation of the Blind and Visually Impaired (NE/AER). The Thomas Caulfield Award is awarded every other year to someone who demonstrates outstanding personal efforts in assisting persons with visual impairment to adjust to their disability and to attain responsible goals in their communities.



Major Contributors to the 2010-2011 Annual Services Fund

Report on Philanthropy

Gifts large and small make a difference everyday for the visually impaired in communities throughout New Hampshire.

Your support and commitment helps people to be independent and to live better with vision loss.

On behalf of the Board of Directors, the clients we serve, and their families, we'd like to thank you for your generous contributions and loyal support.

Due to space constraints only donations of \$100 or more and received from September 1, 2010 through August 31, 2011 are listed in this year's Annual Report.

In our effort to publicly thank our donors while trying to be economically and ecologically responsible, all *Memorial and Tribute* gifts received from January 1, 2011 through August 31, 2011 can be viewed on our website at www.sightcenter.org.

President's Council

\$100,000.00+

Grimshaw-Gudewicz Charitable Foundation
The Mary Gale Foundation, Inc.

\$25,000-\$49,999

The Cogswell Benevolent Trust

\$10,000-\$24,999

Mae T. Drew Trust
The McIninch Foundation
From Eva M. Montembeault in memory of Gerard J. Monty Montembeault
Walter O. and Amelia E. Nichols Fund
The Sim-Ayres Foundation
Roger R. and Theresa A. Thompson Endowment Fund
Dixie Wonders Irrevocable Trust

\$5,000-\$9,999

Concord Lions Club, Inc.
Abbie Moseley Trust, Citizens Bank Trustee
Mildred W. & Charles P. Page Trust
Ms. Marjorie E. Rolfe
Marion E. Stubbs Trust
Madelaine G. Von Weber Trust

\$2,500-\$4,999

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\$1,000-\$2,499

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Mr. and Mrs. Frank Yanco
Mr. Richard R. Yedinak
Meryl Yourish
Mr. and Mrs. Charles J.
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Memorials and Honors

To enjoy a full report of all of our generous Memorial and In Honor donors, please visit www.sightcenter.org after November 21, 2011. In our effort to publically thank our donors while trying to be economically responsible and ecologically sustainable, we will post all Memorial and In Honor gifts received from January 1, 2011 through August 31, 2011 on our website.

In-Kind Gifts

From magnifiers to invitations, food, tents, banners, porta-potties, and more, the New Hampshire Association for the Blind thanks the following individuals, companies and

organizations who gave time, goods and services to help keep costs down for various programs, events and projects. Thanks to their wonderful generosity, more resources were available to help provide needed vision rehabilitation services to 1,441 clients this year.

93.3 THE WOLF
 Alan's of Boscawen
 Mr. Ed Andrews
 Capitol Craftsman & Romance
 Jewelers
 Glass Graphics
 Henniker Septic Service, Inc.
 Ignite Bar & Grille
 The Inn by the Bandstand
 Irving Oil Corporation
 Lakes Region Coca Cola
 Ms. Susan A. Manchester
 Nathan Wechsler and
 Company
 NH Highland Games
 Off The Cuff
 Say it in Stitches
 Sheraton Portsmouth
 Harborside Hotel
 Spectrum Marketing
 Companies
 Taylor Rental
 Wal-Mart Distribution Center
 WOKQ 97.5 FM

Matching Gifts

A special *Thank You* goes to the following companies who matched gifts, made by their valued employees, to the New Hampshire Association for the Blind. We recognize that these companies, through their corporate commitment to giving, helped people to be independent despite vision loss.

BAE Systems
 Baxter International
 Foundation
 D & B Corporate Giving
 General Electric Foundation
 Giving with Liberty
 Lincoln Financial Group
 Foundation
 RiverStone Corporate Match
 State Street Matching Gift
 Tyco
 Velcro USA

Partners In Sight

Partners In Sight is a monthly giving program designed to help ensure that resources are always available to those individuals who are blind and visually impaired. Thank you for your truly wonderful commitment to the visually impaired of New Hampshire.

Mary D. Adams
 Mr. and Mrs. Dennis P.
 Beaulieu
 Imelda M. Boisvert
 Nancy Bonachea
 Mr. and Mrs. Maurice Bourque
 Dorothy M. Buffum
 Robert E. Buffum
 Mr. and Mrs. John S. Caro
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 Tom D'Evelyn
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 Robert C. McQuillen
 Mildred E. Mele
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 Mr. and Mrs. Charles J. Senior
 John W. Spallone, Jr.
 Major George M. Stare, Ret.
 Louise M. Taylor
 Margaret K. Thornton
 Philip O. Works, Jr.
 Mr. Richard R. Yedinak

Every effort has been made to accurately reflect gifts received from September 1, 2010 through August 31, 2011. Please let us know if your name or that of your company, foundation or organization is missing or printed incorrectly. By Board policy, the New Hampshire Association for the Blind does not rent, sell or exchange its donor lists or any donor information.

Consider an Online Gift

Thank you for caring.

There are many ways for you to support the important work of the New Hampshire Association for the Blind. You may choose to give an annual gift, to make a special one-time gift or to include the New Hampshire Association for the Blind in your Will or Estate plan. You may prefer to make a gift that will be used immediately to support programs or services or you may make a gift that will last for perpetuity through the Association's Endowment Fund. You may want to honor a friend or colleague or make a gift in memory of a loved one.

If you prefer to give online, please visit our website at www.sightcenter.org for more detailed information.

New Hampshire Association for the Blind Donor Privacy Statement

The New Hampshire Association for the Blind places the highest priority on protecting the privacy of our donors and holds all donor information in strict confidence.

The New Hampshire Association for the Blind does not and will not sell or trade a donor's personal information to any other entity.

If you have any questions or concerns please contact Shelley Proulx, CFRE, Vice President for Development at (603) 224-4039, ext 327 or email sproulx@sightcenter.org.

For information about the programs and services of the New Hampshire Association for the Blind, please visit our office at 25 Walker Street, Concord, NH 03301, or call (toll free in NH) 1-800-464-3075, (603) 224-4039, or in the Seacoast (603) 431-9401. You may also visit our web site at www.sightcenter.org for additional information.

The Annual Report is available on our web site, in Braille, on disk, and on audiocassette. If you prefer to receive it in one of these alternative formats or by email, please call the Association at 1-800-464-3075.

Staff

George F. Theriault, B.A., CFRE • *President & Chief Executive Officer*
Marcia L. Clark, B.S. • *Executive Administrator*

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Senior Vice President

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Client Services Assistant

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Low Vision Therapist/Vision Rehabilitation Therapist

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Director of Social Work

Glenn R. Gunn, M.Ed., COMS
Orientation & Mobility Specialist

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Receptionist

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Jennifer L. Morgan, B.A.
Caseworker

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Vision Rehabilitation Therapist/Orientation & Mobility Specialist

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Vision Rehabilitation Therapist/Orientation & Mobility Specialist

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Driver

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Teacher of the Visually Impaired/Orientation & Mobility Specialist

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Vice President for Finance & Administration

Shelley M. Proulx, M.B.A., CFRE
Vice President for Development

Nancy S. Burgess, M.Ed.
Development Associate

Mary E. Chase
Special Events/Donor Database Administrator

Lois Hanlon, A.A.S.
Business & Operations Assistant

Jane M. Roy
Donor Records & Mail Program Manager

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Condensed Financial Summaries

Statement of Financial Position for the Year Ending August 31, 2011

ASSETS

Current Assets

Cash	\$ 110,689
Accounts Receivable	40,035
Interest Receivable	16,904
Supply Inventories	29,281
Prepaid Expenses	18,684
Total Current Assets	\$ 215,593

Investment Funds	\$5,637,845
Perpetual Trusts Held by Others	1,469,087
Property & Equipment, net	790,491
TOTAL ASSETS	\$8,113,016

LIABILITIES & NET ASSETS

Liabilities

Accounts Payable	\$ 47,475
Accrued Payroll & Related Taxes	110,602
Accrued Deferred Compensation	290,038
Annuity Payable	22,763
Total Liabilities	\$ 470,877

Net Assets

Unrestricted, Undesignated	\$ 471,035
Unrestricted, Board Designated	4,242,634
Temporarily Restricted	442,625
Permanently Restricted	2,485,845
Total Net Assets	\$7,642,139

TOTAL LIABILITIES & NET ASSETS	\$8,113,016
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Statement of Activities For the Year Ending August 31, 2011

Public Support & Revenue

Public Support	\$1,632,881
Service Revenue	600,603
Total Public Support & Revenue	\$2,233,484

EXPENSES

Program Services Expense

Vision Rehabilitation Programs	\$1,377,556
Public Education	35,662
Total Program Expense	\$1,413,218

Support Service Expense

Public Support Expenses	\$ 492,477
General Administration	177,414
Total Support Services Expense	\$ 669,891

TOTAL EXPENSES	\$2,083,109
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REVENUE less EXPENSES	\$ 150,375
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NET RETURN ON INVESTMENTS	\$1,088,410
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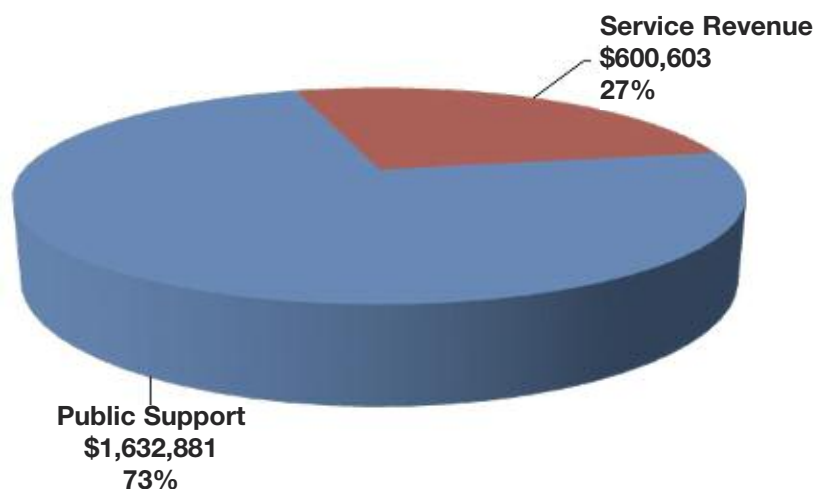
CHANGE IN NET ASSETS	\$1,238,785
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NET ASSETS BEGINNING OF YEAR	\$6,403,354
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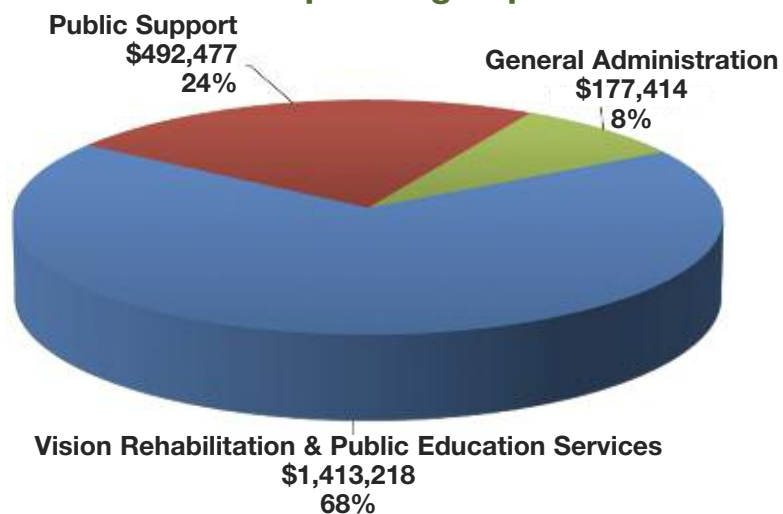
NET ASSETS END OF YEAR	\$7,642,139
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These condensed financial summaries were prepared by the New Hampshire Association for the Blind, Inc. from its preliminary financial statements for the year, ending August 31, 2011. These financial statements, including related notes and the independent auditing report of Nathan Wechsler & Co., PA, Concord, NH, will be available for review upon completion of our annual audit.

FYE 2011 Sources of Revenue



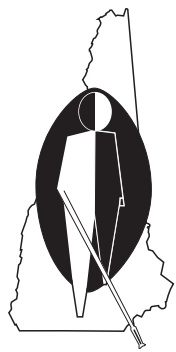
FYE 2011 Operating Expenses



Sharing the Impact of Philanthropy... Generosity Helps So Many

Clients Receiving Individual Services	1,441
Number of Group Sessions	48
New Clients Referred	438
Public Education Presentations	48
Education — Number of Students	88
Education — Number of School Districts	32

Total Number of Volunteers	83
Total Number of Hours Served by Volunteers	4,042
Total Number of Miles Traveled by Volunteers	34,584
Gender of Clients Served	Women 945=66%
	Men 496=34%
Client Ages Between 70-100+	976=68%



**New Hampshire
Association for the Blind
McGreal Sight Center**
25 Walker Street
Concord, NH
03301-4599

2011 Annual Report

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MISSION:

**“To advance the
independence of
persons who are
blind and visually
impaired.”**



Feature

GOING BLIND and GOING FORWARD

Palace Theatre, Manchester, NH

May 2012

Additional Showings:

**Monday, December 5, 6:30–8:30 p.m., Peterborough Community Theatre
in Peterborough**

Saturday, January 7, 1–3 p.m., Huggins Hospital in Wolfeboro

Saturday, February 4, 1–3 p.m., Taylor Community’s Woodside in Laconia

Saturday, February 25, 1–3 p.m., Wentworth Douglass Hospital in Dover

**For more information, please call Mary Chase at 603-224-4039, ext 324
or email MChase@sightcenter.org**