

New Hampshire Association for the Blind

2012 Annual Report

Celebrating 100 Years

For One Hundred Years and Beyond: A Spirit of Independence

An article in the Hancock Historical Society's April 2012 issue of the Historical Oracle featured a story of the New Hampshire Association for the Blind's founding in 1912. Over 100 years ago, on a cold winter evening, three women who were blind met in the home of Emma Coolidge Weston at the foot of Prospect Hill in Hancock, NH. Emma Weston herself was blind from age two due to whooping cough. The group wanted to find a way to educate the public and promote support for the independence of friends and neighbors who were blind. And so it began.

For 100 years the New Hampshire Association for the Blind has educated, advocated and provided the specialized training needed by persons who are blind and visually impaired to achieve success and independence! And that work continues today. People of all ages, including students, working age adults, small business owners and senior citizens continue to benefit from the rehabilitative services we provide across the state.

Vision loss is complicated. Six year old Kalli (featured on the front cover of this year's Annual Report) and her family know that adjusting to blindness is a life-long process. It requires patience, determination and a positive attitude. Little Kalli certainly has that!

Her albinism, an inherited genetic condition, doesn't keep her from living her young and energetic life to its fullest! Young Kalli describes herself as the "Sunglass Kid." Her eyes do not filter light well and the images she sees are blurry. Because it's easier for Kalli to see in the shade, she wears sunglasses when outside. Needing to use a white cane for safe travel, Kalli practiced all summer long with the help of Claudia Libis, one of our Teachers of the Visually Impaired. She was eager and well prepared to begin first grade at her new school. At age six, Kalli is looking ahead to a bright future and so must we.

Outreach to schools, children, their teachers and families, continues to be an integral part of the work we do. Since 2003 when our Educational Services Program was launched, we have helped more than 206 students achieve success.

People like Kalli and countless others, continue to inspire and motivate each and every one of us. We are supportive and encourage them as they work to live better with vision loss — living better because the Association has touched their lives, by giving them the tools, skills, and confidence to live life to the fullest independently.

"Living Better with Vision Loss" has been our theme during this anniversary year. As a longtime client acknowledged, "Losing your eyesight can be scary. You don't know what to expect. You feel out of control. You fear for the worst." It remains our mission to help eliminate those fears and to hold true to our mission "to advance the independence of persons who are blind and visually impaired."

With important grant support from the Citizens Bank Foundation, our anniversary year emphasized public education — getting the word out about the work that we do. We find that there are more and more people who need our services but are reluctant to call us. Vision impairment or blindness is often intimidating and frightening, but a simple phone call can bring hope and possibilities for the future.

This year so many of you have come together in celebration of our 100th anniversary and also in support of our 100 years of service, working with us in various ways to increase the awareness of blindness and the work we do. For example, a generous grant from the Jack and Dorothy Byrne Foundation allowed us to hire a professional company to produce a very compelling DVD that features

client testimonials. This video titled, Living Better with Vision Loss, is currently being shown across the state at service clubs, health fairs and other venues. See it at www.sightcenter.org.

The Going Blind/Going Forward Initiative has been successful with 25 showings to date of Joe Lovett's film, Going Blind. People from Berlin, Keene, Portsmouth and everywhere in between have benefited from the presentation which includes a very informative documentary, followed by a panel discussion with community service professionals — ophthalmologists, optometrists, low vision therapists and clients.

This past spring we worked with the Children's Museum of New Hampshire to create "Art Beyond Vision." This was a collaborative effort between the Museum, the New Hampshire Art Association and the New Hampshire Association for the Blind. Children, teachers and families reached out to touch the artwork presented at the exhibit. All visitors were encouraged to "Close your eyes. Examine the smoothness, the roughness, the bumps and the edges. Use your imagination to sense the ideas and emotion the artist is trying to convey."

We are pleased to have publicly recognized and thanked a special group of individuals who have contributed to the New Hampshire Association for the Blind for 25 years or more. Members of the Lifetime of Giving Society have financially supported the essential services we provide. We appreciate their commitment and thank them. Stop by the Concord office to see this wonderful tribute to some of our most loyal supporters.

Please turn to Impact of Philanthropy on page 16 for details on our year of service. Thank you for your steadfast and generous support. Side by side, we'll continue to work towards a future of "Living Better with Vision Loss" as we celebrate 100 years of service and beyond.

Sincerely,
George F. Theriault
President & CEO

Michelle M. Arruda
Board Chair

New Hampshire Association for the Blind Founded in Hancock

From Hancock Historical Society Historical Oracle, April 2012

One hundred years ago, during the winter of 1911-1912, three blind persons met in the home of Emma Coolidge Weston at the foot of Prospect Hill. They discussed how they might find a way to educate the public and promote recognition and support the independent work of blind people. This little group was asked to present their cause at a Sunday evening meeting of the Hancock Congregational Church members at the Vestry. As a result of that evening, a group of sighted and blind persons met and formed the Hancock Branch of the New Hampshire Association for the Blind in February 1912. Officers elected that evening were: Reverend Frank Pearson, President; Emma Coolidge Weston, Secretary; and Wilfred M. Davis, Treasurer. All were residents of Hancock.

Inspired by Mrs. Weston, (herself blind from early childhood due to whooping cough) and relying on her experience working with the adult blind at Perkins Institute in Massachusetts and in New Hampshire, the group organized a fair in Hancock during the summer of 1912. The purpose of the fair was to showcase the talents of blind craftspeople, educate the public about the skills and needs of the adult blind, and raise money to open a shop to serve as an outlet for work produced by those craftspeople.

The fair was a great success. The New Hampshire Association for the Blind was then formally organized, officers were elected and a constitution was adopted. Emma Coolidge Weston is credited with being the Foundress of the organization.

The New Hampshire Association for the Blind has worked closely with the Hancock Historical Society to help celebrate our 100th anniversary. Ellena Weston Zimmerman and Bobby Nylander from

the Hancock Historical Society worked with Jean Jaworski, a volunteer at the Association, and third grade teacher Kati Richardson. Their efforts to mark this occasion in May included lessons about Emma Weston, blind awareness education by the Association, and a school visit by Randy Pierce and his guide dog, the Mighty Quinn.

PHOTO CAPTION: Our founder, Emma Coolidge Weston, August 5, 1857–March 25, 1939

PHOTO CAPTION: Just as Emma Coolidge Weston learned her ABC's, a third grader traces letters. Hancock Historical Society, May 2012.

The Face of Our Future

This fall, six year old Kalli began kindergarten in a new school. While she's making friends fast and loving her new teacher she still misses the old school with its comfortable and familiar surroundings. But it won't be long before Kalli settles in and discovers the new opportunities and challenges that are waiting for her.

Like Kalli, new opportunities and challenges are waiting for us as we celebrate our 100th year. And again, just like for Kalli, there's a bright future on the horizon. While we are proud of our past, we're embracing our future.

Born with Oculocutaneous Albinism & Associated Nystagmus, Kalli's eyes do not filter light very well and she sees very blurry images. It's easier for Kalli to see in the shade as opposed to sunlight. Sunglasses help. She wears them "outside and inside sometimes because the light hurts my eyes." A long white cane helps Kalli to travel safely at home, at school and in her community. She is building a bank of landmarks and clues for accurate orientation. She uses Braille letters, puzzles and can identify the main character in a book without using Braille. Puzzles help Kalli make the most of her remaining vision. A fast learner, Kalli's TVI (Teacher of the Visually Impaired) says she's a "sponge."

Kalli is the youngest of three girls. She is excited to now be in the same school as one of her older sisters! As strong advocates for the visually impaired, Kalli's family mounted a campaign with American Girl Dolls to create a doll with albinism. They felt it important to do all they can to help people understand albinism. With her winning smile and contagious zest for life, Kalli is educating children and adults alike about living with vision loss.

PHOTO CAPTION: Kalli works on a puzzle with Teacher of the Visually Impaired, Claudia Libis.

QUOTE: "Learning to see is so much fun!" — Kalli Roy

Thanks to You, People Are Living Better With Vision Loss

As the New Hampshire Association for the Blind celebrates its 100th year of service, special thanks go to the following organizations, corporations and foundations that have provided significant grant funding in support of our mission. Grant funding for Vision Rehabilitation Services allowed more people with vision loss to receive the specialized training needed to perform "everyday tasks of life." Support for Public Education helped us to reach out to people throughout New Hampshire and further to increase awareness of blindness and promote the services available at the New Hampshire Association for the Blind. Awards for the Seacoast Services Volunteer Program have made a huge difference in our commitment to help clients living in the greater Dover, Rochester and Portsmouth areas. The numbers of volunteers have nearly tripled in only three years as members of the Seacoast community increasingly volunteer their time and talent for the benefit of friends and neighbors who are blind and visually

impaired. The Orientation & Mobility Program (O&M) received grant support for white canes. The O&M Program helps adults and children build skills for safe travel and mobility. This training gives clients a sense of control over their environment. The white cane can be a lifeline for a person with visual impairment.

The Peer Support Program grant award makes it possible for group members to come together to share experiences and discuss strategies for managing vision loss. This is often the first time that clients meet others who are “in the same boat,” and it can be an enormously powerful experience. Thanks to all of this wonderful support, people are able to live better with vision loss.

GRANT RECOGNITION

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Mary Louise Billings Trust
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Jack and Dorothy Byrne Foundation, Inc.
Public Education

Citizens Bank Foundation
Public Education

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Vision Rehabilitation Services

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Grimshaw-Gudewicz Charitable Foundation
Vision Rehabilitation Services

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White Canes for Orientation & Mobility

Lincoln Financial Group
Peer Support Program

Lions Sight & Hearing Foundation
Vision Rehabilitation Services

Merrimack County Savings Bank Foundation
Vision Rehabilitation Services

Abbie Moseley Trust
Vision Rehabilitation Services

People’s United Community Foundation
Orientation & Mobility Program

Roger R. and Theresa A. Thompson Endowment Fund
Seacoast Services Program-Volunteer

PHOTO CAPTION: Board member Randy Pierce hiking Mt. Monroe with his guide dog The Mighty Quinn.

The 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, charitable gift annuities, 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:

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*Deceased

PHOTO CAPTION: 1947–1960 William McGreal, first Executive Director steered the Evolution of Vision Rehabilitation Services. He is pictured here with his wife, Elizabeth Yates McGreal.

Bequests and Professionals

Legacy Gifts

In the Association's fiscal year running from September 1, 2011 through August 31, 2012, nine 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
Barbara Jean Clay Revocable Trust
Ernest Cutter, Jr. Marital Trust
Douglas A. Hoyt Trust for benefit of Douglas A. Hoyt
Estate of Ralph Malmgren
Estate of Alma F. Moskwa
Estate of Linnea Robinson
Estate of Marietta F. Sewall
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
Carl R. Anderson
Philip F. Curtin
Jon S.B.C. Hanson
Maureen Higham
Doris J. Moffaletto
Stephen U. Samaha
William V. Zorn

Jo Adcock Service Award

The Jo Adcock Service Award is given annually to an individual who has shown outstanding service in the field of blindness. The 2012 Jo Adcock Service Award was presented to Terri McGrew in early August. As a letter for her nomination stated, "(Terri) is totally giving of herself and her time in order to help the blind community throughout New Hampshire."

Terri is a member of the Lions Club and served as a Past District Governor. She has chaired the Annual Lions Recreational Weekend for the past nine years, and is well known to us as a Board member.

For almost a decade, Terri has been the chair of the Lions Recreational Weekend, where participants can really "get away." Not only is it an opportunity to connect with others who are visually impaired, but just as importantly it is a time to relax, have fun and enjoy all that New Hampshire offers!

Thank you Terri for your commitment to people who are blind and visually impaired.

PHOTO CAPTION: Board Vice Chair, Sue Manchester, presents Terri McGrew with the 2012 Jo Adcock Award.

Major Contributors to the 2011–2012 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, 2011 through August 31, 2012 are listed in this year's Annual Report.

In our effort to publicly thank our donors while trying to be economically responsible and ecologically sustainable, we will post all In Honor Of and Memorial gifts received from February 1, 2012 through August 31, 2012 on our website www.sightcenter.org.

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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 thousands of clients this year. Gifts valued at \$100 or above are listed in this report.

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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.

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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 making this wonderful commitment to the visually impaired of New Hampshire.

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Every effort has been made to accurately reflect gifts received from September 1, 2011 through August 31, 2012. 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.

*Deceased

A Lifetime of Giving Society

This year we are giving public recognition and thanks to a very special group of individual friends who have contributed to the New Hampshire Association for the Blind for 25 years or more. Members of the Lifetime of Giving Society help provide financial support for the essential services provided to those who are visually impaired. We appreciate their commitment and thank them. A framed listing is on display at the Concord office.

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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, make a special one-time gift, include the New Hampshire Association for the Blind in your will or living trust or create a charitable gift annuity.

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.

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.

However you choose to help those who are blind and visually impaired, thank you.

New Hampshire Association for the Blind Donor Privacy Policy

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.

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The Impact of Your Philanthropy

Thank You for Your Help!

Clients Receiving Individual Services	960
Number of Group Sessions	48
New Clients Referred	461
Education — Number of Students	78
Education — Number of School Districts	23
Total Number of Volunteers	85
Total Number of Hours Served by Volunteers	3,265
Total Number of Miles Traveled by Volunteers	30,876
Gender of Clients Served	
Women	642= 67%
Men	318= 33%
Client Ages Between 70–100+	593= 68%
Top Five Most Common Eye Conditions of Clients Served:	
Cataract	19%
Diabetic Retinopathy	10%
Glaucoma	14%
Macular Degeneration	52%
Retinitis Pigmentosa	5%

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) 842-4351. 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.

Statement of Financial Position for the Year Ending August 31, 2012

ASSETS

Current Assets

Cash	\$139,888
Accounts Receivable	71,590
Interest Receivable	16,610
Supply Inventories	39,286
Prepaid Expenses	18,311
Total Current Assets	\$185,685

Investment Funds	\$5,498,508
Perpetual Trusts Held by Others	1,547,773
Property & Equipment, net	798,859

Total Assets **\$8,030,826**

LIABILITIES & NET ASSETS

Liabilities

Accounts Payable	\$40,684
Accrued Payroll & Related Taxes	164,964
Accrued Deferred Compensation	258,585
Annuity Payable	20,601
Total Liabilities	\$7,384,833

Net Assets

Unrestricted, Undesignated	\$1,517,690
Unrestricted, Board Designated	4,000,258
Temporarily Restricted	478,030
Permanently Restricted	2,50,015
Total Net Assets	\$7,645,993

TOTAL LIABILITIES & NET ASSETS **\$8,030,826**

Statement of Activities For the Year Ending August 31, 2012

Public Support & Revenue

Public Support	\$1,880,382
Service Revenue	651,355
Total Public Support & Revenue	\$1,531,737

Expenses

Program Services Expense	
Vision Rehabilitation Programs	\$1,396,481
Public Education	65,610
Total Program Expense	\$1,462,091

Support Service Expense

Public Support Expenses	\$519,348
General Administration	180,732
Total Support Services Expense	\$700,080

TOTAL EXPENSES **\$2,162,171**

REVENUE less EXPENSES **(\$630,434)**

NET RETURN ON INVESTMENTS **\$1,634,287**

CHANGE IN NET ASSETS **\$1,233,853**

NET ASSETS BEGINNING OF YEAR **\$7,642,139**

NET ASSETS END OF YEAR **\$7,645,993**

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, 2012. 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.

Mission: To advance the independence of persons who are blind and visually impaired.

www.sightcenter.org

Find Us on Facebook

PHOTO CAPTIONS:

Randy and his guide dog Quinn with third grade class at the Hancock Historical Society, May 2012.

May 2012, Hancock Historical Society

Estate Planning helps to ensure the availability of vision rehabilitation services for the future.

“The Essence of José Feliciano” by local artist, Robert Johnson, Jr. From the exhibit “Art Beyond Vision” at the Children’s Museum of New Hampshire, Dover.

Jessica Laurie and her guide dog Otis.

HISTORICAL TIMELINE:

1912 — Blind Fair in Hancock; Establishment of the Hancock Branch of the New Hampshire Association for the Blind

1933–1936 — The New Hampshire Association for the Blind became Incorporated and Bylaws Adopted

1997 — McGreal Sight Center Opens at 25 Walker Street, Concord

2003 — Seacoast Office Opens

2012 — Celebration of 100 Years of Service