Keeping our focus on the blind and visually impaired.
Dear Friends,

“Living Better with Vision Loss” - That’s how we describe the impact and outcome of the services that we provide to persons living with low vision or blindness. This simple tag line states the primary outcome of our services - achieving personal independence and enjoying life to its fullest!

In this Annual Report you will see that the Association continues to reach and help many of our friends and neighbors of all ages, statewide, to enable them to meet this goal. Note the story of Leanne Evans in this report who we helped to overcome what seemed to be impossible barriers and achieve her dream.

We wish to thank all of our many supporters – partner stakeholders, contributors, volunteers, clients, and friends for helping us in so many important ways this past year.

We are thrilled to see our vibrant volunteer Regional Advisory Groups growing and creating exciting connections and events in their communities – the Dinner in the Dark events have helped raise awareness and funds to support services. In the new year a new Concord area advisory group is forming to join the successful Seacoast, Manchester, and Central NH groups. Monitor our website (www.sightcenter.org) and Facebook page to track all upcoming events you may wish to join.

Our energized and engaged Board of Directors and professional staff are working to prepare for fresh Strategic Planning – to chart our course both for the short and longer range, and most of all to keep focused on the growing needs of those we are committed to serve.
A concern that will demand our very best thinking and planning in this process is the increasing incidence of low vision and blindness. According to the National Eye Institute of the National Institute for Health, the number of visually impaired people in the U.S. will increase from 2.9 million in 2010 to 5 million by 2030 and 8.9 million by 2050. In the same time period blindness is projected to increase from over 1.2 million in 2010 to approximately 2.1 million by 2030 and 4.1 million by 2050.

Just imagine the impact as these projected national increases are applied to New Hampshire - already known as one of the fastest-aging states in the country.

Currently, in New Hampshire there are an estimated 12,954 persons who are diagnosed with low vision, and 5,871 who are blind. Additionally there are 166,136 people aged 40 or older who suffer from macular degeneration, cataracts, diabetes and glaucoma. All of these people are “at risk” of becoming blind. (Prevent Blindness America, US Census 2010)

Just as our clients are hopeful for a better tomorrow, so are we. Along with you, and our many friends, volunteers, and supporters, we will work together to meet the challenges that lie ahead.

We are confident that our mission remains critical, our services relevant and strong.

With your continued support we are confident that we can overcome any new challenges; make the most of opportunities, and help those we serve to truly “Live Better with Vision Loss”.

Susan A. Manchester
Chair of the Board

George F. Theriault
President & CEO

People experiencing vision impairment, whether occurring suddenly or over a long period of time, often develop heartfelt “hopes”, such as the hope that “my vision can be improved,” “I hope I will still be able to read, to go where I want, do what I want to do, without having to depend on someone else,” and “I hope I will not become blind.” Without expert help and encouragement, so many people in this situation simply lose hope.

You may recall recently reading about one of our clients, Leanne Evans. She described in her personal letter to you how her life has been completely turned around because of the help she received from the New Hampshire Association for the Blind. She said, “I could either curl up in a ball and simply exist, or live life to its fullest despite my blindness. I’m glad I chose the latter.”

Leanne is now truly living life to its fullest and has so much to be thankful for. She recently became a licensed pastoral counselor and will soon have her Master’s Degree. Leanne’s inspiring story is echoed by many of our clients and reminds all of us that life’s greatest successes often follow dashed hopes.
**New Hampshire Association for the Blind**

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**Fiscal Year 2014**

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Randy Pierce, Vice Chair – Nashua, NH
Tom Pare, Treasurer – Salem, NH
Gracie Cilley, Secretary – Laconia, NH
Michelle Arruda, Immediate Past Chair – Contoocook, NH

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John Barrett – Tilton, NH
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Alison Perrella – Bedford, NH
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Sheila Zakre - Concord, NH

**Directors Emeritus**
Robert G. Cholette
William N. Sirak

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**Irene Reale Receives Jo Adcock Service Award for 2014**

The Jo Adcock Service Award is presented each year to a volunteer who has proven leadership skills, provides outstanding service and commitment to the field of blindness and who has been volunteering for at least five years in the state of New Hampshire. The award has been presented since 2007 as a lasting tribute to Jo Adcock who served on the Association’s Board of Directors from 1996 to 2007.

This year the Jo Adcock Service Award was presented to Irene Reale. Irene began to volunteer for the New Hampshire Association for the Blind in 2002, not long after she moved from Rhode Island. For the past twelve years, Irene has been making client satisfaction calls to clients upon completion of their services. These calls are extremely important in helping to guide us in the work that we do as well as provide a forum for clients to share their feedback regarding our services. Each week, Irene comes to the Association’s office, quietly gets the materials that she needs and begins reaching out to clients on the phone.

Irene is very dependable, reliable and dedicated. She is independent in organizing her work and completes her volunteer ‘duties’ with professionalism, proficiency and compassion. Over the past twelve years, Irene has contributed over 1,200 volunteer hours. This works out to about 100 hours per year or two hours per week, every week for the past 12 years!

Irene is no stranger to volunteerism. In the past, she has volunteered many hours for the American Cancer Society, at the boutique at the Payson Center for Cancer Care and as a Hospice volunteer. We are so very fortunate that she continues to share her skills and her time with us! Irene is often described here at NHAB as a ‘silent angel’, as she quietly continues to give of her time in offering such a valuable resource.
Grant Recognition
Thank You for Making a Difference

The services provided by the New Hampshire Association for the Blind continue to make a difference in people’s lives across the state, influencing both independence and productivity. This year we received significant support from a number of individuals, financial institutions and foundations that are listed on the following pages. 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 has allowed more people with vision loss to receive the specialized training needed to perform “everyday tasks of life”. Support for Community Relations helped us to reach out to people throughout New Hampshire and further increase awareness of blindness and promote the services available at the New Hampshire Association for the Blind. Awards for Peer Support, Transportation and Advocacy have helped clients become more fully engaged in their communities by participating in a variety of special events and projects. The Orientation & Mobility Program (O&M) received grant support for white canes as well as instruction in their use. The O&M Program helps adults and children learn safe travel skills and independence. This helps to give clients a sense of control over their environment. The white cane can be a lifeline for a person with visual impairment. Generous grant funding allowed us to purchase greatly needed iPads for our Teachers of the Visually Impaired to use in New Hampshire’s classrooms. Also, this year we were fortunate to receive generous grant funding for a complete redesign of our website. Check it out at www.sightcenter.org.

Thanks to all of this wonderful support, people throughout New Hampshire are able to live better with vision loss.

Ella F. Anderson Trust
Vision Rehabilitation Services
Mary Louise Billings Trust, RBS Citizens, N.A.
Community Relations Program
Jack and Dorothy Byrne Foundation, Inc.
Orientation and Mobility Program
Ann DeNicola Trust, RBS Citizens, N.A.
Vision Rehabilitation Services
Bishop’s Charitable Assistance Fund
Vision Rehabilitation Services
Mary Gale Foundation
Vision Rehabilitation Services
Arthur Getz Foundation
Community Relations Program
Gibney Family Foundation
Website redesign
Grimshaw-Gudewicz Charitable Foundation
Vision Rehabilitation Services
Lincoln Financial Foundation, Inc.
Peer Support Program
McIninch Foundation
Educational Services
Merrimack County Savings Bank Foundation
Vision Rehabilitation Services
Abbie Moseley Trust
Vision Rehabilitation Services
Parker Nelson Foundation, RBS Citizens, N.A.
Community Relations Program
New Hampshire Charitable Foundation
Website Redesign
Pearl Manor Fund
Vision Rehabilitation Services
Samuel P. Hunt Foundation
White Canes for Orientation & Mobility
Roger R. and Theresa A. Thompson Endowment Fund
Seacoast Services Program-Volunteer

“I get up happier than before I can’t rave about the services enough. Wonderful beyond words.” – Meriden of Somersworth

“Nice to know someone cares. They have been good to me and I know that is what others feel.” – Edith of Chichester
The McGreal Society, named after William McGreal, the Association’s first Executive Director, and his wife Elizabeth Yates McGreal, long-time Board member and former Chair, 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:

Anonymous Friends
Michelle M. Arruda, Esq.
Mr. and Mrs. Kilton G. Barnard
Ms. Norita B. Bernier
Alexander A. Bosse
Mr. Maurice Bourque
Mr. Gary T. Brooks PLC
Mrs. Marjorie Bruner* 
Annette L. Cocktail
Ms. Jeannette Coulombe
Mrs. June E. Ellison
Ms. Marion L. Goodwin
Persis R. Gow
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Bill and Linda Sirak
Mrs. Mary H. Smart
Celia and George Theriault
Mrs. Ray G. Theriault
Mrs. Eileen Zeindlhofer
Mr. Arthur Ziener

*deceased

You Have the Power to Our Mission
Consider Including the New Hampshire Association for the Blind

Did you know that you can easily provide for the long-term needs of our organization while also meeting the needs of your loved ones? It’s possible when you plan a gift as part of your overall estate plans. Here are two popular options:

Remember Us in Your Will or Living Trust
Called a charitable bequest, this type of gift works well for people who want to support our mission but don’t want to part with money today. Plus it has these benefits:

• Simplicity. Just a few sentences in your will or trust are all that is needed.
• Flexibility. Because you are not actually making a gift until after your lifetime, you can change your mind about your gift at any time.
• Versatility. You can structure the bequest to leave a specific amount of money or a percentage of your estate to us. By leaving us a percentage, your gift will remain proportionate to your estate size no matter how it fluctuates over the years, ensuring that your family is financially taken care of first.

How to Make Your Gift
Decide whether you want to leave us a specific sum of money or property, or a percentage of your estate. Then take our sample bequest language, (below), to your estate planning attorney who will help you create a new will or update your existing will. If you would like, please notify us of your intentions so we can thank you and ensure that your bequest will be executed in the manner you intend.

What is Bequest language?
Bequest language is the name of the language used by your estate planning attorney to include a charitable gift in your will. Here is a sample of ours:

I give to the New Hampshire Association of the Blind, Concord, NH, (the sum of $__________ or ________ percent of the rest, residue and remainder of my estate) for its general purposes.
Establish a Charitable Gift Annuity
A charitable gift annuity can be accomplished with a simple contract between you and the New Hampshire Association for the Blind. You make a donation and we, in turn, agree to pay you a fixed amount each year for the rest of your life. The rate of payment is firmly set at the time of your gift and never changes. After your lifetime, the remaining balance is used to support our mission. Plus, it has these other benefits:
- The fixed payments you receive come at attractive rates (see chart, below).
- You are eligible for an income tax deduction for a portion of your gift.
- A portion of your payment is income tax-free throughout your estimated life expectancy.
- Any long-term capital gains income can be reportable over your life expectancy, in most cases.

How to Make Your Gift
Determine whether you want to fund your gift annuity with cash, stocks or other securities. Then, decide who should receive the payments. This can be you and/or another individual, typically your spouse, but you could also select another family member or friend. Contact Shelley Proulx @ 565-2427 to set up a gift annuity contract.

Check Out Your Payment Rates

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<th>ONE LIFE</th>
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Nov. 2014 American Council on Gift Annuities

Ways of Giving

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, 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) 565-2427 or email sproulx@sightcenter.org.

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

“I am no longer afraid to use my stove. The service and the staff are – in a word – Wonderful!” – Frances of Manchester

“I think I’m more independent. They do a lot of good for people and are very kind and understanding.” – Ruth of Groveton

“Everyone should know about this wonderful service. My life is happier!” – Betty of Manchester
Bequests, Professionals, Matching Gifts and In Kind Gifts

Legacy Gifts
During the Association’s fiscal year running from September 1, 2013 through August 31, 2014, the following 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.

The Irma F. Aust Revocable Trust of 1993
The Marguerite C. Aust Revocable Trust of 1993
Irene C. Colburn Revocable Trust
Estate of Alan B. Heald
David W. Kiley, Jr. Revocable Trust

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

Robert A. Wells, Esq.
Ms. Gale M. Hazelton
Kenneth F. Money, Jr., Esq.

In Honor - In Memory
In our effort to publically thank our donors while trying to be economically responsible, we will post all Honor and Memorial gifts received from September 1, 2013 through August 31, 2014 on our website www.sightcenter.org.

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 – Matching Gifts Program
Baxter International Foundation Matching Gifts Program
Donatic
Liberty Mutual/Give with Liberty Matching Gifts Program
Lincoln Financial Foundation, Inc. Matching Gifts Program
Microsoft Corporation
Network for Good
Pfizer Foundation Matching Gifts Program

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 960 clients this year. Gifts valued at $100 or above are listed below.

Concord Coachmen
Michael D’Amante
Henniker Septic Service, Inc.
Carol A. Hounsell
Bruce Keller
Lakes Region Coca Cola
LS&S LLC
Susan A. Manchester, Esq.
Amy J. Nichols
Off the Cuff Band
Emery G. Olcott

Nancy Parris
Rudi’s of Portsmouth
Say it in Stitches
Tandy’s Top Shelf
Taylor Rental
Wayne Thurston
Donna Trespas
Nathan Wechsler & Company
Dorothy L. Weiss
Major Contributors to the 2012-2013 Annual Services Fund

President’s Council Gifts
$1,000.00 and up

$100,000 +
The Mary Gale Foundation, Inc.
Grimshaw-Gudewicz Charitable Foundation

$25,000 - 49,999
2020 Vision Quest

$10,000 - 24,999
Mae T. Drew Charitable Trust
Douglas and Raymah Hoyt
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Walter O. and Amelia E. Nichols Fund
Mr. and Mrs. Emery G. Olcott
Olcott Family Foundation, Inc.
Pearl Manor Fund
The Sim-Ayers Foundation
The Roger R. and Theresa A. Thompson Endowment Fund for the Benefit of Local Charities
Dixie Wonders Irrevocable Trust

$5,000 - 9,999
Ms. Kirsten A. Anderson
Anonymous
Jack and Dorothy Byrne Foundation, Inc.
Mr. and Mrs. Wayne Carter
Ann DeNicola Trust, RBS Citizens, N.A. Trustee
The Gibney Family Foundation
TUA Lina Groux Trust
The McNinch Foundation
Abbie Moseley Trust, Citizens Bank Trustee
New Hampshire Charitable Foundation
Oceanfront Gaming, Inc.
Mildred W. & Charles P. Page Trust

$2,500 - 4,999
Ella F. Anderson Trust, BNY Mellon, N.A., Trustee
Bank of New Hampshire
Mary Louise Billings Trust, RBS Citizens, N.A. Trustee

Concord Lions Club, Inc.
Persis R. Gow
Samuel P. Hunt Foundation
Meredith Village Savings Bank
NH Society of Eye Physicians & Surgeons
NHAB Fund - Sawyer, Noyes (NHCF)
Harry A. Nichols Trust
Retina Vision Center
Robert H. & Gertrude E. Sedgley Fund
Marion E. Stubbs Trust
Mr. Frederick C. Sullivan

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Mr. and Mrs. Richard E. Allard
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Excellent Vision Eye and Laser Center
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Liberty Mutual/Give with Liberty Matching Gift Campaign
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Tallman Fund - NHCF
The Eye Center of Concord
Celia and George Theriault
Town of Tilton
U.S. Association For Blind Athletes
Ms. Sheila Zakre

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Rotary Club of New London
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Peterborough Lions Club
R & D Custom Exhaust, Inc.
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Mr. Gerald J. Eichner
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Mr. and Mrs. J. Bruce Gatchell
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Harbor Eyecare Center
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LA Classic Property Management, LLC
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Ms. Margaret E. Morrill
Moultonboro Lions Club
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Tilton-Northfield Rotary Club
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Mrs. Lucy H. Winship

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Mostafa H. El Sherif, D.M.D.
Electrical Installations, Inc.
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Dr. and Mrs. Raymond A. Godin
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Jennifer Gonnerman
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Peter Gonnerman
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Interstate Manufacturing Associates
IOOF, White Mountain Lodge #5
Irwin Automotive Group
J & C Optical, LLC
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Mr. Allan P. Johnson
Mrs. M. Theresa Johnson
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Mr. and Mrs. Russell Kelly
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Mr. John V. Kjellman
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Mrs. Patricia Kollar
Ms. Joanne Kost
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Mr. and Mrs. Charles H. Krause
Mr. and Mrs. Greg Lacombe
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Lynne B. Lamphier
Martha Lane
Mr. Gerald Lang
Ms. Berkley W. Latimer
Mrs. Rita A. Laurion
Mr. Kenneth E. Lazdowski
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Monadnock Lions Club
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Ms. Barbara C. Moran
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“I can see to sew – my favorite hobby! They are awesome.” – Susan of Milan

“I don’t know how people manage, not knowing that help is available. Staff is caring, professional and always on top of their game. I feel I can call anytime.”

– Jean of Portsmouth
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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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The Impact of Your Philanthropy

Thank You for Your Help!

Clients Receiving Individual Services .................. 960
Number of Group Sessions ................................. 43
New Clients Referred ......................................... 420
Education - Number of Students .......................... 60
Education - Number of School Districts ................. 14
Total Number of Volunteers ................................ 76
Total Number of Hours Served by Volunteers .......... 2,347.75
Total Number of Miles Traveled by Volunteers ...... 27,180

Gender of Clients Served .................. Women – 68%
                                          Men – 32%

Client Ages Between 70-100+ ............................. 66%

Top Five Most Common Eye Conditions
of Clients Served:
Macular Degeneration ........................................ 50%
Cataract........................................................ 16%
Glaucoma...................................................... 13%
Diabetic Retinopathy ........................................ 15%
Retinitis Pigmentosa........................................... 2%
Other ......................................................... 4%

Dinner in the Dark is a rare and unique sensory awareness experience that takes guests on a journey of taste, smell, and touch — all in the dark. Created in Germany, “Dining in the Dark” is a one-of-a-kind concept that began in America in 2005. Dinner in the Dark has been experienced by thousands of people wanting a peek into an unfamiliar world.
CONDESSEDFINANCIALSUMMARIES

Statements of Financial Position
For the Year Ended August 31, 2014

ASSETS
Current Assets
Cash $16,731
Accounts Receivable 57,368
Interest Receivable 14,259
Supply Inventories 42,825
Prepaid Expenses 22,414
Total Current Assets $153,597

Investment Funds $5,774,573
Perpetual Trusts held by others 1,765,178
Property & Equipment, net 689,989
TOTAL ASSETS $8,383,337

LIABILITIES & NET ASSETS
Liabilities
Accounts Payable $15,368
Accrued Payroll & Related Taxes 51,514
Deferred Revenue 4,441
Accrued Deferred Compensation 189,739
Annuity Payable 18,199
Total Liabilities $279,261

Unrestricted, Undesignated $445,970
Unrestricted, Board Designated 4,252,972
Temporarily Restricted 532,814
Permanently Restricted 2,872,320
Total Net Assets $8,104,076

TOTAL LIABILITIES & NET ASSETS $8,383,337

Statement of Activities
For the Year Ended August 31, 2014

PUBLIC SUPPORT & REVENUE
Public Support $833,618
Service Revenue 500,402
Endowment Spending draw for Operations 492,697
Total Public Support & Revenue $1,826,717

EXPENSES
Program Expenses $1,181,675
Public Support Expenses 354,050
General Administration 387,686
TOTAL EXPENSES $1,923,411

REVENUE less EXPENSES $-96,694
NET RETURN ON INVESTMENTS $523,670

CHANGE IN NET ASSETS $426,976

NET ASSETS BEGINNING OF YEAR $7,677,100
NET ASSETS END OF YEAR $8,104,076

These condensed financial summaries were prepared by the New Hampshire Association for the Blind, Inc. from its audited financial statements for the year ending August 31, 2014. These financial statements, including related notes and the independent auditing report of Nathan Wechsler & Co., PA, Concord, NH, are available for review upon request.

FYE 2014 Sources of Revenue

- Vision Rehabilitation & Public Education Services 62%
- Public Support 46%
- General Administration 20%
- Public Support 18%

FYE 2014 Operating Expenses
SAVE THE DATE!

3K WALK FOR SIGHT

JUNE 6, 2015
25 Walker Street
Concord, NH

RAIN or SHINE

Register today at www.sightcenter.org

Help make our 2015 3K Walk for Sight the best ever!