ANNUAL REPORT



RESILIENCE

DEAR FRIENDS

As we pause, reflect, and take stock of the challenges and accomplishments during our 2020 fiscal year, we are grateful for all we have learned. We are also thankful for our staff and our supporters for helping us deliver services, nearly uninterrupted, to hundreds of children and young adults and hundreds more adults and seniors who are blind or visually impaired. It is for all of you that we are resilient and persevered.

We move forward, more determined than ever, to make a difference in the lives of those we serve. Informed by our research and a passion for our work, we forge ahead to deepen our educational programming for children and expand our model of care for adults and seniors to help each person learn and live a life of independence. Vision loss can be, on its own, isolating. While so many endured the physical iso-

lation brought on by a pandemic, dozens of teachers, orientation and mobility instructors, social workers, low vision, rehabilitation and occupational therapists reached out and delivered a range of services that brought a bit of hope and joy to so many.

Here is a sampling of our efforts:

- Peer support and technology user groups shifted to online video conferences, increasing attendance
- NH Parent Connect launched via video conference to support and engage NH parents
- Partnered with the Governor's Commission on Disability to expand the NH Telecommunications Equipment Assistance Program (NH-TEAP) for adaptive telephones, improving family communication and reducing feelings of isolation

What helps you persevere is your resilience & commitment.

- Implemented protocols to deliver in-person and multimedia education and rehabilitation services, erasing geographic boundaries
- Partnered with the Secretary of State's office to help assure accessible absentee voting and training on the One4All voting systems
- Partnered with UMASS Boston to conduct leading edge research into the emerging and unmet needs of children with vision loss

We are so very proud of the resilience and the commitment of the Future In Sight community; our employees, our Board, our funders, our professional partners, and our clients, who endure firsthand the combined challenge of profound vision loss and a pandemic.

With your help and others on our team, we can continue to meet the needs of anyone living with visual impairments. Your gifts make an immediate and lasting impact. We couldn't do all we do without you.

Throughout this Annual Report you'll find stories of determination, compassion, innovation, and resilience.

Thank you for all you have done – and continue to do – to make these stories, and so many others, possible.

David S. Morgan - President & CEO

(and 8 or

Tim Murray - Chairman of the Board

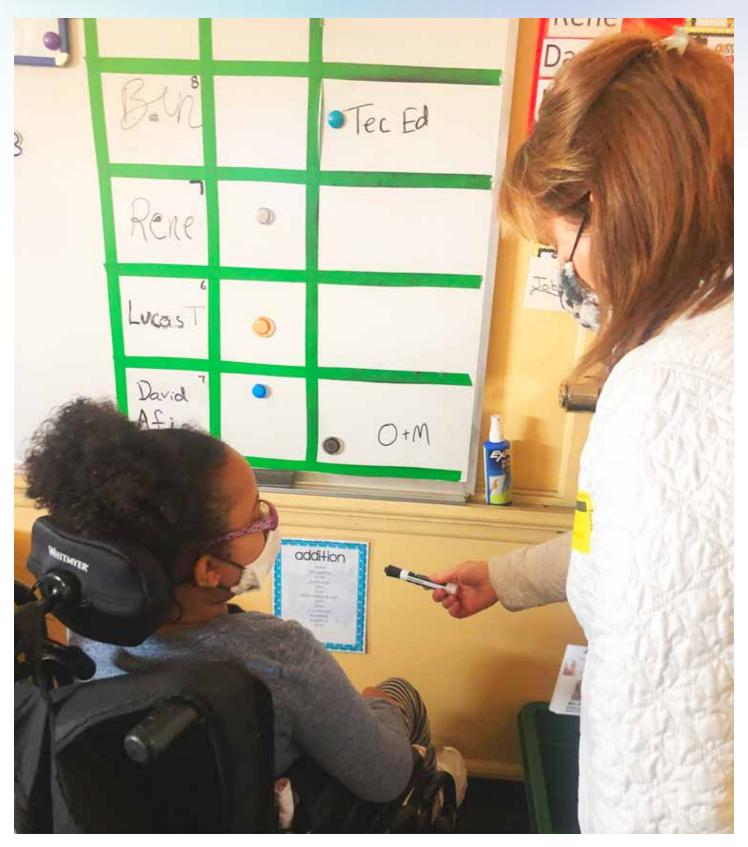
WHAT WE LEARN CARRIES US FORWARD

In the middle of March 2020, we changed how we delivered services. We knew that serving the needs of infants and toddlers, students, working adults, retirees and older adults with profound vision loss face-to-face was not safe for staff or clients. We also knew that sitting still and waiting for time to pass while the virus situation evolved was not an option.

Our Teachers of Students with Visual Impairments and Certified Orientation and Mobility Specialists went to work primarily remotely - online - with their students. Together with parents and special education staff from the schools, they continue to work to

assure equity in education, and that attains forward progress to address each student's needs.

When meeting face-to-face wasn't appropriate in 2020, our Adult Services team made the most of all the tools at their disposal to deliver telehealth services: the trusty telephone, video chat, even FaceTime. The team helped folks get started with vision aids and devices, instruction and training that addresses safety and self-care, following up in-person in the summer months when needed. This took more time, but yielded positive results.



Sandra Walsh, a Certified Orientation & Mobility Specialist, works with her student Afia to master skills she will need to navigate through her life.

SLOWING DOWN DOESN'T MEAN LESS PROGRESS

NEW HAMPSHIRE PARENT CONNECT

NH Parent Connect, a resource for parents of children with vision loss. Our partnership with Susan LaVenture, past executive director of the National Association of Parents with Visual Impairments, Inc. (NAPVI), takes this dream of ours into action. This new network of parents is an initiative designed to support, inform, and connect parents of children with a visual impairment. Sharing resources, providing expertise, empowering advocacy, and offering emotional support for the unique needs of parents with children with a visual impairment are the core activities and areas of focus.

For more information, please visit www.futureinsight.org/nh-parent-connect.

As an organization, we've had the chance to look deeply into the holistic vision services we provide for children and adults. We are challenging our assumptions, listening to new ideas and promising practices about what and how we can deliver services that yield lasting outcomes for those

we serve, so that they thrive during changing circumstances. This work will help us innovate and grow, ultimately benefiting individuals who are blind or visually impaired as they develop new skills and their own resilience.

DAVID HAGEN



Incoming Board Chair for FY 2021, David Hagen, of Hampton, shares his journey through vision loss as a way to reassure and inspire others.

Though it was many years ago, I remember my first Peer Support Program like it was yesterday. I arrived at the meeting a few minutes early. There were a few others already there who greeted me. I watched the people as they came through the door. Many were tap-tapping, along with their white canes. I started feeling anxious and uneasy. I wanted to leave, and remember thinking, "I'm not this bad, I don't belong here." I was about to get up and leave when a voice inside me said. "Just relax, how bad can it be? If you don't like it you don't have to come back." So, I decided to stay and ride it out and it's one of the best decisions I've ever made! About half way through the meeting I realized something...I was in a room full of people who get it. I don't have to try and explain anything to them, they already know. I also realized that I'm not alone in this; here's this wonderful group of people, all in the same boat as I am. Over a decade later, I am proud to be the incoming Board Chair for Future In Sight, helping folks know we are here to help you through your journey with vision loss.

MEETING EMERGING NEEDS

"Understanding emerging and unmet needs drives our work. We are committed to learn from research – and to use what we learn to inform and improve our practice. Equal access to services is not enough, at Future In Sight, we have embarked on groundbreaking research to understand the gap between the evaluation of a student's needs, the services identified and provided through their Individualized Education Program, and the factors that influence those decisions," says David Morgan.

"We're excited about our partnership with UMASS Boston Vision Studies Program which will result in action research into the emerging and unmet needs of students with visual impairments. That research will inform our practice and benefit students' educational experience and overall progress toward adulthood, while also providing a fellowship opportunity for a doctoral student to conduct that research, learn and teach. We welcome HuyenTran Vo to the education team as she pursues her doctorate."

Huyen Tran is certified as a Teacher of Students with Visual Impairments, as an Orientation and Mobility Specialist, and a Vision Rehabilitation Therapist. She has now set her sights on attaining her doctorate from UMass Boston. "I first got into the field when I volunteered with an adaptive gymnastics program. As an undergrad, this helped me decide

The best way to predict the future is to create it.

I wanted to teach special education. From there, I took an Introduction to Braille course – and I fell in love with the field. I want to be part of raising the bar of expectations and standards."

In parallel, our adult services team has been working to integrate research we commissioned over the last few years into an expanded model of care that more deeply addresses the unmet needs of adults and seniors. The isolation, uncertainty, and disruption caused by the coronavirus demanded that we respond fully to the needs of those with profound vision loss. We believe this model of care will lead us to more substantial outcomes for those we serve.



HuyenTran Vo is our first doctoral research fellow; learning, teaching, and inspiring us all.

STRIVING FOR INDEPENDENCE

Sandra Walsh is a Certified Orientation and Mobility Specialist with our education team. She's introduced us to one of her students, Afia, and



Sandra and Afia work together to navigate the school hallways, building mobility and independence skillsets.

her mom, Lisa of Derry. We learned about how they worked together during the challenges (and the silver lining) of remote education during the pandemic, including helping Afia navigate her wheelchair safely and independently around her own home.

"When I first read Afia's vision assessment, I was amazed by how much information was in there and how her disabilities affect her learning - and her life. One of the plusses out of COVID-19 is that I've received a lot of community support, and of course, Sandra loved working with her, is just one part of that. Because of our situation, I got to work with all the teachers and the specialists, and I got to be more involved in my daughter Afia's 6th-grade education. It has given me a much broader idea of what Afia is capable of, also. It's helped so much - I can help her do more for herself rather than do-ing it for her. Sandra's taught me a lot, helping me think more about the future, Afia's future, things that she will need to make strides in her independence.

"It's been a real partnership."



ACCESS AWARDS

Eastman's Docks' tagline says it all: "We take our friends fishing." Each year, for five years or more, Eastman's has generously hosted a sunset fishing cruise for our adult and youth activities groups. It's a full boat! Based in Seabrook Beach they match their crew with participants to ensure that everyone has a great time baiting hooks, catching fish, and enjoying the salty breeze and the setting sun. We are delighted to honor them with our Access Award – and look forward to getting back on the water with them this summer.

COMMUNITY THROUGH TECHNOLOGY

Providing the necessary training and support so that older Granite Staters who are blind or vision-impaired can remain in their home, be active and maintain as much independence as possible is a priority for both Future In Sight and the Services for the Blind and Vision-Impaired (SBVI) office within the NH Bureau of Vocational Rehabilitation, Access Technology for the Older Blind Workshop Series and Silver Retreats are both designed to equip qualified participants who are 55 years and older with the skills needed to build increased independence and selfconfidence that comes from mastering readily available technology via computers, handheld devices and

wearables and smart speakers or other home technologies.

For Stephanie Hurd, in addition to her work with adults, bringing teenagers who are blind and visually impaired together virtually at the beginning of the COVID-19 pandemic was her main focus as an Assistive Technology and Activities Specialist at Future In Sight. For a group that participated in enriching activities in-person, such as rock-climbing, fencing, bowling, and snowshoeing, Hurd had to make a quick transition to provide engaging group activities via Zoom, and the teens have really responded.



Stephanie Hurd connecting with workshop participants through Zoom.

Participants are flocking to her meetings, yearning to socialize with their peers. For Ryan Menter, the transition to virtual activities was crucial for continued connection. "I just finished high school, and without much going on, attending these events is something to look forward to," Menter said. "We know the other participants from being involved in person, so it's nice to hear a friendly voice and have consistency during this time." He also assists Hurd with activity prep and leading some of the programs like baking.

Ryan Menter, age 16 of Lebanon, Maine, has been involved with Future In Sight for around three years after meeting Stephanie Hurd, an Assistive Technology and Activities Specialist with the organization, at a summer camp in Weld, ME.

Ryan is starting his second year at Southern New Hampshire University pursing a bachelor's degree in justice studies with a focus on law and legal practice.

HUMAN CONNECTIONS BUILD RESILIENCE

We, like so many others, needed to fully (and quickly) embrace the tools of technology in 2020 so that we could continue to meet the needs of Granite Staters with visual impairments. Technology, in all its forms, is an amazing tool that can create connections and enhance independence. It's easy to think of technology in terms of the latest and greatest tablet or smartphone device, yet it's the standard land line telephone that has been an integral part of our service delivery during the spring of 2020. Through our partnership with the Governor's Council on Disability and the New Hampshire Telecom-

munication Equipment Assistance Program, better known as NH-TEAP, our team has been able to connect individuals with disabilities with the appropriate landline telephone that improves their experience and communication with friends and family. In addition to serving individuals with vision loss, the NH-TEAP partnership has specialized phones designed for people with hearing impairments or deafness, mobility or cognitive disabilities - any disability that makes standard telephones challenging to use - and all at low or no cost.

RANDY PIERCE

Resiliency allows us to find and derive positives and is essential in times like these. I believe that being resilient is one of my strengths. My approach to finding the right path is ensuring that all of the necessary tools are in place to start the journey. Being resilient means that we are empowered to focus on the hard work ahead. Once we can focus on the details of the work, our minds begin to see accomplishments and less on the difficulties and hard work that initially challenged us.

IN THE MEMORY OF FRANK MONROE HALEY 1923-2020

Frank taught us all about commitment. Since the inception of the Walk for Sight, Frank was a tenacious fundraiser. By the close of 2020, Frank raised close to \$200,000. These days they call his efforts "peer-to-peer fundraising." When it comes to Frank Haley's efforts on behalf of people who are blind or visually impaired, he was peerless. So many thanks to Frank's family, especially his wife, Anne, who was instrumental in Frank's success. We miss him - his kindness, his chuckle, and even his jokes!



WALK FOR SIGHT

The Walk for Sight 2020 shifted to an online event. Lasting for 20 days in August, generous sponsors and walkers did their part to help us realize over \$60,000 in support of our mission. Special thanks to Randy Pierce, who produced and delivered an inspirational video message each day to keep us fired up to reach our goals!

LEADERSHIP & FINANCIALS FY2020

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Ipswich, MA
Laconia, NH
Manchester, NH

EMERITI

Robert Cholette
William Sirak

Merrimack, NH Manchester, NH

ASSETS

| TOTAL ASSETS | \$11,836,963 |
|---|----------------------------|
| Property & Equipment, net | \$612,377 |
| Investment Funds Beneficial interest in trusts | \$8,731,510 \$1,970,418 |
| Contributions receivable, net of current | \$12,761 |
| Current Assets | \$509,897 |

LIABILITIES & NET ASSETS

| Liabilities | \$651,130 |
|---|--|
| Net Assets - Without restrictions Net Assets - With restrictions Total Net Assets | \$7,191,858 \$3,993,975 \$11,185,833 |
| TOTAL LIABILITIES & NET ASSETS | \$11,836,963 |

PUBLIC SUPPORT & REVENUE

| Public Support Service Revenue Endowment Spending draw for Operations | \$933,942 \$1,061,762 \$514,830 |
|---|---------------------------------------|
| TOTAL PUBLIC SUPPORT & REVENUE | \$2,510,534 |

EXPENSES

| REVENUE LESS EXPENSES | (\$44,154) |
|--|------------|
| NET RETURN ON INVESTMENTS CHANGE IN NET ASSETS | \$776,101 |
| | \$731,947 |

GENEROUS SUPPORT

2020 WALK FOR SIGHT SPONSORS

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Antrim-Bennington Lions Club

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Nashua Eye Associates, PA

New Futures

New Hampshire Optometric Association

New Hampshire State Troopers Association

NH Eye Associates, P.A.

Northeast Delta Dental

Peterborough Lions Club

Retina Vision Center

Rotary Club of Concord

Sandown Lions Club

Spark Therapeutics

Wolfeboro Lions Club

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\$150,000+

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Estate of Eva M. Montembeault in memory of Gerard J. "Monty" Montembeault

\$50,000 - \$149,999

2020 Vision Quest

Estate of Albert V. Hilton

Mary Gale Foundation of the NH Charitable Foundation

\$25,000 - \$49,999

Estate of Leila G. Connor

Estate of Mary Jane Zarnowski in memory of her parents

Pearl Manor Fund

\$10,000 - \$24,999

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Marion E. Stubbs Trust

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\$2,500 - \$4,999

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NH Society of Eye Physicians & Surgeons

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Jane Driscoll and Jared Parr

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Liberty Mutual

Liberty Mutual/Give with Liberty Campaign

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Charlie P. Mathews

Meredith Village Savings Bank

Mr. Roger Morris

Tim and Eileen Murray

MVC Eye Care

Nashua Eye Associates, PA

New Hampshire Optometric Association

NH Eye Associates, P.A.

Northeast Delta Dental

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Mary Shurpik

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Edward Vaupel

Mr. and Mrs. Howard H. Weston

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OUR PURPOSE

Our work at Future In Sight continues much like it did in the winter of 1911-1912 when Emma Coolidge Weston organized the New Hampshire Association for the Blind from her home in Hancock. Blind since she



was a toddler, Emma had graduated from Framingham Normal School (which is what colleges for teachers were called in that era) with highest honors in 1881. Emma was the first blind person in New England to attain a degree such as this through a program designed for fully sighted people. She was determined to use her own skills and experience as a person living fully with blindness to teach, train and support adults who were blind in New Hampshire. She knew she could accomplish much more by working together with others to build the Association, which is now known as Future In Sight. What Emma Coolidge Weston set in motion to serve a few over one hundred years ago has grown, now making an impact on thousands in nearly every community across New Hampshire transforming lives and increasingly innovating the field of blindness and low vision.

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