

**Opportunity.
Independence.
Self-sufficiency.**



Seattle Lighthouse

The Lighthouse for the Blind, Inc.

and

The Seattle Lighthouse for the Blind Foundation



2006 Report to the Community

ANNUAL REPORT

Message from the Board Chairman

As one of the largest employers of blind and Deaf-Blind people in the country, The Lighthouse for the Blind must meet an exceptional challenge each year — to further our mission of creating opportunities for people with visual disabilities while simultaneously meeting our financial bottom line. This past year, Lighthouse employees, board members, volunteers, and community donors worked together to successfully increase opportunities here at the Lighthouse while strengthening our long-term financial success.

Our employment opportunities for people with visual disabilities jumped from 154 to 169 in 2006. We added 15 new blind and Deaf-Blind employees to our roster while strengthening our financial position by ramping up Lighthouse manufacturing lines. In spring 2006, we began production on a major new line: the canteen cup. With the addition of the cup, the Lighthouse has become sole supplier of the three-part canteen line to the federal government.

Our contract with The Boeing Company yielded greater work opportunities as well. Our Boeing contract work increased by 25%, thereby creating new, high-skilled jobs for the blind and Deaf-Blind workforce. Many dedicated Lighthouse employees worked overtime to meet the demands of our increased workload. I extend my heartfelt thanks to the production and machining teams for commitment to their work.

The Lighthouse team also dedicated themselves to creating opportunities for upward mobility and career development for adults with visual disabilities. One of the key factors in career advancement is on-going training. In this digital age, computer training is particularly important. I am pleased to announce that the Lighthouse opened a new Computer Training Program for blind adults offering vocational courses on assistive technology, Microsoft Office applications, and the Internet.

In 2006, we rolled out the *Leaders at All Levels* business training program. This training offered an organization-wide opportunity for employees to strengthen their business skills. For blind employees interested in attaining a deeper level of business management competency, we sponsor training through National Industries for the Blind's Business Management Training program. This is the second year that Lighthouse staff members have participated in this intensive, 14-month program.

This past year was also a time of preparation and new opportunities. President George Jacobson announced his retirement date of January 2008, and the board immediately began a search for

the new Lighthouse president. In September, we announced that General Manager of Administration Kirk Adams accepted the position of president-elect.

As head of the search committee, I was privileged to offer this job to someone with not only exceptional leadership skills, but also an outstanding dedication to our mission. Under Kirk's leadership, I have every confidence that the Lighthouse for the Blind will continue to thrive and to be a touchstone for the blind and Deaf-Blind communities.

Our employment opportunities for people with visual disabilities jumped from 154 to 169 in 2006. We added 15 new blind and Deaf-Blind employees to our roster while strengthening our financial position by ramping up Lighthouse manufacturing lines. In spring 2006 we began production on a major new line: the canteen cup. With the addition of the cup, The Lighthouse has become sole supplier of the three-part canteen line to the federal government.

In the year ahead, the Lighthouse team will work together to ensure a successful transition while continuing to fulfill our mission. George Jacobson, Kirk Adams, and the Lighthouse board will work closely together to implement a comprehensive succession plan that ensures the health of our organization and maintains a commitment to the people we serve. I am proud to work with an organization that demonstrates such a firm investment in our future and our mission.

Thanks to all of you who have dedicated yourselves to providing opportunities for people who are blind, Deaf-Blind, and blind with other disabilities to live independently and succeed. I look forward to working with you in the year ahead.



Douglas M. Klan
Board Chairman

Creating Opportunities

Building Employment Opportunities

“Working at the Lighthouse gives me a real sense of worth. It builds your self-esteem being able to set up your own jobs and meet the challenges. The gift of a job is a gift of self-reliance and financial security.” — Dan Staub, Machine Set-Up

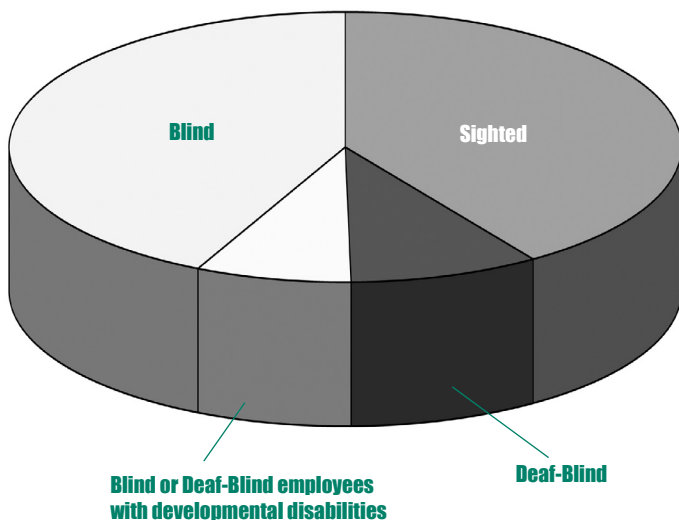
Lighthouse Employment FY 2006

With the national unemployment rate for blind adults at 70%, our mission focus is on providing employment opportunities and training to people who are blind, Deaf-Blind, and blind with other disabilities.

In FY 2006, blind and Deaf-Blind adults filled 15 new jobs for a total of 169 employees with visual disabilities. The 169 Lighthouse jobs filled by blind and Deaf-Blind employees include production worker, machinist, department lead, customer service representative, human resources coordinator, administrative assistant, business analyst, government affairs specialist, technology training instructor, community class coordinator, and president-elect.

Lighthouse Employees FY 2006

Blind employees: 120
Deaf-Blind employees: 27
Blind or Deaf-Blind employees
with developmental disabilities: 22
Sighted employees: 126
Lighthouse Employee Total: 295



Our Mission

To create and enhance opportunities for independence and self-sufficiency of people who are blind, Deaf-Blind, and blind with other disabilities.

Career Training

Leaders at All Levels: In 2006, The Lighthouse for the Blind commenced *Leaders at All Levels* classes with the goal of increasing upward mobility for all employees. This curriculum was selected by National Industries for the Blind from the worldwide education company AchieveGlobal. The program’s five modules consist of *Work Skills: the Basic Principles, Helping Your Team Work, Positive Responses to Change, Getting the Information You Need, and Speaking with Confidence*. A total of 229 Lighthouse employees participated in *Leaders at All Levels* trainings.

Machine Shop Peer Training Program: In our peer training program, blind senior machinists provide in-depth machining training to new employees. The peer training program includes comprehensive, documented procedures for each machine with supporting materials available in alternate formats such as braille and large print. The training covers the immediate shop environment, orientation of the machine equipment, safety features and procedures, set-up, and equipment operation. Trainees undergo an assessment period and receive feedback on their progress.

Tooling University: Lighthouse machine shop employees have the option of enrolling in online Tooling University classes supplemental to hands-on training. Class subjects include shop essentials, blueprints, intermediate and advanced mathematics, and CNC machining.

Business Management Training: Providing a major opportunity for upward mobility of blind individuals, the Business Management Training (BMT) program offers Lighthouse employees in-depth leadership training. The University of Virginia’s Darden Graduate School of Business Administration facilitates this challenging, participant-centered program. For the past two years, three Lighthouse employees desiring a more in-depth knowledge of business management have completed the program.

Donors Honor Loved Ones

Many financial supporters of the Seattle Lighthouse for the Blind Foundation choose to honor their loved ones by making honorary or memorial gifts. We were privileged to receive gifts in the names of the following individuals from October 1, 2005 through September 30, 2006.

In Honor

Roger and Darlene Hilling
Miriam Wallenmeyer
Richelle Ross

In Memory

Joyce Grannis O’Hara
Olga N. Leed
Yvonne Loftin
Bessie Rose Luark
Bob Medhaug
Bernard L. Reiter
Usel Salzer
Lloyd G. Smart

Employment & Community Services

In 2006 we finalized our Deaf-Blind Program strategic planning process and initiated the planning process for services offered to blind adults. The ECS planning process is focused on the services we provide to blind and developmentally-disabled blind individuals. This process began in November 2006 and wrapped up in February 2007. We are currently reviewing input from our stakeholders and developing recommendations for future service.

In addition to completing our Deaf-Blind strategic planning process and launching our ECS strategic plan, we achieved the following:

We opened our pilot Computer Training Program for blind adults in fall 2006 with 26 individuals completing the pre-qualifying exam for training.

Orientation and Mobility specialists delivered a high number of service hours, 1686, to 148 blind and Deaf-Blind individuals.

Our Orientation and Mobility staff maintained our excellent relationship with Metro Transit Services through the delivery of timely and high quality services to Metro riders. Metro has been so pleased with our services that they are seeking funding to continue our partnership in the next biennium.

We expanded our Housing Support Services to meet the needs of blind employees relocating to Seattle. Our priority is serving blind and Deaf-Blind adults relocating to work at the Lighthouse.

Jodie O'Flaherty became the new supervisor to our Supported Employment Program for blind and Deaf-Blind adults with developmental disabilities.

Jackie Matthews filled the position of Interpreting Services supervisor. Jackie has worked as a certified interpreter for over 20 years in the Seattle Deaf-Blind community.

We streamlined our interpreter scheduling process by launching a new web-based scheduling program, gridcheck, allowing our interpreting department to operate more efficiently and effectively.

We filled three essential staff positions: Karen Park joined our staff as Deaf-Blind Community Class coordinator, Joey Graff joined ECS as training and development coordinator, and Suzette Ledet became our Deaf-Blind employee support specialist & recruiter.

Five American Sign Language interpreting students completed Lighthouse internships in 2006. Each one of them has continued to stay in touch and support our programs

Deaf-Blind Community Class offered valuable information on a range of topics including: Emergency Preparedness, Election Is-

sues, and Self Defense. The Office of the Deaf and Hard of Hearing provided an update about their services for Deaf Blind people. Best of all was a series of travel stories from Deaf-Blind people who traveled to Hawaii, Africa, and Israel.

We hosted Carol Padden, an internationally known Deaf linguist/anthropologist, at Community Class. She gave us a special, informal lecture and the whole community was enthralled, particularly with her beautiful American Sign Language (ASL) and extensive knowledge and background. We hope to make this kind of event an annual tradition!

We provided 16 Group Technology Training Classes to the Deaf-Blind Community during spring in addition to our regular one-on-one classes. These were very successful and popular.

The following programs are part of the Employee and Community Services (ECS) Department:

- Supported Employment Program
- Computer Training Program
- Orientation, Mobility and Housing Services
- Interpreting Services
- Deaf-Blind Program

This year has been a time of planning for the future while meeting current service demands. We have seen a surge in services delivered to the community. As a result, we have redefined staff positions, offered new services, improved systems, and added new staff to our team.

Seattle Lighthouse for the Blind Foundation

Board of Trustees – FY 2006

Patrick Sullivan, Chairman
Albert F. Mladenich, Vice Chairman

Members

Katherine M. Beck
Herbert M. Bridge
Clifford Johnson
Tom Kuebler
Bruce A. Walker
Benjamin Woo

Lighthouse for the Blind Executive Staff

As of March 2007

George Jacobson — President
Robert S. Johnson — Vice President of Sales and Marketing
Kirk Adams — President-elect
Constance Engelstad — General Manager of Administration
Don Hesel — Director of Process Improvement
Michelle Herrera — Director of Finance
Paula Hoffman — Director of Employee & Community Services and Government Relations
Karen Kidd — Director of Logistics and Base Service Centers
Pat O'Hara — General Manager of Operations
Norm Slader — Director of Engineering Services

Employee Awards

The annual Lighthouse Employee Awards ceremony recognizes the outstanding work, dedication, and achievements of Lighthouse employees. This year's awards took place on February 16, 2007. President George Jacobson served as Master of Ceremonies while the Seattle Lighthouse band, *Clear Vision*, performed throughout the ceremony.

Our thanks to our awards ceremony sponsors: ACT Theatre, Arby's Restaurants, Carter Mold, Dick's Drive-In Restaurants, Duke's Chowder House, Intiman Theatre, Ivar's, Jean Veldyke Properties, Marqueen Hotel & Inn at Queen Anne, Marriott Residence Inn, McCormick's Fish House and Bar, Muckleshoot Casino, Red Lion Hotel, Renaissance Seattle Hotel, Seattle Aquarium Society, See's Candies, Silver Cloud Inn, Sunset Bowl, The Museum of Flight, The Westin, Tutta Bella Neapolitan Pizzeria, Windermere Real Estate

Service Awards

Service Awards honor employees' commitment to The Lighthouse for the Blind. The following were recognized at the 2006 annual employee awards ceremony for their years of service to the Seattle Lighthouse:

35 years

Robert S. Johnson
James Fontana

30 years

Murray Hampson
Steve Harrison
Thomas Russ
Robert Mitchell
Esther Hill

25 years

Willard Dietman
John Drane
Cathy Hendrix
Lavern Wainright
Rogelio Rios
Franklin Thomas

20 years

Carolyn Kennicott
Jeff Fischer
Robert Peterson

20 years (cont.)

Al Sawyer
Kevin Jones
Amy Koehl
Juanita Shoemaker
Charles Mendoza
Terri Curnutt

15 years

Mouak Inhkeo
Karen Fredericks
Michael King
Bill McCracken
Karolann Elliott
Christopher Loyd
Lynn Serpa
Robert Lillethun

10 years

Ray Kyte
Michelle Tibbets
Ken Wolford
William Mallory

10 years (cont.)

Sharon Schauer
David Gilman
Richard Marley
Richard Waite
Klaus Joeschke
Dana Marmion
Epifanio Casio

5 years

Nick Pike
Debra Lozon
Louie Gano
Criselda Golla
Christina Sanches
Bruce Visser
Maria McCully
Deng Kong
Shauna Claar
Anthony Hooten
Majida Mohammed
Diane Black

Lighthouse for the Blind, Inc. Board of Trustees – FY 2006

Members

Douglas M. Klan, Chairman
Ken Wherry, Vice Chairman
Members
Loren E. Anderson
Katherine M. Beck
William W. Berry
Timothy M. Crow
Harry Egler

Robert Francis, M.D.
Raymond W. Haman
Jay Jones
Jens Jorgensen, PhD
Tom Kuebler
Frederick Mendoza
Albert F. Mladenich
Donald C. Mollet
Becky Petersen, MBA, RN

Debra L. Santos
Patrick Sullivan
Bruce A. Walker
G. H. "Oly" Wise

Honorary Member
Benjamin Woo



Ophelia Arellano

President's Award Winner: Ophelia Arellano

Born in the Philippines, Ophelia Arellano followed her brother to the United States and to The Lighthouse for the Blind. She started working at the Lighthouse in July of 1985 in the sewing department, making such items as sleeping bags for fire fighters.

When she heard about a job opening up in the canteen area, her colleagues encouraged her to apply. Though she was nervous about her English skills, she overcame her fear and attained the job. She has now worked in the canteen area for 16 years, eventually becoming a lead.

"The first time I won the President's Award was in 1996 and I was really surprised then. To win the award a second time really makes me happy and even more surprised," she says. "The Lighthouse has given me so many opportunities. I love working here because where I came from -- in the Philippines -- the work opportunities were not there especially without a college degree.

She concludes, "I now know that, if you have patience, all things come to you in due time. If you want to work, the work is there."

President's Award candidates are nominated by co-workers, then selected by the Lighthouse President prior to the employee awards ceremony. President George Jacobson chose Ophelia because of her outstanding commitment and kindness. "Ophelia is hard working and committed to the Lighthouse mission. She's very popular with everyone who works in production," George says. "She's helpful, understands the needs of the people she works with, and she's empathetic as heck!"

Employee of the Year

Congratulations Serzh Nikolayev!

Machinist, musician, and technical wizard, **2006 Employee of the Year Serzh Nikolayev** is a man of many talents. His story spans two continents and a colorful career leading to The Lighthouse for the Blind.

Serzh grew up in Azerbaijan in the former Soviet Union. Though he was born with macular degeneration, he was not diagnosed as legally blind until age 13.

The macula is responsible for central vision, and erodes over time in people with macular degeneration. Today, Serzh has no remaining central vision but retains his peripheral vision.

Growing up, he discovered a passion for all things mathematical and technical. He attended a local electrical & technical engineering college. Upon graduating, he accepted a job with the county police department repairing alarm systems.

While working as a technician, Serzh pursued his passion for music on the side. He is an accomplished musician, playing keyboards and several types of guitar.

When pressures in the police department to join the Communist Party became too much to bear, music provided a way out. Serzh left the police department and became a full-time professional musician. He traveled the countryside with a group of fellow musicians around the Soviet Union playing at weddings, banquets, and concert halls.

Serzh toured with his band until starting work in a concrete block factory in 1989. Political and civil unrest had been growing steadily and war broke out between local factions shortly thereafter. He fled Azerbaijan to Moscow with his wife Natalie and son Roman after the start of the civil war.

As the Soviet Union teetered on the brink of collapse, the U.S. and Soviet governments agreed to allow refugees to immigrate to America for the first time ever. On May 9, 1991, Serzh and ten of

his family members arrived in Seattle. A stream of relatives soon followed. Today, 65 of Serzh's relatives live in the Renton area. After living and working in the United States for many years, Serzh became a citizen in 1997.

We all know the barriers that face people with visual disabilities searching for work, for Serzh this was compounded by the fact he did

not speak English.. The immigration office researched the options for Serzh and found the Lighthouse. He started work here on August 12, 1991 three months after arriving in the U.S.

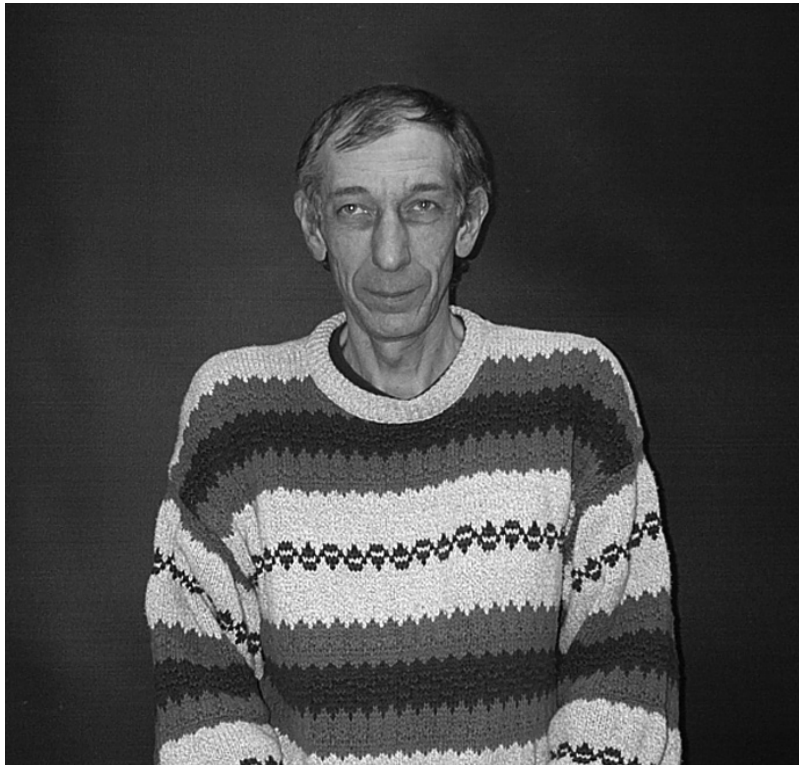
The Lighthouse provided Serzh with an interpreter eight hours a day for the first two weeks of employment. While he did not take formal English classes, Serzh became fluent in English little by little with the help of his Lighthouse colleagues.

In 1998, Serzh transferred from production work to the Lighthouse machine shop. He immediately took to the job, enjoying both the mental challenge and the opportunity to hone his technical skills.

He continues to sharpen his technical abilities, recently completing over 45 online Tooling University classes. Thanks to his commitment to constantly improving his machining proficiency, Serzh is one of our premiere CNC machinists.

As The Seattle Lighthouse's Employee of the Year, Serzh is also our nominee for the National Industries for the Blind (NIB) Peter J. Salmon Career Achievement Award. This honor is given for leadership in the blindness field to a blind employee working in a direct labor position for a NIB associated agency. Serzh will represent the Seattle Lighthouse at the NIB National Convention in Chicago, Illinois this fall.

"I appreciate winning the award because it lets me know that my coworkers respect me," Serzh says. "People here — I feel like they're family. I come to work and it's like my home here."



Serzh Nikolayev

2006 Financials

Lighthouse for the Blind, Inc. and its Foundation FY 2006 Financials

The financial information contained in the Balance Sheet and Statement of Activities is taken from our most recent annual financial statements as independently audited by the accounting firm of Moss-Adams. The Five Year Financial Summary is taken from our internal financials. A complete financial statement is available upon request.

Balance Sheet

Fiscal Year Ended September 30th, 2005

Assets	2006	2005
CURRENT ASSETS		
Cash	\$ 261,700	\$ 214,217
Investments	7,033,377	5,832,333
Accounts receivable - net of allowance for doubtful accounts of \$77,619 in 2006 and \$80,892 in 2005	2,806,941	3,271,645
Other receivables	180,316	263,358
Inventory	5,116,974	5,905,475
Other assets	<u>222,834</u>	<u>192,772</u>
Total current assets	15,622,142	15,679,800
LONG TERM INVESTMENTS	10,374,343	9,754,880
PREPAID PENSION COST	2,765,496	2,979,489
PROPERTY, PLANT AND EQUIPMENT, net	<u>6,562,955</u>	<u>6,341,514</u>
	<u>\$35,324,936</u>	<u>\$34,755,683</u>
Liabilities and Unrestricted Net Assets		
CURRENT LIABILITIES		
Accounts Payable	\$ 1,500,873	\$ 2,155,666
Deferred Revenue	272,405	156,132
Accrued Vacation and Sick Leave	729,797	657,867
Other Liabilities	273,446	265,437
Total Current Liabilities	<u>2,776,521</u>	<u>3,235,102</u>
UNRESTRICTED NET ASSETS		
General	22,174,072	21,765,701
Board Designated	<u>10,374,343</u>	<u>9,754,880</u>
	<u>32,548,415</u>	<u>31,520,581</u>
	<u>\$ 35,324,936</u>	<u>\$ 34,755,683</u>

The Lighthouse for the Blind, Inc. Five Year Financial Summary

Fiscal Years Ended September 30th, 2002 - 2006

	2006	2005	2004	2003	2002
Net Sales	\$ 33,348,110	\$ 31,518,816	\$ 30,921,492	\$ 29,302,987	\$ 22,565,437
Cost of Sales	<u>26,750,715</u>	<u>4,252,575</u>	<u>23,797,369</u>	<u>22,768,142</u>	<u>17,706,927</u>
Gross Margin	6,597,395	7,266,241	7,124,123	6,534,845	4,858,510
Operating Expense	<u>5,329,277</u>	<u>5,400,972</u>	<u>5,305,863</u>	<u>4,750,716</u>	<u>4,169,565</u>
Net Operating Income	1,268,118	1,865,269	1,818,260	1,784,129	688,945
Other Income (Expense)	<u>(240,284)</u>	<u>(741,057)</u>	<u>467,610</u>	<u>424,025</u>	<u>(902,072)</u>
Net Income (Expense)	<u>\$ 1,027,834</u>	<u>1,124,212</u>	<u>2,285,870</u>	<u>\$ 2,208,154</u>	<u>\$ (213,127)</u>

2006 Financials

Financials

Statement of Activities and Changes in Unrestricted Net Assets

Fiscal Year Ended September 30th, 2006

	2006	2005
NET SALES	\$ 33,348,110	\$ 31,518,816
COST OF SALES	<u>26,750,715</u>	<u>24,22,575</u>
GROSS MARGIN	<u>6,597,395</u>	<u>7,266,241</u>
COSTS AND EXPENSES		
Warehouse and Shipping	530,297	484,656
Selling	348,963	449,694
Administrative	<u>4,450,017</u>	<u>4,466,622</u>
OPERATING EXPENSE	<u>5,329,277</u>	<u>5,400,972</u>
INCOME FROM MANUFACTURING AND RETAIL OPERATIONS	1,268,118	1,865,269
OTHER INCOME (EXPENSE)		
Investment Return	895,733	142,674
Excess of rehabilitation expenses over support and revenue	(1,555,194)	(1,354,806)
Other income, net	112,562	203,115
Bequests, contributions, grants and charitable trust distributions	<u>306,615*</u>	<u>267,960</u>
	<u>(240,284)</u>	<u>(741,057)</u>
CHANGE IN UNRESTRICTED NET ASSETS	1,027,834	1,124,212
UNRESTRICTED NET ASSETS		
Beginning of year	31,520,581	30,396,369
End of year	<u>\$ 32,548,415</u>	<u>\$ 31,520,581</u>

* This number excludes in-kind donations totaling \$183,092 in 2006 and \$16,228 in 2005.
Refer to pages 9 for details on Seattle Lighthouse for the Blind Foundation charitable contributions.

Will Power

The Seattle Lighthouse for the Blind Foundation is honored to be remembered in the wills of dedicated and thoughtful donors. These individuals have expressed their commitment to creating opportunities for blind members of our community by including Lighthouse programs in their estate plans and wills. The Seattle Lighthouse for the Blind Foundation received the following gifts from October 1st, 2005 to September 30th, 2006 as a direct result of this generosity and foresight:

Legacies in Memorandum

Ms. Nellie Carman	\$100.00
Ms. Wilhelmina Clapp	\$1,151.61
Mr. James F. Hodges	\$408.00
Ms. Sarah Johnson	\$30,966.00
Ms. Louise S. Kidwiler	\$8,818.70
Ms. Emma Leavenworth	\$7,473.74
Ms. Hortense W. Lewis	\$100.00
Ms. Emma S. Olsen	\$2,866.74
Mr. Martin W. Prins	\$3,968.38
Mr. George Trimble	\$20,895.72

Seattle Lighthouse for the Blind Foundation Report

Message from the Foundation Chairman

Thank you to our supporters for helping to create and enhance opportunities for people who are blind, Deaf-Blind, and blind with other disabilities.

Our mission at The Lighthouse for the Blind centers on creating opportunities for people who are blind, Deaf-Blind, and blind with other disabilities to lead independent, self-sufficient lives. We couldn't succeed in our mission without your support. As the 2006 Chairman of the Seattle Lighthouse for the Blind Foundation, I am proud to be part of such a generous group of people dedicated to creating opportunities for blind and Deaf-Blind people to succeed.

Community donors like you have helped make great strides towards the goal of supporting all Lighthouse training programs and support services through philanthropic donations. Generous financial contributions from individuals and organizations had a tremendous impact on sustaining and growing our programs this past year. I am pleased to report that revenues from monetary and in-kind donations to the Seattle Lighthouse for the Blind Foundation increased by 43% with gift totals rising from \$284,188 in 2005 to over \$489,707 in 2006.

In December of 2002, we announced the formation of the Seattle Lighthouse for the Blind Foundation as the fundraising arm of The Lighthouse for the Blind, Inc. Our sole purpose is to gather and steward community support to further the Lighthouse mission. We accomplish this through raising annual operating funds for our programs and services as well as building an endowment fund to support the Lighthouse mission in perpetuity.

Our long-term goal is to gather enough community support to cover all training program and support service costs. Not only will this help us to better serve the blind and Deaf-Blind communities through our programs, it will also allow all of our earned income to go directly into increasing Lighthouse employment opportunities for people with visual disabilities.

By making an investment in the Lighthouse, the donors on the following pages expanded and sustained significant training opportunities for blind and Deaf-Blind members of our community and allowed earned income revenues to go back into operations — directly resulting in new Lighthouse jobs for blind and Deaf-Blind individuals.

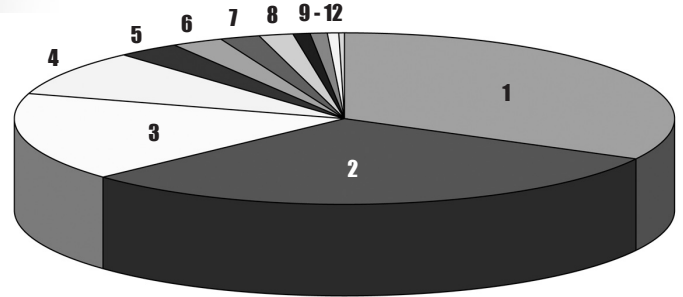
In 2006, philanthropic contributions funded a range of crucial programs and services including:

- Orientation and Mobility training for blind and Deaf-Blind people
- A new Computer Training Program for blind adults
- Technology Training Center classes for Deaf-Blind individuals
- Over 6,000 hours of American Sign Language interpreting services
- Our Annual Retreat at Seabek for members of national and international Deaf-Blind communities
- Equal access to braille materials for blind adults

As you can see, community support is integral to funding our programs and creating new opportunities for people who are blind, Deaf-Blind, and blind with other disabilities. In the years ahead, we expect philanthropy to play an increasing role in furthering our mission and serving the community. To all of you who have made an investment in the Lighthouse mission, I thank you from the bottom of my heart.

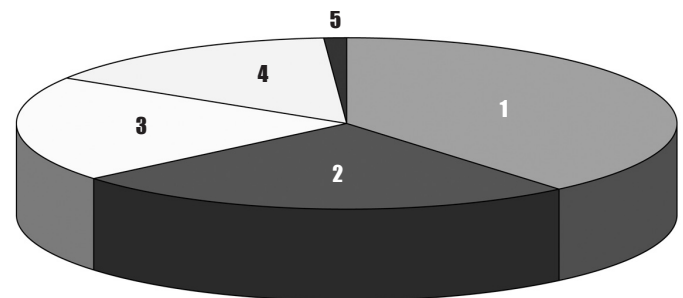


Patrick W. Sullivan
Seattle Lighthouse for the Blind Foundation Chairman



Funds Raised for Programs and Services

1. Unrestricted/Where Need Most: 32.8%
2. Technology: 30.3%
3. Deaf-Blind Program: 16.7%
4. Computer Training Program: 8.5%
5. Orientation and Mobility: 3%
6. Facilities and Garden: 2.6%
7. School Tours: 1.9%
8. Employee Support: 1.6%
9. Employee Awards and Recognition: 0.9%
10. Machine Equipment: 0.8%
11. Helen B. Blumenthal Fund for Braille Services: 0.5%
12. Endowment Fund: 0.4%



Donations by Source

1. Corporations: 39%
2. Individuals: 25%
3. Foundations and Service Organizations: 20%
4. Trusts and bequests: 15%
5. Workplace Gifts: 1%

Total philanthropic revenue: \$489,692

2006 Honor Roll of Donors

Individuals

Aase Aadland
 Gunvald Aadny
 Alfred and Katherine Abdo
 W. Scott and Diane Ables
 Alpha P. Abney
 Ramona Abrudan Dana
 Robert W. Ackerman
 Felicitacion G. Acosta
 Hamlin Adams
 Kirk Adams**
 James O. Adams
 Jonelle Adams
 Richard E. Adams
 Dave Adams
 Roma and Rajesh Agny
 Orland S. Aguas
 Verneil A. Aitken
 John M. Akre
 Thomas A. Alberg
 Marcia J. Alberti
 Eugene and Audrey Alexy
 Roy J. Alldritt
 Jacqueline M. Allen
 Geraldine Althausen
 Margaret Ames
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 Janet and Richard Andersen
 Norman and Gladys Anderson
 Loren E. Anderson**
 Dwayne Anderson
 Anne G. Anderson
 Elford W. Anderson
 Lillian and Birger Anderson
 Sam Anderson
 Tom A. Anderson
 Trey Anderson
 Janice and Victor Anderson
 Stephan Andon
 Leonardo Andrada
 William B. Andrews
 Virginia Andrus
 Jack Angove
 Anonymous - 30 donors
 Bill R. Antill
 John Armas
 Ray E. Armintrout
 Katherine K. Armstrong
 Joanne Arnett
 Harry L. Arnett
 Emma Arvanitis-Monahan
 Riyad Asfoor
 Cora J. Ashmore
 J. Ashrafi
 Hazel Askren
 Dorothy K. Atkins
 Patricia Audette
 Barbara Avison
 W. Bagley
 Dorris C. Bailey
 Mable Bailey
 Betty H. Bailey
 Cassandra M. Baines
 J. R. Baird
 Howard L. Baldridge
 Bill Ballard
 Stanley L. Banks
 Bart Baranco
 Jean and Jeannette Barton
 Rosemarie H. Barker
 Fern J. Barkley
 Bruce J. Barnes
 Michael and Abigail Barnett
 Sig Barni
 Jeannette C. Barrett
 Robert Barrowman
 and Elaine J. Kangas
 John R. Barry
 Christopher and Naomi Barry
 Daniel P. Barry
 David Bartzur
 Anita Bates
 Betty V. Baudoin
 Nenita S. Bautista
 Harold and Patricia Bean
 James Beattie
 Betty and Raymond Bebee
 Clark J. Beck Jr.
 Gail A. Beck
 Katherine M. Beck**
 Lillard Beckwith
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 Charles Warhol
 John Waring
 Frederick Warner
 Jeanne Warner Krone
 Claudell Warren
 Paul Warrick
 David L. Wayman
 Kyra Wayne
 Mary Webb Duryee
 Curtis and Amelia Weber
 Bruce E. Webster
 Sebastian Wegerhoff
 Geraldine K. Weir
 Judy A. Weiss
 Louis E. Weissman
 Jason Wells
 Edward Wenick
 Kirsten and
 Roy Wenstone
 Phyllis E. Wenzlaff
 Paul West and
 Linda Williamson
 Albert R. Whelpley
 Sandra E. Whelpley
 George and
 Margaret Wherley
 Ken Wherry**
 William Whetham
 Robert K. White
 Daniel K. White
 Barbara S. White
 Peter Whitehead
 Margaret A. Whitlock
 Ola Whitson
 Beatrice Whittaker
 Barbara Wick
 Sorraya Wienke
 Mary L. Wieser
 A. M. Wiesner
 Ramon W. Wilder
 Myrlene Wilkinson
 Ethel Williams
 Margaret L. Williams
 Howard M. Williams
 Helen and Donovan
 Williams
 Patricia A. Williams
 Marilyn and George
 Williams
 David B. Willis
 Rebecca Willis
 Janice and Kenneth Willis
 Harriet Williston
 M. H. and Dolores Willits
 Donald J. Willner
 Earl and Katherine Wilmot
 Susan Wilson
 Shirley L. Winnie
 Margurite Winston
 Edna T. Winston
 R. C. Winter
 Alice Winer
 G. H. "Oly" Wise**
 Betty Wishart
 Wiley V. Witherspoon III
 Najean Witt
 Dorothy L. Wittenberg
 Pam Wolf
 June R. Wolfe
 Manfred R. Wolfenstine
 L. E. Wolsky
 David and Susan Woltz
 Mjr. Irving F. Womack Ret.
 Yic Fun Fanny Wong
 Benjamin Wood**
 Marion Wood
 Marcene Woodburn
 Victor D. Woodfield
 Earl W. Woodford
 and Judy Goulet
 Ethel M. Woodhouse
 Edgar Woodson
 Norman Woolworth
 Joy P. Worcester
 Samuel S. Wormsley
 Patricia and Fred Wright
 Emily Wright
 Michael E. Wright
 David Wytko
 Pavel Yakshin
 Chi-Mei Yang
 Michael G. Yano
 Oard C. Yoder
 Donald York

Christine M. York
 David S. Yoshino
 William C. Young
 Shunji Yuasa
 Perry E. Zaback
 Orest and
 Janna Zabrodsky
 Farzad Zafari
 Virginia G. Zapata
 Rose Zappert
 Michael Zassenhaus
 Michael and
 Joy Ziemann
 William L. Zilda
 Alfred C. Zold
 Christian E. Zurschmiede

Organizations

5th Avenue Theatre
 ACME Anything
 ACT Theatre
 Alaskan Copper & Brass Company
 Amber Janitorial Inc.
 Argos Cruises
 Bainbridge Island Winery
 Ballard Lions Club
 Bedrock Industries
 The Box Maker
 Bucky Products
 Carter Mold
 Catherine Holmes Wilkins
 Foundation
 City of Seattle
 Danny Lord Foundation
 Dimmer Family Foundation
 Dupar Foundation
 Ehrlich-Donnan Foundation
 Europa Services Limited
 Farestart
 Garrison Foundation
 Gilman Family Foundation
 Hunting, Fisher, & Co. P.S.
 Hyatt Grand
 International Leasing Association
 Intiman Theatre
 Jillian's
 Kenworth Employees AYD Club
 Knossos Foundation
 Lease Crutcher Lewis
 Lucky Seven Foundation
 Marquon Hotel &
 Inn at Queen Anne
 Marriott, Residence Inn
 Media Art Productions
 Microsoft Corporation
 Northern Trust
 The Orrico Foundation
 Paul G. Allen Family Foundation
 DDB, Herron Gardens
 Racha
 Rajpaul Foundation
 Regence BlueShield
 (employer matching gift)
 The Robert C. & Nani S. Warren
 Foundation
 SAFECO
 Schnitzer Investment Corporation
 The Schoenfeld-Gardner Foundation
 The Seattle Foundation
 Silver Cloud Inn
 Spirit of Washington Dinner Train
 Starbucks
 Tube Art
 Underground Tour
 University Bookstore
 Washington Mutual
 Wheeler Charitable Trust

* Indicates Lighthouse employee
 ** Indicates Lighthouse for the Blind, Inc. or Seattle Lighthouse for the Blind Foundation board member



Seattle Lighthouse
The Lighthouse for the Blind, Inc.

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