

A black and white photograph of a man in a call center. He is wearing a headset with a microphone and is smiling at the camera. He is sitting at a desk with a computer monitor, keyboard, and mouse. The background shows cubicle walls.

Our Report to the Community  
**FY 2015**

The Lighthouse for the Blind, Inc.





- »» Today, **1 in 28 Americans** 40 years of age or older are blind or partially sighted.
- »» National statistics show that **3.4 million Americans** are blind or visually impaired. (source: WA State Department of Services for the Blind)
- »» Blindness in the United States is expected to **increase by 70%** to **1.6 million** people between 2000 to 2020. (source: National Institute of Health)
- »» We are seeing the **highest percentage** of veteran eye injuries since World War I.
- »» Blindness is often caused by **illness or injury** and many people who are blind also have multiple disabilities: for instance, diabetes and brain injury.

[ pictured front cover: **Robert Studebaker**, Contact Center Representative ]

[ pictured: **Connie Terry** and her guide dog at an office workstation. Contract Management Services, DCMA San Diego. ]



» **70%** of adults who are blind in the United States today are **unemployed**.

» **1/3** of adults who are blind live **in poverty**.

“Having a job means independence and the ability to live life every day to your very fullest.”  
— Malissa Hudson

[ pictured: **Malissa Hudson**, Production Worker ]

[ pictured: Terri Curnutt, Production Worker ]

“I like to keep busy; I like to work. I wouldn't want to be home like the 80% of DeafBlind adults who don't have a job.”

– Terri Curnutt



» 80% of adults who are DeafBlind in the United States are unemployed.

» 90% of adults who are blind with a developmental disability are unemployed.





[ pictured: **Dave Sharpe**, Production Worker ]

The mission of The Lighthouse for the Blind, Inc. is to create and enhance opportunities for independence and self-sufficiency for individuals who are blind, DeafBlind, and blind with other disabilities.

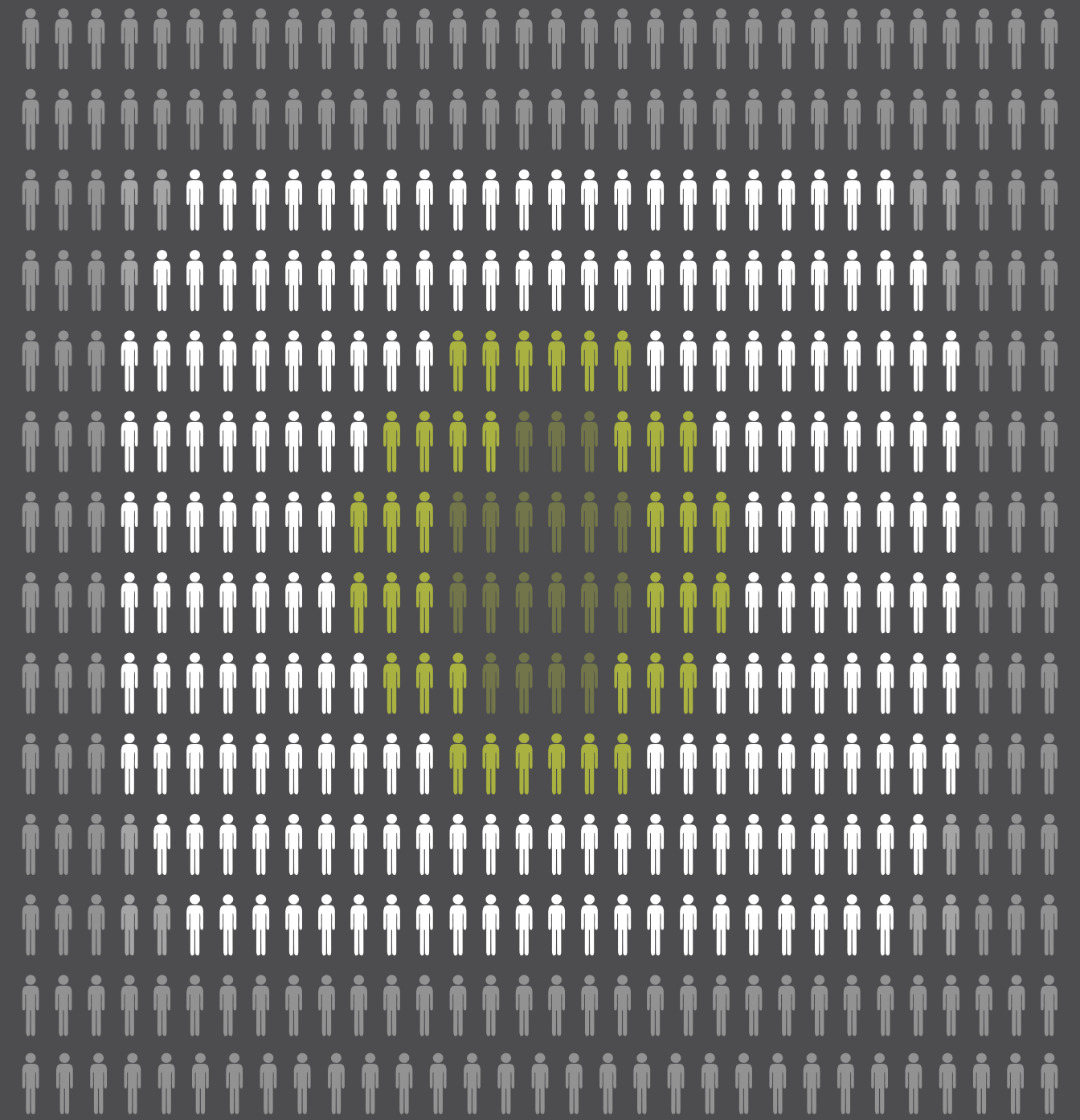
The Lighthouse is a private, not-for-profit social enterprise providing employment, support, and training opportunities for people who are blind, DeafBlind, and blind with other disabilities. The Lighthouse has provided employment and support to people who are blind in our community since 1918.

Today, seven out of every ten blind adults are unemployed. For DeafBlind people, the unemployment number climbs to over 80% and for people with multiple disabilities over 90%. One third of all people who are blind live in poverty.

The Lighthouse for the Blind, Inc. exists to alleviate this social inequity by providing job training, employment opportunities, and support services for people who are blind, DeafBlind, and blind with developmental disabilities.



[ pictured: An Cao, Production Worker ]



A look at the employees of The Lighthouse for the Blind, Inc.  
447 total employees • 192 who are blind • 37 who are DeafBlind  
19 employees who are blind with another disability



“I believe work is good for the soul,” says Production Worker **Jon Ott**, 2015 Employee of the Year at The Lighthouse for the Blind, Inc. Diagnosed in his mid-30s, Jon suffers from Retinitis Pigmentosa (RP) – the leading cause of inherited blindness, but doesn’t let that stop him from accomplishing his goals.

Before working at the Lighthouse Jon was a police officer, college instructor, association president, and even ran for City Council. He holds a Bachelor’s degree of Communications from the University of Idaho and a Master’s Degree in Public Administration from City University. A proud father of four children, he lives an upbeat, quality life and encourages those around him to do the same. Jon appreciates that people who are blind “adapt, improvise, and overcome,” and he embraces whatever comes his way.

It was a difficult transition for him when blindness hit in adulthood. With young kids and a wife at home, Jon was forced to retire from the police force as his sight deteriorated. He and his wife separated when she felt burdened by the situation, which is not an uncommon outcome. The next obstacle for Jon would be accepting his blindness, and overcoming the stigma that he had in regards to his condition.

**“The Lighthouse helped me become comfortable with being blind and letting go of the stigma that I had in my mind about blindness.”**

“I lost my spouse due to my blindness; I lost my job. The last thing I wanted to do was hold something (a white cane) that portrayed to the world I was blind,” he noted.

Because he had young kids at home, Jon couldn’t get access to a lot of government blindness training programs. He had never witnessed blind culture and the community. So Jon remained strong and determined to forge a new path for himself, and in April of 2014 he started work at the Lighthouse.

“The Lighthouse helped me become comfortable with being blind and letting go of the stigma that I had in my mind about blindness. We’ve got a lot of people here with great attitudes. I really care about the people I work with.”

“Regardless of what a person goes through disability-wise, they can still contribute.”



[ pictured: **Jon Ott**, Production Worker ]



The Lighthouse hires for a wide variety of positions for people who are blind and DeafBlind, in all levels of our organization. **Upward mobility is central to our mission**, and we build and develop our employees' skills to advance their careers.

From aerospace machining, production, service businesses, retail, administration, accounting, human resources, employee training, and executive-level management, there are people who are blind and DeafBlind powering **everything we do**.

A look at the work our employees who are blind and DeafBlind do everyday at the Lighthouse:

[in percentages of total workforce]

Non-Aerospace [ AbilityOne Products ]	45%
Aerospace Manufacturing	31%
Administration • HR • Accounting	7%
Production Support	5%
Service Businesses	4%
AbilityOne Base Supply Centers	3%
Employee and Community Services	4%
Executive • Directors	1%

## Job Creation and Growth in 2015

- » **54** new employees hired who are blind, DeafBlind, or blind with other disabilities
- » **21** promotions for individuals who are blind, DeafBlind, or blind with other disabilities
- » **05** new jobs created for individuals who are blind, DeafBlind, or blind with other disabilities

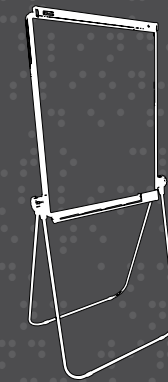


[ pictured: Darlene Hilling, Production Worker ]

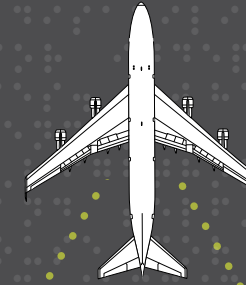


# What We Made in FY 2015

What makes the Lighthouse unique is our breadth of capabilities. Every day **we manufacture hundreds of products**, ranging from complex machined aerospace parts, high-quality office products, and tactical gear used by the U.S. Military. By adapting our equipment with state-of-the-art accessibility features, we empower people who are blind to accomplish amazing things in their careers and in their personal lives. Here is a look at the total numbers of products we made in 2015:



Office Products  
**1,497,823**



Aerospace Machining  
**1,282,189**



Government Products  
**1,060,310**

The number of manufactured office products, defense products, and machined parts made by Lighthouse employees who are blind is a grand total of **3,840,322**.



Born in El Salvador and relocated to California as an adolescent, **Sam Rodriguez** and his brothers all suffer from the same visual condition — Achromatopsia. It is a visual disorder that is characterized by decreased vision, light sensitivity, and the absence of color vision, affecting about 1 in every 33,000 people. It's because of his visual condition that Sam is in the United States today — for better job opportunities.

The Lighthouse for the Blind, Inc. was the answer to what Sam's family was seeking in the United States. Thanks to community support of Lighthouse programs and services, both Sam and his brother work here and have all the tools and services necessary for them to be successful in their jobs. As the **Assistant Director of Product Development**, Sam's work creates more opportunities for people who are blind by adding new products to our list of capabilities.

Sam says his biggest challenge is getting rest. He has two wonderful children – Sammy who is six and Abby who is three. In addition to his eight-hour work day, Sam is tasked with delivering his two kids to two different schools using public transportation before making his way to work each morning. On top of that, his wife is also legally blind, so neither of them drive.

**“The most rewarding part of what I do here is seeing the results of my work, which is to help create new jobs for people who are blind, DeafBlind, and blind with other disabilities.”**

When asked how his visual condition affects his interactions with teachers and other parents, Sam said, “I put my condition in front of them right away so we can work together better. Now it's not a surprise to other parents and teachers if we don't recognize them on the street because they understand about our visual conditions.”

Not only does Sam work together with other parents and his kids' teachers, he is a great team player here at the Lighthouse. “The most rewarding part of what I do here is seeing the results of my work, which is to help create new jobs for people who are blind, DeafBlind, and blind with other disabilities. I can see the difference that we make every day when I come into work.”



[ pictured: **Sam Rodriguez**, Assistant Director of Product Development ]



- » Nearly **800** tour guests visited the Seattle and Spokane facilities last year
- » Over **300** interns from The Boeing Company visited our Seattle facility
- » We provided tours to over **225** fifth grade students in King County
- » Over **400** volunteers supported the organization

People served through our **Employee and Community Services** in FY 2015

Accessibility:	40
Braille Literacy & Services:	20
Computer and Adaptive Technology Training:	132
DeafBlind Program:	134
Housing:	16
Orientation & Mobility (O&M):	182
Internships & Placement:	2

Total served through ECS programs and services: **321**

[ pictured: Computer Training Instructor **Roger Poulin** (right) with student **Mae Lynn Mullen** (left), at the Technology Training Center, Seattle facility ]

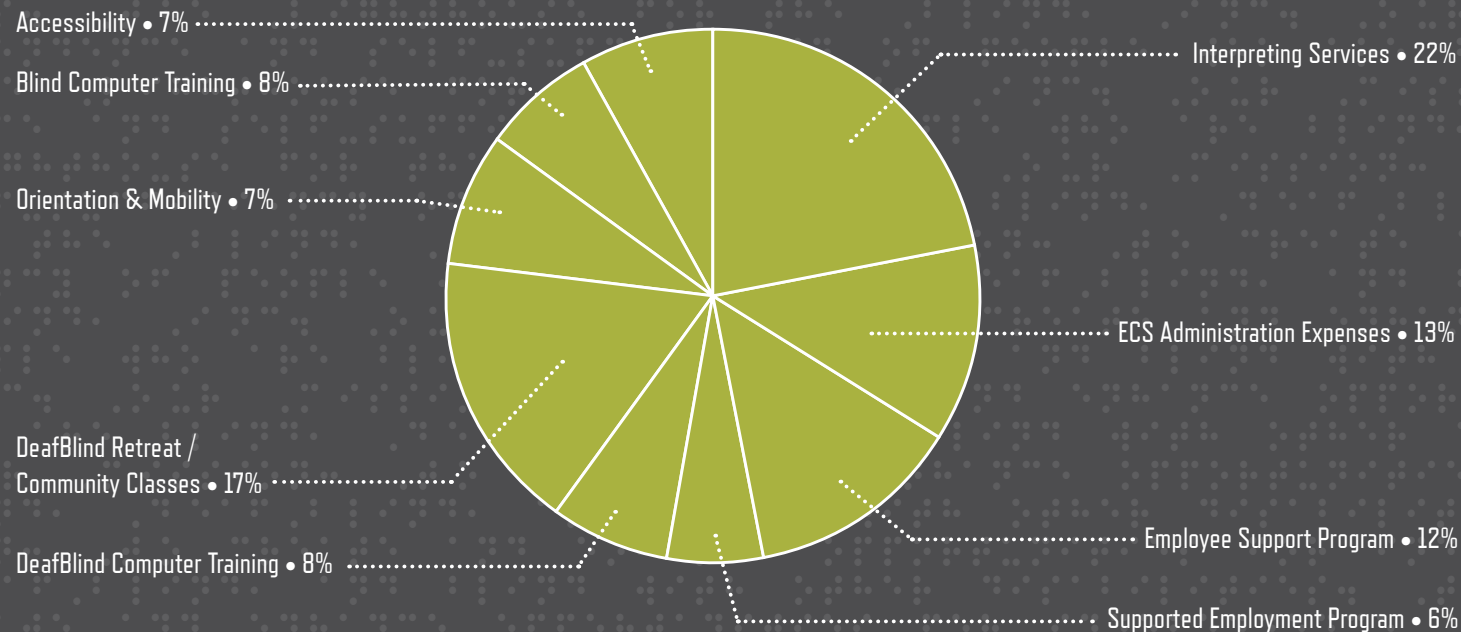


## Revenues

<b>Manufacturing</b>	
Aerospace	\$17,270,000
Defense	\$19,710,000
Business Office Products	\$11,360,000
<b>Services</b>	
Base Supply Centers	\$18,730,000
Contract Management Services	\$1,040,000
Other Services	\$60,000
<b>Total Revenues</b>	<b>\$68,170,000</b>
<b>Cash Contributions</b>	<b>\$810,000</b>
<b>Investment Income and Losses</b>	<b>\$(630,000)</b>

## Expenses

<b>Personnel</b>	\$24,900,000
Includes salaries, benefits, training	
<b>Manufacturing</b>	\$33,550,000
Includes cost of goods sold, commissions	
<b>Facilities and Infrastructure</b>	\$5,110,000
Includes depreciation, repairs and maintenance, insurance	
<b>Office Expense</b>	\$1,380,000
Includes telecommunications, technology, office expense	
<b>Outside Services</b>	\$2,480,000
Includes contract interpreters, legal, accounting	
<b>Other Expenses</b>	\$2,400,000
Includes pension, interest, impairment	



## Our Locations

1. Seattle Lighthouse facility
2. Inland Northwest Lighthouse facility
3. Lakewood Office Facility
4. AbilityOne Base Supply Center - Joint-Base Lewis McChord - North Ft. Lewis
5. AbilityOne Base Supply Center - Joint-Base Lewis McChord - McChord Field
6. AbilityOne Base Supply Center - Naval Airstation, Fallon, NV
7. AbilityOne Base Supply Center - Naval Air Warfare Center, China Lake, CA
8. Ability One Base Supply Center - NTC, Fort Irwin, CA
9. Contract Management Services - DCMA/NAVSUP, San Diego, CA
10. Ability One Base Supply Center - SPAWAR, Point Loma, CA
11. Contract Management Services - Pearl Harbor, HI







**The Lighthouse for the Blind, Inc.**

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[www.thelighthousefortheblindinc.org](http://www.thelighthousefortheblindinc.org)