The Lighthouse for the Blind, Inc. Seattle Lighthouse for the Blind Foundation

Our Report to the Community FY 2009

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



This page, from left to right: Contact Center Representative Ursula McCully; INL Production Worker Ryan Strickland; TTC instrustructor Di Black (left) with student Jenne Chalfant (right); Machinist Chris Loomis demonstrates accessible machining equipment to Microsoft tour group

Opposite page: INL Production Worker Mark Shively

Front Cover: O&M Instructor Beth Jurco (left) navigates the Mt. Baker Link Light Rail station with machinist Kevin Jones (right)

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# In 2009

The Lighthouse for the Blind, Inc. took a bold step forward: adopting a strategic plan and our goal of creating 500 living wage jobs for blind and Deaf-Blind individuals by 2016.

## That more than doubles our current employment opportunities for blind adults in five years.

To reach this ambitious goal, we have identified **five key strategies**:

- Build our Core Manufacturing Capabilities with state-of-the art machining equipment fully accessible to blind and Deaf-Blind individuals.
- **Develop Service Businesses** to open up new and meaningful employment possibilities for blind and Deaf-Blind people.
- Physical and Geographic Expansion: as our Seattle and Spokane branches are expanding, we also plan to add new Base Supply Centers to expand jobs across the West Coast.
- Expand Accommodations and Training Opportunities by purposefully pursuing our goal of becoming a leader in accessibility, assistive technology, education and training for people who are blind, Deaf-Blind, and blind with other disabilities.
- Expand The Seattle Lighthouse for the Blind Foundation to fully fund our mission-related costs and special projects emerging from our strategic plan.

Our partnership with this community plays a crucial role in creating opportunities for people with visual and multiple disabilities. We could not have advanced this plan without board leadership, community support, and our employees' dedication. I am deeply grateful to our generous community for building lasting opportunities for blind and Deaf-Blind individuals. With your support, we will continue to reach out to create lifechanging employment and training in our community.

R ANDAMRD

Kirk Adams President & CEO



From left to right: Board Chairman Patrick Sullivan, President and CEO Kirk Adams

Nearing the conclusion of my term as Chair of the Lighthouse Board, it is timely to thank all those who have made these three years so rewarding and productive. Our Board members have done yeoman's work as we revamped strategy and organization. Our many ad hoc committees continue to look into opportunities which fit our needs and capabilities.

Most exciting is our venture into Spokane, acquiring a 52,000-square-foot home, and providing an excellent workplace for our growing employee base in the Inland Northwest. The reception there has been welcoming and wonderful.

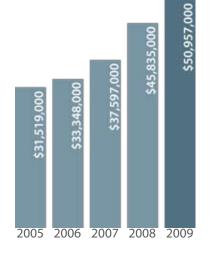
As you see elsewhere in this report, our goal is to provide 500 living-wage jobs for the blind. We are confident that this is attainable, and will keep you apprised of progress toward the target. Meanwhile, we appreciate your continuing support and thank you for caring so much for those who cannot see.

ating W Sullivan

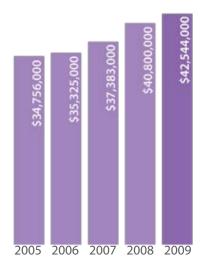
**Patrick Sullivan** Board Chairman 2007-2009

## Powering independence and a strong community.

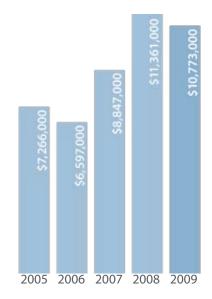
## 2005–2009 Revenue



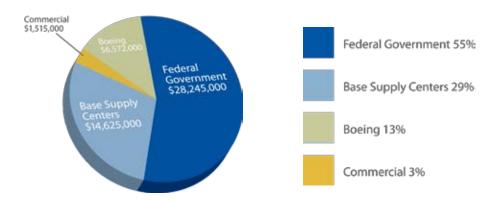
## 2005–2009 Assets



## 2005–2009 Gross Margin



## 2009 Revenue by Source



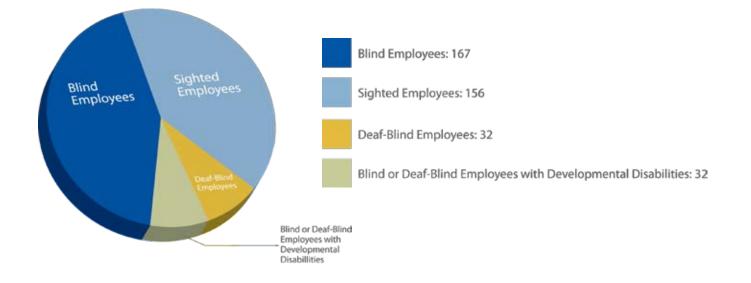
For a copy of our complete audited financials, please contact Jennifer Moore at (206) 436-2253 or email jmoore@seattlelh.org.

## The Lighthouse for the Blind, Inc. Board of Trustees 2009

Patrick Sullivan, Chairman Frederick Mendoza, Vice-Chairman Loren E. Anderson Katherine M. Beck **Timothy M. Crow** Harry Egler **Robert Francis**, M.D. Raymond W. Haman Jens Jorgensen, PhD Douglas M. Klan **Tom Kuebler Donald C. Mollet Patrick Sullivan** Bruce Walker Ken Wherry G. H. "Oly" Wise

## **Trustees Emeritus**

Jay Jones George Jacobson Al Mladenich



## Jobs. Independence. Empowerment.

Each year, our top priority focuses on creating more quality jobs for people with visual disabilities. We are committed to expanding jobs, upward mobility, and promoting more choices for blind and Deaf-Blind people in our community and beyond.

In 2009, we employed a total of 220 people who are blind, Deaf-Blind, and blind with other disabilities.

Today, blind and Deaf-Blind individuals work in jobs at every level of the organization including manufacturing, machining, information technology (IT), accounting, communications, human resources (HR), administration, teaching, management, and executive team. We will continue to strive to grow jobs steadily in the years ahead throughout The Lighthouse for the Blind, Inc.

"I found out about The Lighthouse for the Blind, Inc. in a newspaper article. When I heard they were opening a location in the Inland Northwest, I knew I had to apply. Now I actually have a job that I love, and I can throw away all those rejection letters!"

- Julia, INL Production Worker

The AbilityOne Program is a federal initiative to help people who are blind or have other severe disabilities find employment by working for nonprofit agencies (NPAs) that sell products and/or



services to the U.S. government. With a national network of 600 NPAs, AbilityOne is the largest source of employment for people who are blind or have other severe disabilities in the United States.



From left to right: INL workers Rodney Christiansen, Jennifer Marshall, Maria Bradford (sitting), Ron Cook, David Guy, Karl Schaeffler, Mike Robinson



## Inland Northwest Lighthouse The Lighthouse for the Blind, Inc.



The team at Inland Northwest Lighthouse

For Inland Northwest Lighthouse (INL) in Spokane, 2009 was a banner year. As the year progressed, our Spokane team became a well-oiled machine thanks in large part to the dedication of our employees there. By the end of the year, we employed 35 blind individuals at INL, and we're very thankful for all their hard work. Other highlights of the year include obtaining AS9100 certification in May, and hiring INL Production Manager Doug Weyer in July. Experienced in lean production, Doug worked with the production team to maximize efficiency and output without compromising quality.

Beginning in October, INL employees began producing the first of our new wallboards marketed and co-branded as Quartet\*/SKILCRAFT\* wallboards. By the end of the year, INL production workers were making 23 different wallboard models and had produced more than 40,000 individual boards. Wallboards had previously been produced at our Seattle location.

To commemorate the end of an extremely successful first year in operation, we held a celebratory lunch with barbeque, live music and entertainment, and tours of the INL facility. Joining in the celebration were several of our colleagues from National Industries for the Blind (NIB), ACCO Brands, and the General Services Administration (GSA). As a thank you for continued support through the transition of production from Seattle to Spokane, INL employee Kurt Lantz presented Jack Wise of GSA Region III with a commemorative 40,000<sup>th</sup> wallboard. In addition to wallboards, Inland Northwest Lighthouse employees also produce or assemble most of the other items in our office products line, including hanging file folders, dry erase and chalkboard display easels, springback binders, and drop-knife paper trimmers.



*Production workers Teri Jensen (left) and Shirley Deatherage (right) work on the file folder line at INL.* 

## Our Base Supply Center (BSC) operation broadened its scope in 2009.

Most notably, we expanded our outside sales team to take on an ambitious project of selling to the Federal community in the greater Seattle area. Based out of our McChord Express Supply location, sales representatives work with the Contact Center at the Seattle Lighthouse to identify opportunities within 50 miles of the BSC to sell Lighthouse and AbilityOne products to the Federal customer, as well as to promote and fulfill our mission.

In addition to expanding into the greater Seattle community, we experienced continued strong sales and support at our four

current BSC locations: McChord AFB, Fort Lewis, Fallon Naval Air Station in Nevada, and Point Loma in San Diego. Our efforts to open new Express Supply stores at North Fort Lewis, China Lake Naval Air Warfare Center, and Fort Irwin National Training Center in California moved forward this year, with planned openings for all three stores in the 2010 calendar year. To accommodate for this growth, due in large part to adding a second store at Fort Lewis, we anticipate adding eight to ten more visually impaired employees to the Lighthouse team.







*Ft. Lewis Express Supply employee Kenny Meeker stocks canteens made at Seattle Lighthouse.* 

Overall sales for fiscal year 2009 came to \$14.6 million, 9% lower than anticipated, with sales of AbilityOne items coming in at \$3.3 million. Our gross profit came in under expectations by 7%, with web sales decreasing 25% over fiscal year 2008 due to deployment.

"I am glad for the employment opportunities at the Lighthouse. I got a second chance and am now able to provide for my family."

- Mike Soriano, Express Supply Clerk

SSP Marina Epstein (right) assists Deaf-Blind Retreat participant Steven Frank (left) in a yoga workshop at the 2009 Retreat in August.

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## 2009 was a busy year for the Employee and Community Services (ECS) department.

It is with great pleasure that we are able to report on the continued expansion and advancement of the programs and services we provide to people with visual disabilities. Thank you to the donors and volunteers who make the continued success of these programs possible. We could not do it without you!

## **Braille Literacy**

Seattle Lighthouse began its braille literacy program in 2007 and these classes have been growing ever since. Julie Brannon continues in her role as Braille Instructor providing uncontracted (Grade 1) and contracted (Grade 2) braille instruction for new and continuing students, as well as instruction on using a braille display, the Perkins Braille Writer, and slate and stylus. The Braille Blazers

Reading Club is going strong, and provides a fun, interactive way for more advanced braille readers to continue to improve braille competencies and reading speed.



## Computer Training Program (CTP)

With one part time and two full time instructors, we served more blind employees wishing to increase their computer skills. CTP was launched in 2007 for Lighthouse employees who are blind or have low vision to increase their knowledge of computers and assistive technologies. CTP staff provide oneon-one training using assistive technology such as JAWS and ZoomText with computer applications, from keyboarding and introductory computer skills to more advanced applications and internet use.



Participants of the 2009 Deaf-Blind Retreat in Seabeck, WA

During the past year, several computer stations were placed throughout our Seattle and Spokane facilities to provide greater access to job related information for employees. These computer kiosks have stimulated even more interest in learning

computer basics and are one of many ways employees are using skills learned in the CTP in their daily work.

Planning is in place to expand computer training in two additional areas during fiscal year 2010. We are looking forward to providing Inland Northwest Lighthouse (INL) employees the same opportunities for computer instruction with the addition of an instructor in Spokane, and we plan to introduce small group seminars in Seattle as one more way to respond to employee instructional needs.

## **Deaf-Blind Program**

The Lighthouse for the Blind Inc.'s nationally recognized Deaf-Blind Program has provided employment, services, and support to Deaf-Blind individuals for the past thirty years. There is no other organization in the Pacific Northwest providing these comprehensive services to Deaf-Blind persons.

For the 31<sup>st</sup> year, The Lighthouse for the Blind, Inc. hosted a completely accessible, week-long retreat designed expressly for Deaf-Blind adults. Over 80 Deaf-Blind individuals attended the retreat in 2009, supported by over 140 sign language interpreting volunteers. While ordinary daily life presents barriers for Deaf-Blind individuals, the retreat offers a welcoming community of peers and friends who truly understand the experience of living with a dual disability. The retreat is an essential part of the Lighthouse's mission to serve the needs of people with visual disabilities.

Seattle Lighthouse continued to provide services through our **Technology Training Center (TTC)** in 2009, designed specifically to serve Deaf-Blind adults in our community by building skills through the use of computer and assistive technology. The program offers training on assistive technologies for both work and independent living, with instructors providing individualized training to each participant to support personal independence, opportunities for upward mobility in the workplace, and increased technological literacy.

**Deaf-Blind Community Classes** met the needs of employees and community members by providing a forum that gives Deaf-Blind individuals access to basic information unavailable in their everyday lives. Students connect with each other, learn leadership and presentation skills, explore a wide range of subjects, and help American Sign Language interpreters develop Deaf-Blind interpreting skills.

## Orientation & Mobility (O&M)

Orientation and Mobility instructors assisted blind and Deaf-Blind individuals in learning skills to travel independently and safely. Skills instruction includes white cane travel, bus and street route planning, electronic travel aid training, and supplemental guide dog training. Orientation and Mobility instructors meet the needs of numerous employees as they navigate through the ever changing transit landscape of the greater Seattle area, providing ongoing route planning

and safe travel techniques. Training includes bus travel, route planning, assistive technology assessment, safety techniques for low-vision travelers, relocation and route planning for new community members, and supplemental training for guidedog users.

#### Housing

With housing costs continuing to be some of the highest in the nation, our priority is to support blind and Deaf-Blind individuals in obtaining affordable housing that matches their wants and needs. Our housing support services continue to include support in navigating application procedures to local subsidy programs, identifying apartments matching the needs of the individual, budgeting, and classes providing information on topics such as renter's rights and responsibilities. In addition, we are partnering with Housing Resources Group (HRG) to address the challenge of finding affordable housing for employees who are new to the area.

#### **Other Employee Supports**

During 2009, we partnered with the Seattle Public Library to provide **English as a Second Language (ESL) classes** for Lighthouse employees. These popular classes covered several work related topics and included a vocabulary and pronunciation group practice.

**Monthly Community Resource Information** sessions were added in 2009 to provide employees with information about resources and information available to them in the community. Representatives from several organizations came to present information at these always well attended sessions, including Interconnections, Metro Accessible Services and ORCA presentations, a demonstration of the KNFB reader, and several others.

O&M instructor Meg Johnson (left) explores a tactile bus route map with machinist George Adams (right)

### **Government Relations**

Our Government Relations work continues to focus on the education of an array of public officials about the Lighthouse's employment opportunities, products, programs, services and capabilities. To do this effectively, we have increased training and coaching supports to 16 employees who are blind or Deaf-Blind, and who have been instrumental in our outreach efforts. Through our government relations efforts, we were awarded a federal appropriation, which will allow us to enhance and expand travel training in King, Pierce, and Spokane counties. We have also enjoyed opportunities to team with other community organizations who collectively were successful in establishing a Seattle Disability Commission. We were proud to join others in the blind community, working with state legislators, in a successful effort to maintain the Dept. of Services for the Blind as a separate entity reporting to the Governor as opposed to a proposed structure shift to the Department of Social and Health Services.

Thanks to the generous donations from community donors, all ECS programs are available free-of-cost to our participants, with the exception of the Deaf-Blind Retreat. There is a tuition fee to attend the Deaf-Blind Retreat, with scholarship funds available.

## Congratulations to Kurt Lantz and Dana Marmion, The Lighthouse for the Blind, Inc.'s 2009 Employees of the Year.

The winners were honored and acknowledged at both the Seattle and Spokane facilities' annual Awards Ceremony this February. These awards are given for leadership in the blindness field to visually impaired employees who display outstanding personal and professional qualities. They will both travel to Cincinnati for the National Industries for the Blind (NIB) Annual Training Conference in October. Dana Marmion will compete as an indirect labor representative for the Milton J. Samuelson Award and Kurt Lantz will compete as a direct labor representative for the Peter J. Salmon Award.

## **Kurt Lantz**

"I've learned to work hard and do the best you can at what you're learning," says Kurt Lantz, Production Worker at Spokane's Inland Northwest Lighthouse. "I've learned to work

with my hands more, to be more productive, and be more efficient."

Kurt has been visually impaired for most of his life. He suffered complications at one year of age from Juvenile Rheumatoid Arthritis, and was later diagnosed with glaucoma at age twelve. Two years later, Kurt enrolled at Washington State School for the Blind (WSSB) in Vancouver. There he learned his orientation and mobility skills for independent living. It was at WSSB that Kurt





2009 Employees of the Year Kurt Lantz (left) and Dana Marmion (right), with President and CEO Kirk Adams (center)

found his ability as a musician in playing the drums. During his senior year at WSSB, he was mainstreamed into a public high school in order to further his orientation training. "After school, finding work was pretty difficult, so I went back to school at Clark Community College in Vancouver. I studied education there." After his tenure in Vancouver he found work for a year at Oregon Blind Enterprises in Portland.

"My family and I then moved to Spokane, totally unaware that the INL was coming to Spokane," Kurt recalls. "My mom saw a big newspaper article in the Seattle Times announcing Seattle Lighthouse's expansion into Spokane. I got right on the phone with Washington State Services for the Blind, knowing that it would probably be one of the best job opportunities I could get."

Since joining INL in June 2008, Kurt has learned many new skills and jobs while working there. "I haven't been working here very long, but working with the equipment and machines has really boosted my confidence in using my hands and being able to use tools."

Outside of his work at INL, Kurt is a professional drummer and plays with several bands including The Ravins (whom have performed at INL events) and The Night Caps, a 5-piece smooth jazz band. He also enjoys working with wood, and spending time with his wife Aimee, his son Zeke and his daughter Leona.

## **Dana Marmion**

For 13 years, Dana Marmion has worked diligently at The Lighthouse for the Blind, Inc. as a Customer Service Representative, and most recently as a Contact Center Representative. When asked about her experience working at Seattle Lighthouse, Dana says, "I appreciate the camaraderie here! I find people friendly and helpful, and I really appreciate that."



Dana attended Waggener High School in Louisville, KY, and later went to Pembroke College in Providence, RI. There she studied Classics, which included Greek and Roman culture, archeology, history and languages. After school, Dana went into the Peace Corps while she still had her eyesight. She taught English as a foreign language in Ankara, Turkey for two years. After her tenure there, she and a friend traveled and worked in Thailand for six months. Then Dana ventured alone to Sydney, Australia, where she lived and found work for another six months. After her adventures overseas, she returned to Louisville and taught English as a Second Language (ESL) at the University of Louisville campus. Her eyesight began to decline in her 20's, and at age 25 she had lost her driver's license.

"I decided I didn't want to teach anymore, so I began working on a degree in business and transferred to Washington State University in Pullman and got an MBA in accounting there," Dana recalls. After receiving her degree, Dana moved to Seattle and found work at a bank. It was while she was working at the bank that she became legally blind from cone-rod dystrophy.

"I applied at services from Washington State Department of Services for the Blind, and they trained me in JAWS software and some braille instruction. They assisted me in getting a job with a drug and alcohol rehabilitation counseling center." One of the owners of the rehab center had a wife who worked at Seattle Lighthouse, and referred Dana for a job as a Customer Service Center Representative.

The most significant thing Dana has learned at the Lighthouse is to ask for help. "I was partially sighted when I came here, and since then have had to ask for assistance with orientation and mobility (O&M), improving braille skills, and computer training," she notes. "I've become more knowledgeable on how to use the computer. It's wonderful that the Lighthouse makes an effort to help people so they can do their jobs better. I'm thankful to have a job here."

In her spare time, Dana enjoys going for walks, sewing, listening to books on tape, and going to Seattle's 5<sup>th</sup> Avenue Theater to attend their audio-described musical performances. She also enjoys visiting friends in the U.S. and overseas.



Kevin Gormley



Steve Harrison

With the opening of the Inland Northwest Lighthouse in Spokane and the addition of dozens of new products to the procurement list, it proved particularly difficult to select a single recipient for the 2009 Presidents Award. In reflection of this, President and CEO Kirk Adams determined it appropriate to recognize the accomplishments of two team members: Kevin Gormley (Senior Production Lead, Inland Northwest Lighthouse) and Steve Harrison (Contract Administration Lead, Seattle Lighthouse).

Kevin Gormley worked for more than 20 years at the Seattle Lighthouse before transferring to the Inland Northwest Lighthouse. Kevin views his role as one of helping his blind and Deaf-Blind co-workers live a quality life and work to their full potential. "I like seeing people with disabilities able to succeed. I see as my role being there for them, and offer any support for them to become successful," notes Kevin. Kevin's support of his colleagues contributed in great part to a hugely successful first year at INL.

**Steven Harrison** currently works as Contract Administration Lead, but he's held a wide variety of positions over his 33-year history at the Seattle Lighthouse. Prior to joining the Contract Administration team in 1999, Steve worked in the machine shop producing parts for Boeing. Regardless of his position, Steve's calm demeanor and dedication to doing thorough, quality work is evident and makes him a leader to everyone – sighted, blind, and Deaf-Blind – around him. "I want to put my best foot forward in whatever I do, but to me that's doing my job. I've done and seen a lot at the Seattle Lighthouse, and I'm happy to help whoever and wherever I'm needed."

# 2009 Was another year of change and development for The Seattle Ligthouse for the Blind Foundation.



Many thanks to our supporters for helping to achieve our mission: "To gather and steward community support to be used by The Lighthouse for the Blind, Inc. in providing productive employment, training and support services to people who are blind, Deaf-Blind, and blind with other disabilities." We could not succeed without the support of our community.

I am proud to be part of such a generous group of community members dedicated to creating opportunities for blind and Deaf-Blind people to succeed.

Tom Kuebler

### I would like to share some of the reasons why it is important to support the Foundation and The Lighthouse for the Blind, Inc.

- 1. Private community support from individuals and institutions fund mission-related costs that our earned income from manufacturing operations cannot cover.
- 2. We have \$2.5 million in annual program and support service costs. Therefore, we rely on private donations and endowment income to support expenses other manufacturers don't have.
- 3. Community support ensures all jobs are accessible for people with visual disabilities by funding costly assistive equipment.
- 4. Community support ensures that our earned revenue goes toward creating new livable wage jobs for people with visual disabilities.
- 5. Community support builds infrastructure, funds capital projects, and provides training programs needed to meet our strategic goal of 500 livable wage jobs by 2016.

On a personal level, I have a son who has been employed at Seattle Lighthouse for over 20 years. He commutes from work from Redmond, owns a condo, has a wonderful guide dog, and visits the Oregon Coast on vacation every year. I have seen firsthand how Lighthouse programs are successful and allow the people we serve to become productive and involved citizens.

During 2009, we implemented a facilitated fundraising planning retreat to support The Lighthouse for the Blind, Inc.'s long-range strategic plan.



As part of our retreat, we created a special Fundraising Planning Committee to develop a comprehensive resource development plan. Three key Foundation committees emerged out of this new fundraising program:

- Trusteeship Committee which is responsible for expanding the Foundation board.
- Major Gifts Committee which is responsible for engaging community philanthropists committed to promoting opportunities for people with visual disabilities.
- Planned Giving Advisory Committee which is responsible for providing guidance in building endowment and advancing tax-advantaged planned giving vehicles.

In addition to raising the funds to cover our annual cost of mission-related programs and services, we hope to accomplish the following:

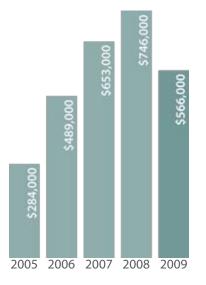
- Building the Lighthouse endowment fund to ensure that future opportunities will always be available for blind and Deaf-Blind people.
- Raising visibility of The Lighthouse and the blindness community; we want to make sure our community is aware of the accomplishments and abilities of our Lighthouse workforce and the disability community at large.

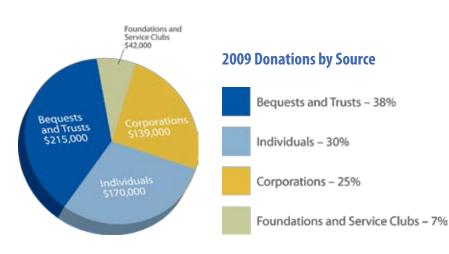
In the years ahead, community philanthropy will be critical to furthering our mission, reaching our goal of 500 livable wage jobs, and providing equal access to training and information for people with visual disabilities. To the generous donors who have made an investment in Seattle Lighthouse for the Blind Foundation, we express our sincere gratitude.

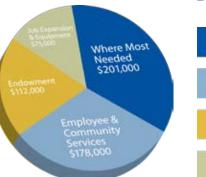
Tom Kuebler

**Tom Kuebler** President Seattle Lighthouse for the Blind Foundation

## 2005–2009 Donations







## **2009 Donations by Program**

Where Most Needed – 36%

Employee & Community Services – 31%



Job Expansion & Equipment – 13%

## Seattle Lighthouse for the Blind Foundation Board of Trustees

**Tom Kuebler**, *President* **Howie Dickerman**, *Vice-President* 

Herb M. Bridge Clifford Johnson Linda Lanham Chuck Riley Barbara Ross Patrick Sullivan G.H. "Oly" Wise Rob Wotton

## The Lighthouse for the Blind, Inc. Executive Staff

Kirk Adams President and CEC

Tami Berk Director of the Deaf-Blind Program

Mary Cabrian Chief Financial Officer (CFO)

**Constance Engelstad** General Manager of Administration

**Paula Hoffman** Vice President of Governmental Affair

**Robert S. Johnson** Senior Vice President of Strategic Business Development

Karen Kidd Vice President of Base Supply Centers

**Amy Koehl** Director of Employee an Community Services

**Pat O'Hara** General Manager of Operations

Melanie Wimmenauer Director of Communications

## OUR REPORT TO THE COMMUNITY FY2009 — SEATTLE LIGHTHOUSE FOR THE BLIND FOUNDATION 15

The Seattle Lighthouse for the Blind Foundation exists to gather and steward community support needed to support our mission:

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

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

The Lighthouse for the Blind, Inc. believes everyone can become independent and self-sufficient. We offer meaningful jobs, as well as a wide range of training programs and career development opportunities for adults who are blind, Deaf-Blind, and blind with other disabilities. Every day, we work hard to develop our full potential, as employees and as a social enterprise, becoming independent and self-sufficient contributors to the community.

The Lighthouse is among the largest employers of blind people and the foremost employer of Deaf-Blind people in the

United States. While our manufacturing operations, wages, and benefits are self-funded we face a funding gap in providing the mission-related costs crucial to giving blind individuals the skills to succeed.

Our mission-related programs and accommodations total \$2.5 million each year. Costs include expensive assistive technology (a braille display costs \$10,000), sign language interpreting (over \$350,000/year), braille classes, computer classes, and the nation's leading Deaf-Blind program.

"It's the communication that really counts. I'm so excited about learning more and more about computers, about email, and about the web. It's extremely liberating for me, as a Deaf-Blind person, to have these tools for communication and access to information."



Interpreter Brenda Aron (right) translates for Deaf-Blind Community Class student Ken Sting (left) during a session at Seattle Central Community College

## Here are just a few of the programs and services your generous donations make possible:

- Assistive Technology including talking machine programs, computer screen-readers, and screenmagnification software.
- Computer training for blind adults to gain essential computer and assistive technology skills.
- Braille literacy classes giving blind adults the gift of literacy and equal access to information.
- Orientation and mobility training to travel safely and independently with a guide dog or white cane.
- **Deaf-Blind classes and retreats** giving people with dual disabilities the opportunity to overcome barriers and build community.

<u>Every gift</u>, large and small, is welcomed by the Foundation. Working together, we can provide the jobs, and the training and support services needed to create meaningful opportunities for people in our community who are blind, Deaf-Blind and blind with other disabilities to live independent, self-sufficient lives.

- Debbie Sommer, Production worker

## Lighthouse Legacy Society Seattle Lighthouse

The Lighthouse Legacy Society honors the exceptional individuals who have made a planned gift to the Seattle Lighthouse for the Blind Foundation. Their thoughtful, forward-thinking gifts will help build our endowment and ensure that there will always be opportunities for blind and Deaf-Blind people in our community.

Examples of planned giving arrangements include designating a bequest to the Foundation in a will or arranging a Charitable Gift Annuity in partnership with the Lighthouse. The only requirement for membership in the Lighthouse Legacy Society is written notification of a planned gift.

We extend our deepest thanks to the following generous and forward thinking individuals for making a magnificent investment in ensuring permanent opportunities for people who are blind, Deaf-Blind, and blind with other disabilities.



"You see people come to work here everyday despite their so-called 'disabilities.' The Lighthouse is the place where ability overrides disability."

- David Jefferson, Base Supply Center Sales Coordinator

## **Charter Members**

Kirk and Ros Adams Loren and Ann Anderson Katy Beck Keri and David Brent Herb Bridge Howard and Dianna Dickerman Jim and Constance Engelstad Paul and Bev Fletcher Ray Haman Doug Hildie and Karen Johnson Paula Hoffman George Jacobson Robert and Kathleen Johnson Clifford Johnson Karen Kidd Doug and Billie Klan Amy L. Koehl

Darlene and Larry Kosoff Tom Kuebler Maurice I. Nelson Leonard and Mae Nelson Patrick and Christine O'Hara Jeff and Jennifer Patterson Dr. Jeffrey Robertson Robin Rowedder Patrick and Susan Sullivan Ms. Florence Toth Bruce Judy Walker G. H. Oly Wise

Legacy Society Members Joining 2009 Patrick Curtin Verna E. Florov

Mark and Kristy Hoshi

## **Gifts Honoring Individuals**

We are privileged to receive gifts in honor of many wonderful individuals who have touched our community with their example and their good work.

In 2009, we received gifts in honor or memory of the following exceptional people:

## In Honor

Kirk and Ros Adams Di Black Rosalie Daleo Victoria Douyen Jeff Kuebler - In Honor of his 20 Years of Service to the Lighthouse Mindy Joy Mayer Gary and Linda Moore Barbara Ross Juanita Shoemaker John M. Watson Stuart Williams Alice M. Young

## **In Memory**

Elaine Allen Phyllis Apthorp Elma Baldridge Elizabeth Baxter Stephen Brauss Mark Cockrill Margaret Crane RAdm. Wallace Dowd Edyth Ericksson Shirley Gangstee Gunnar Hain Cory Harding Helen E. Hauck Charles Hovander Kevin Kelly Kikwe Matsuura Jacklyn McCraw Dave Mollet Robert Morrow Jim Paladichuk A. C. Phillips Marjorie Sullivan Mildred Welsch



and Nancy Swaney gather with volunteers on Vounteer Day of Caring 2009.

## Individuals

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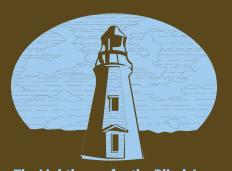
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