



ANNUAL REPORT

October 1, 2014 - September 30, 2015

 1,607

PATIENTS SERVED in the Low Vision Clinic, up 14% from 2014 and up 92% from 2013.

7,802 

PRESCHOOL STUDENTS RECEIVED A VISION SCREENING



CSC's Eyedea Shop offers a wide variety of products to keep people independent and living well with vision loss.

Linda's Perspective

Getting Blindness Out of the Way

After a stroke and other health issues left Linda legally blind, she turned to a social worker at Cleveland Sight Center who introduced her to the Transitional Life Counseling program (TLC). "I was very afraid and in a bad place at the time. But becoming part of the TLC program really helped me, as I quickly found out I wasn't alone." TLC, a support group for those experiencing vision loss, provides a setting to share stories, tactics, information, and other resources. Topics of discussion include living with low vision, common eye diseases, family issues, and depression. A direct result of her participation in TLC, Linda has become more proactive in her daily living. "Going back to CSC is like a lifeline for me. It gives me a lot of hope and inspiration. When I'm in the building, I don't feel like I have blindness. I am able to stay on top of things, be safe, and be available for someone who needs a listening ear. I love to cook, sing, dance, write, and exercise. Because of Cleveland Sight Center, I am able to further my life and have a more fulfilling life."



Through the TLC program, Linda has learned skills to improve her life and is now a resource for others. She volunteers in CSC's Share the Vision Peer Mentoring Program, a program that gives new clients the opportunity to connect with trained volunteers over the phone to discuss the anxieties and fears associated with vision loss. Clients receive support, education, and insight on how to adjust to losing their eyesight. Says Linda, "I can do anything. I just do it differently."



www.clevelandsightcenter.org/linda

Volunteer Spotlight: Edith



("Edith" written in Braille)

Upon retiring as an educator from the Cleveland Metropolitan School District, CSC volunteer **Edith Conzett** joined the Peace Corps at age 66. Edith completed her service placement in Nepal, where she worked in a residential school for those with blindness or low vision. That experience led her to Cleveland Sight Center, where for over 20 years Edith has been an anchor of the Braille volunteers.

CSC's Braille department **promotes Braille literacy and availability**, specializing in the conversion of print materials into Braille and large print for individuals, schools, restaurants, churches, and more. As technology has improved, so has the evolution of Braille. Computer programs have helped immensely proofreading a document on a screen before the Braille prints, therefore reducing the number of errors and versions.



Edith continues to learn something new as she takes on Braille work, with current projects including Advanced Placement Calculus and Physics for a high school student. She loves to transcribe literature and poetry. Through her work, she has learned French, German, Latin, Ukrainian, and Nepali. Along with CSC's additional Braille volunteers, Edith is very humble and continues to work behind the scenes to provide essential materials for people who are blind or have low vision. Their impact continues to make a difference in the lives of clients. To learn more about volunteer opportunities at CSC, visit clevelandsightcenter.org/volunteer.



www.clevelandsightcenter.org/volunteer-spotlight

President's Message

Tell our story – Raise the bar – Build on success.

These three focus points have guided me in this year of leadership transition at Cleveland Sight Center. Our **story** is a great one and we continue to share it through this publication, our website, social media, community presentations, and face-to-face meetings. We have **raised the bar** and will continue doing so for all associated with CSC, as our clients deserve nothing but our consistent, best efforts. Our **successes** – there have been many, but most important are those that afford our clients an increase in independence. From our youngest infant who is blind to our most senior client with diminishing vision, we offer hope, guidance, counsel, and confidence. Thank you for your support as we continue to tell our story, raise the bar, and build on success in the coming year as Cleveland Sight Center celebrates 110 years as the premier Northeast Ohio community resource for those who are blind or have low vision.



Larry Benders

Larry Benders
President and Executive Director

About Us

Founded in 1906, Cleveland Sight Center (CSC) is the only organization in Northeast Ohio that offers comprehensive services for individuals who are blind or have experienced vision loss. From infants to seniors, CSC is a partner for life, working to educate, empower, and employ. Supported by 150 employees, 57 board members, and more than 500 volunteers, CSC serves more than 14,000 people each year through education, direct services, and preventative vision screenings.



[www.clevelandsightcenter.org/
about-cleveland-sight-center](http://www.clevelandsightcenter.org/about-cleveland-sight-center)

The Call Center, with 50 agents all of whom have been trained by CSC, provides meaningful employment and excellent customer service.



557

VOLUNTEERS committed 17,733
volunteer hours valued at \$409,100.

16,177



AUDIENCE MEMBERS learned about CSC
through 223 community presentations
and education programs.

2,516



TRANSPORTATION TRIPS to CSC
programs for clients unable to
drive totaling 83,002 miles.

50

**CSC-TRAINED
CALL CENTER
EMPLOYEES**

answered 360,000 calls and 36,000 emails for
partners including the Ohio Departments of
Education, Health, Taxation, and Tourism, as
well as Cuyahoga Job and Family Services.

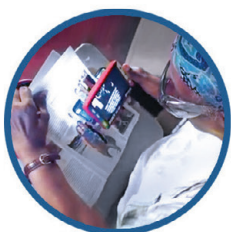
The Year in Review

FALL | Oct - Dec

CSC's Williams Career Center helped 53 individuals get a job this year at partner organizations including Target Corporation, Marriott Solon Reservations, Cleveland Botanical Garden, and Cleveland Metropolitan School District, providing **meaningful and competitive** employment opportunities for those with disabilities wanting to enter or re-enter the workforce.

CSC's Call Center continued to expand and create new jobs, including a new four-year contract with the Ohio Department of Education and a new initiative with the Ohio Department of Taxation to reduce tax fraud. The Call Center employs 50 agents, all trained in-house by Cleveland Sight Center.

WINTER | Jan -



\$64,692 was disbursed from the donor-created Empowerment Fund helping 80 people in need to remain independent and regain independence through assistive technology devices. "I was so happy and so thrilled that I would be able to get a Ruby handheld magnifier and **take advantage of the sight I have left**," said Sarah, Empowerment Fund recipient.

The Low Vision Clinic continued its growth, serving **over 1,600 patients in the fiscal year, up 14%** from the prior year. CSC's Eyedea Shop, which offers products for living well with vision loss, had nearly **3,000 customers**, with customers in **65 of Ohio's 88 counties and 40 of 50 states nationwide**.

Endowment Gifts Sustain Client Services

In 1918, Caesar A. Grasselli, a generous Cleveland philanthropist and loyal supporter of Cleveland Sight Center, donated a family residence on East 55th Street, which became CSC's first permanent home. That gift provided a strong foundation upon which many of today's client successes have been built. In 1920, Mr. Grasselli made a \$10,000 founding contribution to establish CSC's endowment.

Today's endowment is used to sustain services to clients. It provides a necessary and permanent flow of income that will forever be a source of funding for our many programs and services. While it is strong at \$78 million (\$63 million held by CSC and \$15 million in beneficial trusts held by others), our need remains great in this area to ensure programs and services continue to thrive and make a difference daily in the lives of our clients.

The Edwin T. and Mary E. Hamilton Fund was established in 1960 by Miss Florence Hamilton in memory of her parents, who are the fund's namesake. For over 55 years, CSC programs have received an annual distribution from this memorial endowment, which is held by the Cleveland Foundation. This year's distribution was \$100,000. Key service programs benefit each year from the Hamilton endowment and other funds that have been established within the CSC endowment.

Think about how you might leave your own legacy or honor a loved one with an endowment gift to help sustain client services into the future. Find out more by contacting our Development Office, and like Mr. Grasselli and Miss Hamilton, you too can add your name to the growing list of those who care deeply. Take action today to make a difference tomorrow in the life of someone who is blind.

 www.clevelandsightcenter.org/endowment

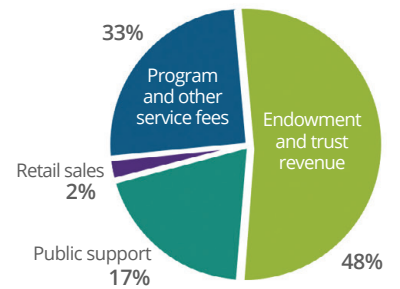


14,127

PEOPLE SERVED through programs and services in Fiscal Year 2015.

Financials

REVENUE
\$9.0
MILLION IN 2015



Endowment and trust revenue



Program and other service fees

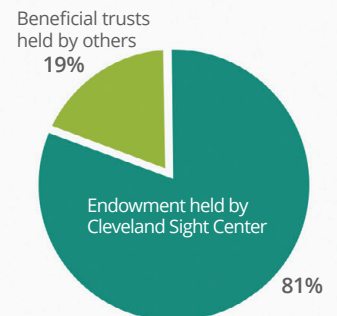


Public support



Retail sales

ENDOWMENT
VALUE
\$78
MILLION IN 2015



Mar

SPRING | Apr - June



The Terminal Tower, one of Cleveland's most recognizable landmarks, was lit up in white and red lights for white cane awareness in April.

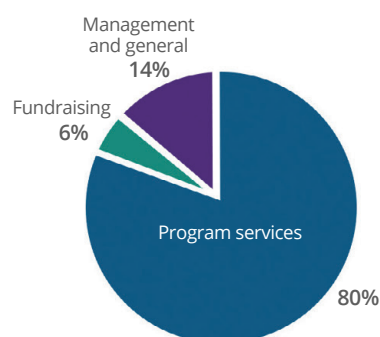
Larry Benders became President and Executive Director of CSC, making him the 10th leader in the agency's 110-year history. With a substantial background in both the for-profit and non-profit world, he brings a wealth of experience, education, and focus to the agency's services.

CSC's outreach programs reached over **16,000 individuals**. Some unique partnerships were established with local companies Hyland Software, Cleveland Museum of Natural History, and The Children's Museum of Cleveland, with a focus on **accessibility** for those who are blind or have low vision.

Argus II: CSC's role has been critical in the education and vision rehabilitation for those who have received the Argus II retinal prosthesis system, also known as the bionic eye. Through this partnership with Cleveland Clinic Cole Eye Institute, CSC's rehabilitation services include learning how to interpret what the patient is seeing as well as orientation and mobility. "Getting the device has been great but even more important has been the **rehabilitation and education** of learning all that is new," said Steve, recipient of the Argus II.



EXPENSES
\$8.9
MILLION IN 2015



Program services



Management and general



Fundraising

BALANCE SHEET

ASSETS

Cash, receivables, inventory, and prepaids	\$1,159,710
Endowment and beneficial trust investments	\$78,098,681
Property and equipment	\$11,492,215
TOTAL ASSETS	\$90,750,606

LIABILITIES

Line of credit	\$50,000
Payables and accrued expenses	\$642,856
Donor annuities	\$290,147
TOTAL LIABILITIES	\$983,003

NET ASSETS

Unrestricted net assets	\$43,853,792
Temporarily restricted net assets	\$15,837,663
Permanently restricted assets	\$30,076,148
TOTAL NET ASSETS	\$89,767,603

TOTAL LIABILITIES AND NET ASSETS	\$90,750,606
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ENDOWMENT FUND

CSC visionaries established the agency's endowment in 1920 and through generous philanthropic commitments it has experienced steady growth. CSC's endowment provides a reliable and necessary stream of income, which helps fund various client services. Our need is great in this area because most of our clients do not have the financial ability to pay and there is a significant lack of funding from government and insurance providers. So, we bridge that gap with endowment income... without it our clients would suffer. Find out how you can support this sustainable source for clients by making a legacy gift. Contact CSC's Development Director at 216-791-8118.

STATEMENT OF OPERATIONS

REVENUE

Public support	\$1,513,383	17%
Retail sales	\$163,438	2%
Program and other service fees	\$3,014,009	33%
Endowment and trust revenue	\$4,338,598	48%
\$9,029,428	100%	

EXPENSES

Program services	\$7,145,579	80%
Management and general	\$1,213,947	14%
Fundraising	\$542,875	6%
\$8,902,401	100%	

SURPLUS FROM OPERATIONS

\$127,027

SUMMER | July - Sept

CSC's Recreation programs had **over 590 program attendees**, giving those with blindness or low vision access to and enjoyment of activities such as golf at local courses, sailing on Lake Erie, cross country skiing and snowshoeing, line dancing, arts & crafts, and more.



CSC's White Cane Walk & 5K Run, which celebrated "10 Years Walking," along with the Golf Classic and the 29th Spellbound gala, raised awareness and dollars for programs and services as friends, family members, trustees, and sponsors generated **over \$476,000 to help fund** various programs and services at the agency.

Highbrook Lodge, CSC's camp in Chardon, Ohio, hosted 243 camper experiences to enjoy camping and recreation offerings which help build socialization skills and confidence that are used in life and work settings.



"I am thankful for Highbrook's sense of community, belonging & empowerment. It truly helps campers believe in themselves - it's life-changing," said Stefan, summer staff member at Highbrook Lodge.



University Circle
1909 East 101st Street
Cleveland, OH 44106
216-791-8118
info@clevlandsightcenter.org

Highbrook Lodge
12944 Aquilla Road
Chardon, OH 44024

Cleveland's Terminal Tower is lit in
white and red lights to raise
awareness about the white cane law.

CLEVELANDSIGHTCENTER.ORG

Cleveland Sight Center's mission is to empower people with vision loss to realize
their full potential and to shape the community's vision of that potential.

