



# 2016 ANNUAL REPORT

## OUR MISSION

To create a community of services, skills and support for people with vision loss.



## VISION LOSS RESOURCES, INC. AND RELATED ENTITIES

### Consolidated Statements of Financial Position

December 31, 2016 and 2015

#### ASSETS

	2016	2015
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 3,551,887	\$ 2,397,004
Receivables, net	2,191,833	1,787,516
Inventories	1,802,058	1,963,755
Investments	2,407,274	2,831,626
Prepaid expenses and other current assets	286,387	237,520
Total Current Assets	10,239,439	9,217,421
<b>PROPERTY AND EQUIPMENT</b>		
Property and equipment	6,206,861	6,051,838
Less accumulated depreciation	3,313,025	3,101,347
Net Property and Equipment	2,893,836	2,950,491
<b>TOTAL ASSETS</b>	<b>\$13,133,275</b>	<b>\$12,167,912</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable	\$862,345	605,875
Accrued expenses	394,270	252,249
Total Current Liabilities	1,256,615	858,124
<b>NET ASSETS</b>		
Unrestricted	11,544,502	10,977,018
Temporarily restricted	142,129	142,741
Permanently restricted	190,029	190,029
Total Net Assets	11,876,660	11,309,788
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$13,133,275</b>	<b>\$12,167,912</b>

### Consolidated Statements of Activities December 31, 2016, with summarized totals for 2015

	Unrestricted	Temporarily Restricted	Permanently Restricted	2016 Totals	2015 Totals
Revenues, Gains, and Other Support					
Sales, net	\$ 11,359,755	-	-	\$ 11,359,755	\$ 10,648,105
Contributions	218,958	-	-	218,958	199,158
Fees and service	2,033,060	-	-	2,033,060	1,854,973
United Way	259,923	-	-	259,923	289,350
Grants	167,350	-	-	167,350	-
Legacies and bequests	156,008	-	-	156,008	115,332
Investment income	50,846	-	-	50,846	49,725
Realized gain on investments	-	-	-	-	343,314
Unrealized gain (loss) on investments	186,227	-	-	186,227	(399,901)
Miscellaneous	13,200	-	-	13,200	15,809
Net assets released from restrictions	612	(612)	-	--	-
<b>Total Revenues, Gains and Other Support</b>	<b>14,445,939</b>	<b>(612)</b>	<b>-</b>	<b>14,445,327</b>	<b>13,115,865</b>
Expenses					
Manufacturing	11,005,300	-	-	11,005,300	10,442,988
Program Services - Rehab center	722,938	-	-	722,938	781,600
Program Services - Social services	1,708,034	-	-	1,708,034	1,386,173
Supporting Services - Mgmt & general	304,081	-	-	304,081	370,867
Supporting Services - Fundraising	138,102	-	-	138,102	143,961
<b>Total Expenses</b>	<b>13,878,455</b>	<b>-</b>	<b>-</b>	<b>13,878,455</b>	<b>13,125,589</b>
<b>CHANGE IN NET ASSETS</b>	567,484	(612)	-	566,872	(9,724)
<b>NET ASSETS, BEGINNING OF YEAR</b>	10,977,018	142,741	190,029	11,309,788	11,319,512
<b>NET ASSETS, END OF YEAR</b>	<b>\$ 11,544,50</b>	<b>\$ 142,129</b>	<b>\$ 190,029</b>	<b>\$ 11,876,660</b>	<b>\$ 11,309,788</b>

## 2016 BOARD MEMBERS

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Professor Emerita, University of Saint Catherine



# MESSAGE FROM THE CEO AND BOARD CHAIR

The year brought successes and joys and challenges. And nothing stopped the important work Vision Loss Resources does bringing support to blind, visually impaired and deafblind people.

We have programming for all ages of people managing vision loss. But no matter the age, individual stories are full of hope. It comes from learning new skills to be independent and finding community among others on the same journey. The following is from a Support Group participant.

“The biggest thing for me as I was losing my vision was to find support. Not in my friends and my family, but in people like me. You get me and I get you. It’s nice to land in a place that doesn’t require the extra effort to get people to understand where I am coming from.”

This sentiment is repeated often around VLR. It fuels the work we do and drives us to get better, so more people in need of our services receive them.

Like most nonprofits, Vision Loss Resources has worked through the challenges of trying economic times. We are grateful for the support of community partners, individual donors, foundations and the tireless efforts of our social enterprise, Contract Production Services, which is vital to the financial support of our nonprofit programming.

Challenges come in many forms. Perhaps our biggest one is spreading the word of the critical work Vision Loss Resources does and the difference it makes for people experiencing vision loss – in so many ways. We see success and joy nearly every day. So, whether you are a new friend or an old one, thank you for reading about our work this year. Help us spread the word!

Warm Regards,

A handwritten signature in blue ink that reads "Kate Grathwol".

Kate Grathwol, Ph.D.  
President/CEO

A handwritten signature in blue ink that reads "Patricia Durst".

Patricia Durst  
Board Chair





# COMMUNITY SERVICES

**962** clients served

**384** assessments performed

**220** support group sessions with 1,357 attending

**54** presentations on vision loss

Community Services keeps a keen eye on the future. In less than 20 years, the number of Minnesotans over age 65 will nearly double and older adults are projected to be one-fifth of the state's population. This means a vast increase in support for those experiencing age-related eye diseases.

Community Services instituted improvements in 2016 to serve more seniors in the years ahead. With the help of a major Live Well at Home grant from Minnesota's Department of Human Services, the client database was moved to the

## DEAFBLIND SERVICES MINNESOTA, LLC

**54** children served with 8,735 hours

One goal of the year was to increase face-to-face meetings with families, Interveners and VLR staff. This was to help families understand optimal use of Interveners and how to maximize support resources for their family. Meetings with families doubled over previous years and resulted in stronger family engagement and better use of Intervener services.

Additionally, a dozen Interveners began work toward national accreditation through the Open Hands Open Access Learning Modules. This certification, through National Center on Deaf-Blindness, will involve years of work and is structured to provide support to students in educational settings, which helps integrate support between school, family and community settings.



## ADULT SERVICES

**79** adults served with 12,730 hours

DeafBlind Services of MN (DBSM) continually looks to advance programming for adults who are deafblind. Two activities are notable from the year. DBSM structured participation in Get Out the Vote efforts, rallying the deafblind community to vote on election day.

DBSM also partnered with the Minnesota Employment Center and Career Ventures to coordinate a monthly DeafBlind Club. This provides a singular, social networking opportunity for deafblind adults. Being with others who are deafblind reduces isolation and builds community and connections, which has many benefits.

# REHABILITATION CENTER

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**17** full-time students participated in up to 40 class hours per week for an average of 6-9 months

**10** part-time students participated in up to 23 class hours per week for an average of 9-12 months

**7** students participated in 1,209 class hours on a component basis

**13** students received itinerant services totaling 47 hours

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VLR's Rehabilitation Center offers programming to students in many ways. The Center is for working age adults with rehabilitation courses that increase independence at home, work and school. Students are accepted into scheduling that works best for them. The length of rehabilitation is determined by individual needs.

VLR offers full-time, part-time and component scheduling onsite along with other students. Class offerings include keyboarding, computer skills, Braille, orientation and mobility, cooking, woodshop, techniques of daily living and living with blindness. Part-time and component students are scheduled according to the frequency and content that serves their rehabilitation needs. Itinerant services are delivered in a student's home. All students also have access to experiential activities to put their skills to use out in the community.

The year included trainings to better understand, teach and support students in the Rehabilitation Center. Many students have a secondary disability; traumatic brain injuries (TBIs) are the largest secondary disability among VLR students. VLR staff coordinated a brain injury seminar attended by students, families and several State Services for the Blind counselors. It was helpful to all in understanding the complications that TBIs can present in student learning.



## VOLUNTEER PROGRAM

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**197** volunteers reporting more than 8,850 volunteer hours

**393** Community Center activities

**235** individuals attending Community Center activities

**2,404** total attendance for Community Center activities

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So much of the support provided the vision loss community is impossible without our dedicated volunteers. Volunteers are crucial to Community Center activities, Peer Mentors, Support Groups, Independent Living Skills courses and more. Staff constantly considers ways to meet the needs of individuals with vision loss by recruiting and training volunteers to meet those needs.

Successes this year included new relationships with corporations providing volunteers (Alcon, RBC Advisor Services, Siteimprove, US Bank, van Wagenen Financial Services and others), matching 25 participants with ongoing reading and shopping volunteers and recruiting skilled volunteers to teach new fitness and yoga classes.

## CONTRACT PRODUCTION SERVICES

VLR's social enterprise, Contract Production Services (CPS) is well known to many corporations throughout the Twin Cities. Several have been CPS clients for more than 20 years! CPS is a quick-turn, outsource packaging, assembly and light manufacturing business that continually reviews methods to improve efficiencies and maintain quality through lean manufacturing strategies. This is not only sound business practice; it also means significant financial support to the VLR programming that serves the vision loss community. In 2016, CPS was exceptionally proud to be recognized a winner in the social enterprise category of Community Impact Awards (chosen due to overall impact) from Minnesota Business publication.

# BALL CAPS AND BRIGHT LIGHTS

More than 120 guests enjoyed a lovely  
October evening at CHS field.

The purpose was community and fundraising,  
and it was successful on both fronts!

Have you ever had a stadium to yourself?

It makes for a unique experience.

With ballpark food, themed games, vision  
rehabilitation stations and an exciting auction,  
the night was memorable.

Nearly \$33,000 was raised (net expenses) to  
fund important VLR program work. Thanks to  
our sponsors, volunteers, board members, guests  
and staff. Everyone contributed to the fun!



## THANK YOU TO OUR SPONSORS

### PLATINUM

**Patricia Durst  
and U.S. Bank**

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