



Vision loss is isolating. Our services keep people connected.

Last year, we hosted more than **300** social and recreational activities to build community among people living with vision loss.

While we are proud of statistics like these, the real impact happens behind the numbers, in the stories that unfold when our clients come together. Our peer mentors are people with vision loss who connect with those new to the vision loss journey. Joyce, a peer mentor, discovered that she and her new client Allie shared a passion for knitting. Joyce invited Allie to our weekly knitting group, where Allie quickly discovered a new circle of friends who could understand exactly what she is going through. Allie said this about Joyce:

**“It was like talking with a long-lost friend
who understands me completely.”**

This is one of countless stories of support sparked by our community-building activities, from Peer Mentorship to Support Groups to informal activities like card games and movie nights. In this way, Vision Loss Resources brings people together to navigate this new stage in their lives.

The mission of Vision Loss Resources is to create a community of services, skills, and support for people with vision loss.

Vision Loss Resources serves people with uncorrectable vision loss living in the nine-county metropolitan area.

DeafBlind Services Minnesota, LLC, serves children and adults with combined vision and hearing loss living in Minnesota.

Independent-Living Training:

We help people adapt to blindness or vision impairment through rehabilitation services and skills training. More than **350** people received in-home assessments, and we hosted **36** independent-living skills sessions and **47** technology training sessions.

- **56** working-age adults attended well over **19,000** hours of vision rehabilitation classes to adapt to their vision loss and prepare to return to school or the workplace.
- **845** individual clients received **4,289** total services.
- **13** blind attendees practiced social networking skills to gain a competitive edge in the workplace through a workshop, "Blind & Socially Savvy," in partnership with State Services for the Blind.

Community-Building and Outreach:

We brought people with vision loss together for social and emotional support and taught the wider community about the services we offer.

- We hosted **224** support groups and **339** social activities, and engaged **120** volunteers.
- We provided **72** trainings or presentations throughout the Twin Cities metro area. In **2018**, we gave **61** informational presentations to seniors and professionals, and **11** hands-on trainings for professionals who work with people with vision loss. **985** individuals attended, a **57%** increase over 2017.

DeafBlind Services Minnesota

The only program of its kind in the country bringing one-to-one support to deafblind individuals of all ages.

- **78** deafblind adults received **10,764** hours of direct services from Service Support Providers to help them communicate with others and access information.
- **56** deafblind children and youth were served with **6,717** hours of direct service from interveners to learn communication strategies and integrate into their community.

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Production Services

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Financials 2018

Statement of Activity

REVENUE AND SUPPORT

Contract Production Services (CPS)	
Sales**	\$13,462,302
Contributions	237,929
United Way	114,000
Program Service Revenue	2,045,554
Investments	-282,271
Release of Restricted	141,960
Total Revenue & Support	\$15,719,474

EXPENSES

Contract Production Services	\$12,882,956
Rehabilitation Services	690,389
Community Services	649,698
DeafBlind Services	888,859
Management	357,340
Fundraising	100,971
Unrelated Business Taxes (CPS)	85,000
Total Expenses	\$15,655,213

Change in Net Assets **\$64,261**

** Vision Loss Resources does business as Contract Production Services, a packaging and manufacturing business. For more than 50 years, we have directed 100 percent of this for-profit venture's revenues to VLR, creating a major source of funding for our programs.

Statement of Assets & Liabilities

Current Assets	\$ 10,825,186*
Other Assets	189,389
Property & Equipment	2,933,459
Total Assets	13,948,034

Current Liabilities \$ 1,272,881

Net Assets

Without Donor Restriction	12,485,764
With Donor Restriction	189,389
Total Net Assets	\$ 12,675,153

Total Liabilities and Net Assets **\$ 13,948,034**

* includes cash, receivables, inventories and investments

Looking Ahead

A continuing priority is to serve a more culturally diverse client base that reflects the Twin Cities community that we serve. In order to improve our cultural sensitivity when providing one-on-one services as well as when speaking to groups, Community Specialists participated in trainings focused on cultural diversity and LGBT seniors. Both sessions emphasized simple yet innovative tactics that our Community Services staff now practice when listening to, empathizing with, and providing resources to individual clients with vision loss.

To serve a diverse clientele, we must also diversify our funding sources. While Contract Production Services offers a base of support, we must develop a long-term fundraising strategy to expand services and secure our future. Accordingly, in 2018 we began working with a development, marketing and communications consulting group. Outcomes included an annual campaign to raise money from individual donors, who we reached through mail, email, and social media. In 2019, we will build relationships with foundations and corporate funders, to pursue support for Vision Loss Resources programs.

