removing barriers
Our mission is to eliminate blindness and severe sight loss as a barrier to a fulfilling life.

bar.ri.er  (bar-ee-er), n.

1. anything built that blocks or is intended to block passage: For people in need, there are never any barriers before the doors of Braille Institute. 2. any natural formation or obstacle: Thanks to Braille Institute's mobility training, the busy intersection was no longer a barrier for the woman as she walked to work. 3. anything that restrains or obstructs progress, access, etc.: Macular degeneration could have been a barrier to the retired teacher's long-awaited travels if not for Braille Institute and the renewed independence he discovered there. 4. a limit or boundary of any kind: Inspired and informed by Braille Institute's support group, the young parents were more determined than ever to help their child overcome any barrier that might stand in his way.

-Syn.
1. palisade, wall. 1-3. obstruction, hindrance, impediment. 4. Those limitations we all feel when confronted with life's toughest challenges.

-Ant.
1-4. Braille Institute

Barriers. We face them everyday. Many are real, physical obstacles. But so many others are just ideas—ideas about who we are and what we can or cannot do—emotional barriers that can be more difficult to break through than even the highest fence or widest chasm. Fact is—no matter how we define barrier, most of us could use a little help in overcoming them. And for the child who is visually impaired, or for the individual who has recently experienced sight loss, even the simplest obstacles can seem impassable. Fortunately, at Braille Institute, we are actively helping people everyday—young and not so young—to remove the barriers in their lives, to break through, to live.
bar.ri.er (bar-ee-er), n.

1. after years of struggling in school, finally discovering that you have Stargardt Disease, an inherited form of juvenile macular degeneration: *Stargardt Disease became the barrier to Cat continuing her university education.*

2. finding a passion for teaching children, but being unable to find employment: *Refusing to let her sight loss become a barrier, Cat came to Braille Institute for the training and tools that she needed to achieve her goals.*

Through our Young Adult Program, Braille Institute assisted Cat with her résumé and provided the job-preparation skills required to find the job of her dreams—teaching at-risk teens.
HELPING THEM MAKE THE GRADE

“I was working in the university’s disabled student service center when a girlfriend told me about Braille Institute. And now I am the one making a difference in the lives of my students. I’m extremely fortunate. I love what I do.”
After meeting with Braille Institute’s Child Development staff, Ryan’s parents were able to see beyond the many barriers facing them and their son. Ryan flourished in our Youth Program, and is currently knocking down barriers—and his karate instructor—every day he comes to Braille Institute.
“My wife and I got a lot out of the parent groups at Braille Institute. We could see a tremendous change in Ryan almost overnight. He loves to play and make new friends, just like any kid. We’re very proud of him.”
bar.ri.er (bar-ee-er), n.

1. teaching theater to college students one day and waking up the next with macular degeneration: Larry’s sudden vision loss proved an insurmountable barrier in his life. 2. Coping with the frustration, hopelessness and anger that comes with sight loss: When a nurse told Larry about Braille Institute, Larry made the decision to confront the barriers standing in his way.

Through our Counseling and Support Services, Larry was introduced to adaptive technology that helped him to overcome his barriers and improve his outlook on life. As a result, Larry’s once again doing the things he loves most—cultivating fresh minds in the university classroom and his favorite orchids in his greenhouse and garden.
"A lot of people come here with a chip on their shoulder. I was one of them—angry, frustrated, scared. But the people at Braille Institute gave me the courage to learn to live again."
“No one steps twice into the same river,” wrote the ancient Greek philosopher Heraclitus some 25 centuries ago.

And so it still is today. Change is an inescapable constant that every organization must face. At Braille Institute we have experienced unusual change in the form of growth and renewal that became especially evident this past year.

Examples include our Braille Challenge™ literacy program, which did not even exist a few short years ago. In 2007 it reached new heights with braille-reading youngsters from all across North America competing for top prizes.

Another recent development has been our Braille Special Collection program which now provides nearly 1,000 titles of great children’s literature in braille to more than half of all known braille-reading children in the United States—all free of charge to those families.

Still another recent and dynamic service is our Braille Institute Telephone Reader Program. Through this innovative program, volunteers read selections from various newspapers and magazines that are accessed by more than 9,000 visually impaired people here in Southern California via touchtone telephone. This program received top recognition in 2007 by the American Library Association.

Through the normal process of employee turnover and retirements, we have gained some outstanding new staff members this year from vice presidents to professional service providers and supporting staff. They have all brought fresh insight and energy into our organization.

Yet amidst change and growth, some things must remain the same. The vast bulk of our programs from low vision rehabilitation and child development to youth and career services, library, braille publishing and all our other rehabilitation services have continued to provide the consistent, high quality professional service for which we are known.

There is one other constant at Braille Institute. None of the impact we have in the lives of thousands of blind and visually impaired men, women, children and their families would be remotely possible without the rich chemistry of our generous donors, tireless volunteers and dedicated staff. To all of you we extend our profound gratitude.

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**At a Glance**

- **People Assisted**: 71,944
- **Staff (291.7 FTE)**: 317
- **Volunteers**: 3,602
- **Volunteer/Staff Ratio**: 11 to 1
- **Facilities Managed**: 426,000 sq. ft.
- **Administrative Costs**: 2.8%
- **Fundraising Costs**: 9.2%
Programs For Adults
More than 200 free classes in adaptation to sight loss, orientation and mobility and independent living are offered at all five regional centers, as well as counseling and support services.

Child Development Services
In-home early intervention services for parents of blind infants and toddlers ages 0 to 5 emphasize developmental skills.

Youth & Career Services
Programs for children ages 6 to 18 and for young adults ages 19 to 30 foster independent living skills and employment preparation skills, offering internships, job counseling and referrals.

Library Services
Braille Institute’s national award-winning Library Services provides brailled and talking books by mail, offering patrons access to thousands of titles.

Universal Media Services
Our Universal Media Services has the ability to convert printed materials into the various types of media formats used by blind and visually impaired people.

Low Vision Rehabilitation
Upon free assessment of each client’s visual needs, Braille Institute provides expert recommendation for devices and techniques to maximize client’s remaining vision.

The Braille Challenge™
Our innovative nation-wide academic competition promotes braille literacy, rewarding high achievement and stressing the importance of braille reading and writing skills among visually impaired youths.

Regional Center Adult Education and Counseling

<table>
<thead>
<tr>
<th>Center</th>
<th>Students Enrolled</th>
<th>Contact Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>921</td>
<td>78,824</td>
</tr>
<tr>
<td>Orange County</td>
<td>797</td>
<td>48,713</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>435</td>
<td>30,859</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>149</td>
<td>19,343</td>
</tr>
<tr>
<td>San Diego</td>
<td>329</td>
<td>30,947</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>2,622</strong></td>
<td><strong>208,686</strong></td>
</tr>
</tbody>
</table>

Low Vision Rehabilitation Services

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>1,016</td>
</tr>
<tr>
<td>Orange County</td>
<td>1,208</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>667</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>1,058</td>
</tr>
<tr>
<td>San Diego</td>
<td>1,096</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>5,045</strong></td>
</tr>
</tbody>
</table>

Library Services

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Readers Registered</td>
<td>32,167</td>
</tr>
<tr>
<td>Individual Titles</td>
<td>88,064</td>
</tr>
<tr>
<td>Books Available</td>
<td>1,145,459</td>
</tr>
<tr>
<td>Books Circulated</td>
<td>1,289,385*</td>
</tr>
<tr>
<td>Machines Supplied</td>
<td>45,925</td>
</tr>
<tr>
<td>Machines Repaired</td>
<td>5,079</td>
</tr>
<tr>
<td>Cassettes Produced</td>
<td>44,185</td>
</tr>
<tr>
<td>Deposit Libraries</td>
<td>1,967</td>
</tr>
</tbody>
</table>

* Including CMLS & ILL books (NLS)
## Preliminary Contests Requested
- Total: 910
- Teachers Requesting Contests: 454
- Teachers Administering Contests: 146
- Regional Events Hosted: 83
- U.S. States Represented: 17
- Canadian Provinces Represented: 3
- Regional/National Media Placements: 89

## Web Site Visits
- Total: 159,075
- Individuals Assisted: 1,305
- Requests for Information Fulfilled: 441
- Referrals Given: 864
- PDF Downloads: 198,630

## Vistas Sales
- Center
  - Los Angeles: 21,199, $263,965.60
  - Orange County: 16,360, 249,620.93
  - Rancho Mirage: 6,766, 125,289.78
  - Santa Barbara: 4,385, 68,314.94
  - San Diego: 2,804, 55,671.30
- Totals: 51,314, $763,462.55

## Mobile Solutions
- (Rancho Mirage, Santa Barbara and Los Angeles Centers)
  - Sites Visited: 524
  - Low Vision Rehabilitation Consultations: 1,212
  - Library Applications Returned: 2,137
  - Vistas Sales: 263
  - Total Sales: $22,334

## Education
- High School Graduate: 28%
- College Degree: 23%

## Nature of Blindness
- Congenital (blind since birth): 8%
- Adventitious (formerly sighted): 92%

## Child Development:
- (Infants through 5 years of age)
  - Contact Hours
    - Early Intervention (birth to 3 years): 71
    - In-Home Service: 136
    - Children in Preschool (includes 5 children with a preschool assistant): 2,537
    - Hours of Service: 490

## Preliminary Exams
- Total: 85 percent over the previous year
- 454 (or 50 percent) were returned for scoring
- 42 percent over the 12 events the previous year

## Gender
- Male: 32%
- Female: 68%

## Primary Causes of Blindness
- Macular Degeneration: 49%
- Glaucoma: 11%
- Diabetic Retinopathy: 6%
- Cataracts: 6%
- Retinitis Pigmentosa: 3%

## Age
- Up to 1 year: 5%
- 1 to 5 years: 17%
- 5 to 64: 77%

## Duration of Blindness
- Up to 1 year: 12%
- 1 to 5 years: 8%
- 5 to 10 years: 71%
- 10 to 20 years: 4%
- More than 20 years: 3%

## Public Education
- Speaking Engagements: 888
- Group Tours: 335
- Film and Television Consultations: 23
- Regional/National Media Coverage
  - Feature Stories (Print and Television): 73
  - Southern California Media Coverage
  - Feature Stories (Print and Television): 129
  - Service Announcements: 235
- 2,701 people received training from Braille Institute in FY 2006-2007, but were not enrolled in our regular classes. Medical professionals and paraprofessionals who work with seniors received special training to accommodate their clients or patients who are blind or visually impaired. Also, many individuals who are experiencing sight loss or their family members participate in specially scheduled trainings and classes but are not formally enrolled.
How do we know we are having an impact on the lives of the people we serve? After all, that is the real “bottom line.” Like many other nonprofit organizations, Braille Institute receives written and verbal feedback from our clients, students and their families about the difference Braille Institute has made in their lives. This anecdotal information is heartwarming and important to us. But we wanted to measure our impact and in 2001 initiated our outcome assessment program. We are committed to this process and are working to expand it to include all of our service areas.

Each year our new students complete a pre- and post-enrollment survey that asks for responses to 17 statements covering skills, abilities and self-confidence. This year we received surveys from 39 percent of our 753 new adult students who were enrolled for the first time at all five of our regional centers. The following is a sample of our results.

For a complete outcome assessment report, please contact the Office of Programs and Services by phone at (323) 663-1111, ext. 1321 or send an email request to cgpak@brailleinstitute.org.

### Impact

<table>
<thead>
<tr>
<th>Youth Services: 6 to 18 years of age</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Center</strong></td>
</tr>
<tr>
<td>Los Angeles</td>
</tr>
<tr>
<td>Orange County</td>
</tr>
<tr>
<td>Rancho Mirage</td>
</tr>
<tr>
<td>Santa Barbara</td>
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<tr>
<td>San Diego</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Young Adults: 19 to 30 years of age</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Center</strong></td>
</tr>
<tr>
<td>Los Angeles</td>
</tr>
<tr>
<td>Orange County</td>
</tr>
<tr>
<td>Rancho Mirage</td>
</tr>
<tr>
<td>Santa Barbara</td>
</tr>
<tr>
<td>San Diego</td>
</tr>
<tr>
<td><strong>Total</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Career Services: All Centers</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Employer Contacts</strong></td>
</tr>
<tr>
<td><strong>Employment</strong></td>
</tr>
<tr>
<td><strong>Full Time</strong></td>
</tr>
<tr>
<td><strong>Part Time</strong></td>
</tr>
<tr>
<td><strong>Job Saves</strong></td>
</tr>
<tr>
<td><strong>Paid Internships</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Access Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Youth Equipment Loan Recipients</strong></td>
</tr>
<tr>
<td><strong>Subsidy Total</strong></td>
</tr>
</tbody>
</table>

148 youths have received Assistive Technology equipment since the program was created in 1998, valued at $390,300.

<table>
<thead>
<tr>
<th>Educational Seminar Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Los Angeles</strong></td>
</tr>
<tr>
<td><strong>Orange County</strong></td>
</tr>
<tr>
<td><strong>Rancho Mirage</strong></td>
</tr>
<tr>
<td><strong>Santa Barbara</strong></td>
</tr>
<tr>
<td><strong>San Diego</strong></td>
</tr>
<tr>
<td><strong>Total</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Collaborative Relationships</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Los Angeles</strong></td>
</tr>
<tr>
<td><strong>Child Development</strong></td>
</tr>
<tr>
<td><strong>Orange County</strong></td>
</tr>
<tr>
<td><strong>Rancho Mirage</strong></td>
</tr>
<tr>
<td><strong>Santa Barbara</strong></td>
</tr>
<tr>
<td><strong>San Diego</strong></td>
</tr>
<tr>
<td><strong>Total</strong></td>
</tr>
</tbody>
</table>

Each year our new students complete a pre- and post-enrollment survey that asks for responses to 17 statements covering skills, abilities and self-confidence. This year we received surveys from 39 percent of our 753 new adult students who were enrolled for the first time at all five of our regional centers. The following is a sample of our results.

<table>
<thead>
<tr>
<th>I Feel Dependent On Others</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually</td>
<td>25%</td>
<td>17%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>54%</td>
<td>49%</td>
</tr>
<tr>
<td>Rarely</td>
<td>19%</td>
<td>28%</td>
</tr>
<tr>
<td>Never</td>
<td>2%</td>
<td>6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>I Am Able To Pursue Interests I Had Before Losing Vision</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually</td>
<td>19%</td>
<td>28%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>45%</td>
<td>39%</td>
</tr>
<tr>
<td>Rarely</td>
<td>22%</td>
<td>29%</td>
</tr>
<tr>
<td>Never</td>
<td>9%</td>
<td>11%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>I Am Able To Move Confidently By Myself Around My Town</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually</td>
<td>31%</td>
<td>41%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>22%</td>
<td>29%</td>
</tr>
<tr>
<td>Rarely</td>
<td>22%</td>
<td>29%</td>
</tr>
<tr>
<td>Never</td>
<td>25%</td>
<td>20%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>I Participate In The Life Of My Family, Friends Or Community</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually</td>
<td>60%</td>
<td>76%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>19%</td>
<td>18%</td>
</tr>
<tr>
<td>Rarely</td>
<td>9%</td>
<td>4%</td>
</tr>
<tr>
<td>Never</td>
<td>&lt;1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>I Am Able To Express To Others What I Can Do For Myself And When I Need Assistance</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually</td>
<td>73%</td>
<td>90%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>23%</td>
<td>8%</td>
</tr>
<tr>
<td>Rarely</td>
<td>4%</td>
<td>1%</td>
</tr>
<tr>
<td>Never</td>
<td>—</td>
<td>1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>I Feel In Control In Making Decisions That Are Important In My Life</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually</td>
<td>64%</td>
<td>81%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>27%</td>
<td>15%</td>
</tr>
<tr>
<td>Rarely</td>
<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>Never</td>
<td>2%</td>
<td>1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>I Feel Confident In My Ability To Undertake Or Perform New Activities</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually</td>
<td>54%</td>
<td>79%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>33%</td>
<td>23%</td>
</tr>
<tr>
<td>Rarely</td>
<td>23%</td>
<td>5%</td>
</tr>
<tr>
<td>Never</td>
<td>2%</td>
<td>3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>How Do You Feel About Your Ability To Live With Vision Loss?</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Positive</td>
<td>33%</td>
<td>42%</td>
</tr>
<tr>
<td>Somewhat Positive</td>
<td>21%</td>
<td>30%</td>
</tr>
<tr>
<td>Too Early to Tell</td>
<td>31%</td>
<td>11%</td>
</tr>
<tr>
<td>Some Difficulty</td>
<td>16%</td>
<td>23%</td>
</tr>
<tr>
<td>Very Difficult</td>
<td>17%</td>
<td>4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Since Losing My Vision, I Continue To Plan For My Future</th>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>84%</td>
<td>92%</td>
</tr>
<tr>
<td>No</td>
<td>12%</td>
<td>7%</td>
</tr>
</tbody>
</table>
DONOR

do.nor (doh-ner), n.

1. a person who gives or donates: From the moment she first entered Braille Institute’s beautiful Rancho Mirage Center, Jean Arley knew that she had to become involved—freely giving as a donor and as a volunteer in order to be a part of this very special place. 2. a person who gives property by gift or legacy: Having spent years working in New York theater and television, first as an actress and then as a soap opera producer, Jean discovered another fulfilling way to become a donor of her artistic gifts—reading audio books for Braille Institute.

-Syn

1-2. Jean Arley
VOLUNTEER

vol.un.teer (vol-uhn-teer), n.

1. a person who voluntarily offers himself or herself for a service or undertaking: Feeling blessed for all of his success and good fortune, Salomon Rivera—three-time World and four-time U.S. salsa dance champion—jumped at the chance to give back to his local community as a volunteer, teaching dance to students at Braille Institute’s Orange County Center. 2. a person whose actions are not founded on any legal obligation so to act: Salomon enjoys being a volunteer at Braille Institute if only to see the smiles on his students’ faces.

-Syn.
1-2. Salomon Rivera
Together we can create a heritage of hope.

When you leave a bequest to Braille Institute by will, trust, life insurance policy or other deferred giving instrument, you are helping to ensure that thousands of blind and visually impaired people of all ages will have a brighter future. If you wish, you can also be recognized as a member of our prestigious J. Robert Atkinson Heritage Society, which honors those who have set aside gifts for Braille Institute in their estate plans. Let your legacy be a heritage of hope.

If you would like assistance, please call our Planned Giving office at 1-800-BRAILLE (272-5553), Ext. 2958, for more information or to request our brochure, “A Bequest for Braille Institute.” If you have already made a bequest provision for Braille Institute, we thank you for your thoughtful and generous support.

Braille Institute

Annual Donors 2006

Braille Institute depends on the fullest possible participation of its students, clients, volunteers, staff and caring members of the community for its continued success, and we would like to offer our heartfelt thanks to everyone who gave gifts of time, money or tangible goods to Braille Institute during the year.

As we give recognition for support, space limitations allow us to list only gifts of $1,000 and more (cumulative) received between January 1, 2006, and December 31, 2006.

$25,000 and more

Individuals

Anonymous

Anonymous

Billingsley

Carmen Apelgren

Institute of America, Inc., a California Nonprofit Corporation with principal offices located at 720 North Vermont Avenue, Los Angeles, CA 90029-3292.

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$25,000 and more

Individuals

Anonymous

Anonymous

Barnett

Bartlett

Barnett

Bartlett

Barnett

Barnett

Barnett

Barnett

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Deferred Gifts

Deferred gifts, also known as planned gifts, help to secure Braille Institute’s future. We wish to thank and recognize those individuals who made irrevocable planned gifts to Braille Institute during calendar year 2006.

Thomas & Alasho Artingstall
- Edward D. Ashton
- Ms. Effie Bleakley
- Daniel & Evelyn Bourne
- Mary A. Bowler
- Mrs. Mary Burson
- Ms. Doreen Chadbourne
- Keith & Earline Du Plessis
- Rochelle Gulin
- Ms. Martha Gorenstein
- Mr. Roger Harmon
- Ms. & Mrs. John Keown
- Mr. & Mrs. R.C. Larson
- Ms. Noel LeMay
- Mr. & Mrs. Bruce Melin
- Miss Lucille Mereto
- Mr. James Monnier
- Mr. & Mrs. Glenn Patmore
- Mr. Robert Pedraglia
- Ms. Hildegarde Princiotta
- Ms. Marjorie Roberts
- Ms. Pearl Rogers
- Miss Corrine Sibley
- Elayne Sidney
- Mrs. Pauline Stanley
- Ms. Jeannette Stein
- Mr. James J. Rhodes
- Joel LeMay
- Dr. Joan Shipley
- Dr. & Mrs. Ronald E. Smith
- Mr. & Mrs. Leslie E. Stocker, Jr.
- Mr. & Mrs. Phil Swan
- Ms. Iva Swayne
- Mr. & Mrs. Leonard Weil
- Mr. Howard O. Wilson
- Mr. Din G. Wong

Gifts in Kind

Gifts in kind are non-monetary gifts of tangible goods that either in themselves, or from the proceeds resulting from their sale, help support the mission of Braille Institute.

Lillian C. Smith
- Miss Anna K. Pfeiffer
- John & Elizabeth Parker
- Mr. & Mrs. Albert Nyquist
- Harry McQuigg
- Roy Daniel McPhail
- Mrs. Callie McGrath
- Marjorie Leu Skala

Esther Sharer
- Ms. Iva Swayne
- Mr. & Mrs. Leslie E. Stocker, Jr.
- Mr. & Mrs. James J. Rhodes
- Joel LeMay
- Dr. Joan Shipley
- Dr. & Mrs. Ronald E. Smith
- Mr. & Mrs. Leslie E. Stocker, Jr.
- Mr. & Mrs. Phil Swan
- Ms. Iva Swayne
- Mr. & Mrs. Leonard Weil
- Mr. Howard O. Wilson
- Mr. Din G. Wong

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- James J. Rhodes

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- Joan Lévy

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President, Santa Barbara
- Karen Morikawa

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Dough Merrville

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- Mike McNulty

Art Direction / Design
- Richard Huvard

Printing
FINANCIAL HIGHLIGHTS*

Years ended June 30

Income ($000)
Public Support

<table>
<thead>
<tr>
<th>Year</th>
<th>Bequests From Wills</th>
<th>Trusts</th>
<th>Contributions and Foundation</th>
<th>Support Group Contributions</th>
<th>Total Public Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>10,770</td>
<td>1,139</td>
<td>3,837</td>
<td>234</td>
<td>15,980</td>
</tr>
<tr>
<td>2006</td>
<td>12,111</td>
<td>1,157</td>
<td>4,711</td>
<td>166</td>
<td>18,145</td>
</tr>
</tbody>
</table>

Other Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>Royalties</th>
<th>State Library Appropriation</th>
<th>Net Investment Income</th>
<th>Total Other Revenue</th>
<th>Allocation From Reserves</th>
<th>Total Funds Received</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>2,690</td>
<td>657</td>
<td>3,038</td>
<td>6,385</td>
<td>1,105</td>
<td>23,470</td>
</tr>
<tr>
<td>2006</td>
<td>2,596</td>
<td>651</td>
<td>2,362</td>
<td>5,608</td>
<td>—</td>
<td>23,754</td>
</tr>
</tbody>
</table>

Expenditures ($000)

<table>
<thead>
<tr>
<th>Year</th>
<th>Los Angeles Center</th>
<th>Child Development</th>
<th>Desert Center</th>
<th>Orange County Center</th>
<th>San Diego Center</th>
<th>Santa Barbara Center</th>
<th>Universal Media Services</th>
<th>Library Services</th>
<th>Volunteer Services</th>
<th>Total Program Services</th>
<th>Administration</th>
<th>Development</th>
<th>Public Education</th>
<th>Support Services</th>
<th>Total Operating Expenditures Before Depreciation</th>
<th>Capital Expenditures</th>
<th>Allocation to Reserves</th>
<th>Total Expenditures</th>
<th>Total Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>3,755</td>
<td>693</td>
<td>1,636</td>
<td>2,676</td>
<td>1,853</td>
<td>1,759</td>
<td>1,473</td>
<td>2,813</td>
<td>554</td>
<td>17,212</td>
<td>688</td>
<td>2,239</td>
<td>814</td>
<td>1,767</td>
<td>22,720</td>
<td>750</td>
<td>—</td>
<td>23,470</td>
<td>158,492</td>
</tr>
<tr>
<td>2006</td>
<td>3,783</td>
<td>672</td>
<td>1,576</td>
<td>2,689</td>
<td>1,786</td>
<td>1,687</td>
<td>1,301</td>
<td>2,806</td>
<td>545</td>
<td>16,935</td>
<td>738</td>
<td>2,017</td>
<td>987</td>
<td>1,671</td>
<td>22,348</td>
<td>1228</td>
<td>178</td>
<td>23,754</td>
<td>147,370</td>
</tr>
</tbody>
</table>

2007 Income Sources

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A: Bequests from Wills</td>
<td>48.2%</td>
</tr>
<tr>
<td>B: Trusts</td>
<td>5.1%</td>
</tr>
<tr>
<td>C: Contributions and Foundation Gifts</td>
<td>17.2%</td>
</tr>
<tr>
<td>D: Support Groups and Other Sources</td>
<td>1.0%</td>
</tr>
<tr>
<td>E: Royalties</td>
<td>12.0%</td>
</tr>
<tr>
<td>F: State Library Appropriation</td>
<td>2.9%</td>
</tr>
<tr>
<td>G: Investment Income</td>
<td>13.6%</td>
</tr>
</tbody>
</table>

2007 Operating Expenditures**

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A: Program Services</td>
<td>77.2%</td>
</tr>
<tr>
<td>B: Support Services</td>
<td>7.3%</td>
</tr>
<tr>
<td>C: Development</td>
<td>9.2%</td>
</tr>
<tr>
<td>D: Public Education</td>
<td>3.5%</td>
</tr>
<tr>
<td>E: Administration</td>
<td>2.8%</td>
</tr>
</tbody>
</table>

** Including Depreciation of USA

*For complete financial results, prepared in conformity with generally accepted accounting principles in the USA, refer to the Report on Audited Consolidated Financial Statements for Braille Institute which is available on its Website www.brailleinstitute.org.