In the end, we all want the same things: We want to work. We want to play. We want to grow. We want to enjoy a good book, prepare a great meal, and journey to new places. We want to connect with our friends, relish in our families and contribute to our communities. We want to engage life. And yet, for people who are blind or visually impaired, even the smallest wants can become giant obstacles, generating feelings of isolation and despair.

Fortunately, at Braille Institute, what we want most is to help. and that’s just what we’re doing, through our many programs and services and the incredible community of support that is Braille Institute itself. Here, people who are blind and visually impaired come together and share. They laugh. They learn. And they’re empowered once more—to live life to its fullest, to live the life they want most of all.

ABOUT THE NEW LOOK

Do you notice something different about this year’s annual report? Braille Institute went through a rebranding process this past year and we now have a new logo, tagline and mission statement. We felt that although the Institute has a nearly 90-year record of outstanding success in serving people who are blind and visually impaired, too many still don’t understand the scope of what we do. Through a “facelift,” we hope to reach out to more people and their families who are in need of our services and broaden the knowledge of our mission within the communities we serve.

Our mission is to eliminate barriers to a fulfilling life caused by blindness and severe sight loss.
progRams for adults
to rEstorE thEir inDEpendEnCE

At Braille Institute, we serve people who are blind or visually impaired through more than 200 classes designed to help them regain self-sufficiency. We offer individual advisement to determine the best curriculum to meet each student’s special needs. And we offer a myriad of recreational and social activities, further enriching the lives of our students as we help them to restore their independence.

library servIces
to expand thEir wOrld

At Braille Institute, our Library Services provide adults and children alike with nearly 100,000 titles on cassette and in braille. And it’s all right here, at their fingertips—from recreational and informational titles, to hundreds of descriptive videos to more than 40 of today’s most popular periodicals. As well, we offer access to the entire National Library Service collection, further expanding our library offerings while expanding our clients’ world.

Rj De Rama & John Chavez
foundEs: orange county mAkapo aquatics prOject

The Makapo Project encourages people who are blind or visually impaired to do more than get their feet wet. Makapo means "blind" in Hawaiian and Hawaii, in fact, is where the inspiration for this paddling sports program was born. There—empowered by their experiences at Braille Institute—RJ and John competed in a challenging outrigger canoe race and achieved a goal few sighted people could claim. Indeed, both men have journeyed far from the vision loss that brought them together. And their journey’s just begun.
Natalia Ratcliffe
California Representative: 8th Annual National Braille Challenge™

Taking top honors at the National Braille Challenge™ competition represented years of hard work for the 10-year-old from Carson, California. An avid braille reader, Natalia was inspired at Braille Institute where she also learned to utilize several adaptive devices. Soon, she was more than keeping up; Natalia was at the top of her class. For Natalia then, competing in the Braille Challenge™ wasn’t the culmination of her academic achievements—it was just the start.

EMPOWERING children to exceed their expectations
**LOW VISION REHABILITATION**
TO ADAPT TO A NEW LIFESTYLE

At Braille Institute, we help determine the best assistive devices for each of our low vision clients—from special lamps and nonprescription magnifiers to closed-circuit televisions. And we help them to adapt—both their lifestyle and their thinking—when it comes to making the most of their remaining vision.

**THE BRAILLE CHALLENGE™**
TO TEST THEIR ABILITIES

At Braille Institute, we motivate school-age braille readers to excel through The Braille Challenge™, a nationwide academic contest designed to celebrate their abilities. Working with teachers, we inspire students not only to succeed in their academic endeavors, but in their life’s every endeavor as well.

**BRaille PUBLISHING**
TO STIMULATE THEIR MINDS

Since our beginnings, we’ve grown into the largest braille publisher on the West Coast, publishing more than 2 million pages per year. As well, we’ve become one of the largest resources for new and recorded media—providing invaluable and stimulating information to the visually impaired community.

**CHILD DEVELOPMENT SERVICES**
TO FOSTER THEIR GROWTH

At Braille Institute, we teach families how to care for and raise children who are blind or visually impaired. Through our home-based program, we instruct families, medical and educational professionals how to respond to the needs of blind infants and toddlers. And, working in community preschools, we aid in the development of preschoolers, getting them ready for kindergarten, fostering both their physical and emotional growth.

**YOUTH & CAREER SERVICES**
TO BOLSTER THEIR CONFIDENCE

At Braille Institute, we work with children and teens (ages 6-18) to develop daily living and life preparation skills. And we work with young adults (ages 19-30) with job referrals and job readiness. From activities such as rock climbing and surfing to participation in choral groups and more, we bolster the confidence of our young people and, in turn, brighten their future.
From the beginning, Braille Institute has wanted the same things. We want to be a leader in education, training and comprehensive services for people of all ages who are blind or visually impaired. And we want to provide these services at no cost—from our one-on-one classes and individualized services to our library, publishing and community outreach. But most of all—at Braille Institute—we want to help our clients remove the barriers to leading an independent and fulfilling life. Most of all, we want to empower their dreams.

Esther Walker couldn’t have penned a happier ending for her children’s book series that was recently chosen for inclusion in our Braille Special Collection. And yet, her own story of vision loss might not have been as happy had she not benefited from so many of Braille Institute’s programs—from our Low Vision Rehabilitation services to our liberating Tai Chi classes. As a result, Esther not only continues to share her happy endings with the kids at Braille Institute—she shares happier beginnings too.
DEAR FRIENDS

EMPOWER.

The dictionary defines this as to give ability; to enable. When Braille Institute was founded, the words “welfare for the blind” often were used to describe our mission. That was certainly in keeping with that era when welfare did not mean what it does today.

As we consider the services provided by Braille Institute this past fiscal year the word empower that is now a part of our new tagline conveys exactly what we strive to do—we work every day to give blind and visually impaired people of all ages the ability to lead fulfilling lives.

This past year we reached 75,296 people with direct services, information, training, materials, products and programs with the goal of empowerment—the largest number in our 89-year history.

Behind this number is the real story. For the first time we have included a new category of service—Community Training programs. In order to maximize our ability to reach those who are dealing with sight loss, we must educate caregivers, clinicians, or other care professionals as well as the public. We are training people who work with and care for people who are blind or visually impaired, thereby creating a network of service and support. We are empowering others, nearly 8,200, by teaching them about large print, effective lighting, use of contrasting colors, sighted guide techniques and eliminating physical barriers that can only be perceived visually. They in turn will be able to empower their patients, clients and family members—at no additional cost.

Other initiatives in our strategic plan that we are actively pursuing include the extension of our programs to the underserved populations of Southern California communities. We have spent this past year redeveloping our Web site for more effective delivery of certain services to many more people far and wide, again, at no additional cost to the recipient.

Our Braille Special Collection of great children’s literature and our Braille Challenge™ have continued to grow in their influence and improvement of braille literacy skills among blind children all across North America.

That’s empowering.

The graphic presentation of this annual report reflects a year-long project of creating a new image for Braille Institute that speaks to a whole new generation of the 21st Century, while preserving our tradition of personalized human service.

While we celebrate our ability to reach and serve more people than ever before, our challenge is also growing. To the world of services for blind and visually impaired people, the larger the number of those served, the better. Yet, at all age levels, the number of those dealing with vision loss is growing disproportionately to the overall population.

Whether we are able to continue growing in numbers each year is not known given the economic uncertainties of the times. Either way, we are committed to finding new ways to deliver greater impact and to providing the highest quality of care and services to as many visually impaired men, women and children and their families as possible. That includes our programs in rehabilitation training, youth and career services, low vision rehabilitation, child development programs, library services and braille publishing.

All of these and so many other services are provided at no cost to the recipient. None of this would be possible without the continued active participation of our selfless volunteers and the unusual generosity of our donors. It is to those valued partners and supporters that we present this year’s Light magazine with our profound gratitude.

They empower us—and together we make a difference in the lives of so many.

AT A GLANCE

People Assisted 75,296
Staff (303.2 FTE) 321
Volunteers 4,022
Volunteer/Staff Ratio 13 to 1
Facilities Managed 426,000 sq. ft.
Administrative Costs 2.9%
Fundraising Costs 9.5%
**PROGRAMS AND SERVICES**

### REGIONAL CENTER ADULT EDUCATION AND COUNSELING

<table>
<thead>
<tr>
<th>Center</th>
<th>Students Enrolled</th>
<th>Contact Hours</th>
<th>Los Angeles</th>
<th>846</th>
<th>68,144</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orange County</td>
<td>799</td>
<td>30,401</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>378</td>
<td>27,325</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>231</td>
<td>15,776</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Diego</td>
<td>286</td>
<td>33,900</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>2,540</strong></td>
<td><strong>195,546</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### LOW VISION REHABILITATION SERVICES

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
<th>Los Angeles</th>
<th>1,218</th>
<th>Orange County</th>
<th>1,239</th>
<th>Rancho Mirage</th>
<th>906</th>
<th>Santa Barbara</th>
<th>652</th>
<th>San Diego</th>
<th>932</th>
<th><strong>Totals</strong></th>
<th>4,947</th>
</tr>
</thead>
</table>

### LIBRARY SERVICES

<table>
<thead>
<tr>
<th>Readers Registered</th>
<th>33,865</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Titles</td>
<td>99,698</td>
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<tr>
<td>Books Available</td>
<td>1,247,664</td>
</tr>
<tr>
<td>Books Circulated</td>
<td>1,305,509</td>
</tr>
<tr>
<td>Machines Supplied</td>
<td>45,742</td>
</tr>
<tr>
<td>Machines Repaired</td>
<td>4,862</td>
</tr>
<tr>
<td>Cassettes Produced</td>
<td>58,569</td>
</tr>
<tr>
<td>Deposit Libraries</td>
<td>5,575</td>
</tr>
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</table>

*Including CMILS & ILL books (NLS)*

### COMMUNITY OUTREACH

<table>
<thead>
<tr>
<th>Center</th>
<th>Students Enrolled</th>
<th>Sites Visited</th>
<th>Communities Visited</th>
<th>Contact Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>957</td>
<td>69</td>
<td>64</td>
<td>11,617</td>
</tr>
<tr>
<td>Orange County</td>
<td>500</td>
<td>40</td>
<td>30</td>
<td>3,871</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>191</td>
<td>67</td>
<td>25</td>
<td>1,354</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>624</td>
<td>141</td>
<td>140</td>
<td>21,036</td>
</tr>
<tr>
<td>San Diego</td>
<td>952</td>
<td>47</td>
<td>18</td>
<td>14,174</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>3,224</strong></td>
<td><strong>364</strong></td>
<td><strong>277</strong></td>
<td><strong>52,052</strong></td>
</tr>
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</table>

**VOLUNTEER SERVICES**

<table>
<thead>
<tr>
<th>Center</th>
<th>Volunteers</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>696</td>
<td>65,562</td>
</tr>
<tr>
<td>Short Term</td>
<td>306</td>
<td>12,558</td>
</tr>
<tr>
<td>Occasional</td>
<td>953</td>
<td>4,721</td>
</tr>
<tr>
<td>Orange County</td>
<td>597</td>
<td>27,718</td>
</tr>
<tr>
<td>Core</td>
<td>225</td>
<td>25,918</td>
</tr>
<tr>
<td>Short Term</td>
<td>1</td>
<td>122</td>
</tr>
<tr>
<td>Occasional</td>
<td>371</td>
<td>1,493</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>150</td>
<td>14,043</td>
</tr>
<tr>
<td>Core</td>
<td>109</td>
<td>13,797</td>
</tr>
<tr>
<td>Short Term</td>
<td>41</td>
<td>1,246</td>
</tr>
<tr>
<td>San Diego</td>
<td>464</td>
<td>13,164</td>
</tr>
<tr>
<td>Core</td>
<td>155</td>
<td>12,678</td>
</tr>
<tr>
<td>Short Term</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Occasional</td>
<td>299</td>
<td>486</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>846</td>
<td>23,135</td>
</tr>
<tr>
<td>Core</td>
<td>338</td>
<td>20,360</td>
</tr>
<tr>
<td>Short Term</td>
<td>1</td>
<td>40</td>
</tr>
<tr>
<td>Occasional</td>
<td>527</td>
<td>1,735</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>4,022</strong></td>
<td><strong>159,516</strong></td>
</tr>
</tbody>
</table>

**BRAILLE PUBLISHING**

- Commercial Clients of Braille and Recording Services: 168
- Total Subscriptions to BIA Braille and Audio Publications: 18,403
- (Including Expectations, The Braille Mirror, The Braille Mirror Extra, Braille Special Collection, Partners in Literacy, Calendar and Rose Parade Program)
- Total BIA Publications Readers Registered: 5,234
- Braille Special Collection Books Distributed: 7,555
- Total Braille Pages Embossed: 2,712,399
- Total Braille Pages Transcribed: 31,604
- Accessible Text Pages Completed: 1,782
- (digital talking books, scanned and edited electronic text)
- Audio Masters Completed: 97
- Tapes Duplicated from Masters: 9,917

**TELESERVICE DEPARTMENT (1-800-BRAILLE)**

- Service Calls Received: 5,150
- Service Calls Made: 2,036

Braille Institute admits persons of any race, color, national and ethnic origin to all the rights, privileges, programs and activities generally accorded or made available at Braille Institute. It does not discriminate on the basis of race, color, national and ethnic origin in the administration of its policies or programs.
THE BRAILLE CHALLENGE™

The Braille Challenge™ is the only national reading and writing contest in braille for blind children in first through twelfth grade. Now in its eighth year, this two-part program—consisting of a preliminary round and a final competition for the top 60 scorers—has become the centerpiece of our Braille Literacy Initiative. This year we fulfilled 1,124 requests for preliminary exams, an increase of 24 percent over the previous year. Of these, 502 (or 45 percent) were returned to us for scoring. This year we partnered with agencies and schools across the U.S. and Canada to host 27 preliminary contest events, an increase of 39 percent over the 17 events the previous year.

Preliminary Contests Requested 1,124
Preliminary Contests Returned 502
Teachers Requesting Contests 102
Teachers Administering Contests 65
Regional Events Hosted 27
U.S. States Represented 38
Canadian Provinces Represented 3
Regional/National Media Placements 212

MOBILE SOLUTIONS
(Rancho Mirage, Santa Barbara and Los Angeles Centers)

Sites Visited 468
Low Vision Rehabilitation Consultations 1,190
Number of Visitors 3,185
Library Applications Returned 202
Pistas Sales $32,844

WEB SITES

Web Site Visits* 169,752

Individuals Assisted 991
Requests for Information Fulfilled 222
Referrals Given 769
PDF Downloads* 176,617

*During a server transition, some Web site data were not obtained. An average for this period is reflected.

VISTAS

Center Transactions Gross Sales
Los Angeles 10,220 $263,510
Orange County 8,023 247,805
Rancho Mirage 3,034 112,391
Santa Barbara 1,592 59,503
San Diego 1,752 74,781
Totals 24,621 $757,990

PUBLIC EDUCATION

Speaking Engagements 1,046
Group Tours 477
Film and Television Consultations 20
Regional/National Media Coverage 20
Feature Stories (Print and Television) 212
Southern California Media Coverage 86
Public Service Announcements 246

WHO WE SERVE

BRAILLE INSTITUTE SERVICES JULY 1, 2007, TO JUNE 30, 2008

From a total enrollment of 6,970, there were 3,226 adults, youths and infants enrolled for the first time this year.

Gender
Male 31%
Female 69%

Primary Causes of Visual Impairment
Macular Degeneration 47%
Glaucoma 20%
Cataracts 10%
Diabetic Retinopathy 7%
Retinitis Pigmentosa 3%

Age
Up to 19 5%
20 to 64 18%
65 and over 77%

Duration of Visual Impairment
Up to 1 year 14%
Up to 5 years 8%
Up to 10 years 72%
Up to 20 years 4%
More than 20 years 2%

Education
High School Graduate 21%
College Degree 21%

Nature of Visual Impairment
Congenital (blind since birth) 7%
Adventitious (formerly sighted) 93%

CHILD DEVELOPMENT: INFANTS THROUGH 5 YEARS OF AGE

PRIMARY SERVICES (Includes all long-term consultations of six months or more)

Early Intervention (Birth to 3 Years)
In-Home Service
Number of Infants/Families 126
Hours of Service 2,962
Children in Preschool 138
(Includes 3 children with a Preschool Assistant)

Hours of Service 3,26
Children in Kindergarten Transition and Education Support 24
Hours of Service 525
Medical Visits with Families 254

CONSULTATIONS

Short Term 120
(Number of families served for up to six months)
Long Term 149

Total Children and Families Served* 269

*45 additional families not enrolled in Braille Institute’s programs were served through Parent Groups.
YOUTH SERVICES: 6 TO 18 YEARS OF AGE

<table>
<thead>
<tr>
<th>Center</th>
<th>Youths</th>
<th>Contact Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>172</td>
<td>18,705</td>
</tr>
<tr>
<td>Orange County</td>
<td>178</td>
<td>10,307</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>43</td>
<td>2,435</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>46</td>
<td>1,620</td>
</tr>
<tr>
<td>San Diego</td>
<td>95</td>
<td>2,692</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>545</strong></td>
<td><strong>35,759</strong></td>
</tr>
</tbody>
</table>

YOUNG ADULTS: 19 TO 30 YEARS OF AGE

<table>
<thead>
<tr>
<th>Center</th>
<th>Young Adults</th>
<th>Contact Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>79</td>
<td>2,277</td>
</tr>
<tr>
<td>Orange County</td>
<td>284</td>
<td>637</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>24</td>
<td>517</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>2</td>
<td>103</td>
</tr>
<tr>
<td>San Diego</td>
<td>3</td>
<td>561</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>392</strong></td>
<td><strong>4,095</strong></td>
</tr>
</tbody>
</table>

CAREER SERVICES: ALL CENTERS

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Employer Contacts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall Time</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Part Time</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Job Saves</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paid Internships</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>149</strong></td>
<td></td>
</tr>
</tbody>
</table>

ACCESS TECHNOLOGY

<table>
<thead>
<tr>
<th>Youth Equipment Loan Recipients</th>
<th>Subsidy Total</th>
<th>$38,000</th>
</tr>
</thead>
</table>

154 youths have received Assistive Technology equipment since the program was created in 1998, valued at $428,370.

COMMUNITY TRAINING PROGRAMS

<table>
<thead>
<tr>
<th>Center</th>
<th>Clinicians</th>
<th>Caregivers</th>
<th>Professionals</th>
<th>Education</th>
<th>Eye Disease</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>436</td>
<td>234</td>
<td>115</td>
<td>50</td>
<td>868</td>
<td>1,300</td>
</tr>
<tr>
<td>Orange County</td>
<td>79</td>
<td>415</td>
<td>6</td>
<td>320</td>
<td>50</td>
<td>1,086</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>149</td>
<td>27</td>
<td>174</td>
<td>42</td>
<td>352</td>
<td>690</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>358</td>
<td>227</td>
<td>174</td>
<td>1,208</td>
<td>369</td>
<td>2,336</td>
</tr>
<tr>
<td>San Diego</td>
<td>607</td>
<td>192</td>
<td>382</td>
<td>621</td>
<td>2,047</td>
<td>3,010</td>
</tr>
<tr>
<td>Child Development</td>
<td>28</td>
<td>470</td>
<td>302</td>
<td>275</td>
<td>933</td>
<td>1,817</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,817</strong></td>
<td><strong>1,095</strong></td>
<td><strong>702</strong></td>
<td><strong>3,006</strong></td>
<td><strong>1,184</strong></td>
<td><strong>8,174</strong></td>
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COLLABORATIVE RELATIONSHIPS

<table>
<thead>
<tr>
<th>Center</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>125</td>
<td></td>
</tr>
<tr>
<td>Child Development</td>
<td>380</td>
<td></td>
</tr>
<tr>
<td>Orange County</td>
<td>298</td>
<td></td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>340</td>
<td></td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>145</td>
<td></td>
</tr>
<tr>
<td>San Diego</td>
<td>288</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,176</strong></td>
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</tr>
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OUTCOMES

MEASURING OUR EFFECTIVENESS: TO BE EFFECTIVE IS TO EMPOWER

Every organization or business should be able to answer the question, “How do we know we are successful?” In the for-profit world, this question is usually answered in terms of profitability, shareholder return, sales, return on investment, etc. It is much harder to quantify this in the nonprofit, human services field where the impact of programs is usually looked at qualitatively rather than quantitatively.

At Braille Institute we have been conducting outcome assessments since 2001 and first reported the results in the 2002 Light magazine. As we embrace our new image, including the new tagline, “Empowering blind and visually impaired people to live fulfilling lives,” our outcome assessments become even more important in demonstrating that we are, in fact, empowering our students and their families.

Each year our new adult students enrolled at all five of our regional centers complete a pre- and post-enrollment survey that asks for responses to 17 statements covering skills, abilities and self-confidence. We received surveys from 26 percent of our 789 new adult students. Fifteen (15) of the 17 statements showed double-digit positive change between the pre-enrollment responses and the post-enrollment responses. The following is a sample of our results. For a complete outcome assessment report, please contact our Office of Programs and Services by phone (323) 663-1111, Ext. 1321, or send an e-mail to cgpak@brailleinstitute.org.

I FEEL DEPENDENT ON OTHERS.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 30%</td>
<td>22%</td>
</tr>
<tr>
<td>Sometimes 52%</td>
<td>56%</td>
</tr>
<tr>
<td>Rarely 16%</td>
<td>16%</td>
</tr>
<tr>
<td>Never 2%</td>
<td>6%</td>
</tr>
</tbody>
</table>

I AM ABLE TO EXPRESS WHAT I CAN DO FOR MYSELF AND WHEN I NEED ASSISTANCE.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 64%</td>
<td>85%</td>
</tr>
<tr>
<td>Sometimes 26%</td>
<td>12%</td>
</tr>
<tr>
<td>Rarely 8%</td>
<td>2%</td>
</tr>
<tr>
<td>Never 2%</td>
<td>5%</td>
</tr>
</tbody>
</table>

I AM ABLE TO PURSUE INTERESTS I HAD BEFORE LOSING VISION.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 18%</td>
<td>33%</td>
</tr>
<tr>
<td>Sometimes 28%</td>
<td>40%</td>
</tr>
<tr>
<td>Rarely 21%</td>
<td>12%</td>
</tr>
<tr>
<td>Never 15%</td>
<td>12%</td>
</tr>
</tbody>
</table>

I FEEL IN CONTROL IN MAKING DECISIONS THAT ARE IMPORTANT IN MY LIFE.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 59%</td>
<td>81%</td>
</tr>
<tr>
<td>Sometimes 28%</td>
<td>14%</td>
</tr>
<tr>
<td>Rarely 9%</td>
<td>2%</td>
</tr>
<tr>
<td>Never 6%</td>
<td>2%</td>
</tr>
</tbody>
</table>

I AM ABLE TO MOVE ABOUT MY NEIGHBORHOOD.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 40%</td>
<td>63%</td>
</tr>
<tr>
<td>Sometimes 31%</td>
<td>19%</td>
</tr>
<tr>
<td>Rarely 13%</td>
<td>8%</td>
</tr>
<tr>
<td>Never 16%</td>
<td>14%</td>
</tr>
</tbody>
</table>

I FEEL CONFIDENT IN MY ABILITY TO UNDERTAKE OR PERFORM NEW ACTIVITIES.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 42%</td>
<td>62%</td>
</tr>
<tr>
<td>Sometimes 21%</td>
<td>30%</td>
</tr>
<tr>
<td>Rarely 18%</td>
<td>4%</td>
</tr>
<tr>
<td>Never 7%</td>
<td>5%</td>
</tr>
</tbody>
</table>

I PERFORM BASIC HOUSEKEEPING TASKS.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 40%</td>
<td>54%</td>
</tr>
<tr>
<td>Sometimes 25%</td>
<td>20%</td>
</tr>
<tr>
<td>Rarely 15%</td>
<td>9%</td>
</tr>
<tr>
<td>Never 17%</td>
<td>13%</td>
</tr>
</tbody>
</table>

I FEEL CONFIDENT ABOUT YOUR ABILITY TO LIVE WITH VISION LOSS.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Positive 33%</td>
<td>45%</td>
</tr>
<tr>
<td>Somewhat positive 33%</td>
<td>28%</td>
</tr>
<tr>
<td>Too early to tell 11%</td>
<td>7%</td>
</tr>
<tr>
<td>Some difficulty 23%</td>
<td>16%</td>
</tr>
<tr>
<td>Very difficult 18%</td>
<td>4%</td>
</tr>
</tbody>
</table>

I PARTICIPATE IN THE LIFE OF MY FAMILY, FRIENDS OR COMMUNITY.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually 51%</td>
<td>85%</td>
</tr>
<tr>
<td>Sometimes 29%</td>
<td>16%</td>
</tr>
<tr>
<td>Rarely 12%</td>
<td>3%</td>
</tr>
<tr>
<td>Never 8%</td>
<td>5%</td>
</tr>
</tbody>
</table>

I FEEL CONFIDENT ABOUT YOUR ABILITY TO LIVE WITH VISION LOSS.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes 29%</td>
<td>93%</td>
</tr>
<tr>
<td>No 17%</td>
<td>6%</td>
</tr>
</tbody>
</table>

I AM IN CONTROL OF MY FUTURE.

SINCE LOSING MY VISION I CONTINUE TO PLAN FOR MY FUTURE.

<table>
<thead>
<tr>
<th>Pre-enrollment</th>
<th>Post-enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes 29%</td>
<td>93%</td>
</tr>
<tr>
<td>No 17%</td>
<td>6%</td>
</tr>
</tbody>
</table>
Today, Adelaida Ortega teaches ceramics, is on the Speaker’s Bureau and liaisons with the Latino community as a volunteer at Braille Institute. But long before she volunteered for us—Adelaida will tell you—Braille Institute helped her to triumph over her own loss of vision. And now she is thankful to return the favor—inspiring others to make their own journey.
An elementary school teacher whose own vision loss led her to Braille Institute in 2002, Barbara Oberle has become an active and cherished member of our community. At Braille Institute—Barbara will tell you—our programs changed her life. And now she is committed to giving back as a major donor to Braille Institute.
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. As we give recognition for our heartfelt thanks to everyone and caring members of the donors 2007.

ANNUAL DONORS 2007

Braille Institute depends on the financial support 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 or money 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, 2007, and December 31, 2007.

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Mr. & Mrs. John C. Wallace
Mr. William Watson
Mr. Leroy Webe...
Deferred gifts, also known as planned gifts, help secure Braille Institute’s future. We wish to thank and recognize those individuals who made irrevocable planned gifts to Braille Institute during calendar year 2007.

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GiFTS in KIND

Gifts in kind are non-monetary gifts of tangible goods that either can be in themselves, or from the proceeds resulting from their sale, help support the mission of Braille Institute. We wish to thank all those who made donations of gifts in kind from January 1, 2007, through December 31, 2007. However, space limitations allow us to only list those whose gifts were estimated to be of a value of $1,000 or more.


Pleas contact Christine Levine, Director of Annual Giving and Donor Relations at 1-800-BRAIILE (272-4553), Ext. 3108, or email clevine@brailleinstitute.org and we will correct our records immediately.

Please note that because of space limitations only donors who gave cumulative gifts totaling $1,000.00 from January 1, 2007, to December 31, 2007, are recognized in the “Annual Donors 2007” section. However, we offer our heartfelt thanks to everyone who gave gifts of time, money or tangible goods to Braille Institute during the year.

This publication is made possible in part by the generosity of:

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Upon this request, an annual report is available on tape or in braille.

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www.brailleinstitute.org

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**FINANCIAL HIGHLIGHTS**

*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.

### Income ($000)

#### PUBLIC SUPPORT

<table>
<thead>
<tr>
<th>Source</th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Requests From Wills</td>
<td>8,566</td>
<td>10,770</td>
</tr>
<tr>
<td>Trusts</td>
<td>1,083</td>
<td>1,139</td>
</tr>
<tr>
<td>Contributions and Foundation</td>
<td>5,216</td>
<td>3,837</td>
</tr>
<tr>
<td>Support Group Contributions</td>
<td>271</td>
<td>234</td>
</tr>
<tr>
<td><strong>Total Public Support</strong></td>
<td>15,136</td>
<td>15,980</td>
</tr>
</tbody>
</table>

#### OTHER REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Royalties</td>
<td>3,616</td>
<td>2,690</td>
</tr>
<tr>
<td>State Library Appropriation</td>
<td>657</td>
<td>657</td>
</tr>
<tr>
<td>Net Investment Income</td>
<td>3,208</td>
<td>3,038</td>
</tr>
<tr>
<td><strong>Total Other Revenue</strong></td>
<td>7,481</td>
<td>6,385</td>
</tr>
<tr>
<td>Allocation From Reserves</td>
<td>1,306</td>
<td>1,105</td>
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<tr>
<td><strong>Total Funds Received</strong></td>
<td>23,923</td>
<td>23,470</td>
</tr>
</tbody>
</table>

#### EXPENDITURES ($000)

<table>
<thead>
<tr>
<th>Service</th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles Center</td>
<td>3,693</td>
<td>3,755</td>
</tr>
<tr>
<td>Child Development</td>
<td>687</td>
<td>693</td>
</tr>
<tr>
<td>Rancho Mirage Center</td>
<td>1,654</td>
<td>1,636</td>
</tr>
<tr>
<td>Orange County Center</td>
<td>2,652</td>
<td>2,676</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>1,844</td>
<td>1,853</td>
</tr>
<tr>
<td>Santa Barbara Center</td>
<td>1,717</td>
<td>1,759</td>
</tr>
<tr>
<td>Universal Media Services</td>
<td>1,575</td>
<td>1,473</td>
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<tr>
<td>Library Services</td>
<td>2,839</td>
<td>2,813</td>
</tr>
<tr>
<td>Volunteer Services</td>
<td>552</td>
<td>554</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>17,213</td>
<td>17,212</td>
</tr>
<tr>
<td>Administration</td>
<td>721</td>
<td>688</td>
</tr>
<tr>
<td>Development</td>
<td>2,348</td>
<td>2,239</td>
</tr>
<tr>
<td>Public Education</td>
<td>941</td>
<td>814</td>
</tr>
<tr>
<td>Support Services</td>
<td>1,807</td>
<td>1,767</td>
</tr>
<tr>
<td><strong>Total Operating Expenditures Before Depreciation</strong></td>
<td>23,920</td>
<td>23,470</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>893</td>
<td>750</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>23,923</td>
<td>23,470</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>142,020</td>
<td>158,492</td>
</tr>
</tbody>
</table>

### 2008 INCOME SOURCES

- Bequest from Wills: 37.9%
- Trusts: 4.8%
- Contributions and Foundation Gifts: 23.0%
- Support Groups and Other Sources: 1.2%
- Royalties: 16.0%
- State Library Appropriation: 2.9%
- Investment Income: 14.2%

### 2008 OPERATING EXPENDITURES

- Program Services: 76.3%
- Support Services: 7.4%
- Development: 9.5%
- Public Education: 3.9%
- Administration: 2.9%

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**Including Depreciation of $1,983**
741 North Vermont Ave.
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