MISSION

Braille Institute is a nonprofit organization whose mission is to eliminate barriers to a fulfilling life caused by blindness and severe sight loss.

OUR NEW 5-YEAR STRATEGIC PLAN: 2011-16

ORGANIZATIONAL CAPACITY
Invest in our capacity to support programs in terms of staffing, infrastructure and governance.

SUSTAINABILITY
Broaden and diversify funding and revenue sources to ensure the financial stability of Braille Institute.

VISIBILITY
Improve our visibility and broaden the understanding of what we do and the impact we have on our clients' lives.

PROGRAMS & SERVICES
Enhance our programs and services to meet the needs of clients, respond to new trends and opportunities and maximize impact on the lives of visually impaired people.

ON THE COVER: Teenagers from Braille Institute’s Youth Program put their kayaking skills to the test.

AT A GLANCE

PEOPLE ASSISTED 74,960
STAFF (282.5 FTE) 310
VOLUNTEERS 4,133
VOLUNTEER/STAFF RATIO 13 TO 1
FACILITIES MANAGED 426,000 SQ. FT.
ADMINISTRATIVE COSTS 2.7%
FUNDRAISING COSTS 10.9%
TO OUR FRIENDS

On The Move—this phrase certainly characterizes Braille Institute as well as the spirit of many who seek our services. This past year, Braille Institute was privileged to provide wide-ranging services to 74,960 blind, visually impaired and sighted people of all ages.

When we began as the Universal Braille Press in 1919 our focus was limited to braille production. By the mid-1920s Braille Institute had already begun to evolve and grow, offering classes in independent living skills. Throughout the following decades, we kept pace with the needs of individuals and their families dealing with vision loss, be they children or adults. We believed in empowering people long before that term became popular. And from the beginning, the support we’ve received has shown there are many who believe in us. As an organization, we continue to be energized by our generous donors who honor us with contributions that enable us to provide our services free of charge—without seeking government funding. You could say we’ve been on the move for nearly 100 years and haven’t stopped.

Yet today’s changing and challenging economic, demographic and technological landscapes necessitate collaboration with other organizations. Through our Solutions in Sight public education campaign, we created new partnerships this year with companies such as Gelson’s and Clean Logic. Our social networks now include Facebook, Twitter and YouTube. We improved our website—www.brailleinstitute.org—and even launched an informative smart phone app for iPhone and Android that simulates vision loss caused by different eye diseases.

We received national recognition this year from both the National Federation of the Blind and Perkins School for the Blind for our Braille Challenge, and we inaugurated Cane Quest to promote and celebrate the orientation and mobility skills of our youth. Our Braille Publishing department created a new literacy product for pre-braille readers called TopDot™. And our efforts to reach out to blind and visually impaired people in the underserved Latino community throughout Southern California has resulted in a surge of new adult students who are regaining their independence while discovering El Poder Sin Ver—Ability Without Sight.

Overall, we successfully met the goals of an ambitious five year strategic plan begun in 2006, and have embarked on a bold, new strategic plan for 2011-2016. Developed in close collaboration with our Board of Directors, this new plan intends to build on our strengths for decades to come. Our plan paves the way for us to lead in important areas such as braille literacy, and to educate the public and medical community about our low vision wellness services. Yet movement and forward thinking require that our organization also remain sustainable. We will explore ways to broaden our revenue sources, to build partnerships and spur innovation, while retaining the humanity for which Braille Institute has always been known.

For nearly a century now, Braille Institute has empowered thousands of blind and visually impaired people to imagine and achieve a productive, full life. On the pages of this book, you will be introduced to some of those very people. Diverse individuals of all ages who are… On The Move

Lester M. Sussman, Chair

Leslie E. Stocker, Jr., President
Mina Lamarra isn’t all that different from most 3-year-old girls—she’s inquisitive, loves to play with her stuffed animals and has a smile that lights up the room. Unlike most children, however, Mina was born with Leber’s congenital amaurosis, a rare visual impairment that affects 1 in 50,000 newborns. “Our son Brennan was born with the same condition,” said their mother Parisa Lamarra, “so fortunately we knew where to turn. Braille Institute has been so helpful and supportive every step of the way.”

Our Child Development Program provides free in-home consultations to start blind and visually impaired children—birth through age 6—on the right path to successful cognitive development and early pre-braille skills, a key to fostering literacy as children begin formal schooling. During our in-home visits, consultants like Julie Molina (pictured) encourage a child’s use of functional or residual vision, and ability to learn through touch. “Working with Mina is an absolute pleasure,” Julie said. “She wants to explore everything and she asks all the right questions. Sometimes I can’t believe she’s only three!”

Using everyday activities, Julie and our other consultants offer ideas to help families support their child’s motor skills, language, cognition and social development through play. Statistics have shown that blind and visually impaired children who learn braille are 60% more likely to earn employment than those who don’t, and Mina is already getting the feel of it. Literacy programs like our brand new TopDot™ Series (see special insert) are designed specifically for children like Mina, to teach them braille as early as possible and instill a love of reading. As children grow, we help parents locate appropriate preschool programs and services in their community in order to best support their child’s overall development and prepare them for a successful school experience.

To view our Child Development video, go to www.brailleinstitute.org/children
Braille Institute’s Child Development Program offers free early intervention services for any blind or visually impaired child living in Southern California. Designed to educate families about the developmental needs of their children—from birth through age 6—our trained Child Development Consultants work with parents and family, as well as medical and educational professionals, to respond to the needs of these infants, toddlers and preschoolers. In addition to in-home consultations, this vibrant program also features family get-togethers and other fun events such as Summer Beach Day pictured on this page.
Thirty-one students took to the streets of Anaheim on Saturday, April 9, 2011, to demonstrate their best orientation and mobility skills and compete for high-tech prizes and undeniable bragging rights. Six winners were named, taking home medals, prizes and accessible GPS systems.

It was all part of CANE QUEST, a brand new contest sponsored by Braille Institute and hosted by Braille Institute Orange County, open to eligible blind and visually impaired youth in grades 7-12. Contestants were divided by age and visual acuity and given directions for three secret routes. Students in grades 7-9 competed together as Explorers; those in grades 10-12 were Trailblazers. Each age group also was divided into two visual acuity categories as defined by the B1 and B2 classifications used by the United States Association of Blind Athletes.

Rather than a race, it’s more of a rally, with contestants earning points by completing their routes on time, knowing their cardinal directions, making correct turns right or left, safely crossing streets, and using proper safe-travel techniques and cane skills. The oldest group also demonstrated bus travel skills by boarding a Braille Institute bus at a simulated bus stop. The three routes included a local mall, residential streets, and a nearby business district.

Each contestant was accompanied at all times by a “shadow,” trained to ensure they would not veer off-route. Their travel skills were scored by the more than 30 certified orientation and mobility specialists on hand, thanks to the support of CAOMS, the California Association of Orientation and Mobility Specialists.

Cane Quest was created to build community and awareness, and motivate students to sharpen their independence skills. The daylong event included workshops for parents, a vendor fair, lunch, live entertainment and a closing awards ceremony.

To view video of Cane Quest, go to www.brailleinstitute.org/canequest

“Orientation and mobility is independence to me. I don’t see how anyone can consider themselves independent without having the ability to get from point A to point B.”

Cristina Jones, 22, Cal State Fullerton student and former BIA Youth Program participant who helped scout the routes for our inaugural event.
This fall, Los Angeles resident Karen Arcos begins her studies at the University of Southern California, along with 3,500 other students. But to say Karen is an average freshman would be a dramatic understatement. Born premature after just five months, Karen became completely blind. The odds seemed stacked against her from the start but, again, Karen is no ordinary teenager.

Since joining Braille Institute’s Youth Program at age five, Karen has made the most of every opportunity and flourished. “I learned commitment and responsibility through my time in the Johnny Mercer Children’s Choir,” Karen remembered, “while activities like white water rafting and judo helped boost my self-confidence. I’ve acquired important life skills that have helped prepare me for the challenges I’ll face in college and beyond. I also can’t say enough about Braille Institute’s Library, which instilled not only a love for reading in me, but also provided me with thousands of books that would have otherwise been inaccessible.”

Karen’s hard work and tenacity recently paid off in spades when she graduated from high school with a 4.1 GPA, earning her school’s highest honors and a full academic scholarship to USC. Karen plans on majoring in Child Psychology at the prestigious university so she can help others, just like Braille Institute helped her. “It’s like a circle of support,” she said. “I’m so appreciative of all the people who helped me get where I am today, and I want to pass that along to others… especially children who need it the most.”
**WHO WE SERVE**

**BRAILLE INSTITUTE SERVICES JULY 1, 2010, TO JUNE 30, 2011**

From a total enrollment of 7,240 there were 3,899 adults, youths and infants enrolled for the first time this year.

<table>
<thead>
<tr>
<th>Gender</th>
<th>Number of Infants/Families</th>
<th>Hours of Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>29%</td>
<td>159</td>
</tr>
<tr>
<td>Female</td>
<td>71%</td>
<td>4,623</td>
</tr>
</tbody>
</table>

**Primary Causes of Visual Impairment**

<table>
<thead>
<tr>
<th>Condition</th>
<th>Number</th>
<th>Hours of Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Macular Degeneration</td>
<td>25%</td>
<td>177</td>
</tr>
<tr>
<td>Glaucoma</td>
<td>9%</td>
<td>3,216</td>
</tr>
<tr>
<td>Diabetic Retinopathy</td>
<td>5%</td>
<td>462</td>
</tr>
<tr>
<td>Cataracts</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>Retinitis Pigmentosa</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>Other or Unknown</td>
<td>50%</td>
<td></td>
</tr>
</tbody>
</table>

**Duration of Visual Impairment**

<table>
<thead>
<tr>
<th>Duration</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 1 year</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>Up to 5 years</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Up to 10 years</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>Up to 20 years</td>
<td>88%</td>
<td></td>
</tr>
<tr>
<td>More than 20 years</td>
<td>2%</td>
<td></td>
</tr>
</tbody>
</table>

**Education**

<table>
<thead>
<tr>
<th>Level</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>High School Graduate</td>
<td>15%</td>
<td></td>
</tr>
<tr>
<td>College Degree</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>Not Stated</td>
<td>64%</td>
<td></td>
</tr>
</tbody>
</table>

**Age**

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 19</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>20 to 64</td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>65 and over</td>
<td>78%</td>
<td></td>
</tr>
</tbody>
</table>

**Nature of Visual Impairment**

<table>
<thead>
<tr>
<th>Nature</th>
<th>Number</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Congenital (blind since birth)</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>Adventitious (formerly sighted)</td>
<td>93%</td>
<td></td>
</tr>
</tbody>
</table>

**Who We Serve**

**Pre-School Support and Transition Programs**

- **Number of Families/Children Over Age 3**: 177
- **Hours of Service**: 3,216

**Medical Visits with Families**

- **Number of Medical Visits**: 462

**Consultations**

- **Short Term**: 120
- **Long Term**: 216

**Total Children and Families Served**

- **336**

*96 additional families not enrolled in Braille Institute's programs were served through parent groups.

**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 Services**
  - **Number of Infants/Families**: 159
  - **Hours of Service**: 4,623

**Pre-School Support and Transition Programs**

- **Number of Families/Children Over Age 3**: 177
- **Hours of Service**: 3,216

**Medical Visits with Families**

- **Number of Medical Visits**: 462

**Consultations**

- **Short Term**: 120
- **Long Term**: 216

**Total Children and Families Served**

- **336**

**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>228</td>
<td>18,049</td>
</tr>
<tr>
<td>Orange County</td>
<td>148</td>
<td>11,759</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>48</td>
<td>1,895</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>30</td>
<td>1,809</td>
</tr>
<tr>
<td>San Diego</td>
<td>52</td>
<td>8,012</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td>506</td>
<td>41,524</td>
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</tbody>
</table>

**Youth Adults: 19 to 30 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>120</td>
<td>1,211</td>
</tr>
<tr>
<td>Orange County</td>
<td>121</td>
<td>410</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>79</td>
<td>1,986</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>9</td>
<td>2,695</td>
</tr>
<tr>
<td>San Diego</td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td>344</td>
<td>6,317</td>
</tr>
</tbody>
</table>
### Community Training Programs (Number of People Trained)

<table>
<thead>
<tr>
<th>Center</th>
<th>Clinicians</th>
<th>Caregivers</th>
<th>Other Professionals</th>
<th>Public Education</th>
<th>Eye Disease Seminars</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>552</td>
<td>114</td>
<td>103</td>
<td>3,811</td>
<td>550</td>
<td>5,130</td>
</tr>
<tr>
<td>Orange County</td>
<td>411</td>
<td>265</td>
<td>515</td>
<td>2,422</td>
<td>310</td>
<td>3,923</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>64</td>
<td>60</td>
<td>364</td>
<td>1,340</td>
<td>356</td>
<td>2,184</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>125</td>
<td>62</td>
<td>332</td>
<td>3,213</td>
<td>79</td>
<td>3,811</td>
</tr>
<tr>
<td>San Diego</td>
<td>132</td>
<td>168</td>
<td>597</td>
<td>5,184</td>
<td>253</td>
<td>6,334</td>
</tr>
<tr>
<td>Child Development</td>
<td>98</td>
<td>0</td>
<td>868</td>
<td>662</td>
<td>0</td>
<td>1,628</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>1,382</strong></td>
<td><strong>669</strong></td>
<td><strong>2,779</strong></td>
<td><strong>16,632</strong></td>
<td><strong>1,548</strong></td>
<td><strong>23,010</strong></td>
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</table>

### Collaborative Relationships

<table>
<thead>
<tr>
<th>Center</th>
<th>Students Sites Contact</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>830</td>
<td>69</td>
</tr>
<tr>
<td>Orange County</td>
<td>512</td>
<td>52</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>446</td>
<td>7</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>86</td>
<td>7</td>
</tr>
<tr>
<td>San Diego</td>
<td>236</td>
<td>7</td>
</tr>
<tr>
<td>Child Development</td>
<td>66</td>
<td></td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>1,293</strong></td>
<td></td>
</tr>
</tbody>
</table>

*Includes El Poder Sin Ver

### 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>782</td>
<td>52,968</td>
</tr>
<tr>
<td>Orange County</td>
<td>721</td>
<td>46,026</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>379</td>
<td>39,361</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>270</td>
<td>19,116</td>
</tr>
<tr>
<td>San Diego</td>
<td>370</td>
<td>30,166</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>2,522</strong></td>
<td><strong>187,637</strong></td>
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</tbody>
</table>

### Community Outreach

<table>
<thead>
<tr>
<th>Center</th>
<th>Students Enrolled</th>
<th>Sites Visited</th>
<th>Contact Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles*</td>
<td>830</td>
<td>69</td>
<td>16,947</td>
</tr>
<tr>
<td>Orange County</td>
<td>512</td>
<td>52</td>
<td>2,424</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>76</td>
<td>7</td>
<td>170</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>714</td>
<td>48</td>
<td>8,976</td>
</tr>
<tr>
<td>San Diego</td>
<td>1,400</td>
<td>75</td>
<td>24,757</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>3,377</strong></td>
<td><strong>251</strong></td>
<td><strong>53,274</strong></td>
</tr>
</tbody>
</table>

*Includes El Poder Sin Ver

### Career Services: All Centers

<table>
<thead>
<tr>
<th>Category</th>
<th>Number Trained</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employer Contacts</td>
<td>132</td>
</tr>
<tr>
<td>Employment</td>
<td></td>
</tr>
<tr>
<td>Full Time</td>
<td>8</td>
</tr>
<tr>
<td>Part Time</td>
<td>30</td>
</tr>
<tr>
<td>Job Saves</td>
<td>6</td>
</tr>
<tr>
<td>Paid Internships</td>
<td>23</td>
</tr>
<tr>
<td>Job Referrals</td>
<td>122</td>
</tr>
</tbody>
</table>

### Mobile Solutions

(Ranch Mirage, Santa Barbara and Los Angeles)

<table>
<thead>
<tr>
<th>Service</th>
<th>Number Trained</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sites Visited</td>
<td>470</td>
</tr>
<tr>
<td>Low Vision Consultations</td>
<td>1,226</td>
</tr>
<tr>
<td>Library Application Returned</td>
<td>158</td>
</tr>
<tr>
<td>Vistas Sales</td>
<td>$31,750</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>1,342</td>
</tr>
<tr>
<td>Orange County</td>
<td>1,108</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>705</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>686</td>
</tr>
<tr>
<td>San Diego</td>
<td>459</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>4,300</strong></td>
</tr>
</tbody>
</table>

### Access Technology

<table>
<thead>
<tr>
<th>Service</th>
<th>Number Trained</th>
</tr>
</thead>
<tbody>
<tr>
<td>Youth Equipment Loan Recipients</td>
<td>61</td>
</tr>
<tr>
<td>Subsidy Total</td>
<td>$34,000</td>
</tr>
</tbody>
</table>

232 youths have received Assistive Technology equipment since the program was created in 1998, valued at $504,370.
In Los Angeles County, more than 62,000 Latinos ages 65 and older have severe vision loss. Launched in 2008, El Poder Sin Ver interweaves Latino cultural beliefs and practices to engage the Latino community. The heart of this program is its promotoras, grassroots educators who are respected members of the Latino communities we serve. Promotoras connect visually impaired Latino seniors to a holistic package of resources and services. Building on the program’s successes, we continue to seek out and form alliances with strategic organizations, including health care providers, caregivers, and human service agencies. For example, we participated in the Aprendamos Juntos (Learning Together) Caregivers Conference, co-sponsored by the Mexican American Opportunity Foundation. Ninety caregivers were trained about the importance of recognizing signs and symptoms of vision loss and how to be part of the vision care continuum model.

During the past three years, we have reached out to over 1,800 family members, friends, and professionals in order to provide services to 800 visually impaired Latino seniors. Through our community presentations, our 70 plus program partners have opened the doors to 150 Mobile Solutions visits, and 420 low vision consultations. These numbers do not include the hundreds more reached through health fairs and other community activities. Relationships with Spanish language media to encourage ongoing coverage continues to play an important role. Univision is currently a media partner as well as Telemundo KVEA Channel 52. The program continues to evolve and expand, laying the groundwork for greater outreach to Latino populations in the years to come.
To look at Luis Camargo, or to chat with the man, one would never guess the energetic senior just turned 80 years old. But despite his youthful demeanor, just two years ago the Guatemalan immigrant found himself depressed and lost. After four decades in California and a successful career as a manufacturer, Luis’ world came crashing down when hemorrhaging from glaucoma cost him most of his peripheral vision.

Fortunately, Luis was at his church one day when consultants from Braille Institute’s El Poder Sin Ver program were on hand to provide direct services out in the community. After some initial hesitancy, Luis soon began attending classes at Braille Institute’s Los Angeles Sight Center so he could really deal with his sight loss. “His turnaround has been amazing,” said El Poder Sin Ver Program Manager Rocio Vallejos. “Luis is a perfect example of our program in action—someone who otherwise might have missed out on our services.”
The Braille Challenge is the only national reading and writing contest in braille for blind children in first through twelfth grade. Now in its 11th 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 1,640 requests for preliminary exams, an increase of 7% over the previous year. 855 (or 52%) were returned for scoring.

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preliminary Contests Requested</td>
<td>1,640</td>
</tr>
<tr>
<td>Preliminary Contests Returned</td>
<td>855</td>
</tr>
<tr>
<td>Teachers Requesting Contests</td>
<td>83</td>
</tr>
<tr>
<td>Teachers Administering Contests</td>
<td>63</td>
</tr>
<tr>
<td>Regional Events Hosted</td>
<td>35</td>
</tr>
<tr>
<td>U.S. States Represented</td>
<td>41</td>
</tr>
<tr>
<td>Canadian Provinces Represented</td>
<td>3</td>
</tr>
</tbody>
</table>

Regional/National Media Coverage
(Feature Stories & Media Announcements)

<table>
<thead>
<tr>
<th>Media Type</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Print and Television</td>
<td>128</td>
</tr>
<tr>
<td>Online/Social Media Coverage</td>
<td>364</td>
</tr>
</tbody>
</table>

**Library Services**

<table>
<thead>
<tr>
<th>Service</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Readers Registered</td>
<td>31,884</td>
</tr>
<tr>
<td>Individual Titles</td>
<td>104,139</td>
</tr>
<tr>
<td>Books Available</td>
<td>1,535,160</td>
</tr>
<tr>
<td>Books Circulated</td>
<td>1,350,038*</td>
</tr>
<tr>
<td>Machines Supplied</td>
<td>69,496</td>
</tr>
<tr>
<td>Machines Repaired</td>
<td>4,4614</td>
</tr>
<tr>
<td>Cassettes Produced</td>
<td>28,979</td>
</tr>
<tr>
<td>Deposit Libraries</td>
<td>1,535</td>
</tr>
</tbody>
</table>

*Including CMLS & ILL books (NLS)

**Digital Media Production**

<table>
<thead>
<tr>
<th>Media Type</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Visual</td>
<td>15</td>
</tr>
<tr>
<td>Audio</td>
<td>16</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Media Duplication</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-House</td>
<td>318</td>
</tr>
<tr>
<td>Outsourced</td>
<td>1,202</td>
</tr>
</tbody>
</table>
WEBSITES
Unique Visits 96,018
Individuals Assisted 1,074
Downloads 8,133
Social Media Engagements 2,362

VISTAS

<table>
<thead>
<tr>
<th>Center</th>
<th>Transactions</th>
<th>Gross Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>9,734</td>
<td>$218,299.54</td>
</tr>
<tr>
<td>Orange County</td>
<td>7,014</td>
<td>$215,646.77</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>2,243</td>
<td>$56,653.42</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>1,811</td>
<td>$44,254.94</td>
</tr>
<tr>
<td>San Diego</td>
<td>1,603</td>
<td>$50,789.75</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>22,405</strong></td>
<td><strong>$617,393.98</strong></td>
</tr>
</tbody>
</table>

PUBLIC RELATIONS AND MARKETING

Speaking Engagements 249
Group Tours 387
Film and Television Consultations 21
Regional/National Media Coverage (Feature Stories & Media Announcements)
  Print and Television 128
  Online/Social Media Coverage 364
Southern California Media Coverage (Feature Stories & Media Announcements)
  Print and Television 126
  Online/Social Media Coverage 361

Nondiscrimination Policy Statement:
Braille Institute declares and affirms a policy of equal opportunity and nondiscrimination in providing our services to the public. Braille Institute admits students and clients of any race, color, national and ethnic origin, age, religion, sex, sexual orientation, gender identity, disability, or veteran status, to all the rights, privileges, programs and activities generally accorded or made available to students and clients of Braille Institute. We do not discriminate on the basis of any class protected by California or federal law in the administration of our educational policies, admission policies and programs.

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Follow us:
www.twitter.com/brailleinst
## Volunteer Services

<table>
<thead>
<tr>
<th>Center</th>
<th>Volunteers</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Los Angeles</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core</td>
<td>710</td>
<td>65,880</td>
</tr>
<tr>
<td>Short Term</td>
<td>324</td>
<td>11,125</td>
</tr>
<tr>
<td>Occasional</td>
<td>841</td>
<td>3,965</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>1,875</td>
<td>80,970</td>
</tr>
<tr>
<td><strong>Orange County</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core</td>
<td>213</td>
<td>21,938</td>
</tr>
<tr>
<td>Short Term</td>
<td>3</td>
<td>152</td>
</tr>
<tr>
<td>Occasional</td>
<td>413</td>
<td>2,979</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>629</td>
<td>25,069</td>
</tr>
<tr>
<td><strong>Rancho Mirage</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core</td>
<td>126</td>
<td>16,269</td>
</tr>
<tr>
<td>Short Term</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Occasional</td>
<td>5</td>
<td>10</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>131</td>
<td>16,279</td>
</tr>
<tr>
<td><strong>San Diego</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core</td>
<td>180</td>
<td>8,388</td>
</tr>
<tr>
<td>Short Term</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Occasional</td>
<td>378</td>
<td>787</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>558</td>
<td>9,175</td>
</tr>
<tr>
<td><strong>Santa Barbara</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Core</td>
<td>316</td>
<td>25,920</td>
</tr>
<tr>
<td>Short Term</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Occasional</td>
<td>624</td>
<td>1,576</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>940</td>
<td>27,496</td>
</tr>
<tr>
<td></td>
<td><strong>Grand Total</strong></td>
<td><strong>158,989</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Annual Designated Assignments (unduplicated total)

<table>
<thead>
<tr>
<th></th>
<th><strong>Volunteers</strong></th>
<th><strong>Hours</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>4,133</td>
<td>158,989</td>
</tr>
</tbody>
</table>

## Teleservice

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Service calls received</td>
<td>5,194</td>
</tr>
<tr>
<td>Service calls made</td>
<td>2,235</td>
</tr>
</tbody>
</table>

"I've made incredible friends I never would have met anywhere else. The whole experience has totally changed my life, and I think it’s benefited theirs as well."

Marshall LaPlante, Volunteer
2011 STATISTICAL HIGHLIGHTS

STAYING ON THE MOVE...

Braille Institute trained more than 23,000 clinicians, professionals, caregivers and interested individuals about living with sight loss.

More than 50% of Braille Institute’s 7,240 student enrollment were new students this year.

79% of new students feel more positive about living with their sight loss after a low vision consultation.

More than 11,000 brailed children’s books were distributed to children throughout the nation through Braille Institute’s Special Collection.

ORIENTATION & MOBILITY IS KEY TO INDEPENDENCE...

72% of new students reported using public transportation after having taken orientation & mobility training.

98% of new students reported feeling more independent after receiving orientation & mobility training.

That same number, 98%, reported they travel comfortably around their home and neighborhood after having taken orientation & mobility training.
Don’t let Michael Headley’s size fool you. He’s a big teddy bear underneath it all. But don’t let his understated confidence and easy smile fool you either…Michael Headley is all about business these days. Visually impaired due to glaucoma since the age of 20, Michael’s vision took a serious downturn as he hit 40. After a fulfilling career counseling at-risk kids, Michael could no longer keep up due to his sight loss.

“I was at the point where I couldn’t hold a job anymore without adaptive equipment,” he remembered. “I was in trouble.” With Michael’s money running out and his spirit dwindling, a friend referred him to Braille Institute. “It was a definite turning point for me,” Michael said. “The staff there taught me the adaptive skills I needed to get back in the workplace and helped me put together a résumé so I could find a job.”

Along the way, Michael decided his passion lay in real estate and with single-minded determination he set out on the road to becoming a licensed agent. Using the adaptive technology skills and mobility techniques he acquired at Braille Institute, along with tutoring from several dedicated volunteers, Michael passed his licensing exam with flying colors. “Truth be told, before I came to Braille Institute, I didn’t think I would ever be able to work again. But they got me to the point where I was an asset to an employer. There’s no question that blindness can be a challenge, but if you really want to move forward in life, Braille Institute can take you there.”

Nowadays you can find Michael on the west side of Los Angeles, hosting open houses and representing properties, both commercial and residential. With charm to spare and a winning work ethic, Michael Headley is most certainly a man on the move.
Victim. Survivor. Mother. Artist. All of those words describe Yaeno White. On the morning of September 11th, 2001, Yaeno was a New Yorker—a commuter on her way to work as an Assistant VP at Fuji Bank’s headquarters in the World Trade Center. Typically punctual, Yaeno happened to be five minutes late to work that day. As she entered the elevator bank in Tower Two, the unthinkable happened. A second plane careened into the building, bringing with it destruction and chaos, and beginning the terrible second act in America’s worst ever homeland tragedy. “I heard a loud explosion and felt the whole building shake,” Yaeno remembered. “Suddenly people were running everywhere. I was sure I would die in the stampede.”

Fortunately Yaeno survived, and later found out that most of her colleagues had already been evacuated, but 19 friends and co-workers weren’t as lucky. And Yaeno’s own ordeal had just begun. In the aftermath of the catastrophe Yaeno suffered a stroke, which caused her to lose most of her vision. In addition to survivor’s guilt, the vibrant Japanese-American immigrant was now facing blindness. At the urging of her daughter who lived in Los Angeles, Yaeno moved out west to be close to her.

“Having my daughter close to me during that time was such a blessing,” Yaeno said. “And my doctor referred me to Braille Institute, which ended up saving my life.” At the Los Angeles Sight Center Yaeno took every class she could to deal with the daily challenges of vision loss, and found a new passion in ceramics. “It gave me so much satisfaction to create my own art. That was truly the start of my recovery,” she remembered. “It took a long time, but I finally began to heal. I began to enjoy my life again—to seize each day in honor of all of the friends I lost. I consider myself lucky today. Lucky to be alive, and lucky to have found Braille Institute.”
**Public Support**  
Years ended June 30, Income ($000)

<table>
<thead>
<tr>
<th>Income Sources</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bequests From Wills and Trusts</td>
<td>12,009</td>
<td>19,129</td>
</tr>
<tr>
<td>Contributions From Individuals, Foundations and Support Groups</td>
<td>6,317</td>
<td>4,106</td>
</tr>
<tr>
<td><strong>Total Public Support</strong></td>
<td>18,326</td>
<td>23,235</td>
</tr>
</tbody>
</table>

**Other Revenue**

| Royalties                                           | 3,086  | 2,784  |
| State Library Appropriation                         | 725    | 711    |
| Net Investment Income                               | 1,484  | 940    |
| **Total Other Revenue**                             | 5,295  | 4,435  |
| **Total Revenue**                                   | 23,621 | 27,670 |
| Allocation from Reserves                            | 2,233  | -      |
| **Total Funds Received**                            | 25,854 | 27,670 |

**Expenditures ($000)**

<table>
<thead>
<tr>
<th>Expenditures</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles Center</td>
<td>4,286</td>
<td>4,224</td>
</tr>
<tr>
<td>Child Development</td>
<td>751</td>
<td>741</td>
</tr>
<tr>
<td>Rancho Mirage Center</td>
<td>1,731</td>
<td>1,738</td>
</tr>
<tr>
<td>Orange County Center</td>
<td>2,632</td>
<td>2,781</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>1,894</td>
<td>1,885</td>
</tr>
<tr>
<td>Santa Barbara Center</td>
<td>1,869</td>
<td>1,856</td>
</tr>
<tr>
<td>Braille Publishing</td>
<td>1,244</td>
<td>1,265</td>
</tr>
<tr>
<td>Library Services</td>
<td>3,020</td>
<td>3,012</td>
</tr>
<tr>
<td>Volunteer Services</td>
<td>611</td>
<td>652</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>18,038</td>
<td>18,153</td>
</tr>
<tr>
<td>Administration</td>
<td>701</td>
<td>802</td>
</tr>
<tr>
<td>Development</td>
<td>2,883</td>
<td>2,697</td>
</tr>
<tr>
<td>Public Education</td>
<td>1,363</td>
<td>1,540</td>
</tr>
<tr>
<td>Support Services</td>
<td>1,901</td>
<td>1,817</td>
</tr>
<tr>
<td><strong>Total Operating Expenditures</strong></td>
<td>24,886</td>
<td>25,008</td>
</tr>
<tr>
<td>Before Depreciation</td>
<td>24,886</td>
<td>25,008</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>968</td>
<td>1,186</td>
</tr>
<tr>
<td>Allocation to Reserves</td>
<td>-</td>
<td>1,476</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>25,854</td>
<td>27,670</td>
</tr>
</tbody>
</table>

**Operating Expenditures**

<table>
<thead>
<tr>
<th>Expenditures</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>73.9%</td>
<td></td>
</tr>
<tr>
<td>Development</td>
<td>10.9%</td>
<td></td>
</tr>
<tr>
<td>Support Services</td>
<td>7.3%</td>
<td></td>
</tr>
<tr>
<td>Public Education</td>
<td>5.2%</td>
<td></td>
</tr>
<tr>
<td>Administration</td>
<td>2.7%</td>
<td></td>
</tr>
</tbody>
</table>

*Including Depreciation of 1,845
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HEADQUARTERS
Los Angeles
741 North Vermont Avenue
Los Angeles, CA 90029
(323) 663-1111
(includes the Education
Center, Braille Publishing,
Library and Weingart
Conference Center)

Regional Centers
Rancho Mirage
70-251 Ramon Road
Rancho Mirage, CA 92270
(760) 321-1111

Orange County
527 North Dale Avenue
Anaheim, CA 92801
(714) 821-5000

San Diego
4555 Executive Drive
San Diego, CA 92121
(858) 452-1111

Santa Barbara
2031 De La Vina Street
Santa Barbara, CA 93105
(805) 682-6222

Scott Kassel
Writer & Editor-in-Chief

Alison Diristine
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Editors

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Stephanie Wolf
Photography

IT Structure

Printing

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

For Information:
1-800-BRAILLE (272-4553)
www.brailleinstitute.org

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Institute of America, Inc.
For Braille Institute volunteer instructors Dr. Lucinda McDermott and Master Sung Yang, Taekwondo is about much more than well-placed kicks and punches…it’s about living with integrity and self-respect. The pair began teaching the Korean martial art to students at Braille Institute’s Orange County Center eight years ago to a small handful of students. “What we saw initially was a group of people who were timid and vulnerable,” they remembered. “Yet after only a month of training, we noticed dramatic changes in their confidence, demeanor and even posture. We knew were on to something and we knew we could make a difference.”

In the years since then, their class has grown by leaps and bounds and now boasts close to 30 blind and visually impaired students. Using the same techniques they use in their professional off-site facility, Dr. McDermott and Master Yang adapted their teaching methods to empower their Braille Institute students to defend themselves if need be, while strengthening their bodies and minds. “We require our students to speak up, be strong, and stand up for themselves,” they said.

Their hard work and the hard work of their students recently reached the highest pinnacle when pupil Thuy Tran earned her black belt during rigorous testing with a group of sighted martial artists. “Thuy is truly gifted,” Dr. McDermott said, “but even our beginning students amaze us with their tenacity and spirit. Master Yang and I feel privileged to be involved with our students at the Center. It’s so inspiring to watch them move past their sight loss and grow in all aspects of their lives.”

To view video of volunteer instructors Dr. McDermott and Master Yang in action with visually impaired black belt, Thuy Tran, go to www.brailleinstitute.org/taekwondo
Mary Burson first became aware of Braille Institute more than 20 years ago when her vision began failing due to a detached retina coupled with glaucoma and macular degeneration. Thanks to her ophthalmologist’s referral, Mary began attending classes at Braille Institute’s San Diego Regional Center soon after, learning how to successfully adapt to life with less vision. “I particularly enjoyed the ceramics classes which allowed me to stay active and express myself creatively, in spite of my sight loss,” she remembered. “I can’t tell you how much Braille Institute has meant to me. Not only for the help they’ve given me, but for all they’ve done to help so many others.”

Mary was so moved by her time at the Center that she began making regular gifts to Braille Institute that same year. In 1995 she learned about Braille Institute’s Charitable Gift Annuity plan. After careful examination, she decided it would be a wonderful way to make a larger gift to Braille Institute, in exchange for guaranteed lifetime income at an interest rate much higher than bank CDs were paying.

But Mary’s most visible gift is “Touch the Sky,” a beautiful statue she dedicated to the San Diego Center. Surrounded by a pool of sparkling water, the 10-foot tall bronze sculpture holds special meaning for Mary. “Back in the 80s my son-in-law Bobby became quadriplegic in a terrible auto accident,” she said. “Despite the fact that he was wheelchair-bound for more than 20 years, he never gave up. This statue really reminded me of him. It’s also a representation of Braille Institute’s students, who overcome the challenges of sight loss everyday.”

To watch our interview with Mary Burson, go to www.brailleinstitute.org/mary
YOU MADE IT ALL POSSIBLE

Braille Institute’s tradition of philanthropy dates back to 1919, the year of our founding, when Mary and John Longyear’s generous $25,000 gift first made the work of Braille Institute possible. That same spirit of philanthropy carries on today through donations made by individuals, foundations, businesses, service clubs, volunteers, students, clients and staff – people like you, whose gifts sustain and grow our vital programs and services.

In fact, the one constant since our founding is that the impact we make on the lives of blind or visually impaired men, women, children and their families each year would not be possible without the support of our generous donors.

Funded almost entirely through private donations, all of our programs and services remain free of charge, thanks in great measure to these caring friends.

We offer our heartfelt thanks to everyone who gave gifts of time or money to Braille Institute between January 1 and December 31, 2010. However, space limitations allow us to list only those donors whose gift levels qualify them for one of the following donor recognition categories.

PILLARS

Pillars are donors who, in addition to their current gifts of cash, securities or property made in calendar year 2010, have made donations to Braille Institute for at least five previous years. Year after year, it is this group of generous friends that helps provide the strong financial foundation that has made it possible for Braille Institute to continue to provide its programs and services – free of charge – for the past 92 years.

Braille Institute is blessed to have hundreds of loyal donors who belong to this club; however, space limitations allow us to list only those donors who have given gifts from January 1 through December 31, 2010, and who have made at least one donation a year for 30 or more years, not necessarily in consecutive years.

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Mr. Jack Farrington
Mrs. Marjory Feldman
Mr. Armand Field
Mr. Stanley Fishfader
Mr. & Mrs. John M. Fitzgerald
Mr. & Mrs. Charles Fridberg
Mr. Herb Friedenthal
Ms. Bessie Gonas
Ms. Estella Gonzalez
Mrs. Donna Goodwin
Ms. Evelyn B. Greenwald
Dr. & Mrs. Gordon Griggs
Mrs. Ruth B. Hanshe

Mr. Rufus L. Hayden
Mr. Hans Inpijn
Mr. Marcus J. Jacobson
Mr. Richard Jilovsky
Mr. & Mrs. Herman Johnson
Mr. Gregory S. Jones
Mrs. Joyce L. Jurin
Mr. Dave E. Kalinger
Dr. Solomon Kaplan
Mr. Stanley N. Karakawa
Mrs. Hal Kassner
Mr. Patrick V. Kendall
Mr. Leroy R. Keranen
Mr. Neil Kleiner
Mr. & Mrs. Morris Lachman
Mr. & Mrs. William S. Lambert
Mr. & Mrs. Anthony J. Landler
Ms. Patricia A. Laubacher
Mr. & Mrs. Richard J. Lauter
Dr. Elmore W. Lewis
Mr. & Mrs. Nuell C. Lunde
Walter & Nancy Lusk
Dr. & Mrs. Harold S. Marcus
Mrs. Estelle Markowitz
Mr. & Mrs. Meyer Maron
Mr. & Mrs. Donald L. Martin

Mrs. Paulina Martinez
Mr. & Mrs. Ralph W. Mauk
Mr. Neil W. Motter
Mr. & Mrs. J. M. Myerson
Ms. Linda D. Ohmstede
Miss Dorothy E. Phillips
Mr. Jerry Rapport
Miss Lorena E. Roberts
Mr. Gary Robinson
Mr. Jack Rogo
Mr. Joseph J. Rosen
Mrs. Betty L. Roudesbush
Mr. Frank P. Rugell
Mr. & Mrs. Robert S. Schrimmer
Ms. Joyce F. Schumann
Mr. & Mrs. Sherwood Schwartz
Dr. Joan Shipley
Mr. Richard A. Smith
Mr. & Mrs. Burt Stern
Mr. & Mrs. Seymour Strauss
Pearl M. Stuckwish & Michael R. Ito
Mr. John L. Tallis
Miss Grace H. Thomas
Mrs. Daniel V. Tudor
Mr. Ted Tetsuo Waki
Mr. Ivan Warshawsky
Mrs. Harry E. Weaver
Mr. Milan R. Weiss
1919 CIRCLE

A giving circle, named after the year of our founding, that includes all donors who made gifts of cash, securities, or property, regardless of gift purpose, in a calendar year. (Excludes planned gifts and bequests, which are recognized separately.) As we give recognition for support, space limitations allow us to list only gifts of $1,000 or more (cumulative) between January 1 and December 31, 2010.

INDIVIDUALS

$50,000 TO $99,999
Ms. Ruth Stasneck

$25,000 TO $49,999
Lucile McVey Dunn

$10,000 TO $24,999
Anonymous
Mr. Alvin Davis
Mrs. Betty Bufkin
Mr. Steven Frank
Enid & Martin Gleich
Carl & Jeanette Goldbaum
Franklin D. & Phyllis M. Halladay
Judge Meredith A. Jury
Palmer Langdon
Mrs. Yoko Ono Lennon
Mr. & Mrs. H. Austin Mahr
Ms. Nancy Eileen Marsden
Dot & Rick Nelson
Ms. Martha Pazos
Mr. D. Kenneth Richardson
Mr. James J. Shea, Jr.
Ms. Eleanor Spargo

$1,000 TO $9,999
Ms. Ruth T. Abraham
Mr. Herbert S. Abrams
Mr. Sidney Ackert
Anonymous
Mr. James Avedikian
Mrs. Jane Ayres
Ms. Lillian T. Barnes
Mr. & Mrs. Robert Barnes
Mrs. Fred Bartman
Mr. Jack Bechtel
Mr. John R. Bemis
Mr. & Mrs. Ed Blatchford
Ms. Charmaine Blatt
Dale & Rosemary Bohlka
Mr. & Mrs. Donald Boone
Mr. William A. Bowles
Mr. James B. Boyle, Jr.
Mrs. Virginia Braun
Gary D. Brown
Gerald & Mary Jo Brown
Mr. James Brown
Randy Brown
Woodrow & Lezli Brown
Mr. & Mrs. David L. Burkhardt
Mr. Richard L. Burroughs
Mary E. Burson
Mr. & Mrs. Thomas L. Cadman
Mr. Charles B. Caldwell
Thomas K. Callister
Mrs. Scott Chapin
Amnart Charoensukvanich
Ms. Marian K. Chuang
Jane & Everett Clark
Mrs. Katherine C. Clark
Mr. Robert Clary
Mr. Robert Clayton
Mr. Randall S. Cline
Ms. Donna B. Cloninger
Mrs. Bernadette Cohen
Mr. Louis L. Colen
Mrs. Pearl Courson
Mrs. Marcus E. Crahan, Jr.
Lue and Geraldine Cramilbit
Mr. & Mrs. Paul Cramer
Mr. & Mrs. Francis L. Crowley
Ms. Alene Cutsinger
Mr. John C. Darnall
Mrs. Alice E. Darnall
Mr. & Mrs. Kenneth Davidson
Mr. & Mrs. Edmond R. Davis
Ms. Sara I. Davis
Bertha De Gregory
Ms. Cherie Degen
Mr. & Mrs. Robert G. DeKarlo, Sr.
Mrs. Kristina Linn Dendinger
Ms. Lisa Donlea
Mr. & Mrs. A. E. Dotson
Mr. & Mrs. Michael Dowd
David Dunn
Mr. Stuart D. Edwards
Mr. & Mrs. James B. Elmlinger
Mr. Steven Farrar
Mr. & Mrs. William S. Field
Georgia Wundrow Fogg
Mr. Clarence L. French
Mr. Fred French
Mr. Herb Friedenthal
Daniel Fuller, Ph.D.
Dr. Lily George
Ms. Florencine W. Gerard
Ms. Catherine Gessner
Dr. & Mrs. Allen Ginsburg
Ms. Blanch D. Ginsburg
Mr. Barry S. Goldbaum
Mr. Paul Goldenberg
Mrs. Gloria Gold
Ms. Eloise C. Goodhew Barnett
Mrs. Sheila Gourley
Dorothy M. Graham
Mr. Robert Greenwald
Ms. Dowrene Hahn
Ms. Dorothy M. Harkness
Iwawani Harris
Mrs. Edmund P. Harrison
Ms. Lenora Harth
Mr. Rufus L. Hayden
Ms. Harriet P. Hillam
Ms. Darlene Ingberg
Mr. & Mrs. Allen Jaffy
Mrs. Sally H. Jameson
Birte F. & Andre Jensen
Ms. June Jensen
Mr. Paul F. Jensen
Mr. & Mrs. Anthony J. Jolles
Mrs. Jo Anne C. Jones
Mr. & Mrs. Gary K. Kaestner
Dr. Solomon Kaplan
Mr. Arnold Karlson
Mr. and Mrs. Richard Karlson
Mr. & Mrs. Leon E. Kent
Mr. James F. Kincaid
Mr. John A. Klem
Dr. & Mrs. Carl Korn
Mr. David A. Kourlas
Mr. Paul T. Kozaki
Mr. & Mrs. Michael Krall
Richard & Shirley Larson
Miss Belina L. Lazzer
Mrs. Mary Leichtfuss
Mr. & Mrs. Leigh
Ms. Betty B. Letteau
Mr. & Mrs. Michael J.D. Lindsay
Dr. & Mrs. George Lobley
The Lortie Family
Lee & Megan Loughnane
Dr. & Mrs. Harry A. Louie
Lucas & Helyne Loukides
John & Linda Lowe
Doris T. Luster
Mr. & Mrs. John Magnuson
Ms. Mary J. Mallon
Mr. & Mrs. Frank L. Mallory
Mrs. Phyllis Margolies
Mr. & Mrs. John Martinez
Mr. & Mrs. Brent Mayne
Ms. Alice McConnell
Mr. Gilbert N. McIntyre
Ms. Ann McKenzie
N. Jeanine McMahon
Mrs. Mary P. Montgomery
Mrs. Lorene Moran
Mr. Wilbur Morley
Mrs. Mildred Muller  
Mr. & Mrs. Charles Murphy  
Betty M. Nance  
Mr. John S. Niendorff  
Dale & Michael Nissenson  
Ms. Barbara Oberle  
Mr. Bernard M. O’Donnell  
Gerald S. O’Loughlin  
Mrs. Freda Palmer  
Ms. Virginia Covell Parham  
Glenn T. & Kathleen C. Patmore  
Mr. & Mrs. Curt Pindler  
Mrs. Joseph J. Pinola  
Mr. & Mrs. Marvin H. Pope  
Homer A. Ralles  
Mr. William Rapien  
Mr. Jerry Rapport  
Mr. & Mrs. George D. Robison  
Kenneth Rothschild  
Ms. Elizabeth Moore Ruffin  
Mrs. Mary C. Sandage  
Mrs. Shirley G. Saxon  
Ms. Sarah Scholle  
Mr. & Mrs. Robert S. Schrimer  
Mr. & Mrs. Sherwood Schwartz  
Mr. & Mrs. Vincent E. Scully  
Mrs. Arlene Sgueglia  
Dr. Joan Shipley  
Dr. Yossi Sidikaro  
Ms. Frances Siegel  
Mr. Mace Siegel  
Mr. Marvin Silverman  
Barbara Siniscalchi  
Mrs. Pauline Smith  
Dr. & Mrs. Ronald E. Smith  
Dorothy Solomon & Tony Frayre  
Ms. Lola Sorrells  
Mr. Samuel Rush Spaulding  
Mr. & Mrs. Paul H. Springs  
Mr. Milton F. Stevens  
Mr. & Mrs. Leslie E. Stocker, Jr.  
Mr. & Mrs. Eduardo Suastequi  
Mr. Chien Feng Sun  
Lester & Linda Sussman  
Bob Swaile  
Mr. & Mrs. Philip Swan  
Mrs. Barbara Talbert  
Ms. Agnes Tam  
Mrs. Allie E. Tegner  
George & Bonnie Thomas  
Mrs. Daniel M. Tolmach  
Mrs. Susan Treiman  
Mrs. Roy C. Turney  
Mr. & Mrs. John D. Vandevelde  
Ms. Marilyn Vandeveer  
Mr. Arnold Aubert Vernon  
Mr. & Mrs. John C. Wallace  
Mr. & Mrs. Elliot R. Wax  
Mr. Leroy Weber, Jr.  
Mr. & Mrs. John S. Welch  
Mr. Truman B. White  
Ms. Judith B. Whitshir  
Mr. & Mrs. David Wiegand  
Ayjay & Nancy Y. Wilson  
Mr. Howard O. Wilson  
Mr. Charles Winner  
Keith Wishon  
Mr. Philip P. Woodward  
Ms. Effie C. Yamano  
Mr. Gordon C. Zwirtz  

**FOUNDATIONS/CORPORATIONS/SPECIAL GROUPS**

**$50,000 TO $99,999**
- Braille Institute Auxiliary  
- Braille Institute Auxiliary of Santa Barbara  
- The Rose Hills Foundation

**$25,000 TO $49,999**
- The H. N. & Frances C. Berger Foundation  
- Braille Institute Auxiliary - East San Gabriel Valley  
- California Community Foundation  
- Forest Lawn Foundation  
- Frank & Joseph Gila Fund  
- S. Mark Taper Foundation  
- Ullman Foundation  
- Wood-Claeyssens Foundation

**$10,000 TO $24,999**
- The Beverly & Frank Arnstein Foundation  
- Bradford Endowment  
- Braille Institute Associates of the Desert  
- The Bruce Ford and Anne Smith Bundy Foundation  
- City of Laguna Woods  
- The Julia Sterns Dockweiler Charitable Foundation  
- Friends of Braille Institute San Diego  
- Josephine Herbert Gleis Foundation  
- Philip Hohnstein Family Foundation  
- The Karl Kirchgessner Foundation  
- Walter Lantz Foundation  
- Callie D. McGrath Charitable Foundation  
- Mericos Foundation  
- Dan Murphy Foundation  
- The Kenneth T. and Eileen L. Norris Foundation  
- The Northrop Grumman Foundation

**$1,000 TO $9,999**
- Aberdeen Foundation  
- Amylin Pharmaceuticals, Inc.  
- Irene W. & Guy L. Anderson Children’s Foundation  
- Anonymous  
- The Augustyn Foundation Trust  
- Bank of America Charitable Foundation, Inc.  
- The Cecile and Fred Bartman Foundation  
- Boand Family Foundation  
- The Louis L. Borick Foundation  
- Braille Institute Auxiliary of Pasadena  
- Carol Young Brooke Foundation  
- Henry W. Bull Foundation  
- Byram Memorial Trust of the California Community Foundation  
- The Champions Volunteer Foundation  
- Church of Religious Science  
- City National Bank  
- Arnold & Kay Clejan Charitable Foundation  
- Confidence Foundation  
- Pasadena Tournament of Roses  
- Ann Peppers Foundation  
- Meta & George Rosenberg Foundation  
- The Lucille Ellis Simon Foundation  
- Lon V. Smith Foundation  
- Sidney Stern Memorial Trust  
- Tarsadia Foundation  
- United Agencies Inc.  
- I. N. & Susanna H. Van Nuys Foundation  
- Williams-Corbett Foundation

**$1,000,000 AND MORE**
- Henry L. Guenther Foundation  
- Target

**$100,000 TO $999,000**
- Fritz B. Burns Foundation  
- Weingart Foundation

**$100,000 TO $999,000**
- Pasadena Tournament of Roses  
- Ann Peppers Foundation  
- Meta & George Rosenberg Foundation  
- The Lucille Ellis Simon Foundation  
- Lon V. Smith Foundation  
- Sidney Stern Memorial Trust  
- Tarsadia Foundation  
- United Agencies Inc.  
- I. N. & Susanna H. Van Nuys Foundation  
- Williams-Corbett Foundation

**$1,000 TO $9,999**
- Aberdeen Foundation  
- Amylin Pharmaceuticals, Inc.  
- Irene W. & Guy L. Anderson Children’s Foundation  
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- Bank of America Charitable Foundation, Inc.  
- The Cecile and Fred Bartman Foundation  
- Boand Family Foundation  
- The Louis L. Borick Foundation  
- Braille Institute Auxiliary of Pasadena  
- Carol Young Brooke Foundation  
- Henry W. Bull Foundation  
- Byram Memorial Trust of the California Community Foundation  
- The Champions Volunteer Foundation  
- Church of Religious Science  
- City National Bank  
- Arnold & Kay Clejan Charitable Foundation  
- Confidence Foundation
FOUNDERS’ CIRCLE

Each year the Chairman of the Board of Braille Institute selects a program of utmost importance for special support. The Founder’s Circle recognizes those donors who designate contributions of $1,000 or more to this project.

In calendar year 2010, those donors’ gifts went toward Braille Institute’s Youth Music Program. This program touches the lives of many children by promoting self-esteem, musical training and teamwork.

Mrs. Fred Bartman
Mr. William A. Bowles
Mr. James B. Boyle, Jr.
Mrs. Virginia Braun
Gary D. Brown
Mary E. Burson
Thomas K. Callister
Mrs. Marcus E. Crahan, Jr.
Mr. & Mrs. Edmond R. Davis
Mrs. Virginia Gold
Ms. Dorothy M. Harkness
Mrs. Sally H. Jameson
KPMG LLP
Richard & Shirley Larson
Mr. & Mrs. Michael J.D. Lindsay
Dr. & Mrs. Harry A. Louie
Mr. & Mrs. Frank L. Mallory
Mr. & Mrs. Brent Mayne
Mrs. Lorene Moran
Dot & Rick Nelson
Dr. & Mrs. Ronald E. Smith

PLANNED GIFTS

Planned gifts, also known as deferred 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 2010.

Jean Arley
Tom & Arloah Artingstall
Ray E. Barnum
Lorraine I. Barr
Harry Boand, Jr.
Harriett Celinscak
Cindy Chan
Margaret J. Dory
Natalie Durocher
Virginia A. Ellis
Martha Halstead
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Mrs. Nora London
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Helen E. & Jesse W. Proctor
Marjorie H. Roberts
Mr. & Mrs. Sherman Smith
Alida J. Stanton
Iva Swayne
Mr. John Trathen
Ms. Phyllis Wicks
IN MEMORIAM & TRIBUTE GIFTS

By making a gift in memory of or in tribute to a friend, associate or family member, you can honor a special occasion, pay tribute to someone you care about or celebrate the memory of a loved one. Recognized below are individuals who had gifts made in their name totaling $1,000 or more in calendar year 2010.

IN HONOR OF

Nancy Cobb
Douglas Stephen Davidson
Lina R. Erbacher

IN MEMORY OF

Sonia Abrams
Dorothy Antonio
Pamela Arellano
Sallie M. Brink
Harry Clement
John D. Degregory
Frances C. Dobney
Larry Florman
Don Hardacre
Clara Helfer
Karen Jensen
Marguerite Koon
Mary I. McCarthy
Garnette & Lloyd McVey
Nicasio Pazos
Esther Previn
Dr. David S. Saxon
Alice Dean Schmidt
Anthony R. Sgueglia
Rose Venuto

GIFTS IN KIND

Gifts in kind are non-monetary gifts of tangible goods that either in themselves, or from 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 during calendar year 2010. However, space limitations allow us to only list those whose gifts were estimated to be of a value of $1,000 or more.

Barnes & Noble Booksellers
Mr. Charles Cleeton
Freedom Scientific Corporation
Humanware
Ms. Marcella Jennings
Mrs. Mildred Muller
Mr. Scott Otis
Ms. Gloria Shen
South Coast Eye Care
Mr. Kent Spears
Thibiant International

EMPLOYERS WITH MATCHING GIFT OR EMPLOYEE DIRECTED GIVING PROGRAMS

In 2010 Braille Institute received gifts from the following companies through either an employer gift matching program or an employee-directed giving program.

Allstate Giving Campaign
America’s Charities
Bank of America Foundation Matching Gift Program
Bank of America United Way Campaign
Chevron HumanKind Matching Gift Program
LA Area Combined Federal Campaign
ECHO, Northrop Grumman Employees Organization
Edison International Employee Contributions Campaign
Employess Community Fund of the ExxonMobil Foundation
Goodrich/Rohr Employees Will-Share Club
Green Hasson & Janks LLP
Hewlett Packard Group
HP Company Foundation
Macy’s Foundation
Medco Employee Giving Campaign
Microsoft Giving Campaign
Motorola Foundation
Orange County’s United Way
Pfizer Foundation Matching Gift Program
Qualcomm Matching Gift Program
Santa Barbara County’s United Way
Scitor Corporation Charitable Gift Matching Program
Sempra Employee Giving Network
So-CalTri-County Combined Federal Campaign
The California Wellness Foundation
The Prudential Foundation Matching Gifts
TPG Capital, L.P.
Union Bank Employee Workplace Campaign
United Way of Central & Northeastern Connecticut
United Way of San Diego County
United Way of San Luis Obispo County
United Way of the Inland Valleys
United Way of Ventura County
United Way, Inc.
UPS Workplace Giving Campaign
WellPoint Associate Giving Campaign
Wells Fargo Community Support Campaign
Yahoo Matching Gifts Program
Zurich American Insurance Company

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BEQUESTS FROM WILLS AND TRUSTS

From Braille Institute’s very beginning, bequests have been essential to our financial well-being. In fact, they are the most significant means by which we receive financial support. The income received from bequests through wills and trusts helps to ensure that for years to come thousands of blind and visually impaired people of all ages will have a brighter future.

With deep gratitude, we honor the memory of the following individuals whose bequests provided income during calendar year 2010.

- Mr. Richard H. Abarta
- Ms. Mary Joaquina Abascal
- Mrs. Clara A. Alderson
- Edwin B. Altman & June B. Altman
- Dr. & Mrs. Ralph D. Anderson
- Ms. Helen Phillimarie Austin
- Mrs. Isabel Webster Ball
- Ms. Gladys K. Bender
- Ms. Kathryn T. Bender
- Mr. Albert D. Berard
- Mr. Mark Stanley Bergerman
- Mrs. Cecile Betts
- Henry R. Blanchard & Beatrice H. Blanchard
- Ms. Lynnie A. Bobinski
- James B. & Jane R. Bradford
- Willard H. & Sallie M. Brink
- Mrs. Therese Brook
- Mrs. Faye R. Burgett
- Mrs. Muriel Cameron
- Mrs. Josette Caplan
- Mrs. Gladys E. Chaves
- Mr. Harry Mitchell Clement
- Kay & Sydney Cole
- Ms. Leatha A. Colton
- Ms. Mary Patricia Costello
- Mrs. Hazel M. Crismon
- Ms. Thelma L. De Vorss
- Lemoyn E. & Mary C. Decker
- Mr. George S. DeHesus, Sr.
- Mrs. Jane Del Amo
- Mike A. and Katherine R. DeLorenzo
- Ms. Gladys Bruce Dilley
- Mrs. Neva H. Easton
- Frank R. & Anne C. Elger
- Mr. & Mrs. Vernon Emery
- Mr. Ludwig G.B. Erb
- Mr. Laurence B. Flaws
- Ms. Jane M. Fraser
- Mrs. Elsinore Machris Gilliland
- Mrs. Helen M. Gittings
- Ms. Marian M. Gordon
- Mrs. Shirlea E. Grahame
- Ms. Pearl A. Gray
- Mr. Wilbur C. Grosse
- Mrs. Rosemary Hancock Smurr
- Ms. Marilyn Hanna
- Mrs. Helen M. Harrington
- Mr. Donald J. Heintzelman
- Fred & Lucille Hirsch
- Mr. Ray L. Hommes
- James & Margaret Howard
- Miss Dorothy Camilla Howe
- Mr. Rock Hudson
- Mrs. Dorothy Fels Jacobson
- Ms. Marion R. Jayne
- Mrs. Josephine Sarah Johnson
- Ms. Mary Maspero Johntz
- Louis & Sadie D. Kadesh
- Mr. Marvin D. Kahn
- Mrs. Janina Karr
- Mr. James A. Keene
- Gladys B. & Peter F. Kidney
- Mrs. Marguerite H. Koon
- Brad & Stuart Krause
- Mrs. Mary Legan Lattner
- Mr. Jack B. Learman
- Mr. Gerard L. Le Beau
- Mrs. Mary C. Lepkin
- Ms. Helen M. Levine
- Mr. Edward M. Lipsett
- Mr. Alfred P. Little
- Ms. Barbara L. Louis
- Conrad A. & Evelyn C. Lund
- Ms. Elizabeth B. Lyons
- Ms. Anita A. MacKenzie
- Mrs. Alyce D. Madigan
- Ms. Helen V. Mansker
- Mrs. Zella Eckels Marggraf
- Mr. Richard L. Mauerhan
- Mrs. Virginia S. McCallum
- Ms. Peggy Jane McMahon
- Mr. Roy Daniel McPhail
- Mr. Harry M. McQuigg
- Herman & Ella H. Medwin
- Mrs. Geraldine Meyer
- Mrs. Louise F. Mollath
- Mr. Waldo W. Neikirk
- Mrs. Gladys Nicholl
- Joseph G. & Pearl S. Noh
- Mr. Albert B. Nyquist
- Mr. Harry W. Osfay
- Mrs. Flora L. Oken
- Mrs. Emilie Oppenheim
- Mrs. Virginia H. Parrett
- Joseph & Evelyn Pertusati
- Miss Anna K. Pfeiffer
- Mrs. Mary J. Phosky
- John Jack & Sophie Pick
- Mrs. Lois Potenza
- Ms. Hildegarde Princiotto
- Mr. Ralph Lick Reber
- Miss Ruth M. Reed
- Ms. Ruth C. Reese
- Ms. M. Elaine Rhoades
- Mrs. Grace S. Robinson
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- Ms. Ilse Roth
- Mr. Walter Schaarsmith
- Ms. Barbara R. Schaudenecker
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- Mr. Leo S. Shapiro
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- Mr. Robert H. Studenberg
- Ms. Mary Su
- Mr. Culbreth Sudler, Jr.
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- Mr. Walter J. Thomson
- Ms. Mae C. Tomasello
- Mrs. Winifred W. Totten
- Emily & J. Benton Van Nuys
- Mrs. Evelyn B. Wais
- Mrs. Lillian Wang
- Mr. & Mrs. Don C. Ware
- Ms. Mildred L. Watkins
- Ms. Anita Weber
- Ms. Stella Wlezczko
- Mr. Thomas L. Williams
- Mr. Daniel L. Winter
- Mrs. Celestine D. Woods
- Mrs. Cecile Woods Lewis
- Ms. Phyllis J. Yates
- Mrs. Madeline Young
- Mr. Burton Zoul
# THE J. ROBERT ATKINSON HERITAGE SOCIETY

When you leave a bequest to Braille Institute through a will, trust, retirement plan, savings account, life insurance policy, charitable gift annuity or other 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. Named for our founder, the Heritage Society honors those who have notified us that they have set aside gifts for Braille Institute in their estate plans. It is our great pleasure to recognize below all active members of The J. Robert Atkinson Heritage Society.

<table>
<thead>
<tr>
<th>Charlotte Abrams</th>
<th>Shirley Rhode Curtis</th>
<th>Mark Lambert</th>
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<tbody>
<tr>
<td>Mr. Manuel Acosta</td>
<td>Dr. P.N. Danilov</td>
<td>Shirley J. Lane</td>
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<td>Mary Allen</td>
<td>Margaret J. Doty</td>
<td>Palmer Langdon</td>
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<td>Marjory M. Alsdurf</td>
<td>Natalie Durocher</td>
<td>Richard &amp; Shirley Larson</td>
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<td>Anonymous</td>
<td>Keith &amp; Earline DuFaut</td>
<td>Mr. &amp; Mrs. Ray Lawrence</td>
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<td>Carmen Apelgren</td>
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<td>Mrs. Fannie “Bobby” Avrut</td>
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<td>Mrs. Diana J. Longenger</td>
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<td>John J. Baro</td>
<td>Bobbe Frankenberg</td>
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<td>Magnuson</td>
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<td>Amelia &quot;Pat&quot; Bianconi</td>
<td>Ms. Andrea Giambrone</td>
<td>Alma Mathias</td>
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<td>Mr. &amp; Mrs. William B. Billingsley</td>
<td>Lu Gilbert</td>
<td>Mr. Ramsay McCue</td>
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<td>Harris J. Bloch</td>
<td>Thelma Ginzler</td>
<td>Mr. &amp; Mrs. Ron Meyer</td>
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<td>Lillian H. Glassman</td>
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<td>Rochelle Gollin</td>
<td>Patricia A. Morey</td>
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<td>Jean B. Goodwyn</td>
<td>Mr. &amp; Mrs. Charles</td>
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<td>Mary A. Bowler</td>
<td>Ron L. Gordon</td>
<td>Murphy</td>
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<td>Eugene &amp; Ida Gottsdanker</td>
<td>Dr. William Murray</td>
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**When you leave a bequest to Braille Institute through a will, trust, retirement plan, savings account, life insurance policy, charitable gift annuity or other 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. Named for our founder, the Heritage Society honors those who have notified us that they have set aside gifts for Braille Institute in their estate plans. It is our great pleasure to recognize below all active members of The J. Robert Atkinson Heritage Society.**
KEEPING BRAILLE INSTITUTE MOVING FORWARD

As you consider ways you might contribute to Braille Institute, we suggest you examine the advantages of a planned bequest. Every year, bequests help ensure that Braille Institute will be there for thousands of blind and visually impaired children and adults to light their way to a brighter future.

Bequests from wills and trusts provided 51% of Braille Institute's operating income last year!

Perhaps you have thought about making a large charitable gift to Braille Institute, but decided you could not afford it right now. You may be concerned about your own financial security and that of your family. But virtually everyone has the resources to give a gift larger than he or she ever dreamed possible after his or her lifetime — by making a bequest through a will or trust. And for more than 90 years, hundreds of friends, volunteers, students and clients have chosen a bequest to Braille Institute as a meaningful way of being permanently identified with our mission of eliminating barriers to a fulfilling life caused by blindness and severe sight loss.

LEAVING A BEQUEST THROUGH YOUR WILL OR TRUST IS EASY, SIMPLY INCLUDE THE FOLLOWING LANGUAGE:

I give (X dollars or X percent or all of the residue of my estate) to Braille Institute of America, Inc., a California Nonprofit Corporation with principal offices located at 741 North Vermont Avenue, Los Angeles, CA 90029-3594.

Tax Identification Number: 95-1641426 Date of Incorporation: September 20, 1961

For more information on planning a gift for Braille Institute, please call our Planned Giving office at 1-800-BRAILLE (272-4553), Ext. 1256, or visit us on the Web: givetobraille.org.
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