This has been a vintage year. Braille Institute has been managing change and putting in place important strategies. In reality, the year has been all about renewal. We want to share our success with you both in terms of the numbers of people served and impact on those individual lives as reported in the pages of this Annual Report. Yet, the number of those in need of our services continues to grow amidst the uncertainty in America for both health care and human services.

New Challenges, Fresh Ideas — this is more than a theme for this annual report. It captures the energy of our organization-wide effort to prepare Braille Institute for growing our programs and services in the face of the 21st century challenges confronting every human service organization today. Among these challenges is the increasing role of technology in so many ways in all of our lives. Here at Braille Institute, our technology infrastructure was outdated. Our specific challenge has been to harness the ideas and resources to create a new technology framework to address current needs and those in the years immediately ahead. This is well underway.

We also have developed a new strategic plan for fundraising under a new name — the Department of Philanthropy. The purpose of this new thrust is to generate additional revenues to fund effective programs that meet the needs of the growing number of blind and visually impaired infants, youth and adults.

Another priority is to strengthen our local presence and services in all five of our Southern California regions. To that end we have redefined our Regional Directors’ scope of responsibilities and changed their titles to Executive Director of their respective regions. They will be developing local Advisory Boards to help shape each regional center’s programs and services and to help generate stronger local awareness, a sense of ownership and support.

These are just three of several major developments unfolding at Braille Institute. But at the core are the same mission and bold vision that have guided this organization since 1919. As always, we believe people can overcome the obstacles caused by visual impairment and return to happy and productive lives; our purpose is to enable them to achieve this. This annual report shows the results of our efforts to do so.

The fact that we have been able to continue offering all these services free of charge to our clientele and plan for growth during these turbulent times is a special tribute to our unique chemistry of generous donors, loyal volunteers and professional staff, which defines our organization.

On behalf of all Braille Institute, we extend our profound gratitude.

— Jeanette Malin, J. Robert Atkinson Heritage Society Member
Miguel Guerra, an active, happy three-year-old, will be starting preschool at Tustin Unified in the fall. That’s true of many toddlers his age, but few are born, like Miguel, with unilateral microphthalmia, optic nerve hypoplasia and a cataract.

"In the beginning, it was overwhelming," said Alma Rocha, Miguel’s mom. Most families have no experience in working with a child with visual impairments “and that diminishes their confidence,” said Julie Molina, a Braille Institute Child Development Consultant. That changes, she said, “as parents participate in helping their children grow and develop and acquire skills. They say, ‘I can do this, I know my child’s going to be okay.’”

Julie visits Miguel and his family weekly, providing information, educational toys, resource materials — and reassurance. With Julie’s guidance, Alma works with her lively little boy to help him develop his language, pre-braille and motor skills. Because Miguel has some light, object and color perception, a flashing ball can offer visual stimulation and practice in orientation, mobility and distance hearing. Pegboards, a favorite, engage the curious toddler in a bilateral activity that can prepare him for learning braille.

"Helping families become advocates for their child’s education and medical needs empowers them. It helps them develop the right kinds of questions to ask of doctors, and helps them know how to ask for the right tools from teachers and educational professionals."

— Julie Molina
Braille Institute Child Development Consultant

“I’m thankful for all the help and the support from Braille Institute. He’s doing so much now and we’re so happy for that. As moms we all have concerns and are afraid for our children, but now I know he is going to be okay.”

— Alma Rocha, Miguel’s mom

Building Confidence for a Bright Future

MIGUEL GUERRA: CHILD DEVELOPMENT PROGRAM

Child Development Services

Braille Institute’s Child Development Program offers free early intervention services designed to educate families about the developmental needs of children from birth to five years of age.

Using everyday activities, our consultants offer ideas to help families support their child’s use of functional or residual vision, motor skills, language, cognition and social development through play.

The program also provides resources to help parents locate programs and services in their community that support their child’s overall development and prepare them for a successful school experience.

MORE THAN 5,000 HOURS OF IN-HOME VISITS
Rediscovering a World of Creativity

FRANKLYN BURNS: LOW VISION WELLNESS PROGRAM

When macular degeneration left veteran realtor and artist Franklyn Burns in his 70s with such large blind spots that “it’s like looking through a black veil,” he was certain that his career and creative life were over.

Discouraged, unable to work, Franklyn came to Braille Institute Los Angeles in 2009 at the urging of his daughter. He participated in a variety of free Low Vision Wellness programs designed to help people living with vision loss learn new ways of managing daily tasks with less vision. Today, as his 80th birthday approaches, Franklyn is once again a busy real estate broker, and, through Braille Institute’s Express Yourself Creative Arts program, he has reclaimed his own art, making texture-rich collograph prints that have had public showings.

“I kid about it,” said Franklyn, whose background includes the prestigious Chouinard Art Institute and a former career as an interior designer and professional furniture manufacturer. “I tell people that it took me 77 years and going blind in order to get into an art show.”

“Basically, Braille Institute gave me my life back. I’m still doing what I love doing, thanks to the help I received there.”

Dori Atlantis, Franklyn’s art instructor at Braille Institute, noted that her visually impaired and blind students include those who have never had an art-making experience, as well as trained artists like Franklyn, “who thought that part of life was over,” she said.

“When I have Franklyn in a class, he works on his own, but he also encourages the other students,” Dori added. “He helps form the community here.”

In addition to his art classes and other activities, Franklyn recently launched a course in real estate basics at Braille Institute Los Angeles. “I believe in giving back,” he said.

When asked how long he planned to continue to study and volunteer at Braille Institute, Franklyn laughed. “They’ll have to carry me out,” he said.

Express Yourself Creative Arts Program

“Braille Institute taught me how to use a computer, and they introduced me to specialized software that enlarges text and images on screen. But most importantly, they taught me that I didn’t have to give up my art—that I could still enjoy my favorite hobbies, even with low vision.”
Starting a New Chapter

FRAN JOHNSON: LIBRARY SERVICES

Fran Johnson, a retired Head Start administrator, has low vision due to macular degeneration and glaucoma. The outgoing octogenarian first came to Braille Institute in 2005. “I was still working at the time,” Fran said, “and some of the devices that I found out about through Braille Institute let me work a couple more years.” Fran’s vision worsened and she retired at age 74, returning to Braille Institute for life skills classes and Orientation and Mobility training to help her get around town safely.

That’s when Fran discovered Braille Institute’s Library—and a new passion. “It is so neat. It’s like a lending library and a little like Netflix. They send you an audiobook, you send it back at no charge, and you get a catalog bimonthly so you can order more.”

A mystery buff, Fran wondered what kind of audiobooks patrons requested most often. The answer: mysteries and romances. When Fran asked if Braille Institute would consider a mystery-focused book club class, “they said yes, if someone would volunteer to make it happen,” she said. Fran promptly launched her “I Love a Mystery Reading Group.”

“Fran is so motivated and friendly,” said Nancy Hendrickson, Braille Institute Orange County Educational Programs manager. “She is a great fit to lead a book club.”

“Some of the ‘I Love a Mystery’ club members are knowledgeable about mystery stories and authors,” Fran said. “Others just like to read. It’s fun and a real joy to meet these different people. There’s no real beginning and end to our classes, because our members are so enthusiastic. We go to the library and we drive them crazy, saying, ‘I want this book and that book. But the librarians are so helpful and supportive.”

Looking forward, the group plans to explore the Golden Age of mysteries in the 1920s and 1930s to see whether they hold up. “We’re having a great time exploring the world of audiobooks!” Fran said.

Library Services

Braille Institute’s award-winning large print, audiobook and braille Library brings the joy of reading back to those who have trouble seeing small print or holding a book. Library patrons receive free books, magazines and other materials in audio, digital and braille formats from a collection of more than 1.2 million volumes from the Library’s collection. Our free Library Services program is available to people with visual impairments and physical or other disabilities that prevent them from reading standard print.

Digital book players like this one mean life-changing access to knowledge and literature, enriching the lives of our Library patrons.

Magnification can help make things Bigger, Brighter and Bolder for people with low vision.

“Braille Institute’s Library is beneficial to anybody who’s visually impaired, including those who have been avid readers and are now unable to read print. They’re not deprived of their enjoyment of books.”

— Nancy Hendrickson, Educational Programs Manager, Braille Institute Orange County
“It’s not just the big things,” Beatrice said, “but a lot of little things, like being able to put together matching outfits. You take it for granted until you can’t do them anymore.” She began taking classes in independent living skills such as cooking and computers, and she learned how magnification and voice-activated technology could enable her to continue to do her job.

“When Beatrice came to Braille Institute,” said Job Developer Karine Repchian, “she needed reassurance that losing your sight doesn’t mean that you can’t continue to work and pursue your other interests.” Karine contacted Beatrice’s employers. Would they be willing to rehire Beatrice if she received the training and assistive technology that she would need to continue doing her job?

“I said, yes,” responded Godwin. A tearful Beatrice Evans, 61, came to Braille Institute early in 2012, fearful that she had lost her long-time career as an administrative service manager for the Los Angeles County Department of Children and Family Services.

Beatrice was responsible for managing shipping, receiving and inventory for a department of more than 7000 employees, but her deteriorating vision, due to polypoidal choroidal neovascularization, had left her unable to work for six months.

“... I still get emotional, because it is so hard when you can’t see. But Braille Institute gave me hope. They let me know that it was going to be all right.”

Beatrice Evans and Karine Repchian, Braille Institute Job Developer.
NIDYA ROJAS: PERSONAL CONNECTIONS PROGRAM

“At first,” Nidya said, “it was ‘I don’t know if I can do this.’ I was very unsure of myself and I would not get out there in the world. But now, it’s ‘yes, I can.’ It makes me feel good to do things, and to be able to read and write like everybody else. Braille Institute is opening doors for me and I’m excited to see where life will take me. I just want to do more and more.”

Blind from birth, 30-year-old Nidya Rojas missed out on a variety of educational opportunities growing up. When she came to Braille Institute’s Rancho Mirage Center, Nidya could barely read. Today, after little more than a year in Braille Institute’s one-on-one Personal Connections Training program, Nidya is reading braille at the 8th grade level and is talking of going to college.

Nidya’s Personal Connections tutor is teacher and student advisor John Billings. “She keeps me motivated,” he said. “Nidya is reading at home, reading to her mother, and she just wrote her first story. The more she learns, the more she wants to learn. I think she has just discovered herself.”

With her success, Nidya’s self-confidence is growing every day. She has taken control of her life and is making her own appointments, arranging for her own transportation needs and engaging in outside activities. Nidya now teaches braille to beginners in her own class, too, when she’s not giving tours at the Center to potential students or speaking publically in the community about Braille Institute’s free programs and services.

“Everybody loves Nidya,” said Braille Institute’s Connection Pointe volunteer instructor Dan Reynolds. “She’s just the sweetest soul on earth and she’s come a long way. With the expansion of the Connection Pointe technology training program and Nidya’s capacity to use this technology, I intend to have her help me teach in the near future.”

“At first,” Nidya said, “it was ‘I don’t know if I can do this.’ I was very unsure of myself and I would not get out there in the world. But now, it’s ‘yes, I can.’ It makes me feel good to do things, and to be able to read and write like everybody else. Braille Institute is opening doors for me and I’m excited to see where life will take me. I just want to do more and more.”

Your Personal Best Program

“Your Personal Best” is a program for Young Adults (18-30 years) in which each person develops a 3-5 year realistic life plan. Using the Stepping Stones to Success, each person goes through a process of life skill development, technology workshops, social skills enhancement, and paid internships to ultimately empower participants to become responsible adults with fulfilling lives.
Connecting People with Technology

DAN REYNOLDS: CONNECTION POINTE VOLUNTEER INSTRUCTOR

Dan Reynolds thought that his teaching days were over when he retired in 2005 as professor of statistics, math, and computing at the Air Force Institute of Technology graduate school in Dayton, Ohio.

Then tech-savvy Dan learned that Braille Institute Rancho Mirage’s new Connection Pointe technology program needed volunteer instructors to help blind and visually impaired students learn to use the latest mainstream and adaptive devices.

Dan joined the Center as a volunteer in 2012 and ever since, “I’ve been teaching people right and left how to use Apple equipment like the iPad and iPhone, as well as screen reading devices and Closed Circuit Televisions that enlarge type,” he said. “I just love it.” Dan’s original one day a week Connection Pointe schedule is now five days and “sometimes seven,” he noted. “This weekend, I’m hiking it down to Hemet to teach three 90-year-olds.”

While Dan’s Braille Institute colleagues consider him instrumental in the development of its new technology program, he is typically modest: “I’m honored,” he said, “but it’s teamwork all the way, and our new young volunteers are just fantastic.”

Dan, who is sighted, now teaches braille classes, too. His initial training included a three-day Braille Boot Camp that “astounded me and left me in awe,” he said. Dan’s passion now is to become a master teacher of braille, pairing mainstream technology with refreshable braille devices.

“It is going to open the world to so many people, and as a teacher, that’s what I love: to open worlds for people and let them soar.”

Volunteering at Braille Institute “has been a joy ride,” said Dan, a youthful age 71. “I feel like a 25-year-old. The more I work, the more energy I seem to get back in return.”

“I feel blessed to have found Braille Institute,” he added, “because I have a whole new sense of purpose—and I have a wonderful wife who lets me do these things.”

“...I have people in their 20s and late 90s wanting to learn iPads and other technologies. Giving them these tools not only makes them more independent, it opens doors to them that they thought were closed because they’ve lost their sight.”

MORE THAN 4,000 INDIVIDUALS ASSISTED ONLINE

Connection Pointe Technology is changing rapidly and Braille Institute is here to help our students, clients, and families access the digital world. Connection Pointe, our technology training center, keeps people plugged in to assistive and mainstream technology and smartphone applications at each of our centers. Our “techperts” teach clients practical ways to use technology in their daily lives.
Enthusiastic applause said it all: Braille Institute’s award-winning Johnny Mercer Children’s Choir was a smash hit in its summer musical, Disney’s Aladdin KIDS, at the Whittier Centre Theater in August.

“When the curtain closed, all of the kids and I screamed and hugged each other,” said choir director Marleena Coulston-Barber. “The level of energy that was radiating from them, the joy and pride, and the smiles, I will never forget.”

Founded 15 years ago at Braille Institute Los Angeles and Orange County regional centers, the choir—visually impaired and blind youth ages 8 to 18—offers free public concerts, a summer musical theater program and as of 2012, a young men’s choir.

Besides being taught “how to use the voice and body to produce a beautiful sound,” said Marleena, choir members gain confidence through improved listening, communication and social skills. When her students “smile, stand up nice and tall and present themselves for performance,” she said, “a lot of people say they would never know that our choir was blind. We’re breaking down stereotypes that people may have about the visually impaired community. Music is a powerful universal language that connects us.”

Marleena, a professional singer, understands first-hand the challenges that her students face: she is legally blind. “I have a condition called albinism,” she said. “I was born with it.” As a role model, Marleena can show students that “I am independent, that I went through college, and that I’m pursuing a career that I love. I want their parents to see that, too.”

Choir member Daphne Faleafaga, 14, is taking that lesson to heart. Daphne, who was born blind, plans to pursue music and theater in college.

“Just because you have a disability,” she said, “doesn’t mean that you can’t reach for your dreams and shoot for the stars.”

The Johnny Mercer’s Children Choir is comprised of blind and visually impaired children ages 8-18 from Los Angeles and Orange County. The program is designed to promote independence and self-esteem through musical performance. The choir has performed in concerts and shows across Southern California.
“When the curtain closed, all of the kids and I screamed and hugged each other. The level of energy that was radiating from them, the joy and pride and the smiles, I will never forget.”

— Marleena Coulston-Barber, Choir Director

Youth Services: Preparing Children and Teens to Face the World with Confidence

The Johnny Mercer Children’s Choir is just one of the many activities available in our Youth Program. In concert with parents and teachers, our services challenge youth to develop their social and vocational skills in preparation for adulthood. Our holistic approach of interactive workshops, exciting physical activities, creative outlets, community service, and paid internships will lead to social confidence, educational achievement and employment.

MORE THAN 40 THOUSAND HOURS OF YOUTH PROGRAMMING
Making It Possible

KEN RICHARDSON: A DONOR’S PERSPECTIVE

Macular degeneration brought Ken Richardson to Braille Institute’s Santa Barbara Center eight years ago. The services and resource assistance that this former President and CEO of Hughes Aircraft Company received there soon inspired him to become a dedicated and generous donor.

“I favor two things: supporting Braille Institute’s library, which has been most beneficial to me,” Ken said, “and supporting their continuing expansion of technology training that can assist all of us in improving our situation.”

“I’m actually operating my computer about 10 times better than I was previously,” he said, “with a lot of shortcuts, an audio hookup, image enhancement and simple things like pasting little markers on the keyboard to make it easier to see.”

A voracious reader, Ken has so far finished nearly 400 books on his reading list—including Dante’s Inferno—thanks to Braille Institute’s “terrific library” and its free Braille and Audio Recording Download (BARD) system. “You can select from thousands of book titles, download them to your computer and put them into an audiobook player,” he said. “That’s been a marvelous benefit.”

Ken also wrote his own book, Hughes After Howard: The Story of the Hughes Aircraft Company, published in 2011, using a specialized reading device that enlarges type. “That really, really helped me, because I had to get a lot of research data, and accessing it was perfect with this machine.”

“I’m just so enthusiastic about the high quality of the services offered at Braille Institute said Ken. “They provide a wealth of benefit in boosting people’s lives from both a morale and practical standpoint. I’m much in favor of continued support for this outstanding organization and its expansion.”

“I favor two things: supporting Braille Institute’s library—which has been most beneficial to me—and supporting their continuing expansion of technology training that can assist all of us in improving our situation.”
PROGRAMS and SERVICES July 1, 2012 to June 30, 2013

Child Development: Infants through 5 years of age

Primary Services (includes all long term consultations of six months or more)

- In home services
  - Number of Infants/Families: 188
  - Hours of Services: 5,212

Child Pre-school support and transition programs

- Number of Families/Children Over Age 3: 184
- Hours of Services: 3,347

Medical Visits with families Consultations

- Short Term (number of families served for up to 6 months): 482
- Long Term: 372

Total Children and Families Served* 482
* 97 additional families not enrolled in Braille Institute's programs were served through parent groups.

4,136 New Enrollments from a total enrollment of 8,958 adults, youths and infants.

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>841</td>
<td>57,622</td>
</tr>
<tr>
<td>Orange County</td>
<td>618</td>
<td>40,968</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>500</td>
<td>35,247</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>186</td>
<td>20,514</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>354</td>
<td>28,612</td>
</tr>
<tr>
<td>Total</td>
<td>2,499</td>
<td>182,963</td>
</tr>
</tbody>
</table>

Gender

- Male: 31%
- Female: 69%

Age

- Up to 19: 6%
- 20 to 64: 22%
- 65 and Over: 72%

Education

- High School Graduate: 22%
- College Degree: 3%
- Not Stated: 58%

Primary Cause of Visual Impairment

- Macular Degeneration: 22%
- Glaucoma: 9%
- Diabetic Retinopathy: 9%
- Cataracts: 11%
- Retinitis Pigmentosa: 3%

Duration of Blindness

- Up to 1 year: 1%
- Up to 5 years: 2%
- Up to 10 years: 3%
- Up to 20 years: 91%
- More than 20 years: 3%

Nature of Visual Impairment

- Congenital (blind since birth): 8%
- Adventitious (formerly sighted): 92%

Kitchen Confidence

Kitchen Confidence is a part of our Low Vision Wellness program. It is a set of classes designed to assist people with low vision in navigating their kitchens with confidence by making a few simple adjustments such as reducing clutter, using color and contrast to your advantage, clearly labeling food and shelves, and maximizing your shopping experience.

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>356</td>
<td>24,512</td>
</tr>
<tr>
<td>Orange County</td>
<td>140</td>
<td>8,412</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>50</td>
<td>1,905</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>40</td>
<td>1,844</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>52</td>
<td>3,811</td>
</tr>
<tr>
<td>Total</td>
<td>638</td>
<td>40,484</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>70</td>
<td>822</td>
</tr>
<tr>
<td>Orange County</td>
<td>52</td>
<td>837</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>110</td>
<td>1,828</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>19</td>
<td>2,049</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>11</td>
<td>253</td>
</tr>
<tr>
<td>Total</td>
<td>262</td>
<td>5,789</td>
</tr>
</tbody>
</table>
PROGRAMS and SERVICES

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>2,143</td>
<td>118</td>
<td>10,587</td>
</tr>
<tr>
<td>Orange County</td>
<td>454</td>
<td>69</td>
<td>2,810</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>241</td>
<td>33</td>
<td>651</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>1,127</td>
<td>56</td>
<td>14,068</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>1,124</td>
<td>54</td>
<td>4,684</td>
</tr>
<tr>
<td>Total</td>
<td>5,089</td>
<td>330</td>
<td>32,800</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>45</td>
<td>60</td>
<td>39</td>
<td>2,421</td>
<td>310</td>
<td>2,875</td>
</tr>
<tr>
<td>Orange County</td>
<td>358</td>
<td>331</td>
<td>1,765</td>
<td>3,255</td>
<td>326</td>
<td>6,035</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>252</td>
<td>23</td>
<td>279</td>
<td>1,961</td>
<td>184</td>
<td>2,699</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>108</td>
<td>259</td>
<td>193</td>
<td>1,971</td>
<td>130</td>
<td>2,661</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>180</td>
<td>94</td>
<td>69</td>
<td>2,373</td>
<td>0</td>
<td>2,716</td>
</tr>
<tr>
<td>Child Development</td>
<td>30</td>
<td>0</td>
<td>535</td>
<td>634</td>
<td>0</td>
<td>1,199</td>
</tr>
<tr>
<td>Total</td>
<td>973</td>
<td>767</td>
<td>2,880</td>
<td>12,615</td>
<td>950</td>
<td>18,185</td>
</tr>
</tbody>
</table>

Community Partnerships

<table>
<thead>
<tr>
<th>Center</th>
<th>Clinicians</th>
<th>Caregivers</th>
<th>Other Professionals</th>
<th>Students Enrolled</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>157</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Orange County</td>
<td>230</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>27</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>138</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Diego Center</td>
<td>187</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Child Development</td>
<td>52</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>791</td>
<td></td>
<td></td>
<td></td>
<td></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>1,146</td>
</tr>
<tr>
<td>Orange County</td>
<td>1,102</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>650</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>823</td>
</tr>
<tr>
<td>San Diego</td>
<td>764</td>
</tr>
<tr>
<td>Total</td>
<td>4,485</td>
</tr>
</tbody>
</table>

Mobile Solutions

Rancho Mirage, Santa Barbara, Los Angeles

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sites Visited</td>
<td>486</td>
</tr>
<tr>
<td>Low Vision Rehabilitation Consultations</td>
<td>1,752</td>
</tr>
<tr>
<td>Number of Visitors</td>
<td>2,493</td>
</tr>
<tr>
<td>Library Applications</td>
<td>198</td>
</tr>
</tbody>
</table>

Volunteer Services

<table>
<thead>
<tr>
<th>Center</th>
<th>Volunteers</th>
<th>Service Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>1,453</td>
<td>63,660</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>982</td>
<td>26,829</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>173</td>
<td>18,918</td>
</tr>
<tr>
<td>Orange County</td>
<td>549</td>
<td>19,889</td>
</tr>
<tr>
<td>San Diego</td>
<td>284</td>
<td>8,285</td>
</tr>
<tr>
<td>Total</td>
<td>3,441</td>
<td>137,581</td>
</tr>
</tbody>
</table>

Public Relations and Marketing

| Regional/National Media Coverage | 647 |
| Southern California Media Coverage | 451 |
| Website Visits                  | 113,346 |
| Individuals Assisted Online     | 4,443 |
| Website Downloads                | 21,919 |
| YouTube Hits                    | 36,628 |
| App Downloads (ViA & VisionSim™) | 23,814 |

Braille Special Collection

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Children’s Books Distributed</td>
<td>5,194</td>
</tr>
<tr>
<td>Dots-for-Tots® Kits Distributed</td>
<td>1,722</td>
</tr>
<tr>
<td>Tac-Tales® Kits Distributed</td>
<td>669</td>
</tr>
<tr>
<td>Top Dots™ Distributed</td>
<td>621</td>
</tr>
</tbody>
</table>

Library Services

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active Patrons</td>
<td>29,823</td>
</tr>
<tr>
<td>Readers Registered</td>
<td>30,805</td>
</tr>
<tr>
<td>Individual Titles</td>
<td>93,669</td>
</tr>
<tr>
<td>Books Available</td>
<td>1.2 Million</td>
</tr>
<tr>
<td>Books Circulated</td>
<td>991,059</td>
</tr>
<tr>
<td>Machines Supplied</td>
<td>65,136</td>
</tr>
<tr>
<td>Deposit Libraries</td>
<td>1,477</td>
</tr>
</tbody>
</table>

The Braille Challenge

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preliminary Contest Returned</td>
<td>1,072</td>
</tr>
<tr>
<td>Teachers Administering Contests</td>
<td>39</td>
</tr>
<tr>
<td>Regional Events Hosted</td>
<td>42</td>
</tr>
<tr>
<td>U.S. States &amp; Canadian Provinces Represented</td>
<td>42</td>
</tr>
</tbody>
</table>
## FINANCIAL HIGHLIGHTS

### Income ($000)

<table>
<thead>
<tr>
<th>Source</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bequests from Wills &amp; Trusts</td>
<td>11,530</td>
<td>9,343</td>
</tr>
<tr>
<td>Other Contributions</td>
<td>4,869</td>
<td>4,238</td>
</tr>
<tr>
<td>Total Public Support</td>
<td>16,399</td>
<td>13,581</td>
</tr>
<tr>
<td>Royalties</td>
<td>3,999</td>
<td>4,315</td>
</tr>
<tr>
<td>State Library Appropriation</td>
<td>813</td>
<td>808</td>
</tr>
<tr>
<td>Net Investment Income</td>
<td>1,436</td>
<td>1,058</td>
</tr>
<tr>
<td>Total Other Revenue</td>
<td>6,248</td>
<td>6,181</td>
</tr>
<tr>
<td>Total Income</td>
<td>22,647</td>
<td>19,762</td>
</tr>
<tr>
<td>Allocation from Reserves</td>
<td>6,472</td>
<td>6,339</td>
</tr>
<tr>
<td>Total Funds Received</td>
<td>29,119</td>
<td>26,101</td>
</tr>
</tbody>
</table>

### Expenditures ($000)

<table>
<thead>
<tr>
<th>Category</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>18,595</td>
<td>20,239</td>
</tr>
<tr>
<td>Operating Expenditures (before depreciation)</td>
<td>859</td>
<td>827</td>
</tr>
<tr>
<td>Philanthropy</td>
<td>2,745</td>
<td>2,838</td>
</tr>
<tr>
<td>Support Services</td>
<td>1,718</td>
<td>1,827</td>
</tr>
<tr>
<td>Total Operating Expenditures</td>
<td>23,917</td>
<td>25,731</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>5,202</td>
<td>3,70</td>
</tr>
<tr>
<td>Total Expenditures</td>
<td>29,119</td>
<td>26,101</td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>135,685</td>
<td>128,651</td>
</tr>
</tbody>
</table>

### Operating Expenditures*

- Program Services: 50.9%
- Philanthropy: 21.5%
- Support Services: 17.7%
- Administration: 3.6%

*Including Depreciation of $1,546

---

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 our website: [www.brailleinstitute.org](http://www.brailleinstitute.org).

---

## LEADERSHIP

### BOARD OF DIRECTORS

**Chair**
- Lester M. Sussman, C.P.A.** — Managing Director, Resources Audit Solutions, Resources Global

**Members**
- James B. Boyle Jr., Esq.
- Anthony M. Billis
- Jonathan B. Bransome, Esq., Attorney at Law
- Thomas K. Callister
- Resource Management & Marketing Solutions
- Michael C. Corley*
- KPMG L.L.P., Chair, Audit Committee
- Caryl O. Cranahan
- Percy Duran III
- James H. Jackson*
- Vice President & COO, Allsail Guest Ranch
- Richard C. Larson**
- Richard C. Lawton
- Michael J. D. Lindsay*
- John F. Llewellyn*
- Chair, Finance and Nominating Committee
- Richard A. Nelson*
- Chair, Philanthropy Committee
- John G. Nuane*
- Chair, Program Review Committee
- Jeanne Olenicoff
- James J. Rhodes*
- Managing Partner, Proteus Environmental Technologies
- Harvey Strode*
- Philip V. Swan*
- Private Trustee
- George E. Thomas*
- Thomas Partners Investments, LLC, Chair, Executive Compensation Committee
- David J. Wiegand*
- Diane Wilkinson*
  - Executive Committee Member
  - **Executive Committee Chair
  - **Life Member

### CLINICAL ADVISORY BOARD

**Chair**
- Ronald E. Smith, M.D.

**Members**
- Robert Avery, M.D.
- Mark Borchert, M.D.
- Richard Casey, M.D.
- Ron Gallenmore, M.D.
- Barty J. Mondino, M.D.
- Steven Schwartz, M.D.
- Roger Steinert, M.D.
- Bill Takeda, O.D.
- Richard N. Weinreb, M.D.

### EXECUTIVE DIRECTORS

**Chair**
- Anita Wright

**Members**
- Los Angeles
  - Gene Mathiowetz
  - Orange County
  - Lisa Jimenez
  - Santa Barbara
  - Rancho Mirage
  - Richard M. Ybarra

**Support Group Presidents**
- Aquinas Lightfoot
  - Braille Institute Auxiliary — East San Gabriel Valley
  - Pat Andersons
  - Braille Institute Auxiliary of Orange County
  - Denise Sunseri
  - Friends of Braille Institute San Diego
  - Beverly Adair
  - Associates of the Desert

**ADVISORS**
- Millman Associates
- Poindexter & Doutré, Inc.
- General Legal Counsel
- Grant Thornton Auditors
- Vanguard Group Investment Advisors

### REGIONAL COMMITTEES

**Orange County**
- Thomas K. Callister
- Richard A. Nelson*
- Santa Barbara
  - David J. Wiegand
  - Caryl O. Cranahan
  - James A. Jackson*
  - *Chairman

### ANNUAL REPORT

- Courtney Kassel — Managing Editor
- Lynne Heffley — Senior Writer
- Free Associates — Art Direction/Design
- Joel Lipton — Photography
- Southern California Graphics — Printing
Our Donors Make It All Possible

Braille Institute is built upon a strong tradition of philanthropy dating back to 1919, the year of our founding, when Mary and John Longyear’s generous gift first made the work of Braille Institute possible. And 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 continue to sustain and grow our vital programs and services.

We do not seek government funding nor do we charge for any of our services. And the one constant since our founding is that the impact we have on the lives of blind and visually impaired men, women, children and their families each year would not be possible without our generous donors.

We would like to offer our heartfelt thanks to everyone who gave gifts of time or money to Braille Institute and whose generosity of people like you.

It will continue for many years to come through the continual generosity of people like you.

We would like to offer our heartfelt thanks to everyone who gave gifts of time or money to Braille Institute between January 1 and December 31, 2012. We could not benefit blind and visually impaired people without you!

As we give recognition for support, space limitations allow us to list only those donors whose gifts qualified them for membership in one of the following donor recognition clubs.

It All Started With One Couple’s Gift To Braille Institute

When a Montana cowboy, J. Robert “Bob” Atkinson was blinded by a gunshot wound, he discovered a sparse and expensive supply of braille reading materials. Experiencing frustration and a lack of resources, he was determined to eliminate the shortage of braille literature. So, in 1919, with our first donation of $5,000 from philanthropists, John and Mary Longyear, he began the Universal Braille Press which later became Braille Institute of America, Inc.

Since that first gift, we have grown from a small braille press (developed in Atkinson’s home garage) to five regional centers serving tens of thousands of blind and visually impaired adults and children each year.

It all began with that first gift from John and Mary Longyear. It will continue for many years to come through the continued generosity of people like you.

Mary Longyear, shown with J. Robert “Bob” Atkinson.

DONOR HONOR ROLL

PILLARS

Pillars are donors who, in addition to their current gifts of cash, securities or property made in calendar year 2012, 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 94 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, 2012, and who have made at least one donation a year for 30 or more years, not necessarily in consecutive years.

Mr. & Mrs. Charles Aaron
Mr. John F. Albright
Anonymous
Mr. Howard R. Baker
Mrs. Fred Bartman
Mrs. Betty Baruch
Dr. Richard W. Berlin
Mr. Walter J. Bloch
Mr. John N. Borozan
Mr. and Mrs. Frank M. Brooks
Ms. Mary Jane Brown
Mrs. Edith N. Brownstone
Mr. Leonard C. Bunyon
Mr. Barry L. Cagle
Mr. & Mrs. William Cairns
Mr. James D. Calderwood
Mrs. Solveig Carlisen
Mr. Ken Carmichael
Mr. & Mrs. Paul Christopher
Mr. H. Perry Cook
Mr. Paul J. Corigliano
Ms. Gloria Darmour
Ms. Virginia M. Davis
Mrs. Mary S. Vickie De Grazio
Mr. & Mrs. Leonard Deutsch
Ms. Doris E. Dossier
Mr. John D. Duffin
Ibrahim Eltorai
Mr. & Mrs. John L. Endicott
Mrs. Carol Falvey
Miss Charlene Farnsworth
Mr. Armand Field
Ms. Karen M. Fink
Mr. Stanley Fishfader
Mr. & Mrs. Sylvester Fitterer
Mr. & Mrs. John M. Fitzgerald
Mrs. Lynda Freedman
Mr. Arnold Friedman
Mr. & Mrs. Spart Galeti
Ms. Eloina George
Mr. Bruce Glidden
Mr. Fred A. Graham
Mrs. Muriel Green
Ms. Evelyn B. Greenwald
Mr. Jack Gumbiner
Mr. & Mrs. Wilfred E. Haick
Mrs. Ruth B. Hanshe
Mrs. Barbara Hayden
Mr. Rufus L. Hayden
Mona Hewitson
Dr. Rosalyn S. Heyman
Ms. Barbara C. Hoehne
Ms. Sally Hope
Mr. Hans Inpgin
Mrs. Virginia G. Irish
Mr. Ben Izzo
Mr. Marcus J. Jacobson
Mrs. Ida C. Jaquie
Mr. Richard J. Lauter
Mr. Gregory S. Jones
Mr. & Mrs. Erik A. Jorgensen
Mr. Dave E. Kalinger
Dr. Solomon Kaplan
Mr. Stanley N. Karakawa
Mr. John E. Kelso
Mr. Leroy R. Keranen
Mr. & Mrs. Russell W. Kirkby
Mr. Neal Kleiner
Mr. & Mrs. William S. Lambert
Mr. & Mrs. Richard J. Leder
Mr. W. Stanley Lisiewicz
Nancy M. Lusk
Ms. Natha R. Lusk
Mr. Robert L. MacKay
Ms. Kathryn W. Madara
Mrs. Alice Maher
Leona Mandelbaum
Mrs. Estelle Markowitz
Mr. & Mrs. Donald L. Martin
Mr. & Mrs. Orlando Martinez-Miller
Mr. George Matranga
Mrs. Roe A. Maurer
Mrs. Katherine M. McDaniel
Mr. & Mrs. Clarence J. Miles
Mr. Wallace V. Mills
Mr. Oscar L. Monroe
Mr. & Mrs. Lawrence Monson
Ms. Martha Jo Morehouse
Mr. Neil W. Motter
Mr. & Mrs. Jerry M. Myerson
Ms. Linda D. O’Hernstede
Mrs. Virginia H. Pepper
Mrs. Stanley L. Perkins
Mr. & Mrs. Bernard Pflug
Mr. Bruce G. Powers
Mr. Jerry Rapport
Mr. Gary Robinson
Mr. Jack Rogo
Mr. Joseph J. Rosen

Mr. H. Perry Cook
DONOR HONOR ROLL

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, 2012.

INDIVIDUALS
$50,000 to $100,000
Mary E. Burson
Dot & Rick Nelson

$25,000 to $49,999
Mr. & Mrs. Samuel Becker
Franklin D. & Phyllis M. Halladay
Judge Meredith A. Jury
Palmer Langdon
Mr. D. Kenneth Richardson

$10,000 to $24,999
Mr. & Mrs. Lue Cline
Ms. Donna B. Cloninger
Ms. Sara Coyle
Mr. & Mrs. Lue Cline
Ms. Donna B. Cloninger
Ms. Sara Coyle

$1,000 to $9,999
Ms. Ruth T. Abraham
Mr. Herbert S. Abrams
Mr. Sidney Ackert
Ms. Dale Altman
Mr. & Mrs. Jimmy L. Andrews
Anonymous
Mr. Jefferson W. Asher, Jr.
Ms. Charmaine Blatt
Mrs. Tybe Blink
Dale & Rosemary Bohika
Ms. Lisa Bookout
Mr. & Mrs. Donald Boone
Mr. William A. Bowles
Gary D. Brown
Gerald & Mary Jo Brown
Mr. & Mrs. David Burkhardt
Carmen Burner
Mr. Richard L. Burroughs
Mr. & Mrs. Thomas L. Cadman
Mr. Charles B. Caldwell
Thomas K. Callister
Carl Champion
Ammann Charoensooivanich
Mr. David T. Chesavage
Ms. Marian K. Chuan
Jane P. Clark
Mr. Robert Clary
Robert & Sue Clayton
Mrs. Courts Cleveland
Mr. Randall S. Cline
Ms. Donna B. Cloninger
Ms. Louis L. Colen
Ms. Lorena E. Cope
Ms. Sara Coyle
Mr. & Mrs. Lue Cline
Mr. James R. Creighton
Palmer Langdon
Mr. D. Kenneth Richardson

Mrs. Adelina McAndrews
Mr. Ray Mattson
Mr. Richard C. Lawton
Richard & Shirley Larson
Mr. Richard C. Lawton
Mr. & Mrs. Jerry G. Leigh
Ms. Betty B. Letteau
Elie Levine
Mr. & Mrs. Robert S. Schrimmer
Mrs. Mary C. Sandage
Kenneth Rothschild
Mr. & Mrs. Joel B. Rothman
Mr. & Mrs. Frederick Pitzman
Mr. William H. Schnieders
Mrs. Shirley G. Saxon
Mr. Joel B. Rothman
Mr. & Mrs. Robert S. Schrimmer
Ms. Louise Schultz
David & Rosy Schwartz
Mr. & Mrs. Joseph Scully
Mr. & Mrs. Vincent E. Scully
Ms. Arlene Sgueglia
Dr. Joan Shapley
Dr. Yossi Sidakaro
Ms. Frances Siegel
Barbara Siniscalchi
Mr. Martin Small
Mrs. Pauline Smith
Mr. Lester J. Steffens
Karen & Cliff Stember
Mr. Milton F. Stevens
Ms. & Mrs. Leslie E. Stocker, Jr.
Ms. Charlotte Stradtman
Mr. & Mrs. Michael Nissenson
Mr. & Mrs. Robert T. Otter
Mrs. Maria Otero
Ms. Virginia Covell Parham
Ms. Janein Parker
Glenn T. & Kathleen C. Patmore
Mrs. Audrey Perkal
Mr. James J. Pinola
Mr. Frederick Pitzman
Homer A. Ralles
Mr. William Rapien
Mr. Jerry Rapport
Mr. Albert Rea
Mr. Randolph E. Richardson
Mr. & Mrs. George D. Robison
Mrs. Hilda Rolfe
Mr. Joel B. Rothman
Kenneth Rothschild
Mr. Mary C. Sandage
Mr. & Mrs. Shirley G. Saxon
Mr. William H. Schnieders
Mr. & Mrs. Robert S. Schrimmer
Ms. Louise Schultz
David & Rosy Schwartz
Mr. & Mrs. Joseph Scully
Mr. & Mrs. Vincent E. Scully
Ms. Arlene Sgueglia
Dr. Joan Shapley
Dr. Yossi Sidakaro
Ms. Frances Siegel
Barbara Siniscalchi
Mr. Martin Small
Mrs. Pauline Smith
Mr. Lester J. Steffens
Karen & Cliff Stember
Mr. Milton F. Stevens
Ms. & Mrs. Leslie E. Stocker, Jr.
Ms. Charlotte Stradtman
Mr. & Mrs. Robert T. Otter
Mrs. Maria Otero
Ms. Virginia Covell Parham
Ms. Janein Parker
Glenn T. & Kathleen C. Patmore
Mrs. Audrey Perkal
Mr. James J. Pinola
Mr. Frederick Pitzman
Homer A. Ralles
Mr. William Rapien
Mr. Jerry Rapport
Mr. Albert Rea
Mr. Randolph E. Richardson
Mr. & Mrs. George D. Robison
Mrs. Hilda Rolfe
Mr. Joel B. Rothman
Kenneth Rothschild
Mr. Mary C. Sandage
Mr. & Mrs. Shirley G. Saxon
Mr. William H. Schnieders
Mr. & Mrs. Robert S. Schrimmer
Ms. Louise Schultz
David & Rosy Schwartz
Mr. & Mrs. Joseph Scully
Mr. & Mrs. Vincent E. Scully
Ms. Arlene Sgueglia
Dr. Joan Shapley
Dr. Yossi Sidakaro
Ms. Frances Siegel
Barbara Siniscalchi
Mr. Martin Small
Mrs. Pauline Smith
Mr. Lester J. Steffens
Karen & Cliff Stember
Mr. Milton F. Stevens
Ms. & Mrs. Leslie E. Stocker, Jr.
Ms. Charlotte Stradtman
Mr. & Mrs. Robert T. Otter
Mrs. Maria Otero
Ms. Virginia Covell Parham
Ms. Janein Parker
Glenn T. & Kathleen C. Patmore
Mrs. Audrey Perkal
Mr. James J. Pinola
Mr. Frederick Pitzman
Homer A. Ralles
Mr. William Rapien
Mr. Jerry Rapport
Mr. Albert Rea
Mr. Randolph E. Richardson
Mr. & Mrs. George D. Robison
Mrs. Hilda Rolfe
Mr. Joel B. Rothman
Kenneth Rothschild
Mr. Mary C. Sandage
Mr. & Mrs. Shirley G. Saxon
Mr. William H. Schnieders
Mr. & Mrs. Robert S. Schrimmer
Ms. Louise Schultz
David & Rosy Schwartz
Mr. & Mrs. Joseph Scully
Mr. & Mrs. Vincent E. Scully
Ms. Arlene Sgueglia
Dr. Joan Shapley
Dr. Yossi Sidakaro
Ms. Frances Siegel
Barbara Siniscalchi
Mr. Martin Small
Mrs. Pauline Smith
Mr. Lester J. Steffens
Karen & Cliff Stember
Mr. Milton F. Stevens
Ms. & Mrs. Leslie E. Stocker, Jr.
<table>
<thead>
<tr>
<th>Name</th>
<th>Amount</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Josephine Herbert Gleis Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Frank and Joseph Gila Fund</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Kaiser Permanente Fontana and Ontario Medical Centers</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>City National Bank</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Arnold and Kay Clejan Charitable Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Karl Kirchgesner Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>La Vista Foundation for the Blind &amp; Physically Handicapped</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Walter Lantz Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Thomas and Dorothy Leavey Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Dan Murphy Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kenneth T. and Eileen L. Norris Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Patron Saints Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Braille Institute Auxiliary</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Goldbaum Charitable Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>George Hoag Family Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Callie D. McGrath Charitable Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Johnny Mercer Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>Ullman Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kagan Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Porter Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kagan Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Porter Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kagan Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Porter Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kagan Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Porter Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kagan Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Porter Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kagan Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Porter Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
<tr>
<td>The Kagan Foundation</td>
<td>$10,000 to $24,999</td>
<td>Inland Empire Regional District</td>
</tr>
</tbody>
</table>

"We did careful research and determined that Braille Institute was not only a wonderful place, providing invaluable services, but the organization is well run and fiscally responsible. The cause is near and dear to our hearts, and we've seen firsthand how Braille Institute is truly a lifesaver to a lot of people."

— Chanel and Jeff Friesen, J. Robert Atkinson Heritage Society Members
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 2012.

Anonymous
Dr. P.N. Danilov
Margaret J. Doty
Rockelle Gollin
Anna M. Hafeli
Mr. Bert Levy
Julie Anne Soske

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 2012. However, space limitations allow us to only list those whose gifts were estimated to be of a value of $1,000 or more.

Mr. John Armstrong
Mr. William Gumma
Sandra S. Kass, Esq.
Ms. Carolyn Miller
Ms. Sandy Spallino
Thibiant International

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 2012.

IN HONOR OF:
T.D. “Curley” Griggs
Thomas Oakley
Cliff Stember

IN MEMORY OF:
Mildred S. Burkhardt
Kathleen Chesavage
Everett Clark
Marletta Doose
Sherma Harriet Frank
Les L. Galloway
Melinda Gassman
Troy Fred Griggs
Cornelia Harry
Vivian Hart
John & Lowry Hench
Mary Koop
Fred Linden
Allie Mattson
Genevieve Miller
Marie Ouzurovich
Linda Patrick
Dr. David S. Saxon

EMPLOYERS WITH MATCHING GIFT OR EMPLOYEE-DIRECTED GIVING PROGRAMS

In 2012 Braille Institute received gifts from the following companies through either an employer gift matching program or an employee-directed giving program.

- Aging and Disabilities Charities Allstate Giving Campaign
- America’s Charities Aigen Foundation Matching Gifts & Staff Volunteer Program
- Arrowhead United Way
- AT&T United Way Employee Giving Campaign
- Bank of America Matching Gifts Program
- Bank of America United Way Campaign
- Blue Shield of California Matching Gift Program
- Capital Group Companies Charitable Foundation
- Chevron Humankind Matching Gift Program
- Combined Federal Campaign
- Deloitte United Way
- ECHO, Northrop Grumman Employees Organization
- Edison International Employee Contributions Campaign
- Goodrich/Rohr Employees Will-Share Club
- IBM Employee Charitable Giving Campaign
- Liberty Mutual — Give with Liberty Campaign
- The Henry Luce Foundation
- Macy’s Associates’ Giving
- Macy’s Foundation Matching Gift Program
- Medco Employee Giving Campaign
- Merck Partnership for Giving
- Microsoft Giving Campaign
- Microsoft Matching Gifts Program
- Pfizer Foundation Matching Gifts Program
- The Prudential Foundation Matching Gifts
- The Quaker Chemical Foundation Matching Gift Program
- Scitor Corporation Matching Gifts Program
- Sempra Employee Giving Network
- Symantec
- United Way, Inc.
- United Way of Greater Los Angeles
- United Way of San Diego County
- United Way of San Luis Obispo County
- United Way of Santa Barbara
- United Way of the Columbia — Willamette
- United Way, California Capital Region
- UPS Workplace Giving Campaign
- Verizon Foundation, Inc.
- Wells Fargo Community Support Campaign
- Yahoo Matching Gifts Program
- Zurich American Insurance Company

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. Since 1919, hundreds of friends, volunteers, students, and clients have chosen to make bequests to Braille Institute through their wills or trusts as a meaningful way of being permanently identified with the significant work of the Institute. 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 2012.

Ms. Mary Joaquina Abascal
Edwin B. Altman & June B. Altman
Anonymous
Ms. Ernestine J. Antolini
Ms. Genetta T. Arnold
Mrs. Ruby R. Aspeotis
Ms. Natoma Lillian Astor
Mrs. Cecile Betts
Ms. Lucy Birzis
Mr. Hal Jay Blase
Mrs. Gertrude H. (Samuel) Bowlby
James B. & Jane R. Bradford
Endowment
Marie F. L. Brady
Mrs. Norma Brecher
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 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.

Charlotte Abrams
Manuel Acosta
Marjory M. Aidsdorf
Anonymous
Kathy Andre
Carmen Apelgren
Jean Arley
Thomas & Arloah Artingstall
Mrs. Fannie “Bobby” Amst
Thomas J. Baldwin
John J. Baro
Mr. & Mrs. Marvin Barofsky
Lorri Barst
Bernice Barth
Mr. Jack Beechel
Mr. David Beddow
Amelia “Pat” Bianconi
Mr. & Mrs. William B. Billingsley
Harris J. Bloch
Mark S. Bobry
Evelyn P. Borden

Evelyn Bourne
Mary A. Bowler
Mr. & Mrs. William B. Brende
Basia Bressickello
June Koenig Brouhard
Mr. Windford R. Brown
Lori Brown
Gerald & Mary Jo Brown
Mr. & Mrs. George Buckhalter
Mary G. Bullard
Mr. & Mrs. David Burkhardt
Marvin A. & Maxine L. Burnett
Mary E. Burson
Thomas K. Callister
Harriett Celinscak
Cindy Chan
Venus Devina Charistma
Marion A. Christoffel
Bruce & Jo Ann Clark
Gertha Collins
Pauline K. Crawford
Pilar Curren
Shirley Rhode Curtis
Ms. Roberta Dabow
Mstg. George DaCorte, USMC Ret.
Dr. P.N. Danilova
Doris Denning
Margaret J. Doty
Len Driscoll
Keith & Earline DuFoalt
Virginia A. Ellis
Mr. & Mrs. Vernon Emery
Janice L. Boisclair
Florence Esposito
Ms. Mia Ferrell
Estelle Fields
Ralph Flood
Jane K. Fox
Bobbe Frankenberg
Eunice Friend

Jeff & C. Chanel Friesen
Mr. Sanford Gerber
Ms. Andrea Giambro
Lu Gilbert
Thelma Ginzler
Lillian H. Glassman
Carl & Jeannette Goldbaum
Rochelle Gollin
Jean B. Goodwyn
Ron L. Gordon
Ida Gottsdanker
Dr. & Mrs. W.N. Guddal
Anna M. Hafeli
Franklin D. & Phyllis M. Halladay
Martha Halsted
Sally M. Hamms
Heinz & Thelma Hanau
Roger J. Harmon
Mrs. Mary M. Hart
Mr. & Mrs. Jay R. Hatfield
Gladya Haynie
Catherine L. Hazlett
Dr. Rosalyn S. Heyman
Dr. Robert V. Hine, Jr.
Mary Hope
Joseph E. Hynes
Aliza Jackson
Ralph & Virginia Jacobs
Norman & Rose Jaffe
Mary Allison Joyce
Milt Kandi
Frances B. Kaplan
Mr. Stanley A. Katapka
Mrs. Rose Kempf
Mr. & Mrs. Russell W. Kirby
Dr. Rozella S. Knox
Dr. & Mrs. Carl Korn
Mr. David A. Kurillas
Arthur Kusuhara & Marguerite Garner
Mark Lambert
Help us meet new challenges!

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.

51% of Braille Institute's total income last year came from bequests from wills and trusts!

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 94 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 currently 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