Kyra Sweeney, Kimberly O’Campo and Adrian Vazquez have accepted the challenge. They’re not letting blindness get in the way of their dreams. These outstanding students placed among the top 50 blind students in the nation in preliminary exams for the National Braille Challenge Invitational™. During the competition, they put their braille skills to the test in challenging categories, such as reading comprehension and spelling.

All three of these students are active participants in Braille Institute’s Youth Program and have participated in a number of self-confidence-building activities, such as skiing and rock climbing. Even at such a young age, they understand the importance of braille literacy in their day-to-day lives and are prepared to face the future with confidence and determination.

“Braille literacy cannot be underestimated because it is a passport to independence. I’m glad Braille Institute is providing these students with an opportunity to showcase their unique skills.”

ROBERT SWEENEY: father of Kyra, Santa Monica
Heather Bandy has never had trouble with success. Blind since birth, she has found a camaraderie with other blind children in our Los Angeles Youth Program that will last a lifetime. But it’s not all fun and games for this 15-year-old. She already has a definite career goal, and her parents are confident that Braille Institute will help prepare their daughter for life in the sighted world and enable her to achieve her goals.

But for now, Heather will focus on high school. She has achieved academic success by using adaptive computer equipment, including a braille notetaker, a laptop with screen-reading software and a braille embosser, tools that have made completing school and homework possible. And when it’s time for Heather to reach for her dream, she will have the confidence she needs to make that dream come true.

“I’m hoping to go to college to be a Spanish teacher. I want to learn different languages and travel. Braille Institute helped me find those possibilities.”

HEATHER BANDY, 15: West Hills
Dolly McKerman has always loved to cook. When she first began to lose her sight, she was ready to throw away all her pots and pans. But after taking a few classes at Braille Institute’s Santa Barbara Center, including adaptive cooking, she realized that she wouldn’t have to give up her favorite pastime after all. The trick was learning how to do things differently—and Dolly learned all the tricks.

Soon, Dolly was back to lovingly baking cakes and preparing meals for her family. Now she is giving back to Braille Institute by volunteering to teach her fellow students how to prepare, cook and serve food. Along the way, her family has been a big help by encouraging her to do things for herself. But best of all, Dolly is smiling again and can do anything she sets her mind to.

“I’ve taken just about every class Braille Institute has to offer. And I’m as confident in my life now as I was before I lost my sight.”

DOLLY MCKERNAN | Goleta
Alton Reed is not letting his visual impairment slow him down. He has been a student at the Orange County Center for the past six years and has taken classes that have helped him form strong bonds of friendship with other students. He also was introduced to his favorite sport—golf—which he now enjoys playing with his daughter, Leslie.

He also volunteers, in his spare time, to help new students with the adjustment to sight loss and takes great pride in knowing that because of the help he received when he came to Braille Institute, he can now provide support to someone else who may be experiencing the same feelings. Alton is meeting the challenges of life head-on and proving that blindness, like any hurdle, can be overcome.

“I had given up hope of ever being able to play golf again, but after enrolling in the golfing class, I found out that, as with life, you don’t have to see the ball to play the game.”

**ALTON REED · Anaheim**
Continuing to move forward with our core programs and services is more important than ever before. We have innovated by adding value without cost, restructured our existing programs to increase their effectiveness and continued to expand the reach of our fundraising efforts.

This year, our acclaimed braille literacy contest, the National Braille Challenge, became an invitational event, enabling children from all over the United States and Canada to test their skills at an international level. To further support visually impaired young people, we have reconfigured our Career Services program as a new initiative: the Learn-to-Earn Achievement Program (LEAP). The goal of LEAP is to provide a framework of occupational, personal/social skills and academic support that will prepare visually impaired children, youths and young adults for success not only in their chosen career, but also in life.

We have added value to our Braille Mirror recording subscriptions by including a wide range of useful information from our seminars, publications and other sources. Our Braille Publishing department is increasing its effectiveness and reach by incorporating digital technology into the brailling process. This year, the number of those served through our Web sites grew by more than 50 percent.

Our renewed fundraising efforts are already reaching fruition in the Santa Barbara capital campaign. With a most generous grant of $3 million from the Henry L. Guenther Foundation, we have raised just over $4 million of our $5.6 million goal to fund the new Santa Barbara Center, slated for completion in February 2004.

Thousands of visually impaired persons all over the world can see themselves in a new light, thanks to the generous support of our wonderful donors and the invaluable gifts of time and dedication from our volunteers. Because of them, we have been able to continue our full range of vital services in this trying economic climate. We express to them our deepest gratitude on behalf of all those who turn to Braille Institute.

At a Glance

<table>
<thead>
<tr>
<th>Category</th>
<th>Figures</th>
</tr>
</thead>
<tbody>
<tr>
<td>People Assisted</td>
<td>71,843</td>
</tr>
<tr>
<td>Staff</td>
<td>325</td>
</tr>
<tr>
<td>Volunteers</td>
<td>5,394</td>
</tr>
<tr>
<td>Volunteer/Staff Ratio</td>
<td>17:1</td>
</tr>
<tr>
<td>Facilities Managed</td>
<td>426,000 sq. ft.</td>
</tr>
<tr>
<td>Administrative Costs</td>
<td>2.4%</td>
</tr>
<tr>
<td>Fundraising Costs</td>
<td>7.2%</td>
</tr>
</tbody>
</table>

This last year has proved to be a difficult one for all nonprofits, and our organization is no exception. The economic challenges faced by both our nation and the state of California have forced us to downsize our staffing levels even as we strive to assist a growing number of visually impaired men, women and children.

A message from

Thomas W. Burton, Chairman, Board of Directors, and Leslie E. Stocker, President

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Leslie E. Stocker, President

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Visual impairment may seem like an insurmountable obstacle at first, but once a person realizes that help is available, hope blossoms like a flower. The real self is what matters, and Braille Institute is here with programs and services to help people see themselves as they really are. From courses on how to adapt to sight loss, to library services, to counseling and seminars, we offer new ways of regaining independence in a sighted world.

Programs & Services

Programs for Adults
- Wide variety of free classes and programs that teach daily living skills
- Counseling and support groups available
- Five regional centers and more than 100 Community Outreach locations
- Low Vision Rehabilitation specialists offer recommendations for devices and techniques to improve existing vision
- Career Services provides training in seeking and obtaining work, experience with adaptive technology and career counseling
- Three Mobile Solutions vehicles bring services to people in outlying areas, including Low Vision Rehabilitation consultations and Library services

Child Development Services
- Home-based early intervention program for children ages 0 to 5 and their families
- Emphasis on helping families utilize medical and community resources for their child’s specific needs; support provided for each family’s choices
- Assists families in preparing infants and toddlers for full inclusion in preschool and school programs
- Emphasis on parent education

Youth Services
- Emphasis on developing daily living skills, social skills and academic skills in children ages 6 to 19
- Access Technology Subsidy provides notetaking and other equipment to further braille literacy and academic excellence
- Confidence-building activities include surfing, rock climbing, white-water rafting, Beep-ball, choral groups and more
- Program staff interact with parents and teachers to coordinate each child’s developmental progress
Programs & Services

Library Services
- Collection of more than 850,000 volumes of braille and talking books
- Patrons can order books through the mail, on the phone or online
- Telephone Reader Program allows patrons to keep up with news and current events
- Summer reading program helps encourage literacy among children

Braille Publishing
- Emphasis on braille literacy in children through Braille Special Collection
- Periodical braille publications for children and adults, The Braille Mirror and Expectations
- “Partners in Literacy” program enables schools to order books in quantity
- “Dots for Tots” program, a multisensory program, gives the youngest braille readers added tactile experience with toys and other objects

Volunteer Services
- Volunteer to staff ratio is 17 to 1
- Records books, instructional manuals, textbooks and other materials
- Records The Braille Mirror Extra, the magazine plus additional material of interest
- TeleService answers calls to 1-800-BRAILLE and provides information and assistance to callers nationwide

Web Sites
- Provide information to increasing numbers of people throughout the world
- Braille Publishing and Library Web sites are receiving more visitors as they provide quicker access and more detailed information
- More volunteers have been recruited online for all regional centers
- Redesign of sites underway to serve more people more efficiently

Vistas
- Expanded retail shops offer a wide range of adaptive items for blind children and adults
- Located in all regional centers and in traveling Mobile Solutions vehicles
- All items may be ordered through the Vistas catalog by phone, mail or fax
- Free catalog available in print or braille or on audiocassette

Public Education
- Sponsor annual seminars on eye diseases, including macular degeneration and diabetic retinopathy, with audiocassettes of the seminars available
- Notify newspaper and television media about our programs, services and special events
- Provide a speakers bureau and a wide array of information about blindness to inform the community about our services
- Offer technical advisement to the film and television industry to encourage realistic portrayals of blind people in the media
### Programs & Services

#### 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>1,005</td>
<td>85,645</td>
</tr>
<tr>
<td>Orange County</td>
<td>950</td>
<td>61,857</td>
</tr>
<tr>
<td>Desert</td>
<td>473</td>
<td>36,940</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>226</td>
<td>12,746</td>
</tr>
<tr>
<td>San Diego</td>
<td>445</td>
<td>30,486</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>3,099</strong></td>
<td><strong>227,674</strong></td>
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#### Low Vision Rehabilitation Services

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>1,601</td>
</tr>
<tr>
<td>Orange County</td>
<td>1,728</td>
</tr>
<tr>
<td>Desert</td>
<td>1,655</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>810</td>
</tr>
<tr>
<td>San Diego</td>
<td>1,460</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>7,254</strong></td>
</tr>
</tbody>
</table>

#### Library Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Readers Registered</td>
<td>34,867</td>
</tr>
<tr>
<td>Individual Titles</td>
<td>76,306</td>
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<tr>
<td>Books Available</td>
<td>862,230</td>
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<tr>
<td>Books Circulated</td>
<td>1,419,265</td>
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<tr>
<td>Machines Supplied</td>
<td>41,237</td>
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<tr>
<td>Machines Repaired</td>
<td>5,375</td>
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<tr>
<td>Cassettes Produced</td>
<td>47,798</td>
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<tr>
<td>Deposit Libraries</td>
<td>1,543</td>
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</table>

#### Community Outreach

<table>
<thead>
<tr>
<th>Center</th>
<th>Transactions</th>
<th>Gross Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>602</td>
<td>32,420</td>
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<tr>
<td>Orange County</td>
<td>649</td>
<td>24,310</td>
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<tr>
<td>Desert</td>
<td>380</td>
<td>11,474</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>341</td>
<td>7,414</td>
</tr>
<tr>
<td>San Diego</td>
<td>1,014</td>
<td>3,705</td>
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<tr>
<td><strong>TOTALS</strong></td>
<td><strong>2,986</strong></td>
<td><strong>79,323</strong></td>
</tr>
</tbody>
</table>

### Career Services

<table>
<thead>
<tr>
<th>Activity</th>
<th>Applicants Interviewed</th>
<th>Employers Contacted</th>
<th>Employment Placements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulltime</td>
<td>144</td>
<td>169</td>
<td>50</td>
</tr>
<tr>
<td>Parttime</td>
<td>36</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Job Saws</td>
<td>34</td>
<td></td>
<td></td>
</tr>
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</table>

### Volunteer Services

<table>
<thead>
<tr>
<th>Center</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>1,149</td>
</tr>
<tr>
<td>Orange County</td>
<td>1,131</td>
</tr>
<tr>
<td>Desert</td>
<td>31</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>423</td>
</tr>
<tr>
<td>San Diego</td>
<td>3</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>7,254</strong></td>
</tr>
</tbody>
</table>

#### TeleService Department

<table>
<thead>
<tr>
<th>Service</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Referrals Made</td>
<td>7,109</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>7,321</strong></td>
</tr>
</tbody>
</table>

### Braille Publishing

<table>
<thead>
<tr>
<th>Service</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Clients of Publishing Services</td>
<td>17,024</td>
</tr>
<tr>
<td>Braille Publications Readers Registered</td>
<td>9,098</td>
</tr>
<tr>
<td>Braille Special Collections Books Distributed</td>
<td>6,718</td>
</tr>
<tr>
<td><strong>TOTAL BRAILLE PAGES PRODUCED</strong></td>
<td><strong>7,158,141</strong></td>
</tr>
</tbody>
</table>

### Recording Department

<table>
<thead>
<tr>
<th>Service</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volunteer Recorders</td>
<td>131</td>
</tr>
<tr>
<td>Individuals Served</td>
<td>153</td>
</tr>
<tr>
<td>Groups Served</td>
<td>260</td>
</tr>
<tr>
<td>Books Completed for BIA Collection</td>
<td>202</td>
</tr>
<tr>
<td>Books Completed for NLS Collection</td>
<td>107</td>
</tr>
<tr>
<td>Master Reels and Cassettes Completed</td>
<td>485</td>
</tr>
<tr>
<td>Tapes Duplicated from Masters</td>
<td>15,283</td>
</tr>
</tbody>
</table>

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### Mobile Solutions

<table>
<thead>
<tr>
<th>Service</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sites Visited</td>
<td>436</td>
</tr>
<tr>
<td>Low Vision Rehabilitation Consultations</td>
<td>1,519</td>
</tr>
<tr>
<td>Number of Visitors</td>
<td>4,615</td>
</tr>
<tr>
<td>Library Applications Returned</td>
<td>221</td>
</tr>
<tr>
<td>Data Cartridges Sold</td>
<td>$61,393</td>
</tr>
</tbody>
</table>

### Public Education

<table>
<thead>
<tr>
<th>Service</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Speaking Engagements</td>
<td>1,055</td>
</tr>
<tr>
<td>Group Tours</td>
<td>287</td>
</tr>
<tr>
<td>Film and Television Consultations</td>
<td>34</td>
</tr>
<tr>
<td>Regional/National Media Coverage</td>
<td>32</td>
</tr>
<tr>
<td>Service Announcements</td>
<td>9</td>
</tr>
<tr>
<td>Southern California Media Coverage</td>
<td>72</td>
</tr>
<tr>
<td>Feature Stories (Print and Television)</td>
<td>543</td>
</tr>
</tbody>
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### Web Sites

<table>
<thead>
<tr>
<th>Service</th>
<th>Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Web Site Visits</td>
<td>127,295</td>
</tr>
<tr>
<td>Individuals Assisted</td>
<td>3,879</td>
</tr>
<tr>
<td>Requests for Information Fulfilled</td>
<td>2,471</td>
</tr>
<tr>
<td>Referrals Given</td>
<td>1,408</td>
</tr>
<tr>
<td>U.S. Residents</td>
<td>3,805</td>
</tr>
<tr>
<td>Foreign Countries</td>
<td>74</td>
</tr>
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### Vistas

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Who We Serve
Braille Institute Services July 1, 2002 to June 30, 2003

From a total enrollment of 6,758, there were 2,940 adults, youths and infants enrolled for the first time this year.

Gender
Male 33%
Female 67%

Primary Causes of Blindness
Macular Degeneration 47%
Glaucoma 10%
Diabetic Retinopathy 8%
Retinitis Pigmentosa 3%

Age
Up to 19 4%
Up to 64 21%
More than 64 75%

Duration of Blindness
Up to 1 Year 17%
Up to 5 Years 72%
Up to 10 Years 5%
Up to 20 Years 3%
More than 20 Years 3%

Education
Grade/Some High School 6%
High School Graduate 35%
Some College 25%
College Degree 8%

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

Child Development: Infants Through 5 Years of Age
Primary Services
(includes all longterm consultations of six months or more)
Early Intervention (Birth to 3 Years)
In Home Services
Number of Infants/Families 30
Hours of Service 1,350
Children in Preschool
(Includes 8 Children with a Preschool Assistant)
Hours of Service 10,335
Children in Kindergarten
Transition and Education Support 25

Consultations
Short term 99
(Number of Families Serviced for Up to Six Months)
Long Term 108
TOTAL CHILDREN AND FAMILIES SERVED 207

Youth Services: 6 to 19 Years of Age

Assistance Technology
Adult Subsidy Recipients 26
Youth Subsidy Recipients 85
SUBSIDY TOTAL $42,285
1,148 people have received $2,861,048 in grants since the subsidy program was created in 1984.

Educational Seminar Participants
Los Angeles 1,025
Santa Barbara 600
Desert Center 125
San Diego 350
TOTAL 2,775

Collaborative Relationships
Los Angeles 215
Orange County 312
Santa Barbara 118
San Diego 61
TOTAL 1,031

Outcomes are the success parameter for most educational institutions and human services organizations.
Outcomes measure how well we do. They tell us if our students or clients are confident about living with sight loss and about their independence skills, based on what they have learned at Braille Institute.

Braille Institute has a number of outcome assessments. Represented here is only one—based on an adult student self-assessment instrument. We ask our new students a series of questions when they first enroll and again at the end of the term. The following highlights responses from 146 adults from Braille Institute centers who were first-time students.

For a complete outcome assessment report, please contact the Office of Programs and Services at (323) 663-1111, Ext. 1509.

I am able to move confidently around my neighborhood or town

I participate in the life of my family, friends or community

I have set new goals since I lost my vision

How do you feel about your ability to live with vision loss?

I am able to express to others what I can do for myself and when I need assistance

I have set new goals since I lost my vision

How do you feel about your ability to live with vision loss?

Positive 100%
Somewhat Positive 15%
Too Early to Tell 17%
Some Difficulty 19%
Very Difficult 4%

I am able to express to others what I can do for myself and when I need assistance

I am able to move confidently around my neighborhood or town

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Ensuring Our Future
Your Gifts Are Needed in These Areas

Since Braille Institute's programs and services are offered for free of charge, depend on the generosity of our donors and the efforts of our volunteers.

Our fundraising priorities include:

Operating Support: Our goal is to discover the exciting work being done through an annual $18,000-square-foot facility that serves blind and visually impaired people throughout San Luis Obispo, Santa Barbara and Ventura counties.

Braille Library Initiative: For blind children, books open the doors to literacy, academic success, and future employment. Braille Library programs such as the Braille Challenge Initiative, Braille Books for Young and Old alike, Braille Institute Auxiliary of Santa Barbara and San Luis Obispo, GOAL: $900,000.

GOAL: $2,250,000.

Mary and John Longyear Society

Braille Institute will make possible participation of this lifetime gift to the success, and one-time gifts to the programs for the community for its continued success.

Braille Institute Foundation, Ann & B. Botkin Braille Institute Association of the Desert,

Challenge Invitational, the National Braille

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Braille Library Initiative: For blind children, books open the doors to literacy, academic success, and future employment. Braille Library programs such as the Braille Challenge Initiative, Braille Books for Young and Old alike, Braille Institute Auxiliary of Santa Barbara and San Luis Obispo, GOAL: $900,000.

GOAL: $2,250,000.

Mary and John Longyear Society

Braille Institute will make possible participation of this lifetime gift to the success, and one-time gifts to the programs for the community for its continued success.

Braille Institute Foundation, Ann & B. Botkin Braille Institute Association of the Desert,

Challenge Invitational, the National Braille

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Maxine J. Ackerman was a tiny woman, but the legacy she left behind is as expansive as the desert she came to call home. Her generosity reflected a concern for children, perhaps because she herself was not a mother. Her bequest to Braille Institute reflected gratitude for the support she received after her own vision loss due to age-related macular degeneration.

Mrs. Ackerman grew up in Detroit, Michigan, where she met and married Paul Ackerman, who was on the staff of Chrysler Corporation for many years. They traveled the world together and settled in Palm Desert. “She was a wonderful person, a great golf and bridge player,” says her friend Patty Van Note, a member of Braille Institute’s Associates of the Desert. The two met at Marrakesh Country Club, where they spent many happy afternoons together until Maxine’s sight loss forced her to stop playing her two favorite pastimes. “Maxine was very positive and never complained about losing her vision. I brought her to an Associates luncheon and she became a member. When she came to Braille Institute’s Rancho Mirage Center for low vision services, she was very impressed.”

Estate trustee Rick Blanke managed the Ackermans’ finances and worked with Mrs. Ackerman on the boards of many local charitable organizations. “She was just like my mother: very classy and socially correct,” he reminisces. “If you ever wanted to learn the right thing to do or say in any social situation, she would know it.”

Philanthropy was a way of life for Mrs. Ackerman. She was a supporter of the College of the Desert Foundation, YMCA and Boys and Girls Clubs, among others. Cheryl Bardewell of the College of the Desert Foundation remembers her as a very kind and generous woman who collected artwork and liked to go to movies. “I can still hear her laugh,” recalls Cheryl. “She was very down to earth and never let her vision loss stop her from being active.”

Those who were fortunate enough to know Maxine Ackerman have lasting memories of her buoyant personality and genuine caring. Her generosity will serve to help create happier memories for the underserved children of the desert. And her foresight will give visually impaired people of all ages the vision of a better life.

“If you would like more information about including Braille Institute in your will or trust, please contact our Planned Giving Office at 1-800-BRAILLE (272-4553), Ext. 1256.”

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PATTY VAN NOTE : Associates of the Desert

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Few families exemplify the true meaning of family values better than the Jacksons of Montecito. The Jackson children, Nicholas, 17, and Ryan, 15, are both totally blind from retinal detachment. Their parents, Jim and Chana, have devoted themselves to giving their sons every opportunity to develop and grow in step with their sighted peers. As a result, the entire family is part of the Braille Institute “family.”

“The boys began to participate in the Los Angeles Youth Program years ago, when we lived in Woodland Hills,” Jim explained. “Nicholas, especially, has been active in many of the physical, social, educational and adaptive skills classes offered by the Youth Program, participating in the [Optimist Clubs-Braille Institute] Track and Field Olympics for nine years. And he’s still involved with the Youth Program in Santa Barbara.” There Nicholas has been well prepared for a lifetime of success after graduation from high school.

A native of Santa Barbara, Jim is involved in the management of the Alisal Guest Ranch, a resort that has been a family business since 1946. This is a working cattle ranch and guest ranch combined, located near Solvang. Chana devotes much of her time to the Braille Institute Auxiliary of Santa Barbara, whose annual Polo Match is not only a significant community event, but also a very successful fundraiser.

A few years ago President Les Stocker asked Jim to join the Board of Directors, where he became intimately involved in the leadership of the organization. Impressed with what he saw, Jim wanted to give back. Both he and Chana have contributed to the capital campaign to build the new Santa Barbara Center, “a very worthwhile project.” The Jacksons also serve on the volunteer Santa Barbara Organizing Committee, which is orchestrating fundraising for the new center.

Even Nicholas has been involved in the excitement: He participated in the groundbreaking ceremony last January.

The Jackson’s values of giving back to Braille Institute demonstrate what we value most—the immeasurable contributions of our volunteers and donors.

“Our work for Braille Institute provides a double benefit—we help a worthwhile organization that is helping us every day.”

JIM JACKSON
Financial Highlights*  JULY 1, 2002 TO JUNE 30, 2003

Income Sources

A  40.6% Bequests from Wills
B  4.3% Trusts
C 12.3% Contributions and Foundation Gifts
D 1.4% Support Group Contributions and Other Sources
E  5.0% Royalties
F  2.5% State Library Appropriation
G  5.9% Investment Income
H 28.0% Allocation from Reserves

A  80.0% Program Services
B  6.1% Supplemental Services
C  7.2% Development
D  4.3% Public Education
E  2.4% Administration

**Including Depreciation of $2,038,000

Operating Expenditures**

A  80.0% Program Services
B  6.1% Supplemental Services
C  7.2% Development
D  4.3% Public Education
E  2.4% Administration

Income ($000)

Public Support
- Bequests from Wills 10,898
- Trusts 1,142
- Contributions and Foundation Gifts 3,305
- Support Group Contributions 363
- TOTAL PUBLIC SUPPORT 15,708

Other Revenue
- Royalties 1,331
- State Library Appropriation 680
- Net Investment Income 1,577
- Allocation from Reserves 7,512
- TOTAL OTHER REVENUE 11,100

TOTAL FUNDS RECEIVED 26,808

Expenditures ($000)

Program Services
- Los Angeles Center 4,291
- Child Development 983
- Desert Center 1,779
- Orange County Center 2,764
- San Diego Center 1,787
- Santa Barbara Center 1,924
- Braille Publishing 1,475
- Library Services 3,008
- Volunteer Services 623
- TOTAL PROGRAM SERVICES 18,634

Supplemental Services
- Administration 612
- Development 1,818
- Public Education 1,088
- Supplemental Services 1,529
- TOTAL OPERATING EXPENDITURES BEFORE DEPRECIATION 23,681

Capital Expenditures 3,137

TOTAL EXPENDITURES 26,808

*For complete financial data, refer to the report of Audited Consolidated Financial Statements for Braille Institute.
Our Leadership