Facing sight loss can be a daunting proposition. Whether one was born with a visual impairment, or taken completely off guard like many, adapting to the challenges of today’s fast-paced world takes support, knowledge and tools. For more than 90 years Braille Institute has offered an array of free classes and services to provide our students with the skills and confidence to live their lives to the fullest. To overcome the barriers in their way. To make sure that today is better than yesterday. And life is full of Brighter Tomorrows.

Braille Institute is nonprofit organization whose mission is to eliminate barriers to a fulfilling life caused by blindness and severe sight loss.
Yesterday... I was a tailor for Motown recording artists like the Jackson 5. I toured around the world. I owned my own tuxedo shop. I loved being able to use my hands to express myself creatively through my work. Sewing was my life. When I lost my sight to glaucoma, it robbed me of my spirit and my livelihood. I thought I would never be able to do the things I loved again. A friend practically dragged me to Braille Institute and I’m so glad he did. I’ve learned new hobbies like sculpting and life skills to help me manage my affairs better at home and around town. I’ve found another family at the Center in Los Angeles and I look forward to every minute I spend there.
“Yesterday I never thought today would be the best day of my life.”
Today… I’m busier than I have been in years. For decades my vision was slowly shrinking until it virtually disappeared. It was a humbling experience. I wandered around in the dark for a couple of years until I found Braille Institute. Now I’m meeting the challenges I face head-on. I’m making some incredible friends in our Men’s Support Group. We help each other stay active and positive, and provide a strong sounding board for one another. I’m learning so much about technology and computers at the Orange County Center, which has helped me stay connected to the world around me. Now I’m on a quest to finish the degree I started years earlier. Now I know I can. Once I graduate, I’m going to become a counselor so I can help others overcome their own obstacles. For me, today is all about the possibilities.
“I’ve gone from thinking nothing was possible to knowing that anything is possible.”
Tomorrow
Sharon Hastings

{ BRIGHT SPOTS }  ●  PLAYING JAZZ  ●  STUDYING JUDO

Tomorrow... I’m going to use everything I’ve learned at Braille Institute to help me achieve my goals. I’m going to use the confidence I’ve gained through activities like surfing, choir and judo. I’m going to cherish the friends I’ve made in our Youth Program and build on the life skills that have helped me succeed in the sighted world. I’m going to show my friends and community that being visually impaired doesn’t have to slow you down at all. I want to become a professional musician and I realize it’s going to take a lot of hard work to get there. But I believe in myself wherever tomorrow takes me.
Braille Institute

Reaching for my dreams

REACHING FOR MY DREAMS
“Nothing is going to stop me from being the best I can be.”
At a glance

People Assisted: 75,913
Staff (287.30 FTE): 321
Volunteers: 4,098
Volunteer/Staff Ratio: 13 to 1
Facilities Managed: 426,000 sq. ft.
Administrative Costs: 3.0%
Fundraising Costs: 10.2%
Dear Friends

With nearly 76,000 visually impaired men, women, children and their families served this past year, we were just slightly below our all-time record of the previous year. Most important was the impact experienced by each person and his or her family.

We continue to shift our emphasis to programs with the greatest effect for our constantly changing population. We saw gains in the numbers of adult students, low vision rehabilitation consultations, youth and career services and families in our Child Development program.

Our newest growth area is in Community Training Programs for other businesses and professions where we provide training in how best to serve visually impaired people.

Our braille literacy initiative has also continued to flourish on a national level. More brailed volumes of great children’s literature went out across North America than ever before and we reached a new all-time high in numbers of blind children across America and Canada participating in our Braille Challenge.

This was a special year for The Braille Challenge as we observed its tenth anniversary. In honor of that milestone, Carl Augusto, President of the American Foundation for the Blind attended to present their 2010 Access Award, which is given once each year to recognize unusual contribution to Equality for Access and Opportunity for blind and visually impaired people.

Our Braille Institute Library also received a special recognition this year. It was one of five libraries (out of some 123,000 libraries in America) to receive the National Medal Award from The Institute of Museum and Library Services in Washington, DC. Approximately 34,000 individuals in Southern California receive this talking book service and some 10,000 people are now utilizing our Telephone Reading Program.

A more complete picture of all our services is shown throughout this annual report.

By any number of measures we recognize that we are living in most unusual and challenging times. Yet, Braille Institute has been able to continue serving its clientele—not only through the current economic crisis but through many others during our 92-year history. Our Board members can be credited with sound/prudent financial decisions that sustain this organization.

Our ability to continue delivering the variety and breadth of services that we offer is owed to the steady, loyal support of two groups of people. First is the volunteers who outnumber our staff by 13 to 1. They give their tireless work in all manner of activities from teaching classes, to guiding blind people, to helping get talking book materials into the daily mail.

The other group of supporters is our unusually generous donors who contribute through current gifts and an array of planned gifts, or estate plans. Without their partnership there simply would be no Braille Institute.

On behalf of all those individuals who turned to Braille Institute this past year—and in the future—we extend to our volunteers and donors our profound gratitude.

James H. Jackson, Chairman
Leslie E. Stocker, Jr., President
Programs and Services

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

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

LOW VISION REHABILITATION
We help determine the best assistive devices for each of our low vision clients—from special lamps and nonprescription magnifiers to closed–circuit televisions. And we help them to adapt—both their lifestyle and their thinking—when it comes to making the most of their remaining vision.

THE BRAILLE CHALLENGE®
We motivate school-age braille readers to excel through The Braille Challenge®, a nationwide literacy contest designed to celebrate their talents and abilities. Working in concert with teachers and celebrities, we inspire students to succeed not only in their academic endeavors, but in their life's every endeavor as well.

BRaille Publishing
Since our beginnings, we've grown into the largest braille publisher on the West Coast, publishing more than 2 million pages per year. We’ve also become one of the largest resources for new and recorded media including the Braille Special Collection, providing invaluable and stimulating information to the visually impaired community.

CHILD DEVELOPMENT
We help families prepare for the challenges of parenting a young child who is blind or visually impaired. Through our in-home program, we offer resources and suggestions to help families respond to their infant or toddler’s changing needs. And, working in community preschools, we aid in the development of preschoolers, getting them ready for kindergarten, fostering both their physical and emotional growth.

YOUTH & CAREER SERVICES
We work with children and teens (ages 6-18) to develop daily living and life preparation skills. From activities such as rock climbing and surfing to participation in choral groups and more, we bolster the confidence of our young people and, in turn, brighten their future. And we provide young adults (ages 19-30) with employment referrals and job readiness techniques so they can succeed in the sighted world.
### 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>788</td>
<td>59,964</td>
</tr>
<tr>
<td>Orange County</td>
<td>842</td>
<td>46,980</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>451</td>
<td>37,400</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>266</td>
<td>16,070</td>
</tr>
<tr>
<td>San Diego</td>
<td>346</td>
<td>34,105</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>2,693</strong></td>
<td><strong>194,519</strong></td>
</tr>
</tbody>
</table>

### Low Vision Rehabilitation Services

<table>
<thead>
<tr>
<th>Center</th>
<th>Consultations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>1,319</td>
</tr>
<tr>
<td>Orange County</td>
<td>1,238</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>731</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>671</td>
</tr>
<tr>
<td>San Diego</td>
<td>676</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>4,635</strong></td>
</tr>
</tbody>
</table>

### Library Services

- Readers Registered: 33,253
- Individual Titles: 108,441
- Books Available: 1,431,793
- Books Circulated: 1,350,569
- Machines Supplied: 62,462
- Machines Repaired: 3,784
- Cassettes Produced: 42,773
- Deposit Libraries: 1,563

*Including 175,946 CMLS & ILL books (NLS)

### Community Outreach

<table>
<thead>
<tr>
<th>Center</th>
<th>Students Enrolled</th>
<th>Sites Visited</th>
<th>Communities Visited</th>
<th>Contact Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>1,398*</td>
<td>89</td>
<td>39</td>
<td>13,841</td>
</tr>
<tr>
<td>Orange County</td>
<td>498</td>
<td>60</td>
<td>35</td>
<td>4,321</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>269</td>
<td>83</td>
<td>29</td>
<td>969</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>505</td>
<td>144</td>
<td>38</td>
<td>9,496</td>
</tr>
<tr>
<td>San Diego</td>
<td>1,176</td>
<td>73</td>
<td>21</td>
<td>20,991</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>3,846</strong></td>
<td><strong>449</strong></td>
<td><strong>162</strong></td>
<td><strong>49,618</strong></td>
</tr>
</tbody>
</table>

*Includes El Poder Sin Ver.

### Teleservice Department

- Service Calls Received: 5,477
- Service Calls Made: 1,928
- **Total**: 7,405

### Braille Publishing

- Commercial Clients: 106
- Total Subscriptions Publications: 12,413
  *(Including Braille Special Collection, Partners in Literacy, and Rose Parade Program)*
- Total BIA Publications Readers Registered: 6,099
- Braille Special Collection Books Distributed: 11,830
- Total Braille Pages Embossed: 2,566,780
- Total Braille Pages Transcribed: 21,206

### Websites

- Website Visits: 79,794
- Individuals Assisted: 1,027
- PDF Downloads: 8,757
### VOLUNTEER SERVICES

<table>
<thead>
<tr>
<th>Center</th>
<th>Volunteers</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>2,162</td>
<td>79,119</td>
</tr>
<tr>
<td>Core</td>
<td>732</td>
<td>61,803</td>
</tr>
<tr>
<td>Short Term</td>
<td>357</td>
<td>12,972</td>
</tr>
<tr>
<td>Occasional</td>
<td>1,073</td>
<td>4,344</td>
</tr>
<tr>
<td>Orange County</td>
<td>501</td>
<td>24,575</td>
</tr>
<tr>
<td>Core</td>
<td>229</td>
<td>22,455</td>
</tr>
<tr>
<td>Short Term</td>
<td>5</td>
<td>223</td>
</tr>
<tr>
<td>Occasional</td>
<td>267</td>
<td>1,897</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>143</td>
<td>19,872</td>
</tr>
<tr>
<td>Core</td>
<td>133</td>
<td>19,712</td>
</tr>
<tr>
<td>Occasional</td>
<td>10</td>
<td>160</td>
</tr>
<tr>
<td>San Diego</td>
<td>464</td>
<td>12,711</td>
</tr>
<tr>
<td>Core</td>
<td>137</td>
<td>11,815</td>
</tr>
<tr>
<td>Occasional</td>
<td>327</td>
<td>896</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>828</td>
<td>26,790</td>
</tr>
<tr>
<td>Core</td>
<td>361</td>
<td>25,039</td>
</tr>
<tr>
<td>Short Term</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>Occasional</td>
<td>466</td>
<td>1,745</td>
</tr>
</tbody>
</table>
| **Total**         | **4,098**  | **163,067**  

Annual Designated Assignments (unduplicated total) 6,131

### DIGITAL MEDIA PRODUCTION

#### Digital Masters
- **Visual**: 19 Sites Visited 501
- **Audio**: 18 Low Vision Rehabilitation Consultations 1,017

#### Media Duplication
- **In-House**: 741 Number of Visitors 3,248
- **Outsourced**: 680 Library Applications Returned 144

#### VISTAS
- **Transactions**: 22,729 Vistas Sales $26,327

### PUBLIC EDUCATION

- **Speaking Engagements**: 301
- **Group Tours**: 460
- **Film and Television Consultations**: 20
- **Regional/National Media Coverage** (Feature Stories & Media Announcements)
  - **Print and Television**: 212
  - **Online/Social Media Coverage**: 331
- **Southern California Media Coverage** (Feature Stories & Media Announcements)
  - **Print and Television**: 215
  - **Online/Social Media Coverage**: 321

### MOBILE SOLUTIONS

- **Digital Masters (Rancho Mirage, Santa Barbara and Los Angeles Centers)**
  - **Sites Visited**: 501
  - **Low Vision Rehabilitation Consultations**: 1,017
- **In-House**: 741 Library Applications Returned 144
- **Outsourced**: 680 Vistas Sales $26,327

### VISTAS

<table>
<thead>
<tr>
<th>Center</th>
<th>Transactions</th>
<th>Gross Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>9,837</td>
<td>$245,366.51</td>
</tr>
<tr>
<td>Orange County</td>
<td>7,246</td>
<td>226,282.55</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>2,380</td>
<td>63,679.59</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>1,891</td>
<td>46,429.71</td>
</tr>
<tr>
<td>San Diego</td>
<td>1,375</td>
<td>50,099.55</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>22,729</strong></td>
<td><strong>$631,857.91</strong></td>
</tr>
</tbody>
</table>
**THE BRAILLE CHALLENGE®**

The Braille Challenge is the only national reading and writing contest in braille for blind children in first through twelfth grade. Now in its tenth 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 1,537 requests for preliminary exams, an increase of 11 percent over the previous year. Of these, 795 (or 52 percent) were returned to us for scoring. This year we partnered with agencies and schools across the U.S. and Canada to host 34 preliminary contest events, an increase of 13 percent over the 30 events the previous year.

- Preliminary Contests Requested: 1,537
- Preliminary Contests Returned: 795
- Teachers Requesting Contests: 103
- Teachers Administering Contests: 69
- Regional Events Hosted: 34
- U.S. States Represented: 43
- Canadian Provinces Represented: 4
- Regional/National Media Coverage (Feature Stories & Media Announcements):
  - Print and Television: 212
  - Online/Social Media Coverage: 331

**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>562</td>
<td>30</td>
<td>199</td>
<td>2,922</td>
<td>350</td>
<td>4,063</td>
</tr>
<tr>
<td>Orange County</td>
<td>138</td>
<td>175</td>
<td>281</td>
<td>779</td>
<td>181</td>
<td>1,554</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>77</td>
<td>48</td>
<td>758</td>
<td>2,134</td>
<td>230</td>
<td>3,247</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>129</td>
<td>12</td>
<td>272</td>
<td>4,164</td>
<td>56</td>
<td>4,615</td>
</tr>
<tr>
<td>San Diego</td>
<td>32</td>
<td>107</td>
<td>657</td>
<td>3,081</td>
<td>263</td>
<td>4,140</td>
</tr>
<tr>
<td>Child Development</td>
<td>125</td>
<td>–</td>
<td>506</td>
<td>521</td>
<td>–</td>
<td>1,152</td>
</tr>
<tr>
<td>Totals</td>
<td>1,063</td>
<td>372</td>
<td>2,673</td>
<td>13,601</td>
<td>1,080</td>
<td>18,771</td>
</tr>
</tbody>
</table>

Non-discrimination policy: Braille Institute admits persons of any race, color, national and ethnic origin to all the rights, privileges, programs and activities generally accorded or made available at Braille Institute. It does not discriminate on the basis of race, color, national and ethnic origin in the administration of its policies or programs.
Who We Serve

BRAILLE INSTITUTE SERVICES JULY 1, 2009, TO JUNE 30, 2010

From a total enrollment of 7,768 there were 3,660 adults, youths and infants enrolled for the first time this year.

<table>
<thead>
<tr>
<th>Gender</th>
<th>Duration of Blindness</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>Up to 1 year 3%</td>
</tr>
<tr>
<td>Female</td>
<td>Up to 5 years 5%</td>
</tr>
<tr>
<td>Male</td>
<td>Up to 10 years 3%</td>
</tr>
<tr>
<td>Female</td>
<td>More than 20 years 3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Primary Causes of Blindness</th>
<th>Duration of Blindness</th>
</tr>
</thead>
<tbody>
<tr>
<td>Macular Degeneration</td>
<td>Up to 1 year 33%</td>
</tr>
<tr>
<td>Glaucoma</td>
<td>Up to 5 years 12%</td>
</tr>
<tr>
<td>Diabetic Retinopathy</td>
<td>Up to 10 years 9%</td>
</tr>
<tr>
<td>Cataracts</td>
<td>More than 20 years 3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Age</th>
<th>Nature of Blindness</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 19</td>
<td>Congenital (blind since birth) 6%</td>
</tr>
<tr>
<td>20 to 64</td>
<td>Adventitious (formerly sighted) 22%</td>
</tr>
<tr>
<td>65 and over</td>
<td>Not Stated 72%</td>
</tr>
</tbody>
</table>

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)

<table>
<thead>
<tr>
<th>In-Home Services</th>
<th>Number of Infants/Families</th>
<th>Hours of Service</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>179</td>
</tr>
</tbody>
</table>

Pre-School Support and Transition Programs

<table>
<thead>
<tr>
<th>Number of Families/Children Over Age 3</th>
<th>Hours of Service</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>133</td>
</tr>
</tbody>
</table>

Medical Visits with Families

<table>
<thead>
<tr>
<th>Consultations</th>
<th>Number of Families Served for Up to Six Months</th>
<th>Number of Families Served for More than Six Months</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>384</td>
<td>191</td>
</tr>
</tbody>
</table>

Total Children and Families Served

*98 additional families not enrolled in Braille Institute’s programs were served through 41 parent groups.

YOUTH SERVICES: 6 TO 18 YEARS OF AGE

<table>
<thead>
<tr>
<th>Center</th>
<th>Youths</th>
<th>Contact Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>209</td>
<td>17,659</td>
</tr>
<tr>
<td>Orange County</td>
<td>165</td>
<td>11,793</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>53</td>
<td>2,352</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>42</td>
<td>1,210</td>
</tr>
<tr>
<td>San Diego</td>
<td>54</td>
<td>2,968</td>
</tr>
<tr>
<td>Totals</td>
<td>523</td>
<td>35,982</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>43</td>
<td>2,073</td>
</tr>
<tr>
<td>Orange County</td>
<td>273</td>
<td>303</td>
</tr>
<tr>
<td>Rancho Mirage</td>
<td>60</td>
<td>372</td>
</tr>
<tr>
<td>Santa Barbara</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>San Diego</td>
<td>16</td>
<td>-</td>
</tr>
<tr>
<td>Totals</td>
<td>394</td>
<td>2,748</td>
</tr>
</tbody>
</table>
Outcomes

According to various dictionaries, the definition of impact is: “to affect or influence in a significant way”; “the powerful or dramatic effect something or someone has”; and, “the tangible and intangible effects of an entity’s action or influence upon another.” Every year, for the past nine years, we have used outcome assessments as a way to determine if our programs are having an impact on our participants.

This year 299 new adult students who enrolled at our five regional centers completed a pre- and post-enrollment questionnaire that asked for responses to 17 statements covering skills, abilities, social functioning, and adjustment to vision loss. We received questionnaires from 28% of our 1,052 new adult students. Fourteen of the 17 statements showed double digit change between the pre-enrollment and the post enrollment responses. Students arrive at regional centers with differing needs and can access a range of services to meet those needs. Given the significant variation in the extent and type of rehabilitation services received, variation in the amount and direction of change in adaptation should be expected. Findings do show that significant change did occur on the individual level, indicating greater independence and confidence among participants of our programs. Since the mission of Braille Institute is to empower individuals, our assessment provides evidence that we are having a positive impact on emotional well-being, social functioning, and psychosocial adjustment to vision loss.

### For a complete outcome assessment report, please go to our website at [www.brailleinstitute.org](http://www.brailleinstitute.org)
The Braille Challenge® Celebrates 10th Birthday

The Braille Challenge is the only national academic contest for blind students in the United States. The Challenge was designed to encourage students in first through 12th grade to value the importance of braille literacy and motivate them to improve their skills. The five competition categories—reading comprehension, speed & accuracy, charts & graphs, proofreading and spelling—reinforce specific skills needed for success in the classroom, and subsequently, in the working world.

Braille literacy has been on the decline among visually impaired students for decades, having dropped from 40% fifty years ago to 10% today. Yet, research shows that out of the 25-30% of blind adults who gain full-time employment, 90% are braille readers. The Braille Challenge was conceived to highlight the importance of braille as a core literacy medium and to raise public awareness about its practical value. With the generous prizes and acclaim the contest offers—not to mention a fun-filled weekend in Los Angeles—the Challenge is a strong motivator for students and provides a new benchmark to gauge performance for expected fluency, speed and accuracy.

Since its inception in 2001, the competition has grown by leaps and bounds annually, and among each year’s 60 talented finalists, Braille Challengers have now hailed from 43 U.S. states and 6 Canadian provinces. This past June, in commemoration of ten wonderful years, Carl Augusto, President of the American Foundation for the Blind, presented Braille Institute with its 2010 Access Award for unusual contribution to Equality for Access and Opportunity for blind and visually impaired people.

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<th>National Braille Challenge Annual Comparisons</th>
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*includes print, television and online coverage
Partners in Service

The changing landscape of social services in the 21st century has presented Braille Institute with a variety of new challenges and exciting opportunities. Our increasingly fast-paced world requires that like-minded organizations, businesses and local government agencies work together to pursue shared goals. Braille Institute is leading the way by forging strategic partnerships and building a web of service that extends our reach farther than ever before. Through these collaborations we’re working hard to ensure that the future of those we serve will indeed be bright for generations to come.

The following are just a few of the many organizations and companies that have joined Braille Institute’s public education campaign, to help spread the word about our free services and further our mission of empowering visually impaired people to live fulfilling lives:

The Department of Aging is helping us by disseminating information among their constituents about our free programs via print newsletters, online updates and public events.

Metro is supporting Braille Institute with a series of educational outreach activities that open up new opportunities for people with vision loss to get around town more effectively and safely.

This global media giant is supporting our public education activities by airing a variety of public service announcements on radio stations across its wide coverage network.

The leading developer of innovative products for people who are visually impaired is supporting our efforts to educate and inform the public about the many options for staying connected through technology.

AAA is participating in our outreach by distributing informational materials at events throughout the region in an effort to help people with low vision evaluate their driving ability and learn other ways to stay mobile and independent.
BLAZING NEW TRAILS
Chris Lynch
VOLUNTEER

My goal in life has always been to help people overcome challenges. I came to Braille Institute as a volunteer instructor. But I wanted to teach a very different kind of class—an in-the-field, boots-on-the-ground, adventure to the top of Mt. Baldy, the highest peak in Los Angeles County. I really didn’t know what to expect, but what I found was a fun-loving, energetic group of people with a desire to conquer the mountains in their own lives. Sure, there were logistical challenges I’d never imagined during our four months of training, from transportation arrangements to varying fitness levels. But we did it. Together. We made it to the summit of Baldy and 10,064 feet above sea level. The students forged lasting relationships with their sighted guides and got in the best shape of their lives. I’ve been to the top of Mt. Kilimanjaro and I’m planning an expedition to Everest, but so far this has been one of the greatest adventures of my life.
Braille Institute
Making it possible

MAKING IT POSSIBLE
Thomas and Arloah Artingstall  
DONORS

We both have personal experience with sight loss—each having lost vision in one eye—so the cause is close to our hearts. The more we found out about Braille Institute and its programs, the more we wanted to know how we could help. We toured the facilities and have been to the National Braille Challenge, which was great fun. Everyone is so friendly at Braille Institute. It feels like a big family. They give 100% to help anyone who needs it—all you have to do is ask. We want Braille Institute to receive half of our estate when we’ve moved on, but until then we give as we can. It is a great joy for us to give to an organization that does so much for so many people. We couldn’t think of a better legacy to leave behind than one of support for the wonderful work that is being done at Braille Institute.
Endowing Braille Institute Today Will Empower Thousands Tomorrow

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.

Charlotte Abrams  
Mary Allen  
Marjory M. Alsdurf  
Anonymous  
Carmen Apelgren  
Ms. Jean Arley  
Thomas & Arloah Artingstall  
Mrs. Fannie “Bobby” Avrut  
Thomas J. Baldwin  
Ray E. Barnum  
John J. Baro  
Bernice Barth  
Cecile Betts  
Amelia “Pat” Bianconi  
Mr. & Mrs. William B. Billingsley  
Harris J. Bloch  
Harry Boand, Jr.  
Mark S. Bobry  
Janice L. Boisclair  
Evelyn P. Borden  
Daniel & Evelyn Bourne  
Mary A. Bowler  
William B. Brende  
Ms. June Brouhard  
Gerald & Mary Jo Brown  
Lori Brown  
Mr. Windford R. Brown  
Mr. & Mrs. George Buckhalter  
Mary G. Bullard  
Mr. & Mrs. David Burkhardt  
Marvin A. & Maxine L. Burnett  
Mrs. Mary Burson  
Thomas K. Callister  
Ms. Doreen Chadbourne  
Cindy Chan  
Venus Devina Charisma  
Ms. Marion A. Christoffel  
Bruce & Jo Ann Clark  
Gertha Collins  
Charlotte Hatfield Cox  
Pilar Curren  
Shirley Rhode Curtis  
Dr. P. N. Danailov  
Mr. & Mrs. Keith Du Fault  
Virginia A. Ellis  
Mr. & Mrs. Vernon Emery  
Estelle Fields  
Mrs. Lucille Fleming  
Ralph Flood  
Jane K. Fox  
Bobbe Frankenberg  
Eunice Friend  
Sanford & Gertrude Gerber  
Ms. Andrea Giambrone  
Lu Gilbert  
Thelma Ginzler  
Lillian H. Glassman  
Carl & Jeanette Goldbaum  
Rochelle Gollin  
Jean B. Goodwyn  
Ron L. Gordon  
Eugene & Ida Gottsdanker  
Mr. & Mrs. Lawrence J. Grill  
Anna M. Hafeli  
Franklin D. & Phyllis M. Halladay  
Martha Halstead  
Mr. John G. Hamilton  
Sally M. Hammes  
Heinz & Thelma Hanau  
Evelyn V. Hanson  
Roger J. Harmon  
Mrs. Mary M. Hart  
Connie S. Hawthorne  
Catherine L. Hazlett  
Dr. Rosalyn S. Heyman  
Dr. Robert V. Hine, Jr.  
Alzia Jackson  
Milt Kandil  
Frances B. Kaplan  
Minna Kaye  
Mrs. Rose Kempf  
Mr. & Mrs. Russell W. Kirbey  
Dr. Rozella S. Knox  
Arthur Kusuhara & Marguerite Garner  
Mark Lambert  
Shirley J. Lane  
Palmer Langdon  
Richard & Shirley Larson  
Mr. & Mrs. Ray Lawrence  
Lewis Lazarus  
Franz & Eileen Lilloe  
Kenneth W. Lintz  
Ruth & Nathan Lipscomb  
Mrs. Diana J. Longenberger  
Mr. & Mrs. John Magnuson  
Leona Mandelbaum  
Alma Mathias  
Mr. Ramsay McCue  
Mr. & Mrs. Ron Meyer  
Robert & Sara Moore  
Margaret Moran  
Patricia A. Morey  
Mr. & Mrs. Charles Murphy  
Dr. William Murray  
W. Tracy Nadeau  
Betty M. Nance  
Dot and Rick Nelson  
Ms. Angela Nowlin  
Ms. Barbara Oberle  
Mrs. Susanne Oken  
Norma G. O’Melia  
Marvin J. Paffenroth  
Glenn T. & Kathleen C. Patmore  
Mr. Robert M. Pedraglia  
Josephine Pendino  
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Jeremy C. Randall  
Ralph A. Reinhard  
Lucille M. Rice  
Linda Robbins  
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S. Roguin  
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Marian Stanley  
Pauline W. Stanley  
Alida J. Stanton  
Milton R. Stark  
Mr. & Mrs. Leslie E. Stocker, Jr.  
James & Jecelyn Stockton  
Shirley P. Struble  
Isabelle Terzian  
Sean Thomas  
Charlottle & Frank Tubin  
Roy & Hope Turney  
Eileen Fontaine Ulrich  
Mr. & Mrs. Kenneth  
C. Van Horne  
Paul & Lois Vaughan  
Mr. Lloyd Vogelweid  
Davis H. & Jean E. von Wittenburg  
Ms. Nancy Wannberg  
Mrs. Jack L. Watson  
Leona Weiss  
Dr. Donald M. Weitzman  
Mrs. Marie Wickes  
Phyllis Wicks  
Robert N. Williams  
Karen Williamson  
Murray & Marion Winagrera  
Mr. Philip P. Woodward  
Mrs. Ethel Young  
Suzanne Zolfo
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 69% 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.

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

Tax Identification Number: 95-1641426  Date of Incorporation: September 20, 1961
We Couldn’t Have Done It Without You!

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 between January 1 and December 31, 2009. 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 gift level qualified them for membership in one of the following donor recognition clubs.

**Pillars**

Pillars are donors who, in addition to their current gifts of cash, securities or property made in calendar year 2009, 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 91 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, 2009, and who have made at least one donation a year for 30 or more years, not necessarily in consecutive years.

- Mr. & Mrs. Wendell V. Allred
- Mr. & Mrs. Tway W. Andrews
- Anonymous
- Mr. & Mrs. Dwight E. Bishop
- Mrs. Geraldine Brooks
- Mrs. Edith N. Brownstone
- Ms. Jeanne Christansen
- Ms. Virginia O. Clark
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- Mrs. Edmund Dubois
- Mr. & Mrs. John L. Endicott
- Mr. Armand Field
- Mr. Herb Friedenthal
- Mrs. Ruth B. Harshe
- Mr. Rufus L. Hayden
- Mr. Hans Inpijn
- Mrs. Ida C. Jaqua
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- Mrs. Joyce L. Jurin
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- Mr. Thomas R. Read
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- Mr. & Mrs. Saul M. Salika
- Mr. & Mrs. Robert Schrimmer
- Mrs. Miriam Shenkman
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- Mr. & Mrs. Seymour Strauss
- Pearl M. Stuckwish & Michael R. Ito
- Mr. John L. Tallis
- Mrs. Grace H. Thomas
- Mr. George Toby
- Mrs. J. R. Vaughan
- Hal & Dorita Weksler
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, 2009.

Individuals

$1,000 to $9,999

Mr. & Mrs. David Abelman
Mr. Robert E. Anderson
Mr. & Mrs. Jerry Applegate
Krishna & Bonnie Arora
Mr. Stanley L. Aschour
Mrs. Jane Ayres
DAYLE BAKER
Ms. Helene P. Baouendi
Mr. Lynnwood Barker
Mrs. Fred Bartman
Mr. Jack Bechtel
Mr. & Mrs. Ed Blatchford
Dale & Rosemary Bohika
Mr. & Mrs. Donald Boone
Mr. Pat Boone
L.L. Borich
Mr. James B. Boyle, Jr.
Mrs. Virginia Braun
Mr. Gerald F. Brown
Gerald & Mary Jo Brown
Mr. Windford R. Brown
Mr. & Mrs. David L. Burkhardt
Mr. Richard L. Burroughs
Mrs. Mary Burson
Mr. & Mrs. Thomas L. Cadman
Mr. Thomas K. Callister
Dr. Catherine F. Canada
Mrs. Barbara Cartwright
Mr. David Chanler
Mr. Philip Chapman
Ms. Marian K. Chuan
Ying Chung
Mr. & Mrs. Everett Clark
Robert & Sue Clayton
Mr. Randall S. Cline
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Ms. Charlotte Hatfield Cox
Mrs. Marcus E. Crahan, Jr.
Mr. Rodney F. Darby
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Ms. Susan J. deGolyer
Bertha De Gregory
Ray & Judy Deaver
Ms. Cherie Degen
Mr. & Mrs. Robert DeKarlo
Mr. & Mrs. A.E. Dotson
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Mr. Clarence L. French
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Mr. Herb Friedenthal
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Ms. Blanch D. Ginsburg
Ms. Eloise C. Goodhew Barnett
Ms. Dowrene Hahn
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Ms. Violet Hanna
Ms. Dorothy M. Harkness
Mr. Rachford Harris
Ms. Lenora Harth
Mr. Rufus L. Hayden
Mrs. Catherine L. Hazlett
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Mr. & Mrs. R.E. Hemmingsway
Ms. Darlene Ingber
Ms. Violet Hanna
Ms. Dorothy M. Harkness
Mr. Rachford Harris
Ms. Lenora Harth
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Dot and Rick Nelson
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Ms. Kathryn Quackenbush
Mr. & Mrs. D. Kenneth Richardson
Mr. James J. Shea, Jr.
Foundations/Corporations/Special Groups

$100,000 and more

Fritz B. Burns Foundation
California Community Foundation
Friends of Braille Institute San Diego
The Hearst Foundations
Weingart Foundation

The Ahmanson Foundation
Braille Institute Auxiliary of Santa Barbara
The Johnny Mercer Foundation
The Rose Hills Foundation

$25,000 to $49,999

Braille Institute Auxiliary, Inc.
Braille Institute Auxiliary East
San Gabriel Valley
Forest Lawn Foundation
Frank and Joseph Gila Fund of the Santa Barbara Foundation
Callie D. McGrath Charitable Foundation
The Kenneth T. and Eileen L. Norris Foundation
Ullman Foundation
The Wood-Clayleysens Foundation
Yahoo! Employee Foundation

$10,000 to $24,999

Irene W. & Guy L. Anderson Children’s Foundation
The Beverly & Frank Arnstein Foundation
Braille Institute Associates of the Desert
Braille Institute Auxiliary of Pasadena
The Bruce Ford and Anne Smith Bundy Foundation
City of Laguna Woods
The Julia Stearns Dockweiler Foundation in Memory of Marcus E. Cahan, Jr.
dot.dat.inc
Josephine Herbert Gleis Foundation
Leon and Toby Gold Foundation
O. L. Halsey Foundation
Philip Hohnstein Family Foundation
Kaiser Foundation Hospital
The Karl Kirchgessner Foundation
La Vista Foundation for the Blind & Physically Handicapped
Walter Lantz Foundation
The Henry E. and Lola Monroe Foundation
Dan Murphy Foundation
Pasadena Showcase House for the Arts
Pasadena Tournament of Roses
The Patron Saints Foundation
Ann Peppers Foundation
The Meta & George Rosenberg Foundation
The Lucille Ellis Simon Foundation
Lon V. Smith Foundation
I. N. & Susanna H. Van Nuy Foundation

$1,000 to $9,999

The Aberdeen Foundation
Almex USA, Inc.
Anonymous
The Augustyn Foundation Trust
The Cecile & Fred Bartman Foundation
Beverly Hills Rotary Community Foundation #1006
Board Family Foundation
The Louis L. Borick Foundation
Byram Memorial Trust of the California Community Foundation
The California Wellness Foundation
The Champions Volunteer Foundation
City National Bank
Arnold and Kay Clejan Charitable Foundation
Confidence Foundation
Desert Regional Medical Center Auxiliary
Florence R. Devine #1 Fund of the California Community Foundation
Florence R. Devine #2 Fund of the California Community Foundation
Carrie Estelle Doheny Foundation
The Cushman Family Foundation at The San Diego Foundation
Delta Gamma Foundation
Delta Gamma Foundation - Alpha Nu Chapter at USC
Catherine C. Demeter Foundation
Desert Regional Medical Center Auxiliary
Florence R. Devine #1 Fund of the California Community Foundation
Florence R. Devine #2 Fund of the California Community Foundation
Carrie Estelle Doheny Foundation
Elks of Los Angeles Foundation
The Samuel I. & John Henry Fox Foundation
Georges & Germaine Fuseton Charity Foundation
Garden Grove Lions Club
The Heller Foundation of The San Diego Foundation
The Ann Jackson Family Foundation
Keiter Family Foundation
KPMG LLP
La Jolla Kiwanis Foundation
The Ruth Lane Charitable Foundation
Lark Ellen Lions Charities
Livingston Memorial Foundation
Los Angeles Breakfast Club Foundation
Microsoft Giving Campaign
Morongo Band of Mission Indians
Luellas Morey Murphey Foundation
NBC, MSNBC, CNBC
Nichols Enterprises, L.P.
Andrei Olenicoff Memorial Foundation
Olympic Maintenance of America
Pacific Palisades Women’s Club
Hugh E. & Marjorie S. Petersen Foundation Inc
Pomona Host Lions Club
Reseda Women’s Club
Rotary International, District #5340
San Diego County Optometric Society
The Simon-Strauss Foundation
Sidney Stern Memorial Fund
Thoren Family Charitable Trust
Wells Fargo Foundation

Founder’s 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 2009, those donors’ gifts went toward the support of Braille Institute’s Free
Transportation Services for our students with the purchase of four passenger vans.

Mr. Pat Boone
Mrs. Virginia Braun
Mr. Thomas Callister
Mrs. Marcus Crahan, Jr.
Mr. & Mrs. Edmond Davis
Mr. Lloyd Fadrique
Mrs. Sally H. Jameson
KPMG LLP
Richard & Shirley Larson
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Mr. and Mrs. Franklin D. Halladay
Mr. Kenneth W. Lintz
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Mr. Robert H. Studenberg
Ms. Alice A. Whitford
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 2009.

In Honor of:
Fred & Louvie Javier

In Memory of:
Kathryn & William Buransky
Dr. Dorwin P. Cartwright
John D. Degregory
Manny Dwork
Vivian M. Green
Albert John Griscavage
Betty Jane Hagar
Vivian Hart
Mary Regan Lang
Owen Maier
Mr. & Mrs. George Mazhuvencherry
Garnette & Lloyd McVey
Nicasio Pazos
Nelle Oppenheim Pearlman
Cari & Marcella Poeschl
Florence Schnorr
Elaine Schuch Curtis
Bill & Maria Shultz
Marjorie Jane Vancleve

Gifts in Kind

Gifts in kind are non-monetary gifts of tangible goods that either in themselves, or from the proceeds resulting from their sale, help support the mission of Braille Institute. We wish to thank all those who made donations of gifts in kind during calendar year 2009. However, space limitations allow us to only list those whose gifts were estimated to be of a value of $1,000 or more.

Ms. Dolores Buffington
Ms. Julie J. Dunbar
Ms. Betty Dushkin
Freedom Scientific Corporation
Mr. Robert Moor
Perkins Products, Perkins School for the Blind
Mr. & Mrs. Naum N. Tabachnick
Thibiant International

Employers with Matching Gift or Employee Directed Giving Programs

In 2009 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
AT&T United Way Employee Giving Campaign
Bank of America Foundation Matching Gifts
Bank of America United Way Campaign
Employees Community Fund of the Boeing Company
Chevron Humankind Matching Gift Program
Costco Wholesale
Direct TV Matching Gift Center

ECHO, Northrop Grumman Employees Organization
Edison International Employee Contributions Campaign
Exxon Mobil Foundation, Inc.
Goodrich Foundation Partners in Giving
Goodrich/Rohr Employees Will-Share Club

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 2009.

In Honor of:
Fred & Louvie Javier

In Memory of:
Kathryn & William Buransky
Dr. Dorwin P. Cartwright
John D. Degregory
Manny Dwork
Vivian M. Green
Albert John Griscavage
Betty Jane Hagar
Vivian Hart
Mary Regan Lang
Owen Maier
Mr. & Mrs. George Mazhuvencherry
Garnette & Lloyd McVey
Nicasio Pazos
Nelle Oppenheim Pearlman
Cari & Marcella Poeschl
Florence Schnorr
Elaine Schuch Curtis
Bill & Maria Shultz
Marjorie Jane Vancleve

Gifts in Kind

Gifts in kind are non-monetary gifts of tangible goods that either in themselves, or from the proceeds resulting from their sale, help support the mission of Braille Institute. We wish to thank all those who made donations of gifts in kind during calendar year 2009. However, space limitations allow us to only list those whose gifts were estimated to be of a value of $1,000 or more.

Ms. Dolores Buffington
Ms. Julie J. Dunbar
Ms. Betty Dushkin
Freedom Scientific Corporation
Mr. Robert Moor
Perkins Products, Perkins School for the Blind
Mr. & Mrs. Naum N. Tabachnick
Thibiant International

Employers with Matching Gift or Employee Directed Giving Programs

In 2009 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
AT&T United Way Employee Giving Campaign
Bank of America Foundation Matching Gifts
Bank of America United Way Campaign
Employees Community Fund of the Boeing Company
Chevron Humankind Matching Gift Program
Costco Wholesale
Direct TV Matching Gift Center

ECHO, Northrop Grumman Employees Organization
Edison International Employee Contributions Campaign
Exxon Mobil Foundation, Inc.
Goodrich Foundation Partners in Giving
Goodrich/Rohr Employees Will-Share Club

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 2009.

Anonymous
Mr. Ray E. Barnum
Mrs. Evelyn P. Borden
Mr. Jacob Donian
Ms. Rochelle Gollin
Mr. & Mrs. Mel Grant
Mr. & Mrs. Franklin D. Halladay
Mr. Howard Wilson
Mr. & Mrs. George Mazhuvencherry
Garnette & Lloyd McVey
Nicasio Pazos
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Goodrich/Rohr Employees Will-Share Club
L.A. Area Combined Federal Campaign
Macy’s Foundation
Medco Employee Giving Campaign
Microsoft Giving Campaign
Morrison & Foerster Foundation
Motorola Foundation
Orange County Combined Federal Campaign
Orange County Community Foundation
Pfizer Foundation Matching Gift Program
The Prudential Foundation Matching Gifts
Quaker Chemical Foundation
Scitor Corporation Charitable Gift Matching Program
Sempra Employee Giving Network
Union Bank Employee Workplace Campaign
United Way, Inc.
United Way of the Inland Valleys
United Way of San Luis Obispo County
United Way of Snohomish County
Washington Mutual Foundation Matching Gifts Program
Wellpoint Associate Giving Campaign
Wells Fargo Community Support Campaign
Western Union Foundation
Yum Brands Foundation
Zurich American Insurance Company
Bequests from Will
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 2009.
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Ryan Honey Digital Media Productions

Ruth McKinney
Braille Publishing
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Michelle Sheridan Volunteer Services
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Suzanne Zolfo Planned Giving & Major Gifts

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Orange County
Brent Mayne*
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Charles Caldwell

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Caryl O. Crahan* Joan Lévy
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Headquarters

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741 North Vermont Avenue
Los Angeles, CA 90029 (323) 663-1111

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
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Santa Barbara, CA 93105

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Writer & Editor-in-Chief

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Art Direction/Design

Richard Huvard & Scott Kassel Editorial Concept

Primary Color
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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### Financial Highlights

**Years ended June 30**

**Income ($000)**

<table>
<thead>
<tr>
<th>Source</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bequests From Wills</td>
<td>18,721</td>
<td>18,222</td>
</tr>
<tr>
<td>Trusts</td>
<td>408</td>
<td>759</td>
</tr>
<tr>
<td>Contributions and Foundation</td>
<td>3,938</td>
<td>4,671</td>
</tr>
<tr>
<td>Support Group Contributions</td>
<td>168</td>
<td>221</td>
</tr>
<tr>
<td><strong>Total Public Support</strong></td>
<td>23,235</td>
<td>23,873</td>
</tr>
<tr>
<td>Royalties</td>
<td></td>
<td></td>
</tr>
<tr>
<td>State Library Appropriation</td>
<td>711</td>
<td>697</td>
</tr>
<tr>
<td>Net Investment Income</td>
<td>940</td>
<td>1,933</td>
</tr>
<tr>
<td><strong>Total Other Revenue</strong></td>
<td>4,435</td>
<td>5,808</td>
</tr>
<tr>
<td><strong>Total Funds Received</strong></td>
<td>27,670</td>
<td>29,681</td>
</tr>
</tbody>
</table>

**Expenditures ($000)**

<table>
<thead>
<tr>
<th>Service</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles Center</td>
<td>4,224</td>
<td>3,997</td>
</tr>
<tr>
<td>Child Development</td>
<td>741</td>
<td>716</td>
</tr>
<tr>
<td>Rancho Mirage Center</td>
<td>1,738</td>
<td>1,663</td>
</tr>
<tr>
<td>Orange County Center</td>
<td>2,781</td>
<td>2,676</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>1,885</td>
<td>1,871</td>
</tr>
<tr>
<td>Santa Barbara Center</td>
<td>1,856</td>
<td>1,793</td>
</tr>
<tr>
<td>Braille Publishing</td>
<td>1,265</td>
<td>1,231</td>
</tr>
<tr>
<td>Library Services</td>
<td>3,012</td>
<td>2,828</td>
</tr>
<tr>
<td>Volunteer Services</td>
<td>652</td>
<td>622</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>18,153</td>
<td>17,397</td>
</tr>
<tr>
<td>Administration</td>
<td>802</td>
<td>756</td>
</tr>
<tr>
<td>Development</td>
<td>2,697</td>
<td>2,403</td>
</tr>
<tr>
<td>Public Education</td>
<td>1,540</td>
<td>1,389</td>
</tr>
<tr>
<td>Support Services</td>
<td>1,817</td>
<td>1,855</td>
</tr>
<tr>
<td><strong>Total Operating Expenditures Before Depreciation</strong></td>
<td>25,008</td>
<td>23,800</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Allocation to Reserves</td>
<td>1,476</td>
<td>4,827</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>27,670</td>
<td>29,681</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>130,556</td>
<td>122,491</td>
</tr>
</tbody>
</table>

*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 at www.brailleinstitute.org*
Income Sources

- Bequests From Wills: 67.7%
- Contributions and Foundation: 14.1%
- Development: 10.2%
- Support Groups and Other: 0.6%
- Royalties: 10.1%
- Investment Income: 3.4%
- Trusts: 1.5%
- State Library Appropriation: 2.6%

Operating Expenditures**

- Program Services: 74.1%
- Development: 10.3%
- Support Services: 6.9%
- Public Education: 5.8%
- Administration: 3.6%

** Including Depreciation of $50,909