A Century of Looking Forward

Founded by a sightless visionary who refused to let blindness define him, Braille Institute embraces the challenge of sight loss in all its facets and rejects its perceived limitations.

It’s why our 100 years of pioneering technology, hands-on training, community engagement, and pragmatic determination to expand our possibilities have kept us at the forefront of innovative ideas, services, and programs for the vision impaired.
We are an organization inspired by our belief that rehabilitation is a beginning, not an end.

Braille Institute is a place where challenges are welcomed, obstacles overcome, and lives positively transformed every day. We don’t see boundaries, we imagine possibilities.

No Boundaries in Sight.

As navigators in a world where information and communication technology advances impact our lives at every level, we never forget the fundamentals—that knowledge and skills effectively learned and applied are empowering and central to living productive, fulfilled, and independent lives.

Our organizational values are the foundation for everything we do at Braille Institute, and they are also a reflection of our culture. They are the compass that guides us forward. As we embark on our centennial year we felt it was important to redefine our values and share them with you.

Mission First
We are on a mission to positively transform the lives of individuals living with vision loss. This is our purpose—it’s why Braille Institute exists. Every action we take and every decision we make must align with our mission.

Passion to Serve
Our passion to serve energizes our daily work, stimulates our creativity and ability to innovate, and provides the necessary fuel we need to sustain the mission for decades to come.

Teamwork
Working as one team allows us to perform more effectively and efficiently, and continuously over the long term. In any setting, a great team will always significantly outperform a group of talented individuals.

Commitment to Excellence and Integrity
No organization can thrive and endure without demanding this commitment from each member of the team, especially as it relates to our students, programs, and key stakeholders.

91,000+
Hours of service donated by volunteers to keep our programs free.

38,000+
People with vision loss served annually.
An organization’s centennial doesn’t happen every day. Or even every year. That’s why we’ve been celebrating our centennial throughout the year.

Our centennial is a significant milestone. It represents 100 years of empowering those who are blind or visually impaired to lead productive, independent, and fulfilling lives.

100 years of helping people push beyond their perceived limitations. 100 years of imagining possibilities. This year we are taking the time to celebrate our rich history as we look forward to the next 100 years.

**Centennial History Exhibit**
With 100 years under our belt we decided it was the perfect time to highlight the many achievements of Braille Institute. We created a centennial exhibit to showcase our history and demonstrate how we have worked to eliminate barriers and create opportunities for people who are blind or visually impaired. The exhibit is currently on display at our Los Angeles center.

**Centennial Art Project**
To commemorate our centennial year, students, volunteers, and staff at each of our centers have created works of art that reflect their personal expressions, as well as how Braille Institute has impacted their lives. Each is as unique and special as the individuals themselves. Many of the works of art were created during the various center’s centennial open house events.

**Anaheim Center Grand Opening**
Braille Institute has been a fixture in Anaheim since 1934, where over 7,500 adults and children from the surrounding areas are served. On February 28, we cut the ribbon on our magnificent, 14,735-square-foot Anaheim Center. Some of the special features of the new center include a full-size kitchen classroom, tactile features to assist with wayfinding, an advanced lighting system, and a large Library Resource Center. Beyond teaching daily living skills, Braille Institute also offers life-enhancing programs such as martial arts, dancing, and art.

**2019 Rose Parade**
We kicked off our centennial in spectacular fashion with an appearance in the Rose Parade on New Year’s Day. The theme of the 2019 Rose Parade was “The Melody of Life.” Three participants from Braille Institute Youth Program, Grace D., Evelyn M., and Jorge G., rode the Lions Club International float. They were selected to represent Braille Institute because of their love of music.
Centennial Cookbook
To share a small taste of the work we do every day, we have developed Pleasures of the Kitchen: Favorite Recipes Celebrating 100 Years. This commemorative cookbook provides a compilation of the most-loved recipes that our instructors use to teach adaptive cooking. Pleasures of the Kitchen will help users cook more safely and with a deeper sense of enjoyment. It’s available for purchase at the Vistas store in the Los Angeles center.

Youth Performance at Hollywood Bowl
This summer our Johnny Mercer Children’s Choir had a very special opportunity to perform with rock legend Cyndi Lauper at the iconic Hollywood Bowl. Together they sang “A Part Hate,” one of Lauper’s original songs. The children received a standing ovation for the performance from an audience of over 17,500.

Regional Center Celebrations—Los Angeles, Rancho Mirage, Santa Barbara, and San Diego
Each of our centers celebrated the centennial by hosting an open house and providing demonstrations for their local community. Hundreds of people turned out to celebrate our milestone anniversary with us.

Celebrating Our Centennial.

173,000+ Hours of free services provided a year.
20,000+ Library patrons served by Braille Institute.
2,200+ Children’s book and story kits provided free of charge.
2,700+ New students served by Braille Institute.
Our Rich History.

For 100 years, Braille Institute has been positively transforming the lives of those with vision loss. What started out as a small press in one man’s garage has grown into one of the largest organizations in the country serving people who are blind or visually impaired.

Today, Braille Institute supports over 38,000 people with vision loss a year, and provides over 300 classes and programs that are all free of charge.

For a century, we have been empowering those who are blind or visually impaired to lead productive, independent, and fulfilling lives.

1919 Montana cowboy J. Robert Atkinson establishes Braille Institute of America, originally named The Universal Braille Press. Philanthropist Mary Beecher Longyear, and her husband John, donate a gift of $25,000 to help establish the organization. Over a five-year period, the Atkinsons transcribe over one million words of ink print into braille.

1929 Atkinson lobbies for federal legislation to fund raised-print materials through the Library of Congress Services for the Blind, now known as the National Library Service (NLS). Today, Braille Institute is an award-winning branch of the NLS with over 100,000 titles available.

1936 Atkinson pushes for a federal law that provides rent-free space in federal office buildings for blind vendors because he believes that people who are blind should have employment opportunities.

1946 The first edition of a braille children’s anthology, Expectations is published as a free gift to children who are blind.

1954 Braille Institute begins demonstrating hand-held magnification devices through its visual aid program. Today, our low vision specialists provide one-on-one consultations and develop personalized plans to help individuals maximize their remaining vision.

1959 Adaptive cooking is introduced as one of the many daily living skills that is taught at Braille Institute. Instructors today provide hands-on training in cooking, labeling, and navigating around the home to help students remain independent.

1963 Braille Institute Auxiliary in Los Angeles is established. Today, auxiliaries continue to raise funds that support Braille Institute’s work throughout Southern California.
As we embark upon our second century of service, we renew our commitment to the mission of positively transforming the lives of those who are blind or visually impaired. Because the number of people who are blind or visually impaired is expected to double in the U.S. to eight million by 2050, we expect the need for our service to never be greater. In order to meet this growing need, we are focused on two key business strategies:

**Delivery**
The efficient delivery of our low vision rehabilitation programming is critical to meeting the large and growing low vision need. Our low vision specialists, many of whom are licensed occupational therapists, provide resources and expertise to help individuals maximize their remaining vision. Our specialists conduct a personalized one-on-one assessment and provide optical devices, lighting, and other recommendations to meet each person’s needs and desired goals.

The low vision rehabilitation model uses short-term interventions that are focused on helping people stay active and retain their independence.

**Expansion**
We are expanding our Neighborhood Center delivery model to more conveniently reach people where they live. Laguna Hills, our first Neighborhood Center, opened in 2016 and has experienced much success in student growth, student impact, and operational efficiencies. In July, we opened a second Neighborhood Center in Riverside, the fastest-growing county in California. And most recently, we announced a third Neighborhood Center to open in Coachella Valley in early 2020.

The Neighborhood Center delivery model allows us to serve more people by getting closer to where the need is. Neighborhood Centers are located in areas where high populations of people who are visually impaired live. These centers focus on core services, which include low vision rehabilitation, digital literacy, orientation and mobility, and daily living skills.

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**Our Next Century of Service.**

**1983** Child development services are established. Today, child development consultants work with the entire family to help children from birth to age 6 who are visually impaired with resources, education, and support.

**1991** The Insight Series, the first videotape series of its kind in the nation, is produced and distributed to provide people with instruction, hope, and confidence. Mail distribution of the videos allows the organization to reach people nationally.

**2000** The first Braille Challenge is held to promote braille literacy and higher education. Every year, over 1,000 students compete in Braille Challenge regionals across North America. The 50 students with the highest scores are invited to the finals in Los Angeles.

**2014** Connection Pointe is launched in Los Angeles to assist students with utilizing technology. Today, Connection Pointe exists in all centers and offers hands-on classes and one-on-one assistance with using apps and accessibility features on mobile phones, tablets, and computers.

**2019** Braille Institute celebrates 100 years of providing free programs and services to individuals who are blind or visually impaired.

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**Our Rich History.**

In 1954, Braille Institute began demonstrating the use of hand-held magnification devices.

Christy, an elementary school student, enjoys her own copy of Braille Institute’s Expectations book.

Atkinson presenting Dr. Helen Keller with a braille scroll at a convention in 1951.

Dr. Helen Keller with a braille scroll at a convention in 1951.

Christy, an elementary school student, enjoys her own copy of Braille Institute’s Expectations book.
You may have noticed that our annual report looks a little different this year. In fact, everything we do looks different. That's because in January we launched a new brand identity for Braille Institute.

We think of it as a new style for the next century.

The identity is more than just a cool new logo (though we do think it's pretty awesome). We have a new brand positioning that captures the vision and direction of the organization, and a visual identity that connects with a diverse and expanding audience.

A key feature of the new identity is a custom typeface called Atkinson Hyperlegible, which was developed specifically to increase legibility for readers with low vision and improve readability. This new typeface was just named the winner in the Graphic Design category in Fast Company's 2019 Innovation by Design Awards.

Atkinson Hyperlegible has been used throughout this annual report and we’d love to hear what you think. We are making it free for anyone to use. Please contact us if you’re interested in receiving the font.
“[After learning to skateboard] honestly, I felt free—like I can do anything.”

 **Katelynn G.**
 Braille Institute Youth Student

“I want to be able to break those limitations and to go out and do my best.”

 **Mitchell B.**
 Braille Challenge Finalist

“Participating in karate has opened the door to a freer life overall. I never thought I would get the independence that I have now.”

 **Rolly M.**
 Braille Institute Student

Our child development consultant, Patty G., is working with Cherize C. on tactile shapes.

“After coming to Braille Institute, I felt much better knowing that there’s someone who can understand and interpret what’s going on.”

 **Annette N.**
 Braille Institute Low Vision Client

“I love going to schools and telling kids, I can do something you can’t. I can read in the dark!”

 **Melissa H.**
 Braille Institute Student and Volunteer

“After learning to skateboard, honestly, I felt free—like I can do anything.”

**Katelynn G.**
Braille Institute Youth Student

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**Rolly M.**
Braille Institute Student

“I love working with our students on skills that help them cook.”

**Mindy L.**
Braille Institute Instructor

$0
Cost to our students, thanks to our generous donors.
Dear Friends,

At this important point in our history, we remain fully committed to the second century of service ahead of us. The ongoing work of our team to grow the number of clients we serve each year continues to be Braille Institute’s top strategic priority.

The need for our programs and services is rapidly increasing as the Baby Boomer generation ages, and it may never be greater. As such, we must be ready to serve with even greater impact and efficiency than we have in the past.

The two main components of our growth strategy remain:

- Implementation of the Low Vision Rehabilitation program model, which focuses on the dominant and growing low vision market segment.
- Roll out of our Neighborhood Center service delivery model, which brings our core services closer to the large population areas throughout Southern California, and provides more convenient access.

We are pleased to report strong progress on both fronts. This past year, we added more occupational therapists (OTs) to our program team, fine-tuned our core program offering, and continued to experience strong demand for our low vision consultations.

In addition, in July we opened our second Neighborhood Center in Riverside, which is the fastest growing county in California. We are also every excited about our announcement last month to open a third Neighborhood Center in Palm Desert. This new center will serve the Coachella Valley, and is expected to open in January 2020.

During the year, we once again strengthened our leadership team at both the staff and board levels. Gary Jimenez joined us late last year as Vice President-Development, and is leading a vigorous renewal of this key part of the organization. We also recently welcomed Janice Tsao as our new Executive Director in Los Angeles, and expect her to help us drive the growth strategy here in our largest market.

We are also delighted that Dr. William J. Link joined our board in March. Bill brings over two decades of operational experience in the vision care industry as well as a unique blend of innovation, leadership, and investment skills that will elevate the mission of Braille Institute.

Throughout our centennial year, we have had much to enjoy and celebrate. We kicked off the year with three youth students riding in the Rose Parade, and in February we opened our new state-of-the-art 14,000-square-foot regional center in Anaheim.

Additionally, each of our regions have hosted open house celebrations to raise both visibility and engagement within our communities. None of this would have been possible without the outstanding support of our staff, volunteers, donors, and board members.

In closing, we extend our heartfelt appreciation once again to all of our key stakeholders. Thank you all for being part of Team BIA, and helping us demonstrate that there are “No Boundaries in Sight” for Braille Institute, our mission, and the individuals we are proud to serve each day.

Peter A. Mindnich
President

Michael C. Corley
Chair
Who We Serve.

Gender

<table>
<thead>
<tr>
<th>Gender</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>35.2%</td>
</tr>
<tr>
<td>Female</td>
<td>64.5%</td>
</tr>
</tbody>
</table>

Ages

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to 19 Years Old</td>
<td>1.8%</td>
</tr>
<tr>
<td>20 to 64 Years Old</td>
<td>28.1%</td>
</tr>
<tr>
<td>65+ Years Old</td>
<td>70.1%</td>
</tr>
</tbody>
</table>

Primary Causes of Visual Impairment

<table>
<thead>
<tr>
<th>Condition</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retinitis Pigmentosa</td>
<td>5.2%</td>
</tr>
<tr>
<td>Cataracts</td>
<td>10.1%</td>
</tr>
<tr>
<td>Diabetes Related</td>
<td>12.5%</td>
</tr>
<tr>
<td>Glaucoma</td>
<td>15.6%</td>
</tr>
<tr>
<td>Macular Degeneration</td>
<td>31%</td>
</tr>
<tr>
<td>Other</td>
<td>25.6%</td>
</tr>
</tbody>
</table>

Program Statistics.

Onsite Registration by Class Type

- Daily Living: 49%
- Art & Healthy Living: 51%

Adult Group Instruction

- Students Served: 2,084
- Contact Hours: 2,197
- Students Served: 11,691
- Contact Hours: 128,113

Adult One-on-One Instruction

- Students Served: 2,812
- Students Served: 1,153

Adolescent Services and Programs (One-on-One Instruction)

- Students Served: 1,011
- Consultations Conducted: 1,786
- Contact Hours: 573
- Consultations Conducted: 4,873
- Contact Hours: 2,335
- Consultations Conducted: 3,894
- Contact Hours: 1,107

Community Training Programs

- Professional Training Attendees: 677
- Eye Disease Seminar Attendees: 2,776

Volunteer Services

- Center Volunteers: 966
- Special Event Volunteers: 868
- Center Service Hours: 88,856
- Special Event Service Hours: 2,718

Library Services

- Direct Library Patrons: 12,663
- Served by Partner Institutions: 8,316
- Books Circulated: 794,288

Child Development: Birth to Age 6

- Families/Children Served: 187
- Hours of Service: 5,661

Youth Services: Ages 6 to 18

- Youth Served: 106
- Contact Hours: 3,764

National Programs

Braille Challenge

- Number of Participants: 1,186
- U.S. States & Canadian Provinces Represented: 33

Braille Special Collection

- Active Subscribers: 6,762
- Children’s Books and Story Kits Distributed: 2,226

Cane Quest

- Number of Participants: 210
- U.S. States Represented: 12

*Figures may reflect students who receive services in more than one area.
### Income

<table>
<thead>
<tr>
<th>Years Ended June 30</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public Support</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bequests and Trusts</td>
<td>7,847</td>
<td>9,557</td>
</tr>
<tr>
<td>Private Contributions</td>
<td>4,929</td>
<td>9,526</td>
</tr>
<tr>
<td>Total Public Support</td>
<td><strong>$12,776</strong></td>
<td><strong>$19,083</strong></td>
</tr>
<tr>
<td><strong>Other Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Royalties</td>
<td>2,542</td>
<td>2,278</td>
</tr>
<tr>
<td>State Library and Grants</td>
<td>748</td>
<td>673</td>
</tr>
<tr>
<td>Investment Income</td>
<td>3,456</td>
<td>3,292</td>
</tr>
<tr>
<td>Total Other Revenue</td>
<td><strong>$6,746</strong></td>
<td><strong>$6,243</strong></td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$19,522</strong></td>
<td><strong>$25,326</strong></td>
</tr>
<tr>
<td>Transfer from General Fund</td>
<td>7,019</td>
<td>1,300</td>
</tr>
<tr>
<td>Total Funds Received and Transfer from General Fund</td>
<td><strong>$26,541</strong></td>
<td><strong>$26,626</strong></td>
</tr>
</tbody>
</table>

### Expenditures

<table>
<thead>
<tr>
<th>Years Ended June 30</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program Services</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Braille Publishing</td>
<td>832</td>
<td>786</td>
</tr>
<tr>
<td>Child Development</td>
<td>819</td>
<td>877</td>
</tr>
<tr>
<td>Library Services</td>
<td>2,828</td>
<td>2,809</td>
</tr>
<tr>
<td>Marketing and Public Relations</td>
<td>1,311</td>
<td>1,036</td>
</tr>
<tr>
<td>Los Angeles Center</td>
<td>4,241</td>
<td>4,188</td>
</tr>
<tr>
<td>Orange County Centers</td>
<td>2,392</td>
<td>2,270</td>
</tr>
<tr>
<td>Rancho Mirage Center</td>
<td>1,507</td>
<td>1,563</td>
</tr>
<tr>
<td>San Diego Center</td>
<td>1,494</td>
<td>1,558</td>
</tr>
<tr>
<td>Santa Barbara Center</td>
<td>1,273</td>
<td>1,709</td>
</tr>
<tr>
<td>Total Program Services</td>
<td><strong>$16,697</strong></td>
<td><strong>$16,796</strong></td>
</tr>
<tr>
<td>Administration</td>
<td>937</td>
<td>948</td>
</tr>
<tr>
<td>Development</td>
<td>3,362</td>
<td>3,462</td>
</tr>
<tr>
<td>Support Services</td>
<td>1,487</td>
<td>1,657</td>
</tr>
<tr>
<td>Total Operating Expenditures Before Depreciation</td>
<td><strong>$22,483</strong></td>
<td><strong>$22,863</strong></td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>4,058</td>
<td>3,763</td>
</tr>
<tr>
<td>Transfer to General Fund</td>
<td>- -</td>
<td>- -</td>
</tr>
<tr>
<td>Total Expenditures and Transfer from General Fund</td>
<td><strong>$26,541</strong></td>
<td><strong>$26,626</strong></td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$178,460</strong></td>
<td><strong>$176,750</strong></td>
</tr>
</tbody>
</table>

### The Fine Print

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 BrailleInstitute.org

### Income Sources

- **40%** Bequests and Trusts
- **25%** Private Contributions
- **13%** Royalties
- **18%** State Library Appropriation
- **14%** Investment Income
- **76%** Program Services
- **14%** Development
- **6%** Support Services
- **4%** Administration

*Including Depreciation of 1,272*
Leadership.

Braille Institute Officers
Peter A. Mindnich
President
Gloria Coulston
Vice President
Programs and Services
Janice E. Herzberg
Vice President
Organizational Resources and Design
Gary Jimenez
Vice President
Development
Reza Rahman
Chief Financial Officer
Sandy Shin
Vice President
Marketing and Communications
Anthony J. Taketa
Corporate Secretary and General Counsel
Maria Valdivia
Vice President
Technology

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Michael C. Corley
Chair

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William J. Link, PhD
John F. Llewellyn
Thomas R. Miller
Richard A. Nelson
John G. Nuanes, Esq.
Jeanne Olenicoff
Nishan O. Partamian
James J. Rhodes
Harvey Strode
Lester M. Sussman
George E. Thomas
Donald Whinfrey
Diane B. Whitaker, OD
Delbert White
Diane Wilkinson

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President, East San Gabriel Valley
Jane Carlson
President, San Diego
Sandy DeRousse
President, Santa Barbara
Marie Hoesman
President, Rancho Mirage

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Associate Professor of Ophthalmology and Vice Chair of Satellite Affairs, Vitreoretinal Surgeon, USC Keck School of Medicine
Mark S. Humayun, MD, PhD
Director of Research USC Roski Eye Institute; Professor of Ophthalmology, USC Keck School of Medicine; Inventor of Argus Implant (Retina)
Don O. Kikkawa, MD
Professor of Ophthalmology and Vice-Chairman; UCSD Department of Ophthalmology; Chief, Division of Oculofacial Plastic and Reconstructive Surgery (Oculoplastics)

Bartly J. Mondino, MD
Chairman, Jules Stein Eye Institute (Cornea)
Bibiana J. Reiser, MD
Associate Professor, Children’s Hospital of Los Angeles (Pediatric Glaucoma and Cornea)
James C. Tsai, MD, MBA
President, New York Eye and Ear Infirmary of Mt Sinai; Professor and System Chair, Ophthalmology (Glaucoma)
Diane B. Whitaker, OD
Assistant Professor of Ophthalmology and Division Chief of Vision Rehabilitation, Duke Eye Center (Vision Rehabilitation)
The Continuation of a Long Tradition.

A tradition of empowering and transforming lives, Braille Institute is built upon a strong tradition of philanthropy dating back to our founding in 1919, when Mary and John Longyear’s generous gift made the work of Braille Institute possible.

That same spirit continues today through donations made by individuals, foundations, businesses, service clubs, volunteers, students, staff—and people like you, whose gifts continue to sustain and grow our vital programs and services.

Your generosity enables us to keep our services free, so we can keep empowering our students and their families to live life to the fullest. You are the foundation our students rely on to transform their lives! Please visit BrailleInstitute.org/ways-to-give to learn more or call 1-800-BRAILLE (272-4553), ext. 1238.
Los Angeles
741 North Vermont Avenue
Los Angeles, CA 90029
323-663-1111

Anaheim
527 North Dale Avenue
Anaheim, CA 92801
714-821-5000

Laguna Hills
24411 Ridge Rte Drive #110
Laguna Hills, CA 92653
949-330-5062

Rancho Mirage
70-251 Ramon Road
Rancho Mirage, CA 92270
760-321-1111

Riverside
6974 Brockton Avenue #100
Riverside, CA 92506
951-787-8800

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

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

1-800-BRAILLE (272-4553)
BrailleInstitute.org