



ANNUAL REPORT

OCTOBER 1, 2008 -- SEPTEMBER 30, 2009

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a MESSAGE from...



Daniel T. Mann,
President & CEO



Janet Henderson,
Board Chairperson

For more than 50 years, Lighthouse of Pinellas has provided the residents of Pinellas County who are blind or visually impaired with comprehensive vision rehabilitation services. In 2009, the agency showed that the quality of our programs and the achievements of our staff have flourished with the passage of time. In July, the Lighthouse was reaccredited by the National Accreditation Council for Agencies Serving People with Blindness or Vision Impairment (NAC). The agency received the maximum award of five years.

According to NAC, accreditation is a system of voluntary self-regulation based on the philosophy that the process improves the quality and effectiveness of services. It promotes the use of realistic, objective standards against which an organization can measure its own performance. We are so proud that NAC recognized the commitment to high standards, integrity and excellence that Lighthouse of Pinellas, its staff, board and volunteers have made.

The NAC reaccreditation was a highlight of our year, but there were other memorable achievements. Our two major fund-raising events, the fifth annual Tour of Kitchens held in March and the third annual Tea for Tots in September, were fun and profitable.

From April to June, Lighthouse of Pinellas hosted an extraordinary art exhibit called EXPERIENCE that was assembled by Florida Craftsmen, Inc., a statewide association for fine craft art. The art works in the exhibit were designed to be handled, played, heard and smelled, as well as seen. "The goal is to include all audiences in the richness of Florida's cultural experience," said Executive Director Maria Emilia. The exhibit's appearance at Lighthouse was made possible through a sponsorship from Wal-Mart Store #1712 on Missouri Avenue in Largo.

A grant from VSA arts of Florida and a special community partnership with Ruth Eckerd Hall brought the talented Steve Turner to Lighthouse for an eight-week drumming circle series in our children's department. Turner told the kids: "Play from your heart, not from your hands. There is no way to do it wrong." The very popular Turner was brought back to Lighthouse for another round of drumming circles for our Summer Camp program.

As Lighthouse of Pinellas recaps the fiscal year from October 1, 2008, to September 30, 2009, we look back with pride at our achievements and gratitude for the support of our board, our donors, our clients and our friends that made it possible for us to continue serving our community for 53 years. In that time, we have helped tens of thousands of individuals. With your continued help, we will help tens of thousands more.


Daniel T. Mann


Janet Henderson



NAC

Lighthouse Receives

HIGHEST

Reaccreditation Award

Three peer professionals from the National Accreditation Council for Agencies Serving People with Blindness or Visual Impairment (NAC) visited the Lighthouse in April, 2009, for an on-site reaccreditation review. The reviewers praised the agency for its services, management and staff, giving Lighthouse the maximum award of five years.

The reviewers looked at all aspects of Lighthouse operations from its facility to its programs and services to the satisfaction levels of past and current clients. The special obstacles of a global economy in the worst recession in 70 years also received attention.

“The Lighthouse of Pinellas is currently experiencing the effects of the downturn of the economy, not unlike many other nonprofit organizations. However, its Board of Directors and executive leadership are well qualified and appear to possess the foresight to address current and future challenges,” they wrote in their final report.

They commended board members for their commitment to the mission of the Lighthouse. “During the past five years, the Board’s composition has become more diverse, both in terms of skill sets and backgrounds. In addition the Board has reached 100 percent participation in financial donations to the agency.”

Another section stated: “Under the leadership of its CEO, the organization demonstrates the capacity to identify and address unmet needs of persons who are blind or visually impaired and collaborate with other service providers to maximize resources and to minimize duplication of effort.

“The agency enjoys an excellent reputation among its partners, including the Florida Division of Blind Services, the local independent living center, educational and vocational institutions, etc. Consumers and collateral agencies interviewed all spoke highly of the Lighthouse, complimenting its services and its qualified professional staff.”

NAC defines the accreditation process as a constructive experience designed to produce improved quality and effectiveness of service. Lighthouse of Pinellas was delighted with the high marks its programs received and also welcomed the suggestions of the peer reviewers to make its services even better.

OUR MISSION

To advance the independence, opportunities, and quality of life for the more than 40,000 people in Pinellas County who are blind or visually impaired.

COMMUNITY PARTNERSHIPS

It's one of those lessons we all learned in kindergarten. If you want to get more done, work together with others. At Lighthouse of Pinellas, we know the contributions of our many community partners have made our programs better and our outreach stronger.



As an example, you may have noticed the growing number of “State of Vision” license plates showing up around the county. Much of the credit belongs to Scott Daniels, a member of our board who heads the Marketing Team’s *State of Vision License Plate Project*. He is actively promoting the plates to potential community partners. Scott and his wife Marcy, both Coldwell Banker Realtors®, have put the license plates on their cars and that of their daughter. Board Member Doreen DiPolito has put the plates on the entire vehicle fleet at her company D-Mar General Contracting. Each plate sold statewide means \$25 is contributed to the Florida Association of Agencies Serving the Blind, Inc., and divided among its members, which include Lighthouse of Pinellas. It brings visibility and monetary support to our agency, and both are much appreciated.



Another great community partnership evolved with the Marcia P. Hoffman Institute, which is located at Ruth Eckerd Hall, and a grant from VSA arts of Florida. Steve Turner led a special, enthusiastically-received, eight-week drumming circle series for the Lighthouse Children’s program. Turner, who has his own company called *Giving Tree Music*, teaches group rhythm facilitation at schools, summer camps, senior centers, youth detention centers, community festivals, private parties and corporate team building events. “Lighthouse is my favorite client,” Turner said, who added that working with visually impaired children has changed his teaching methods. “I now have sighted people close their eyes when they start drumming. They can better concentrate on the sound.”



EXPERIENCE, the only collection of Florida art specifically designed to be accessible to people of all abilities, was housed at Lighthouse of Pinellas from April to June. We were the first stop for the unique traveling exhibition, which is designed to be handled, played, heard and smelled in addition to seen. The exhibit gave our clients the opportunity to enjoy beautiful works of art that could be appreciated through multiple senses, and they loved it. Many thanks to community partner Florida Craftsmen, which put together the *EXPERIENCE*, and to Wal-Mart Store #1712 on Missouri Avenue in Largo, which sponsored it.

Another partnership has made it possible for Lighthouse of Pinellas to more easily communicate with members of our Hispanic community. A grant from IBM has given us access to *TraduceloAhora*, IBM’s state-of-the-art translation software. The software gives us the capability to converse via email with our Spanish speaking clients, translating quickly from English to Spanish to English. We will also have the ability to translate materials they may need and give them access to a Spanish version of our website.

At Lighthouse we are grateful for all of our community partners and are actively seeking ways to add to their numbers. Thanks to their support, we continue to expand the opportunities we can offer our clients and their families.

2009 Tour of Kitchens

A GREAT SUCCESS

Approximately 230 attendees at the fifth annual **Tour of Kitchens** combined the best of Tampa Bay's culinary art with a sunny afternoon spent viewing some of the prettiest homes (and kitchens) in the area.

Our celebrity chefs outdid themselves, sharing some of their favorite recipes with attendees.

Celebrity Chefs

Apron's Cooking School – Chef Rich Norris

Café Ponte – Chef Chris Ponte

Island Way Grill/SaltRock Grill/Marlin Darlin – Chef Tom Pritchard

La Maison Gourmet – Chef John Lewis

Thirsty Marlin – Chef Brian St. Arnold

Tucson's Grill & Cantina – Chef David Earp

13 Café & Lounge: — Chef Bill Schrems

Thanks to the generous participation of our chefs, sponsors and attendees, the event netted approximately \$29,500 to support Lighthouse of Pinellas programs and services.

Thank you to our Sponsors:

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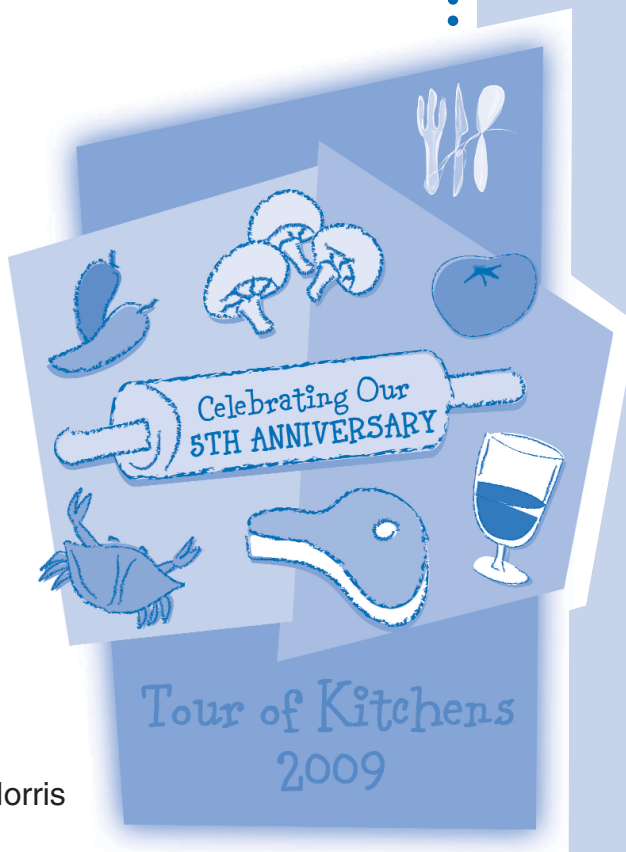
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Toast of the Tour:

Thirsty Marlin

Brian and Cynda Arnold (Hosts)



Patrick Henry Hughes



Headlines **TEA FOR TOTS**

A gifted musician and author inspired and moved a full-house at the third annual **Tea for Tots**, which helps support the Lighthouse of Pinellas Children's Program. Held in September with 240 attendees, **Tea for Tots** netted more than \$19,000 in 2009.

Patrick Henry Hughes, who was born without eyes and with multiple other physical challenges that make it impossible for him to walk, is a 21-year-old student at the University of Louisville with a resume that anyone would envy. He enchanted the **Tea for Tots** audience with his singing and his skills on the piano, with selections ranging from classical to country-western. His father, Patrick John Hughes, was by his side and together the two men talked about touring the country and writing a book called *I Am Potential, Eight Lessons on Living, Loving and Reaching Your Dreams*, "sharing our story of overcoming obstacles, breaking barriers, seeing what's on the inside and doing more than you think you can."



THANKS TO OUR HOST SPONSORS

Mrs. Pat Grubb

Optical Factory and Showroom

Dr. Ron and Mrs. Sarah Tucker

Lighthouse of Pinellas, Inc. and Foundation Annual Report Combined Balance Sheet & Income Statement Info as of and for the Years Ended September 30, 2009, and 2008

	<i>Fiscal Year 2009</i>						<i>Fiscal Year 2008</i>					
	Lighthouse of Pinellas, Inc.		Lighthouse of Pinellas Foundation, Inc		Total		Lighthouse of Pinellas, Inc.		Lighthouse of Pinellas Foundation, Inc.		Total	
Assets												
Current	249,435		234,575		484,010		251,128		58,504		309,632	
Noncurrent	<u>1,835,585</u>		<u>3,948,599</u>		<u>5,784,184</u>		<u>1,910,104</u>		<u>4,336,674</u>		<u>6,246,778</u>	
Total Assets	2,085,020		4,183,174		6,268,194		2,161,232		4,395,178		6,556,410	
Liabilities												
Current	181,038		559		181,597		169,054		981		170,035	
Noncurrent	<u>407,000</u>		<u>5,102</u>		<u>412,102</u>		<u>407,000</u>		<u>8,877</u>		<u>415,877</u>	
Total Liabilities	588,038		5,661		593,699		576,054		9,858		585,912	
Net Assets												
Unrestricted	1,399,413		1,624,882		3,024,295		1,498,609		1,959,244		3,457,853	
Temp Restricted	97,569		281,371		378,940		86,569		166,271		252,840	
Perm Restricted	<u>—</u>		<u>2,271,260</u>		<u>2,271,260</u>		<u>—</u>		<u>2,270,260</u>		<u>2,270,260</u>	
	<u>1,496,982</u>		<u>4,177,513</u>		<u>5,74,495</u>		<u>1,585,178</u>		<u>4,395,75</u>		<u>5,980,953</u>	
Total Liabilities & Net Assets	<u>2,085,020</u>		<u>4,183,174</u>		<u>6,268,194</u>		<u>2,161,232</u>		<u>4,405,633</u>		<u>6,566,865</u>	
Revenue												
Special Event Revenue/Contributions	169,489	12%	—	0%	169,489	0%	230,875	14%	—	0%	230,875	0%
Estates & Trusts	—	0%	147,377	-61%	147,377	61%	229	0%	58,057	14%	58,286	-14%
Government & Other Grants	1,067,234	75%	—	0%	1,067,234	0%	1,277,340	75%	—	0%	1,277,340	0%
Program Service Fees & Other Revenue	187,442	13%	—	0%	187,442	0%	191,828	11%	—	0%	191,828	0%
Investment Return	45	0%	95,772	-39%	95,817	39%	896	0%	(468,771)	-114%	(467,875)	114%
Total Public Support & Revenue	<u>1,424,210</u>	<u>100%</u>	<u>243,149</u>	<u>-100%</u>	<u>1,667,359</u>	<u>100%</u>	<u>1,701,168</u>	<u>100%</u>	<u>(410,714)</u>	<u>100%</u>	<u>1,290,454</u>	<u>100%</u>
Expenses												
Program Services	1,546,307	79%	—	0%	1,546,307	0%	1,640,958	82%	—	0%	1,640,958	0%
Management & General	221,025	11%	26,411	100%	247,436	100%	189,622	9%	36,343	100%	225,965	100%
Fundraising	180,074	9%	—	0%	180,074	0%	182,067	9%	—	0%	182,067	0%
Total Expenses	<u>1,947,406</u>	<u>100%</u>	<u>26,411</u>	<u>100%</u>	<u>1,973,817</u>	<u>100%</u>	<u>2,012,647</u>	<u>100%</u>	<u>36,343</u>	<u>100%</u>	<u>2,048,990</u>	<u>100%</u>
Change in Net Assets Before Foundation Contributions	(523,196)		216,738		(306,458)		(311,479)		(447,057)		(758,536)	
Contributions from Foundation	435,000		(435,000)		—		430,000		(430,000)		—	
Change in Net Assets After Foundation Contributions	<u>(88,196)</u>		<u>(218,262)</u>		<u>(306,458)</u>		<u>118,521</u>		<u>(877,057)</u>		<u>(758,536)</u>	



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CLIENT STATISTICS & SERVICES

**FY October 1, 2008
Through
September 30, 2009**

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ACCREDITED BY:
National Accreditation
Council for Agencies
Serving People with
Blindness or Visual
Impairment (NAC).
Funded in part under
agreements with the
Division of Blind
Services and the State
of Florida, Department of
Education.

*Lighthouse of Pinellas
Annual Report is
available in an
electronic mail format.*

*To request this format,
please contact
Stephanie Smith at
727-544-4433, ext. 235,
or email at ssmith@lighthouseofpinellas.org.*

Client Services

Children's Services (ages 0-5).....	41
Youth (ages 6-13).....	31
Vocational Rehabilitation.....	65
Supported Employment.....	16
Transition.....	15
Independent Living (adults & seniors).....	236
Life Enrichment.....	133
One Time Services.....	101
Parents/Family Members.....	116
Low Vision Patients.....	0
Non Billable Clients.....	4
TOTAL.....	758

Community Outreach and Education Activities Reached a Total of 8,950

Volunteers

Lighthouse of Pinellas utilizes licensed, certified and/or trained staff for client services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the agency in specific training and educational services provided to clients, and in various board and committee assignments. For the fiscal year ended September 30, 2009, the agency received help from 95 volunteers.

LIGHTHOUSE OF PINELLAS

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