



# ANNUAL REPORT

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# 2023

Our Focus Is Your Vision

# OUR MISSION

## Our Mission:


Create sustainable, person-centered programs, and employment that enhance independence for individuals with unique visual capabilities. We foster positive change, awareness, and advocacy while removing barriers.

## Our Vision:


Be the resource for people with visual challenges through prevention, rehabilitation, and meaningful employment to increase individual empowerment and equality.

## Our Values:

- Integrity • Person-centered Philosophy
- Highest Standards of Service Delivery
- Valued Partnerships & Collaboration • Strategic Agility

 Founded in 1957 as the Lycoming County Association for the Blind in Williamsport, PA.



 We are the only provider of support services to six counties in North Central Pennsylvania.



 We screened over 4,000 children and adults in 2023 for potential vision issues.



Since 1957 North Central Sight Services, Inc. has assisted individuals who are blind or visually impaired to maximize their quality of life. We have helped prevent vision loss through our education programs and screenings for children and adults. To accomplish our mission, we offer Transition Services for people losing their vision, Support Services, Employment opportunities for people who are blind, and a Prevention of Blindness Program.

We incorporate a business model to use excess revenue to help fund the mission. We manufacture, package, and distribute SKILCRAFT® products to the State of Pennsylvania and the Federal government. We also provide Business Services such as Document Shredding and our Sip for Sight Bottleless Water Coolers to the surrounding communities that create jobs for our Associates who are blind or visually impaired.

At North Central Sight Services there is a shared culture of camaraderie, resourcefulness, ingenuity, and commitment to mission. There is a remarkable standard of quality that every team member exhibits in the products and services they deliver.

We are deeply thankful for the generous sponsors and donors who impact for the better the lives of our clients – and whose contributions make our mission possible. We hope you will consider partnering with us in in 2024.

Thank you,



Kim Zimmer  
President/CEO



# 2023 HIGHLIGHTS

NCSS was chosen by the GOH Charity Golf Outing Committee as one of four beneficiaries for 2023 Glen O. Hawbaker Charity Golf Outing.

We were presented a check for \$27,500 to support our mission!



## COMMUNITY TOURS GIVEN 18



NCSS held the 39<sup>th</sup> Annual Lions Appreciation Dinner. This event recognizes the Lions Clubs' contributions to North Central Sight Services with representation from 12 clubs within the district.



## 57% INCREASE IN MEDIA COVERAGE OVER 2022

Golf for Sight 2023 raised over \$54,000 towards our mission to create sustainable, person-centered programs and employment that enhance independence for individuals with unique visual capabilities.



## Educational Improvement Tax Credit (EITC) Program

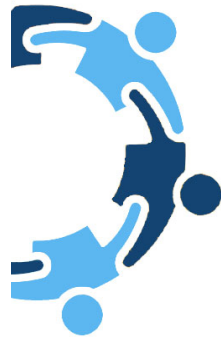


Our Passport to Healthy Vision is an Interactive educational program on eye health and safety for students ages 5 – 12 who are enrolled in a summer day camp or a school year latchkey program.

Donations from First National Bank, Fulton Bank, Susquehanna Community Bank, UPMC Health Plan, UPMC, and Weis Markets provided support.

**PRE-K AND KINDERGARTEN  
REGISTRATION SCREENINGS  
AT 93 SITES IN 6 COUNTIES**

**2,352**



NCSS was awarded the Quality Work Environment (QWE) Outstanding Achievement Award from National Industries for the Blind and were featured in Opportunity Magazine.



**9 COMMUNITY  
SHRED EVENTS**

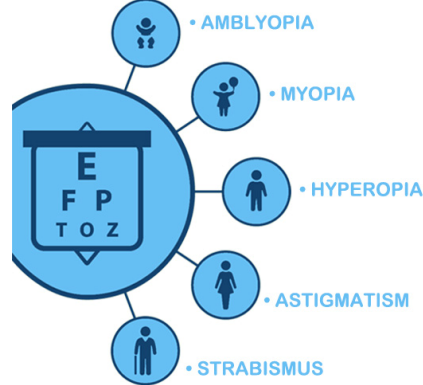


NCSS employee Nathan Shaffer became a Medication Safety Awareness for the Blind Advocate (MSAB) for the ScriptAbility program. Script Talk is based text-to-speech technology to be placed on medication bottles and when scanned, vital prescription information can be read out loud.

**& COMMUNITY**

# PREVENTION

## COMMON CONDITIONS IDENTIFIED IN VISION SCREENINGS



# 157

## CHILDREN & ADULTS RECEIVED EYE EXAMS AND GLASSES

North Central Sight Services, Inc. is dedicated to preventing blindness and vision loss in your community. We provide vision screenings, educational programs, children's functional vision exams, and eye care assistance programs. Our vision screenings detect symptoms of vision loss and potential eye diseases.

### Functional Vision Exams for Children

Our Functional Vision Clinic provides income eligible children an opportunity to receive a complete eye examination with a pediatric optometrist who specializes in testing for visual-related learning problems.

### Remedial Eye Care Program

Our Remedial Eye Care Program assists low income individuals in obtaining eye exams and glasses. This program is designed to provide a complete eye exam and/or basic pair of glasses.



PA Skill Charitable Giving donated \$8,000 towards the purchase of a new Spot Vision Screener.



Pediatric optometrists Dr. Michael Bonner & Dr. Anthony Campana donate their time to provide eye exams.

A summary bar with a dark blue background. On the left, the number '41' is displayed in large white font, followed by the text 'Children Received Eye Exams'. In the center is a white icon of a child and an adult at a table. To the right of the icon, the text 'Children Received Eye Glasses' is displayed, followed by the number '25' in large white font.

41 Children Received Eye Exams

Children Received Eye Glasses 25

# CLIENT COMMUNITY OUTINGS 24

North Central Sight Services, Inc. assists individuals with low vision achieve and maintain independence. Our Social Service Department provides opportunities and support designed to assist individuals with blindness or vision loss, including:

- Individualized treatment and goal planning to accomplish the most appropriate level of support.
- Sighted guide/transportation for essential appointments.
- Assistance with personal needs tasks including but not limited to reading mail, grocery shopping, and personal care.
- Peer Groups and Outings—Community outings provide an opportunity for our clients to engage with their peers and identify natural resources within the community.
- Support Advocacy through referrals for Orientation and Mobility Training, Vision Rehabilitation Training, and community resources.



**191**  
**ASSISTIVE**  
**TECHNOLOGY**  
**EVALUATIONS**  
**/DEMOS**  
**PERFORMED**



**INDEPENDENCE**

# EMPLOYMENT

North Central Sight Services, Inc. offers employment opportunities in a variety of departments for people who are blind or visually impaired. 70% of working aged American's who are blind or visually impaired are unemployed or underemployed. Our goal is to reduce this statistic. We want each of our employees to reach their fullest potential and take a person-centered approach when setting goals to achieve in whatever career path they choose. NCSS also offers assistance to businesses to help them make their work stations accessible for anyone and solutions for their employees who may be experiencing vision loss.



**27%** of individuals employed at North Central Sight Services are Blind or Visually Impaired



NCSS provides a variety of business services:

- Assembly/ Packaging
- Distribution Services
- Vending Services
- Document Shredding/Storage
- Water Coolers

These services provide a diverse choice of career paths for people who are blind or visually impaired:

- Production
- Shipping/Receiving
- Customer Service
- Supervision
- Sales
- and more!

**28,313** Working Hours  
for individuals who are  
Blind or have Low Vision



## Early Intervention

Our family-centered Early Intervention program provides support and services to children ages birth-three with developmental delays and disabilities. Early Intervention builds upon natural learning opportunities that occur within daily routines at home, in the community, and/or early care and education settings. Services vary based upon the individual needs and strengths of each child and family and may include: parent education, support services, developmental therapies, and other family-centered services that assist in child development.



Early Intervention support and services enhance development in one or more of the following areas:

- Physical development – including vision and hearing
- Cognitive development
- Communication development
- Social or emotional development
- Adaptive development

How many kids in how many counties throughout 2023? - 133

How many referrals are from each county?

- Blair – 8
- Columbia – 43
- Montour – 12
- Lycoming – 14
- Tioga – 19
- Snyder – 13
- Bradford – 4
- Clinton – 8
- Union - 3



# Social Enterprise

North Central Sight Services, Inc. has a unique business structure known as a social enterprise. The sales from our products help sustain the employment program. The extra funds from the sale helps sustain our social services.

AS OF 12/31/23  
**1,498 DAYS**  
WITHOUT A LOSS  
TIME ACCIDENT



**29,496**  
SALES ORDERS  
FULFILLED AND  
SHIPPED FROM  
INDUSTRY



North Central Sight Services, Inc. assembles, packages and ships 241 different products through the AbilityOne Program. The products range from labels, cd's, dvd's, powerpacks, flash drives, hard drives and military targets. The products can be purchased at [shop.ncsight.com](http://shop.ncsight.com)

As an AbilityOne Distributor, NCSS packages and ships 481 different products to the Federal Government and Commercial customers. The products are manufactured by people who are blind or visually impaired from agencies around the country.





**1,099,536 LBS**  
**PAPER SHREDDED**

### Document Shredding and Storage

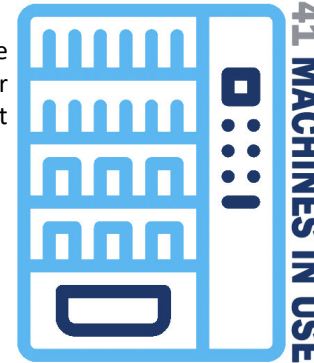
North Central Sight Services, Inc. offers commercial and residential document shredding as part of its mission to provide employment to individuals who are blind or visually impaired. The cost per pound is low and proceeds from our document shredding operation are put back into the community through prevention of blindness education, rehabilitation and social services.

North Central Sight Services, Inc. provides a secure, flexible service in Central Pennsylvania that includes HIPAA compliant locked document containers, box pick-up and drop-offs to our facility on Reach Road.

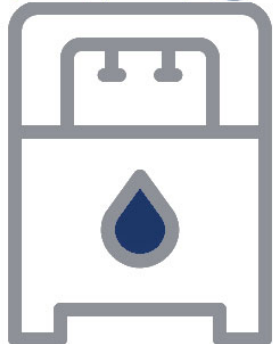
### Vending Services

North Central Sight Services, Inc. provides a dependable vending service to area businesses and organizations. Our staff works closely with customers to offer a service that will work for them and their employees.

- Variety of snack and beverage options.
- Popular brands such as Tastykake and Middleswarth.
- Dependable service catered to the customers' needs.
- Stocking and inventory based on your usage schedule.
- Installation and maintenance on all machines included.



**216**



**TANKLESS COOLERS**  
in  
**96**  
**BUSINESSES**  
in  
**13**  
**COUNTIES**  
keeping  
**43,200**  
**WATER JUGS**  
**OUT OF**  
**LANDFILLS**

### Sip for Sight®

Sip for Sight® originally began as a cause-marketing effort to educate people about the non-profit agencies that are dedicated to preventing blindness and assisting individuals with vision loss. Sip for Sight® is a registered trademark of North Central Sight Services, that provides valuable community services to the residents of 13 counties in Pennsylvania.

Our Water Service features a filtrated water system that eliminates bottles and provides high quality drinking water. This water cooler will deliver years of performance with maintenance and filter changes included.

# LEADERSHIP 2023

## Board of Directors

### Officers

#### Board Chair

Michael Bridgham

#### Vice Chair

Aron Carter

#### Secretary

Brian McClintock

#### Treasurer

Eric Schoonover

#### President/CEO

Kim Zimmer

#### Immediate Past Board Chair

Jessica Harlow

### Directors

Stephanie Oakes

Terry Mumma, ABOC

Dr. Michael Bonner, M.D.

Tina Helm-Bittenbender

Dr. James Kasenchak, M.D.

## Executive Staff

### President/CEO

Kim Zimmer

### Chief Operations Officer

Brandy Moon

### VP of Operations

Terri Kio

### VP of Technology

Brandon DeArment

### Director of Accounting & Finance

Nichole Page

### Programs & Services Director

Noah Mantione

### Director of Development

Corinne Stammel-Demmien

### Commercial Services Senior Manager

Jared Grove

### Marketing Manager

Katie Coffey

## Milestone Anniversaries

5 <sup>Y</sup><sub>E</sub><sub>A</sub><sub>R</sub><sub>S</sub> *Denyse Miele*

15 <sup>Y</sup><sub>E</sub><sub>A</sub><sub>R</sub><sub>S</sub> *Shane Ryder*

40 <sup>Y</sup><sub>E</sub><sub>A</sub><sub>R</sub><sub>S</sub> *Kenny Bower*

## Support and Revenue

Sales of Products & Services Through Industrial Operation.....	\$9,041,201
Sustaining Membership, UW, Fees for Service & Public Support .....	\$510,788
State Government Funding .....	\$230,842
Grants .....	\$148,700
Interest/Purchase Discount Income .....	\$44,458
Investment Income.....	\$760,476
Restricted Income.....	\$310,415
Lions Clubs Support .....	\$12,074
<b>Total Revenue for 2023 .....</b>	<b>\$11,058,954</b>

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## Expenses

Salaries and Wages .....	\$2,428,319
Employee Benefits .....	\$619,010
Costs of Goods Sold & Obsolete Inventory .....	\$6,258,765
Commissions & Professional Fees .....	\$377,506
Occupancy, Property Maintenance, Service.....	\$244,020
Contract & Equipment Maintenance.....	\$55,848
Specific Assistance to Individuals .....	\$29,421
Functional Vision Clinic.....	\$875
Remedial Eye Care .....	\$1,946
Training, Conferences, Travel .....	\$37,090
Vehicle Expenses .....	\$91,808
Depreciation .....	\$197,215
Supplies, Postage, Freight, Equipment & Organizational Dues.....	\$228,687
Investment Fees .....	\$42,479
Misc. Expenses, Interest on Line of Credit & Non-Collectable Loss .....	\$100,523
<b>Total Expenses for 2023 .....</b>	<b>\$10,713,510</b>

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Net Assets at Beginning of Year.....	\$11,678,839
Net Assets at the End of Year .....	\$12,269,919
Change in Net Assets .....	\$(591,080)



# 2023 DONOR LIST

## \$100,000+

First Community Foundation Partnership Of PA  
Plankenhorn Foundation

## \$50,000 - \$99,999

Centre Foundation

## \$10,000 - \$49,999

AllOne Charities

Glenn O. Hawbaker, Inc.

Margaret Kane Trust

Pennsylvania Skill Charitable Giving

Tioga Downs Regional Community Foundation

UniqueSource Products & Services

## \$5,000 - \$9,999

Abram M & Dorothy M Snyder Foundation

Appalachian Regional Commission

Benevity Community Impact Fund

Bruno and Lena DeGol Family Foundation

Clinton County United Way

Jersey Shore Lions Club

Pennsylvania Association for the Blind

United Way of Bradford County

West Pharmaceutical Services

## \$1,000 - \$4,999

Connie Dewald

Creative Benefits, Inc.

CSSI Technologies, LLC

Delta Gamma - Epsilon Beta at Bucknell University

Eagles Mere-Laporte Lions

Fulton Bank

High Steel

International Development Company

Jersey Shore Area Lioness Club

John & Karen Blaschak

Journey Bank

Linette's Tax Service

Little League International

Marguerite Carl Smith Foundation

Matt & Lisa Cramer

Mid-State Beverage Co.

Montgomery Lions Club

National Industries for the Blind

Natural Waterscapes, LLC

Newberry Independent Club

PALCO FCU

Picture Rocks Lions Club

Rauchtown/Nippenose Valley Lions Club

Real IT Care

South Williamsport Lions Club

Susquehanna Community Bank

The Hartman Group

Troy Lions Club

UPMC

UPMC Health Plan

Weis Markets, Inc

William Herbert Poff, III

Young Industries

## \$500 - \$999

Andritz, Inc

Barry & Brenda Rake

Blaise Alexander Family Dealerships

C&N Bank

Charlotte Pipe & Foundry

Craig Fought

Frances Doherty

Highmark Blue Cross Blue Shield

Horizon Federal Credit Union

Jean Moore

Junior League of Williamsport

Keystone Building Products, Inc

Keystone Leather

Loyal Order of Moose Lodge #145

Michael Fingerhut

Milesburg Lions Club

Schoonover Plumbing & Heating, Inc

Staiman Recycling Corporation

Sylvania Lions Club #6036

Systematic Filing Products, Inc

Troy Vets Club Home Association

Warrensville Area Lions Clun

Williamsport Newberry Lions Club

## \$499 & Below

AC Cruz—State Farm Insurance

Alakananda Chakrabarty

Alan Wilcox

Albert Gorg

Allen & Patricia Kreger

American Legion Post 104 Eugene Grafius Post

American Legion Post 35

Amy Lochiavo

Anonymous Donor (7)

APC International, Inc

Arrow Appraisal Affiliates

Barbara George

Benjamin & Andrea Skrobacs Family Fund

Benton Lions Club

Bernadette Brewer

Big Pond Lions Club  
Bill & Constance Foresman  
Billy O. Brandt Post 5859  
Bostley's Pre-School Learning Center  
Brad & Amy Kehrer  
**Brandon DeArment**  
**Brandy Moon**  
Brian McClintock  
Bruce & Angie Boncal  
Canda Fogarty  
Canton Lions Club  
Carl Armstrong  
Carol Converse  
Carolyn Swartz  
Central Mountains ATV Association, Inc.  
Centre County Mutual Fire Ins. Co.  
Charity Gift Certificates  
Charmaine Shockloss  
Chris Christides  
**Christine March**  
Christine Sleboda  
Cindy Cendoma  
**Corinne Stammel-Demmien**  
Cruise Planners  
Cynthia Evcic - State Farm Insurance  
Dale & Kimberly Yale  
Dale Jameson  
Daniel & Judy Campion  
Daniel & Stephanie Corbett  
Daniel Wurster  
Data Memory Marketing  
David & Helen Keister  
David Desmond  
David P Snyder & Associates, Inc  
Deborah Dibble  
**Denyse & Barbara Miele**  
Dietrick Lamade Lodge #755  
Donald Leathers  
**Donaven Scott-Mann**  
Donna Crago  
Donna Oney  
Doris Person  
Duane & Janet Lewis  
Edward & Erin Pawlak  
Eleanor Benner  
Elery Nau Hardware & Electric  
Enterprise Fleet Management  
Erdean White

Eric & Bonnie McDowell  
Evelyn Best  
Ferguson Township Lions  
First Church of Christ Disciples  
Fort Ricketts VFW Post 8317  
Francis Grimes  
Fraternal Order of Eagles #970  
Gafford Rutkoski Eyecare  
Gary & Barbara Schwenk  
George & Barbara Rizzo  
George Hetrick  
George Lomax  
Giant Food Market  
Glantz Johnson & Associates  
Harris Township Lions Club  
**Heather Bausinger**  
Helen Yoas  
Herbert Rieders Foundation  
Hurwitz Batteries  
Icon Legacy Custom Modular Homes  
International Association of Lions Club  
Intrada Technologies  
J.L. Winters Jewelers  
James Atwood  
James & Donna Maule  
James Doyle  
James Huffman - Huffman's Office Equipment Co  
James Pryor - Quality Air Mechanical  
Jane Dincher  
Janice Rader  
Jay & Gail Jean Fetterman  
Jeffrey Crossland, Attorney at Law  
Jeffrey Marshall  
Jerry Blanchard  
Jersey Shore Moose Family Center #214  
Jesse Getz - Getz Mortgage  
Jill Lamade  
Jim & Susan Dinsmore  
John & Wendy Reber  
John Beauge  
**John Denmark**  
Josenna Horn  
Joseph & Sheila Guillaume  
Joseph Rider  
Judith DeGregorio  
Judith Prince  
Judy Hakes  
**Julia Barger**

# 2023 DONOR LIST

Julie Ritts  
Karl Baldys  
Kathy Huling  
**Katie Coffey**  
Kenneth & Kathleen Caster  
**Kimberly Zimmer**  
Kris Ohlinger  
Landy & Kilmer Insurance Group  
Larry & Sherry Losch  
Law Office of Mary Ann Kresen  
Leatha Anne Kieser  
Linda Desmond  
Little Lambs Preschool  
Loyal Order of Moose #1147  
Loyalsock Animal Hospital  
Lycoming County United Way  
M. Jane Reiner  
Margaret Foulkrod  
Margaret Newton  
Margie Shaw  
Marianne Beane  
Mary Jo Cillo  
Mary Webster  
Matthew Baer  
Michael A Dorman  
**Mike & Suellen Porter**  
Michael Bridgham  
Millheim Lions Club  
Minda Fogarty  
Montoursville Garden Club  
Montoursville Lions Club  
Muncy Homes, Inc  
Muncy Valley Moose Family Center 866  
Nancy Perkins, FIDSA  
Northern Tioga Centennial Lions  
Nuweld, Inc  
Partners in Progress, Inc  
Patricia Mulfinger  
Paul & Diane Mahoney  
Paul & Linda Eisner  
Paul Plowcha  
Perry & Cindy Reed  
Petro's Jewelers, Inc  
Pleasant Gap Area Lioness  
Pleasant Gap Area Lions Club  
Rachel Luikart  
Reba Fry  
Rebecca Ferguson

Restore Eye Care, P.C.  
Richard & Elaine Scott  
Richard & Joan Kamansky  
Richard Tignor  
Roche Financial, Inc.  
Rudinski, Orso & Associates, PC  
Russell Gombosi  
Saint John's - Newberry  
Sarah Grieco  
Shannon & **Nikki Page**  
Shirley Brown  
Skip & Barbara Hall  
Smith & Associates  
Stephanie M. Budman, CPA  
Stephanie Oakes  
Steve & Martha Huddy  
Steve Dewar  
Steven Bobb  
Sue Matteo  
Terri Fry  
**Terri Kio**  
Thermal Product Solutions  
Timothy Garman Jr.  
Timothy Hughes  
Tina Helm-Bittenbender  
Tracy & Susan Stroup  
Travis & Jaime Fitch  
United Way of Southwestern PA  
United Way of the Greater Lehigh Valley  
Wegmans  
Wells-Jackson Lions Club  
William Bubb  
William Forse  
William Mattiace  
Wyalusing Lions Club #29205  
Young Men's Democratic Club  
Young Men's Republican Club  
Yvonne Hughes, CPA  
[EITC](#)  
First National Bank  
Fulton Bank  
Susquehanna Community Bank  
UPMC  
UPMC Health Plan  
Weis Markets

***Bold listing = NCSS employee***

### In-Kind Donations

Advanced Auto Parts #1263  
Bucknell Golf Course  
Community Arts Center  
Corey Creek Golf Club  
Dorney Park & Wildwater Kingdom  
Eagles Mere Country Club  
Economy Locker  
Faxon Lanes  
Frito-Lay  
Genetti Hotel  
Gustonian Gifts  
Hiawatha Paddlewheel Riverboat  
It's My Party Store  
Junior League of Williamsport  
Le Jeune Chef Restaurant  
Middleswarth & Son, Inc

Penn State Golf Courses  
Pepsi  
Philadelphia Flyers  
Pittsburgh Steelers  
Puff's Discount #11  
Rick Mahonski Goldsmith  
Dr.'s Scott & Judy Hartzell  
ShopVac Corporation  
State College Spikes  
Steve Shannon Tire & Auto Centers  
Stroehmann Bakeries  
Towanda Golf Club  
Tyoga Golf Course Pro Shop  
Ultimate Express Car Wash  
UV Skinz  
Williamsport Crosscutters

### How You Can Help

You can help secure valuable programs and services that prevent blindness and improve the quality of life for individuals who are blind or visually impaired in your community.

Your gift will help:

- \$25** Provide valuable transportation and sighted-guide assistance for essential medical appointments to an individual who is blind.
- \$50** Offer preventative vision screenings for five children.
- \$75** Provide four hours of training for a newly blinded individual from our Vision Rehabilitation Therapist to foster independence.
- \$100** Create new and exciting employment opportunities for people who are blind or visually impaired.

A larger gift will have an even greater impact on the vision of your community. Help us make a difference today!

*North Central Sight Services, Inc. is a registered Charitable Organization with the Commonwealth of Pennsylvania. To obtain a copy of the registration and financial information, call 866-320-2580. Registration does not imply endorsement. Gifts are tax deductible in accordance with IRS regulations.*

### Leave A Legacy

If you, a friend or a loved one would like to remember North Central Sight Services, Inc. in your will, you can do so by employing the following language:

"I give, devise, and bequeath unto North Central Sight Services, Inc, 2121 Reach Road, Williamsport, PA 17701, a Pennsylvania non-profit organization, the sum of \$ \_\_\_\_\_ or \_\_\_\_\_ percent of my net estate: or the following stocks and bonds \_\_\_\_\_  
To be used for its worthy purposes on behalf of blind and/or visually impaired persons."

### Gift Annuities

Donations of stocks and bonds are gratefully accepted. Learn about the new changes to the tax code that may save you Federal income taxes by gifting your Required Minimum Distribution from your IRA or highly appreciated assets such as stocks, bonds, or property. Please contact us for details.





2121 Reach Road | Williamsport, PA 17701  
570-323-9401 | [www.ncsight.org](http://www.ncsight.org)