

OUR FOCUS ON **CAPABILITY** IN YOUR COMMUNITY
2015



Our Focus on
Capability
IN YOUR COMMUNITY





“Our focus is to promote capability and independence to individuals with vision loss, and prevent blindness in your community. Our focus is your vision.”

- Robert B. Garrett
President/CEO

Robert Garrett in front of the United States Capitol building for the Public Policy Forum sponsored by National Industries for the Blind.

Dear Friends,

As we close the book on 2015, several things come to mind that can summarize the year. It was very exciting to experience this years Lions of 14G Journey for Sight Walk, our third annual Dining in the Dark, and our Golf for Sight tournament. All three events brought much needed funds to our organization and involved many associates. It was a lot of fun to participate in all three events and observe the teamwork that helped make these events a huge success.

We saw an increase in the number of associates who are employed in our Industry Program. The National Industries for the Blind Employment Growth and Retention Award certainly reflected our overall effort to grow the employment program with a focus on commercial opportunities.

We were very pleased to have been accepted into the United Way of Bradford County. We believe this will be a great partnership now and in the future.

With the transition of Susquehanna and Potter Counties to other Pennsylvania Association for the Blind agencies, we refocused our service efforts in six rather than eight counties. This brought us some financial savings.

In 2015, we also hosted our first Donor Recognition event. You can never say thank you enough!

Like many organizations, we continue to work through funding challenges created by the shrinking of Federal and State dollars that typically supported our programs. Our Board of Directors has been very supportive in this regard and will help us as we move forward to be sure we are providing the best possible services to meet our clients' needs.

I wish to personally thank Board Chair, Greg Stapp, for his years of leadership and support. I would also like to thank Tony Visco, JoAnn DiPasquale, Tony Campana, and Jason Phillips for their dedication to our mission. I'm very excited to work with our new Board Chair, Deb Bowes, as we move forward in 2016 to meet our mission to provide exceptional programs, services, and employment to the blind and visually impaired, as well as excellent education, prevention services, and products to all customers.

A handwritten signature of Robert B. Garrett in dark ink.

Robert B. Garrett
President/CEO

Highlights of 2015



Dining in the Dark

Despite having to change the event date due to inclement weather, our third annual Dining in the Dark at Le Jeune Chef restaurant was a success. The event raised \$3,679.



Journey for Sight

We had a great turnout with over 200 participants at the Journey for Sight Walk. Our agency raised \$5,208 with 70% of the funds being returned to help support our mission.



Bellefonte

In June, we opened a Low Vision Store and branch office in historic Bellefonte. The physical location allows us to better serve the residents of Centre County.

Showing Gratitude: We held our first donor recognition event in September. The "Red Carpet Reception" had 82 attendees.

Centre Your Vision: We hosted the annual Pennsylvania Association for the Blind conference at the Toftrees Golf Resort in State College. Dr. Trey Williams, PhD, Vanda Pharmaceuticals, gave the keynote address on the sleep-wake disorder, Non-24.



Golf for Sight

The Tech Group, a West Company, was the title sponsor. The event raised \$17,931 that was designated to support client and associate transportation needs.



Lions Appreciation

In October, we hosted the 31st Annual Lions Appreciation Night. The evening honored area Lions, Lioness, and Leo Clubs for their ongoing commitment of our mission.



eSight

Our initial meeting and demonstration of eSight eyewear was held in November. We identified up to 12 associates who could benefit from using eSight.

Annual Dinner Awards

2014 Outstanding Service Awards

Roxanna Chapman
Steve Miller - FedEx
Steve Kriner - Vision Max
Newberry Independent Club
(Polish Club)
Elizabeth Whitnack

2014 Supplier of the Year

Mike Smith and Nick Hawkins
C&E Containers, Inc.

2014 Innovative Partner of the Year

Joe Werner and Rehan Ahmed
National Industries for the Blind
AbilityOne.com

2014 Regional Business Partner of the Year

Lycoming Engines

2014 Partners in Service Awards

Dr. Roy Tuller, DO and
Dr. David Lightman, MD
The Retina Group of PA, PC
Irene Morgan and Larry Becker
Partners in Progress
South Williamsport Leo Club

2014 Representative of the Year

Congressman Tom Marino (R-PA)

2014 AbilityOne Program Partner

Dan Carson and Mendy Hunt
Winston-Salem Industries for the Blind

2014 True North Award In Memory of Bill Kline

Mark Huffman

2014 Nettie Mann Achievement Award

John Taylor

2014 Employee of the Year

Nichole Page



“They have developed a deeper awareness and understanding of blindness that will stay with them for the rest of their lives.”

- Cheryl McCarty
3rd Grade Teacher
Gray’s Woods Elementary
Centre County

Heather Engle, Community Educator, teamed up with Josie Smith of the Sight Loss Support Group to do a prevention of blindness program for the students.

Prevention

In 2015, the Prevention of Blindness Department screened 5,325 adults and children for symptoms of eye diseases. Associates looked for creative ways to educate the public about vision loss. The “blue shirts” of North Central Sight Services, Inc. were seen at preschools, businesses, fairs, and health expos in North Central PA. In addition, the agency’s Functional Vision Clinic and Remedial Eyecare Programs provided services that improved the vision of **your** community.



Paying it . . .

The preschool students at Faith United Methodist Church donated sunglasses to our Prevention of Blindness department. The sunglasses were given to Family Promise, a homeless family shelter that provides food, shelter and case management to families facing a homeless situation.



Forward

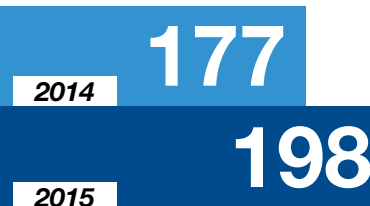
5,325 | **Vision Screenings**



adults and children screened to detect symptoms of eye diseases and functional vision issues

266 | **Screening Sites**

No. of Children’s Functional Vision Exams



68

Children’s Functional Vision Prescriptions

13

Children’s Functional Vision Eyeglasses



“The prevention program provided by NCSS is fabulous because I now realize Danika would have developed much differently had her vision issue gone undiagnosed.”

- Angela Krebs

Mother of Danika Krebs, a Beneficiary of Our Prevention Program

Danika’s story was featured as part of the Lycoming County United Way’s 2015 Face Stories. Danika’s vision problem was detected during a screening that was held at her preschool. The Prevention of Blindness Program is funded in part by the Lycoming County United Way, the Clinton County United Way, and the United Way of Bradford County.



Putting Blindfolded

Associates Jerrod Nolan and Diane Gonzalez hosted a blindfolded putting contest at the 2015 Troy Lions golf tournament in June. The signature contest is an entertaining way to educate the public about eye diseases and blindness.



Sharing with the Lions

Associate Heather Engle participated in the Lions of 14G conference held at the Genetti Hotel in Williamsport. Conference attendees used eye disease simulator goggles to do tasks such as writing, preparing foods, and pouring liquids.

60

**Adult
Remedial Eyecare
Exams**

135

**Adult
Remedial Eyecare
Eyeglasses**

1,734

Children

381

Adults

educated about eye health and safety through our Prevention of Blindness Education Programs



“I look forward to the support groups. My connection with others who have lost their sight has helped me accept my vision loss.”

- Elinor Huling

Elinor helps South Williamsport High School student Delaney Jean make a fleece blanket for Project Linus.

Independence

In 2015, we focused our efforts on connecting clients with their communities. We recognized that our agency would not be able to reach as many people as we do without the generous contributions of our donors, Board of Directors, volunteers, and the support we receive from other organizations. We looked for new ways to teach and encourage independence while bringing our clients and members of the community closer together.



Caring for the Community

Participants in the Community Cares group teamed up with the South Williamsport Leo Club to make fleece blankets for Project Linus. The Community Cares group provides clients an opportunity to learn about other nonprofit organizations. It also gives them a way to volunteer and contribute to a cause.

5,434 | **Service Hours**



provided to blind and visually impaired individuals in Lycoming, Clinton, Centre, Bradford, and Tioga Counties in 2015.

269 | **Individuals Served**
unduplicated



Expanding Life Skills

Guest speakers often visit support groups to educate clients on important topics such as health insurance, elder law, and safety. Centre County Life Skills Coordinator Alyssa Burns arranged to have Ashley Blunt, Outpatient Therapist, visit one of our groups in Bellefonte's Talleyrand Park to talk about coping skills.



“My sons and I are truly blessed to be involved with such a great organization and the amazing people in it!”

- Megan Rogers

Mother of Mason Rogers and Featured Speaker at the 2015 Annual Lions Appreciation Night

In 2015, we hosted our first Summer Program for youth who are blind or visually impaired and their families. The goals of the program were to provide education, sensory experiences, and peer support. The children visited the Buffalo Valley Sensory Playground in Lewisburg, Clyde Peeling’s Reptileland, the Montour Preserve Braille Trail, and Knoebels Grove. They also created tactile art and prepared a picnic lunch in the Abe Snyder Memorial Resource Center.

137

1,301.5 HOURS

Individuals received support services

We assisted with daily tasks such as reading mail, helping with paperwork, and grocery shopping.

99

365 HOURS

Individuals learned new skills to help them remain independent.

Life Skills & Education

121

2,144 HOURS

Individuals utilized our transportation and sighted-guide services.



No. of Individuals Received Vision Rehabilitation Therapy (VRT)

81

324 hours

2015

57

2014

199 hours

64

Individuals Participated in Support Groups

for a total of 359.75 hours in 2015

35

Individuals Participated in Social/Recreational

activities for a total of 167.5 hours in 2015



Preserving Support



The Summer Program featured a trip to the Montour Preserve in Danville in addition to other regional attractions.



“It’s not about [my coworkers] losing their sight. They are people first.”

- Tonya Manley

2015 Peter J. Salmon Blind Employee of the Year

Tonya, an associate in our shipping department, ships orders for the AbilityOne® Program. In 2015, our distribution services grew to 334 products for the AbilityOne® Program.

Employment

North Central Sight Services, Inc. expanded employment opportunities in 2015 for individuals who are blind or visually impaired. Distribution services grew by 186%. The document management area expanded with the addition of a separate customer entrance for document shredding. A web portal was also added for document storage and imaging customers. Steps were also taken to pursue a solution to destroy hard drives, laptops, and cell phones.



Celebrating Achievement

Associate John Taylor was recognized by UniqueSource at the Nettie Mann Achievement Awards Dinner. John was recognized for his character, personal fortitude, work ethic, and abilities. Christine Ha, Season One Winner of the Fox show Master Chef, was the evening’s keynote speaker.

33

Blind or Visually Impaired Individuals

had meaningful employment in 2015

Employment Hours

Total hours worked by blind & visually impaired individuals

2014

49,626

2015

56,001



Taking it to the Capitol

Associates Suellen Porter and Julia Barger were recognized at the annual conference sponsored by National Industries for the Blind (NIB) and the National Association for the Employment of People Who Are Blind (NAEPB) held in Crystal City, Virginia. The 2014 Employees of the Year enjoyed sightseeing in Washington, D.C.



“I can do things to help people and improve the quality of our workplace.”

- Shane Ryder

*2015 Milton J. Samuelson
Blind Employee of the Year*

716

Safety Record

No. of days without a lost-time accident.

**Distribution
Services grew to**

334

**products for
the AbilityOne®
Program.**

**We securely
shredded and
recycled over**

552,162

**pounds of paper
in 2015**



New Shredding Entrance

With help from the Williamsport/Lycoming Chamber of Commerce, we hosted a ribbon cutting ceremony for our new customer entrance for document shredding. The renovation project was made possible through a grant from the First Community Foundation Partnership of Pennsylvania.



Green Tape

Our agency received a contract from the Library of Congress to recycle 13 million books on tape. This helped us sustain employment for our industry associates like John Holland.



Associate Steve Britton was named an Advocate for Leadership and Employment by National Industries for the Blind and the AbilityOne® Program. He visited state and federal legislators to promote the capabilities and employment of people who are blind or visually impaired.

Promoting Capability & Employment



“What is our brand? It is the Blue Shirt Team; the great people we have and our culture.”

- Jamie Snyder

Vice President of Operations

Vice President of Operations Jamie Snyder with the Document Management staff. Left to right: Todd Kilps, Melissa Sites, Rob Rudinski, Sierra Diggan, Cory Lehman, Kenny Bower, Chris Schaffer, and Carlene Steinback. Not pictured: Document Management Representative Megan Proffitt and Records Specialist Karen Bierman.

Community Reach

In 2015, North Central Sight Services, Inc.’s “blue shirts” were seen anywhere in the community. From Leadership Lycoming to the State College Spikes, we opened our doors and our hearts to new opportunities. We looked for creative ways to educate the community about the importance of preventing vision loss. We formed new partnerships with regional businesses and other nonprofit organizations. In 2015, we painted **your** community blue.



Learning Leadership

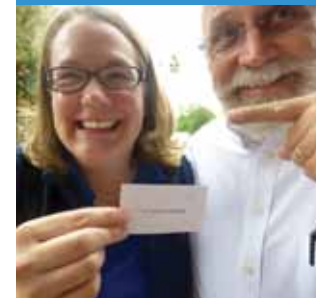
Terri Kio graduated from the Leadership Lycoming, a training program designed to educate and motivate potential leaders to serve in their communities. The program is sponsored by the Williamsport/Lycoming Chamber of Commerce.



Coach Tim Clark and T.J. West at the Williamsport Crosscutters game for the First Pitch.



Opening the Store



Steve Britton and Donna Wilson at the Bellefonte Low Vision Aids store.

Lesley Larson with Bellefonte Mayor Tom Wilson.



Associates, clients, and friends visited the pumpkin patch at the Green Barn Berry Farm in Muncy.



Opening Our Hearts

Rudy Vanemon, Joyce Gnoffo, and Neal Hamilton.



Katie Coffey models outerwear donated by local businesses for the Golf for Sight Chinese Auction.



Spreading Our Message

Tracy Haas, Bob Garrett, and Suellen Porter with the WNEP NewsWatch 16 van. Both Garrett and Porter were interviewed by Ryan Leckey for the Leckey Live show for 2015's Raise the Region online fundraiser. Raise the Region is sponsored by the First Community Foundation Partnership of Pennsylvania.



Greg Steinbacher, Tonya Manley, Pam Ergot, and Julia Barger delivered socks to the Executive Director of Family Promise, Melissa Magargle. The agency held a "Socktober" event to raise awareness for homelessness in our community. The items were donated by associates and clients.



“eSight is so amazing. It has changed my life in the best way possible.”

- Sierra Diggan
Document Management
Department

Associate Sierra Diggan uses the eSight headpiece to scan and index documents for customers. The device has made Sierra more efficient in her position and it has increased her confidence.

eSight

We were first introduced to eSight Eyewear at the National Industries for the Blind conference in October of 2015. This device uses cutting-edge technology and is the only device of its kind to improve image clarity and visual acuity for the visually impaired. We recognized that this technology could expand capabilities and employment opportunities for the visually impaired in **your** community. Representatives from eSight identified twelve associates in our Industry



Unveiling eSight

Hugh Montgomery, an eSight ambassador and Kelly Fantin, Director of Clinical Advocacy for eSight Corporation conducted training for associates Rudy Vanemon and Sierra Diggan. Contributions from individual donors and the Newberry Independent Club (Polish Club) allowed us to purchase two eSight units.

Program who could benefit from eSight. We launched a fundraising campaign to purchase five units in 2016. Making this new technology available to associates and clients will radically improve their quality of life and foster independence.

Follow our eSight journey and help us by supporting one of our fundraising events or by making a contribution.



Retailing eSight

Associates in the Social Services and Prevention of Blindness departments also received eSight training. Lori Love, Vision Rehabilitation Therapist and Donna Wilson, Store Clerk for the Bellefonte Low Vision Aids Store, assess visual acuity. We are now an official reseller for eSight Eyewear.



“We are able to catch potential vision problems before they become a hinderance to children in their learning capabilities.”

- Mary Crawley
*Prevention of Blindness
Coordinator*

Mary Crawley provided vision screenings to many preschools and child care facilities in our region, including Mom's, Inc. in Jersey Shore.

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 1-866-320-2580. 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 nonprofit 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 stock, bonds, or property. Please contact us for details.

How Our Mission is Funded

93%

*Sales of Products &
Services*

3%

Public Support

2%

*State Government
Funding*

1%

Investment Income

1%

Other

Our Prevention of Blindness Services and Social Services are funded in part by the Lycoming County United Way, the Clinton County United Way, the United Way of Bradford County, Lions Clubs of 14G, the Pennsylvania Bureau of Blindness and Visual Services, and the Office of Vocational Rehabilitation.



Financial Summary

Support and Revenue

| | |
|---|-------------|
| Sales of Products & Services Through Industrial Operation | \$9,436,864 |
| State Government Funding | 189,712 |
| Restricted Contributions and Grants | 148,448 |
| Investment Income, Net of Investment Fees | 76,585 |
| Other Revenue | 71,774 |
| General Contributions Including United Way Support | 70,503 |
| Bequests | 70,000 |
| Special Event Revenue, Net of Direct Expenses | 35,387 |
| Lions Clubs' Support | 18,192 |
| Program Service Fees Including Low Vision Store Sales | 16,425 |
| Market Value Loss on Investments | (2,921) |

| | |
|------------------------------------|--------------|
| Total Support and Revenue for 2015 | \$10,130,969 |
|------------------------------------|--------------|

Operating Expenses

| | |
|--|-------------|
| Cost of Goods Sold & Obsolete Inventory, Net of Purchase Discounts | \$6,334,710 |
| Salaries & Wages | 1,758,431 |
| Employee Benefits | 626,565 |
| Professional Fees | 394,434 |
| Occupancy & Property Maintenance | 186,004 |
| Vehicle & Transportation | 179,842 |
| Depreciation | 169,327 |
| Equipment & Software Costs | 138,395 |
| Office Supplies, Organizational Dues, Postage, & Freight | 125,759 |
| Payroll Taxes | 85,183 |
| Assistance to Individuals | 49,074 |
| Advertising, Printing, & Publication | 44,791 |
| IT Maintenance & Services | 44,210 |
| Conferences & Meetings | 39,910 |
| Other Expenses | 39,070 |

| | |
|-----------------------------------|--------------|
| Total Operating Expenses for 2015 | \$10,215,705 |
|-----------------------------------|--------------|

| | |
|----------------------|----------|
| Change in Net Assets | (84,736) |
|----------------------|----------|

| | |
|---------------------------------|-----------|
| Net Assets at Beginning of Year | 8,630,957 |
|---------------------------------|-----------|

| | |
|---------------------------|-------------|
| Net Assets at End of Year | \$8,546,221 |
|---------------------------|-------------|

Summarized from audited financial statements. Figures are rounded off to the nearest \$1.00.



2121 Reach Road
PO Box 3292
Williamsport, PA 17701-0292

Non-Profit Org.
U.S. POSTAGE
PAID
Williamsport, PA
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Socialize with us to see
more highlights of 2015.

