



2017-18

ANNUAL REPORT

July 19, 2018

CELEBRATING 17 YEARS of SERVICE!

Thanks!!!

Special *thanks* to the Fort Collins Lions Club and the Fort Collins Lions Foundation for your awesome support!

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Enight Exemplifies the Lions' Mission

Helen Keller, speaking at the 1925 Lions Clubs International Convention:

“I challenge Lions to become the Knights of the Blind in the crusade against darkness...”

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Enight Exemplifies the Lions' Mission

Enight crusades
against darkness by:

***Empowering
Independence!***



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ENSIGHT Facilities

- **Ensignt Offices**
 - Fort Collins Ensignt
 - Greeley Curtis Strong Center
- **Satellite Locations**
 - Eye Care Center of Northern Colorado, Lafayette
 - Drs Matoba, Lakewood
- **Mobile OnSite Services**
 - The Ensignt Van

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2017-18 Enight Board of Directors

Fort Collins

Doug Hutchinson, Chairman (Lion)
Bob Hau, Vice Chairman (Community Member)
Dave Mendenhall (Lions PDG MD 6-NE)
Denise Clynes (Lion)
Dr Arthur Korotkin (Ophthalmologist)
Dr Marc Provencher (Lion; Optometrist)
Tana Arthur (Community Member Parent/Consumer)

Boulder

Carl Gentzel, CPA, Treasurer (Lions 6C DG)

Denver

Richard Faubion, Regional Director for the Foundation
Fighting Blindness

La Junta

Henry Cowell (Lions DG MD 6-SE)

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ENSIGHT Key Staff

- **President/CEO, Denny Moyer, BS, COTA/L, SCALV, Co-founder 17 years of service**
- **Melody Glinsman, BS, Development Director, 9 years of service**
- **Cory Layton, O.T.R., SCLV, Director of Rehabilitation, Registered Occupational Therapist, Low Vision specialist. 15 years of service**
- Corey Bernhardt, O.D. (Doctor of Optometry). Low vision doctor, 4 years
- Kursten Marks, O.T.R. Registered Occupational Therapist, 6 years
- Jennifer Rise, COTA/L. Certified Occupational Therapy Assistant, 5 years
- Kimberlie Marcell, COTA/L, Certified Occupational Therapy Assistant, 4 years
- Annette Biddison, Administrative Assistant, 5 years
- Nicole Patterson, Bookkeeper, 3 years
- Lorraine Perry, Administrative Assistant, 2 years
- Lynda McCullough, Assistant Development Coordinator, 2 years
- Karen Schwols, Administrative Assistant, 2 years
- Kara Borodach, MOT, OTR/L, 2 years
- Kimberlie Stone, COTA/L, 2 years
- Danielle Burden, COMS, 2 years
- Sharon Greenlee, Counselor, 1 year
- Lori Mulder, COMS, new
- Aileen Barry, Education Director, new

Note: Bold = Full-Time Employee

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Significant Agency Collaborations

- Division of Vocational Rehabilitation and Veterans Administration
- Office on Aging and the (ADRC) Aging disability resources of Colorado.
- Larimer Office on Aging
- Weld and Boulder Area Agency on Aging
- Center for Independence in Grand Junction, and Center for Independence in Pueblo
- Disabled Resource Services,
- Center for People with Disabilities
- Center for Independence
- Connections for Independent Living
- Eye Center of Northern Colorado
- Eye Care Center of Northern Colorado
- Specialty Eye Care
- *Drs Matoba, Lakewood
- Foundation Fighting Blindness
- Colorado Talking Books Library
- Audio Information Network
- VA program in Colorado
- Wyoming Lions Clubs
- Colorado Lions Clubs
- Elder Care Network
- Hillcrest Senior Living
- Rigden Farms
- Columbine Health Systems
- Local community services, including:
 - Lutheran Family Services, Catholic Charities, House of Neighborly Services
- Colorado state university
- Pima Medical Institute
- Hadley school for the Blind
- Softology Idea Works
- *Berthoud Senior Center
- *Eaton Senior Center

*New this year

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Perspectives on Ensight Services

- **Until two years ago, we only reported the number of clients making *office visits***
 - Small fraction of people Ensight actually serves
- **Now we report all people we serve**
 - Office visits *and other services*

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Perspectives on Enight Services

Direct Professional Services

- Low-vision optometrist and Occupational Therapist evaluation
- Counseling
- OT home visits
- Orientation and mobility training

Education, Resources & Assistance

- Education

- Prevent blindness
- Safety: balance classes, Stepping On, etc.
- Teaching hardware, software use

- Resources

- Collaborations
- Colorado Talking Book Library
- Audio Information Network
- Transportation Resources
- Technology; Enight sales

- Assistance

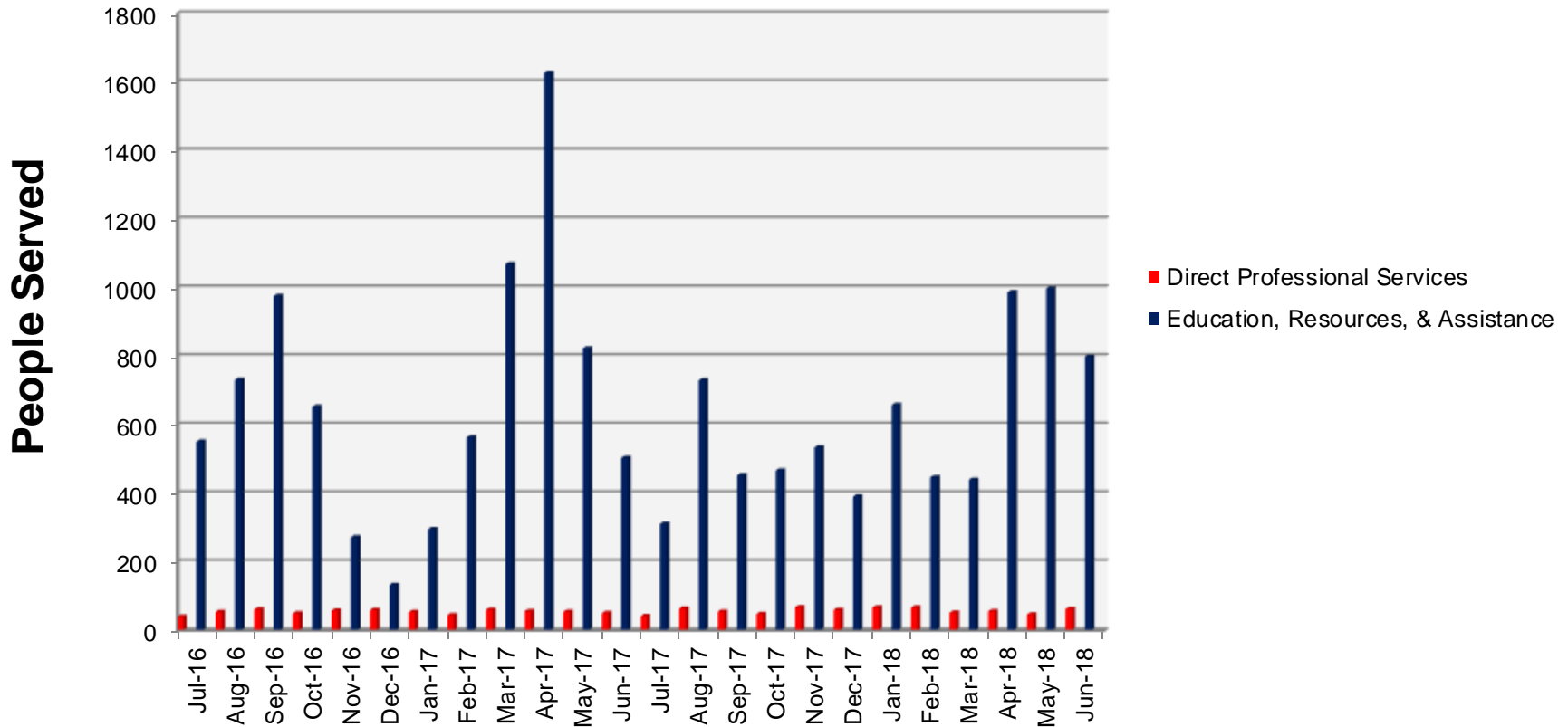
- Visual Aids information
- Home equipment repair/training
- References to other services
- Recreation (Low-vision tandem cycling program, water color class, audio book club, yoga class)

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Perspectives on Ensignt Services

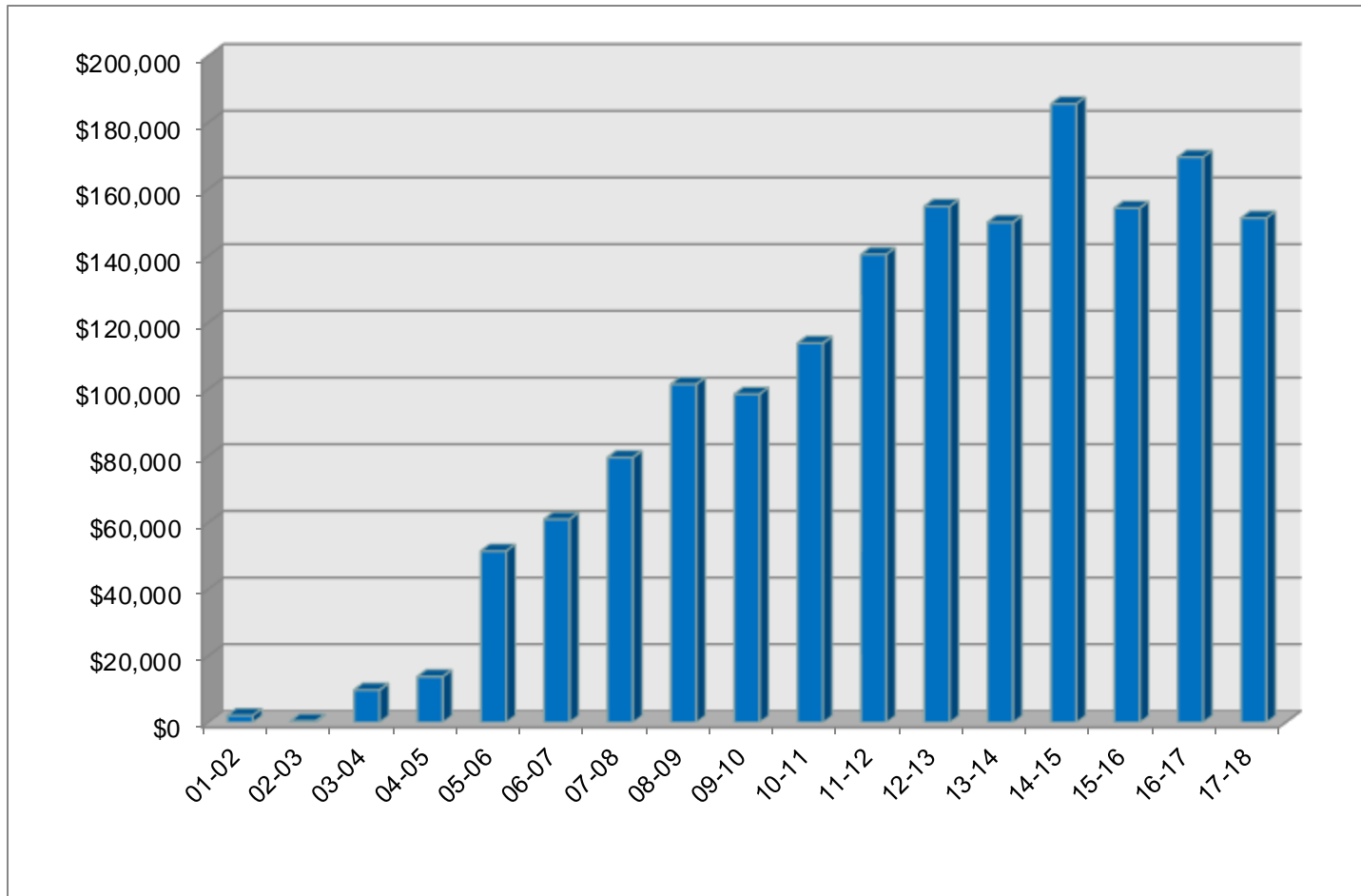
- Ensignt now clearly reporting ALL service data



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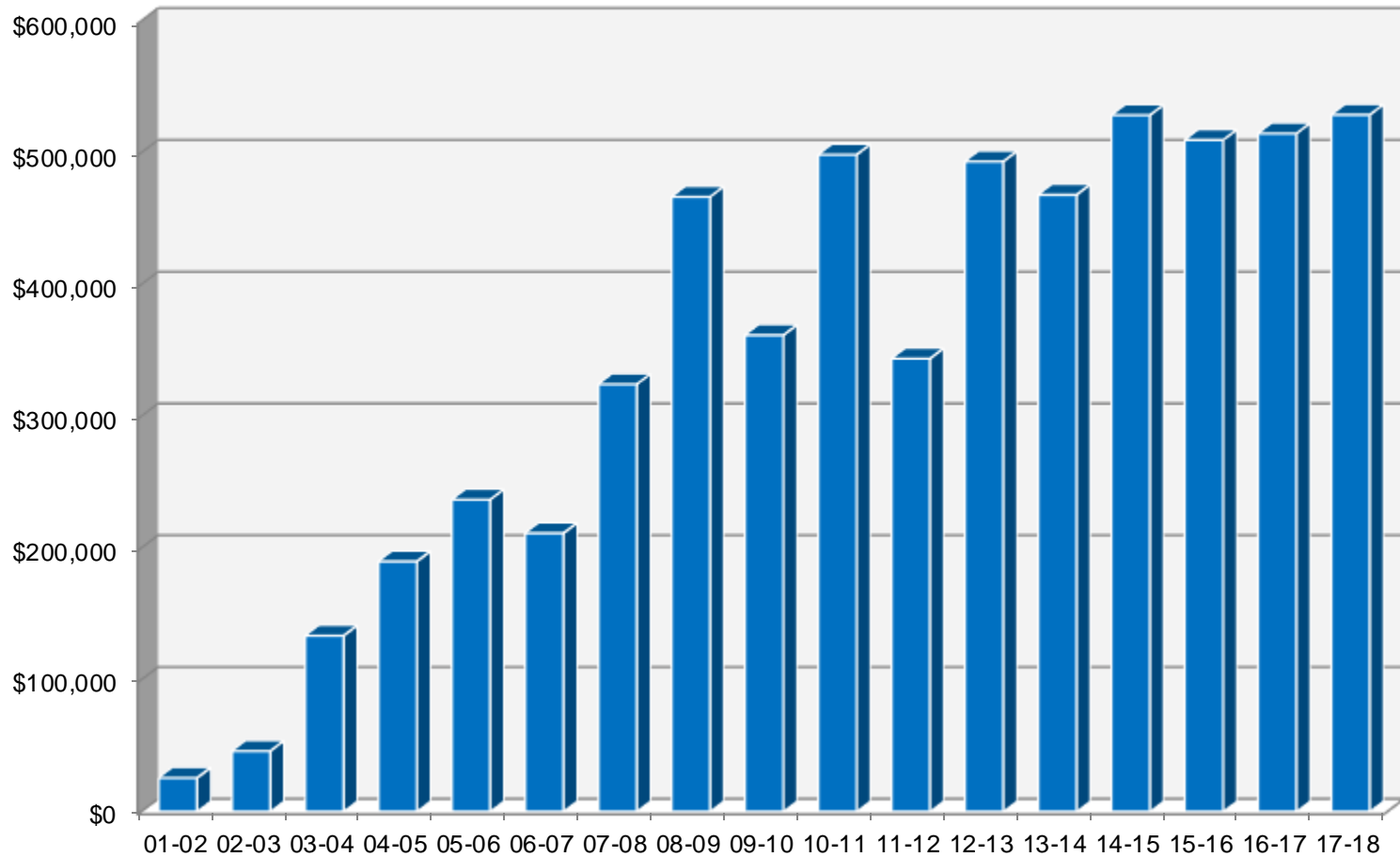
Direct Professional Service Fees



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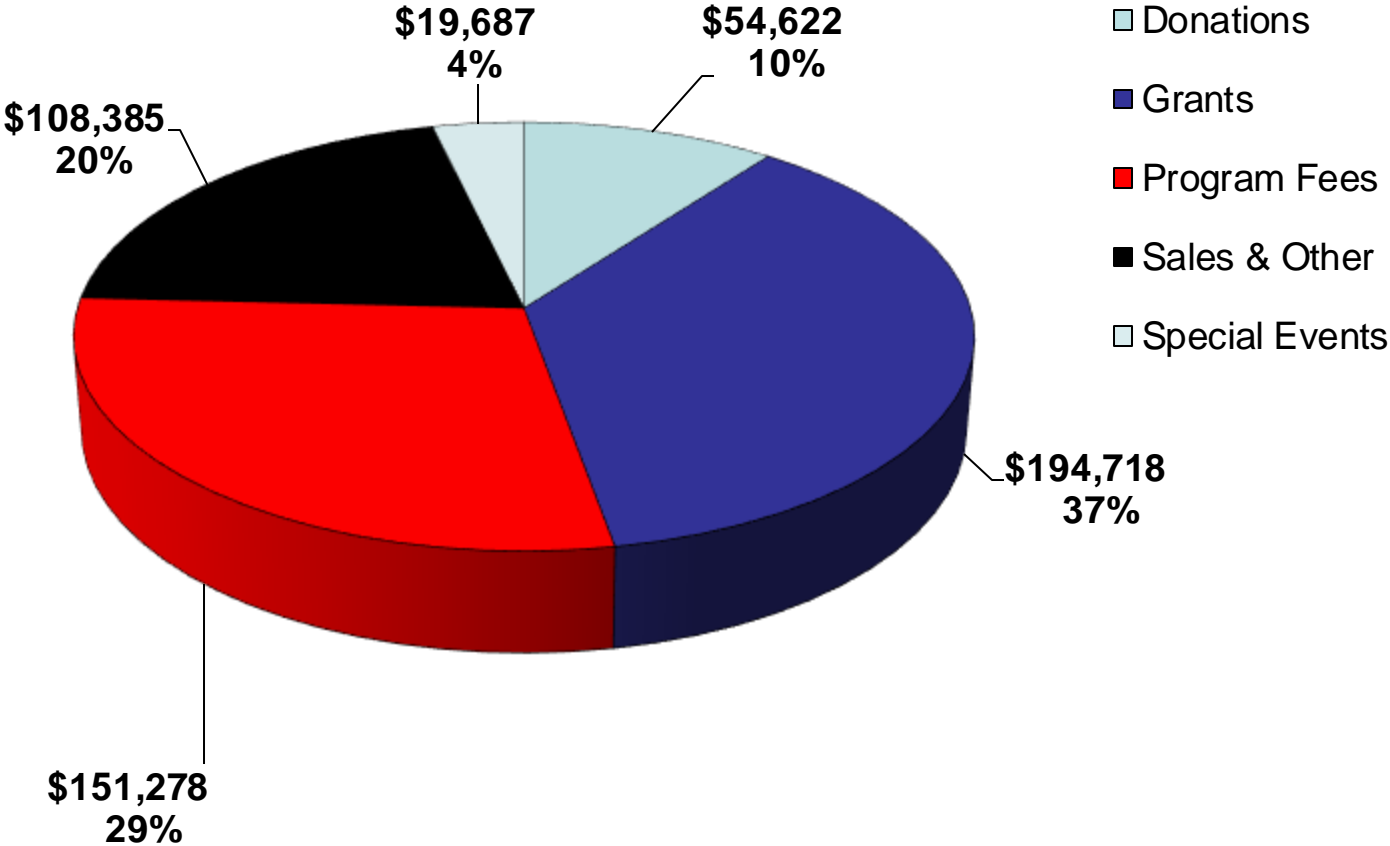
Historic Gross Income



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2017-18 Revenue Sources



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MAJOR CONTRIBUTORS

2017-18

North Colorado Medical Center Foundation	\$75,000
Older Individual Who are Blind Fund – DVR	\$75,000
Fort Collins Lions Foundation	\$31,000
Larimer County Office on Aging	\$25,056
Weld County Area Agency on Aging	\$20,000
Hynd Trust	\$20,000
Boulder County AAA	\$19,259
O'Rourke Foundation	\$10,000
Anschutz Family Foundation	\$7,500
Community Foundation of Northern Colorado	\$5,400
Eye Center of Northern Colorado	\$5,000
Jackson National Life Insurance Comp.	\$2,500
Lions Club Sterling	\$1,250
OtterCares Foundation	\$1,000
Lions Club Centennial Airport	\$1,000
Lions Club Estes Park	\$1,000

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The Bottom Line:

2017-18 Profit and Loss Statement

	<u>GROSS REVENUE</u>	<u>EXPENSES</u>	<u>NET REVENUE</u>
Total Operations:	\$528,690	\$523,456	\$ 5,234

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ENSIGHT Milestones

- **Celebrated 17 years of service**
 - Have served **83,313** individuals
- **Denver service expansion**
 - Hired new marketing person
 - Two new doctors
- **Hosted 5th Annual Halloween Eye Ball Fundraiser**
 - Raised **35%** more money than last year!
- **OnSite van at Lions conventions**
- **Over 35 volunteers donated 870 hours to support projects, fundraisers, and operations**

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ENSIGHT Future Plans

- **Grow and cultivate donor relations**
 - Expand donor base
- **Continue seeking permanent facility for Ensignt**
 - Will begin fundraising capital campaign
- **Continue Board of Directors development/expansion**
 - Goal: a Board member in every Colorado Lions District
- **Expand sources of grant funding**
- **Continue expanding OnSite program**
- **Increase low-vision recreational opportunities**

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Bottom lines

- ✓ **Lions can be *proud!***
 - *And Helen Keller would be proud!*
- ✓ **New Facility = Visibility & Growth**
- ✓ **Enight growing and expanding**
- ✓ **Big challenges**
 - Overall funding
 - Sustainable funding
 - Growing our donor base
 - Growing the number of people served
 - Publicizing Enight

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Board of Directors

***Need Club vote to serve another term**

Fort Collins

***Doug Hutchinson, Chairman (Lion)**

***Bob Hau, Vice Chairman (Community Member)**

***Dave Mendenhall (Lions PDG MD 6-NE)**

Denise Clynes (Lion)

***Dr Arthur Korotkin (Ophthalmologist)**

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