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 Lions Foundation for your awesome support!

CELEBRATING 17 YEARS of SERVICE!
Ensight Exemplifies the Lions’ Mission

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

“\textbf{I challenge Lions to become the Knights of the Blind in the crusade against darkness…”}\textbf{”}

CELEBRATING 17 YEARS of SERVICE!
Ensight Exemplifies the Lions’ Mission

Ensight crusades against darkness by:

Empowering Independence!

CELEBRATING 17 YEARS of SERVICE!
ENSIGHT Facilities

• Ensight Offices
  – Fort Collins Ensight
  – Greeley Curtis Strong Center

• Satellite Locations
  – Eye Care Center of Northern Colorado, Lafayette
  – Drs Matoba, Lakewood

• Mobile OnSite Services
  – The Ensight Van

CELEBRATING 17 YEARS of SERVICE!
2017-18 Ensight
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)

CELEBRATING 17 YEARS of SERVICE!
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

CELEBRATING 17 YEARS of SERVICE!
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

CELEBRATING 17 YEARS of SERVICE!
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*

CELEBRATING 17 YEARS of SERVICE!
## Perspectives on Ensight Services

<table>
<thead>
<tr>
<th>Direct Professional Services</th>
<th>Education, Resources &amp; Assistance</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Low-vision optometrist and Occupational Therapist evaluation</td>
<td>- Education</td>
</tr>
<tr>
<td>- Counseling</td>
<td>-- Prevent blindness</td>
</tr>
<tr>
<td>- OT home visits</td>
<td>-- Safety: balance classes, Stepping On, etc.</td>
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<tr>
<td>- Orientation and mobility training</td>
<td>-- Teaching hardware, software use</td>
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<tr>
<td></td>
<td>- Resources</td>
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<tr>
<td></td>
<td>-- Collaborations</td>
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<tr>
<td></td>
<td>-- Colorado Talking Book Library</td>
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<td></td>
<td>-- Audio Information Network</td>
</tr>
<tr>
<td></td>
<td>-- Transportation Resources</td>
</tr>
<tr>
<td></td>
<td>-- Technology; Ensight sales</td>
</tr>
<tr>
<td></td>
<td>- Assistance</td>
</tr>
<tr>
<td></td>
<td>-- Visual Aids information</td>
</tr>
<tr>
<td></td>
<td>-- Home equipment repair/training</td>
</tr>
<tr>
<td></td>
<td>-- References to other services</td>
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<tr>
<td></td>
<td>-- Recreation (Low-vision tandem cycling program, water color class, audio book club, yoga class)</td>
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</tbody>
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CELEBRATING 17 YEARS of SERVICE!
Perspectives on Ensight Services

- Ensight now clearly reporting ALL service data

CELEBRATING 17 YEARS of SERVICE!
Direct Professional Service Fees

CELEBRATING 17 YEARS of SERVICE!
Historic Gross Income

CELEBRATING 17 YEARS of SERVICE!
2017-18 Revenue Sources

- Donations: $19,687 (4%)
- Grants: $194,718 (37%)
- Program Fees: $108,385 (29%)
- Sales & Other: $54,622 (10%)
- Special Events: $151,278 (29%)

CELEBRATING 17 YEARS of SERVICE!
MAJOR CONTRIBUTORS
2017-18

<table>
<thead>
<tr>
<th>Contribution</th>
<th>Amount</th>
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<tbody>
<tr>
<td>North Colorado Medical Center Foundation</td>
<td>$75,000</td>
</tr>
<tr>
<td>Older Individual Who are Blind Fund – DVR</td>
<td>$75,000</td>
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<tr>
<td>Fort Collins Lions Foundation</td>
<td>$31,000</td>
</tr>
<tr>
<td>Larimer County Office on Aging</td>
<td>$25,056</td>
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<tr>
<td>Weld County Area Agency on Aging</td>
<td>$20,000</td>
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<tr>
<td>Hynd Trust</td>
<td>$20,000</td>
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<tr>
<td>Boulder County AAA</td>
<td>$19,259</td>
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<tr>
<td>O’Rourke Foundation</td>
<td>$10,000</td>
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<tr>
<td>Anschutz Family Foundation</td>
<td>$7,500</td>
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<tr>
<td>Community Foundation of Northern Colorado</td>
<td>$5,400</td>
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<td>Eye Center of Northern Colorado</td>
<td>$5,000</td>
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<tr>
<td>Jackson National Life Insurance Comp.</td>
<td>$2,500</td>
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<td>Lions Club Sterling</td>
<td>$1,250</td>
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<tr>
<td>OtterCares Foundation</td>
<td>$1,000</td>
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<tr>
<td>Lions Club Centennial Airport</td>
<td>$1,000</td>
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<tr>
<td>Lions Club Estes Park</td>
<td>$1,000</td>
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CELEBRATING 17 YEARS of SERVICE!
The Bottom Line:
2017-18 Profit and Loss Statement

<table>
<thead>
<tr>
<th></th>
<th>GROSS REVENUE</th>
<th>EXPENSES</th>
<th>NET REVENUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Operations</td>
<td>$528,690</td>
<td>$523,456</td>
<td>$5,234</td>
</tr>
</tbody>
</table>

CELEBRATING 17 YEARS of SERVICE!
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

CELEBRATING 17 YEARS of SERVICE!
ENSIGHT Future Plans

- Grow and cultivate donor relations
  - Expand donor base
- Continue seeking permanent facility for Ensight
  - 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

CELEBRATING 17 YEARS of SERVICE!
Bottom lines

✓ Lions can be *proud*!
  ▪ *And Helen Keller would be proud!*

✓ New Facility = Visibility & Growth

✓ Ensight growing and expanding

✓ Big challenges
  ▪ Overall funding
    o Sustainable funding
  ▪ Growing our donor base
  ▪ Growing the number of people served
  ▪ Publicizing Ensight

CELEBRATING 17 YEARS of SERVICE!
Board of Directors

*Need Club vote to serve another term

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*Bob Hau, Vice Chairman (Community Member)  
*Dave Mendenhall (Lions PDG MD 6-NE)  
Denise Clynes (Lion)  
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