



Impact Report
2023

**SIGHTS
FOR HOPE**[™]
Seize Independence Now[™]



SIGHTS FOR HOPE™

Seize Independence Now™

OUR MISSION

To provide people with visual impairments the **skills, supports, and solutions** that advance their self-sufficiency.

OUR VISION

To **transform the lives** of people with visual impairments by removing the barriers to their independence and success.

OUR VALUES

Independence: We champion every individual's right to control their life and pursue their personal success.

Impact: We advance solutions specifically for the people we serve and challenge ourselves to make our communities stronger.

Dignity: We demonstrate a person-first mindset toward those we serve and honor their strengths.

Character: We listen, pursue all that is possible, carry ourselves with sincerity and humility, and are inclusive without bias.



HOPE IS IN OUR NAME FOR A REASON

Hope is in our name for a reason. While we are proud of our growth and share key performance indicators in this impact report, we are mindful that some things cannot be represented objectively. We know of no way to quantify the impact of seeing a loved one's face again after being told that you never would. There is no precise measure of the multi-generational economic impact and cycle of success catalyzed by a pair of glasses received by a 5-year-old who falls in love with reading before starting school. Humanity's greatest minds have yet to devise a formula to indicate exactly what happens when a deeply frightened person believes that literally the worst thing that could happen occurs and then a group of caring souls teaches them how to overcome and rediscover joy in life. Hope comes in many forms, and it is what people like you create with contributions to Sights for Hope. These contributions connect the people we serve with the technologies, tools, programs, and people that make their worlds bigger, brighter, and bolder.

BOARD OF DIRECTORS

President: Kate Raymond, *PPL Corporation*

Vice President: Paul Miller, *Active Learning Centers*
and Lehigh Valley Martial Arts

Treasurer: Daniel Lombardo, *Richard B. Ryon Insurance*

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Rehabilitation Network

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Steven Savino, *Lehigh University College of Business*

Nicole Williams, O.D., *Valley Health Partners Community Health Center*

EXECUTIVE LEADERSHIP

Dennis Zehner, *Executive Director and CEO*

Jennifer Pandolfo, *Associate Director and Director of Services*

Deirdre Federico Snyder, CFRE, *Director of Advancement*

Lists as of December 31, 2023.

Front Cover Image: Artwork created by youth participants in Sights for Hope's Camp I CAN! summer program

Back Cover Image: Sights for Hope client Jasmyn Polite





OUR HIGHLIGHTS

GROWTH

The need for Sights for Hope's critical services continues to grow.



3,134

Guided transport rides provided in 2022-2023 – a 25% increase over the prior year and greater than the year prior to the start of the COVID pandemic



601

Active Sights for Hope clients as of June 30, 2023

Increase in personal counseling hours provided in 2022-2023 over the prior year



80%



561

Clients and patients who received at least one service in 2022-2023 – a 3% year-over-year increase

Total number of service hours provided to our clients and patients and in our community in 2022-2023 – a 20% increase over the prior year



13,048



4,685

Pre-kindergarten children who received free vision screenings in 2022-2023 – our highest total since the start of the pandemic



14%

Percentage of children ages 0-6 who were referred for additional care

Total children and adults who were screened and/or educated from our Prevention Services in 2022-2023 – our highest total since the start of the pandemic



6,707



97%

Percentage of clients who increase their ability to perform daily activities



96%

Percentage of our clients who reside outside of an assisted living facility

96%

Percentage of our clients who increase their access to food, medical care, and critical services in their community



94%

Percentage of clients who learn how to make better use of their existing sight



NEW ASSISTIVE TECHNOLOGY SPACE

We opened our new assistive technology space at our Lehigh Valley Services Center in June 2023. The space includes a larger exam and demonstration room, a new waiting area, and an expanded Sights for Hope Store. Primary funding for the new Low Vision Care Area was provided by the Lions of Pennsylvania Foundation and the Lehigh Township Lions Club.



We are working to meet these goals by 2030.

Keep track of our progress at SightsforHope.org/Goals.

ASSISTIVE TECH

- To provide assistive technologies to 2,500 people with visual impairments.
- These devices boost their ability to interact with the people and environments around them.

TRANSPORTS FOR ACCESS

- To provide 25,000 guided transports to people with visual impairments.
- These transports increase access to medical care, food, life skills education, and critical wellness services.

LIFE SKILLS

- To provide life skills education to 2,500 people with visual impairments.
- These educational opportunities enhance their ability to live independently.

SOLUTIONS FOR LEARNING

- To ensure that 2,500 children ages 0-6 receive professional eye exams and glasses or equivalent solutions.
- These solutions advance their readiness to learn.



OUR BIG IMPACT GOALS



THANK YOU

We thank these organizations and the more than 400 individual donors whose support makes the world bigger, bolder, and brighter for those we serve. This list reflects contributions by organizations from July 1, 2022, to June 30, 2023.



\$250,000+

Sights for Hope Endowment Foundation

\$100,000-\$249,999

Pennsylvania Association for the Blind

\$50,000-\$99,999

Anonymous

County of Lehigh

Estate of Charlotte M. Staton

\$25,000-\$49,999

The R. Dale and Frances M. Hughes Foundation

United Way of the Greater Lehigh Valley

\$10,000-\$24,999

County of Monroe

County of Northampton

Luther J. Hottle Fund of the Lehigh Valley

Community Foundation

Jane Kiscadden Estate

Lions of Pennsylvania Foundation

Northeast PA Lions Service Foundation

Pocono Mountains United Way

The Donald B. and Dorothy L. Stabler Foundation

Moses Taylor Foundation

Harry C. Trexler Trust

Two Rivers Health & Wellness Foundation

Grace and Albert Zeky Memorial Endowment

\$5,000-\$9,999

Lester G. Abeloff Foundation

Buehler Memorial Trust

Emmaus Lions Club

Fleming Foundation

Julius and Katheryn Hommer Foundation

Lehigh Township Lions Club

LVHN-Pocono Foundation

Pennsylvania Lions District 14-K and

Charitable Enterprises

Provident Bank

Bill Sugra Memorial Fund

\$2,500-\$4,999

Active Learning Centers and Lehigh Valley Martial Arts

AllOne Charities

Emmaus Lioness Lions Club

The Charles H. Hoch Foundation

IronPigs Charities

Charles and Figa Kline Foundation

Sylvia Perkin Charitable Trust

\$1,000-\$2,499

Air Products Foundation

Bethlehem Township Lions Club

Bath Lions Club

Buckno Lisicky & Company

Cornerstone Advisors Asset Management

Easton Lions Club

Evangelical Lutheran Church of the Redeemer

Fox Optical & Gallery

Hellertown Lions Club

HMK Insurance

Inova Technologies

Fred J. Jandl Family Foundation

Keystone Savings Foundation

Kuhnsville Area Lions Club

Lehigh Township Lioness Lions Club

Lang Faylor Chomo & Company

Moore Township Lioness Lions Club

Mountainville Lions Club

Pocono Lions Club

Saucon Valley Lions Club

Wilmer and Evelyn Schultz Family Foundation

Shafer Family Charitable Foundation

Slatington Lions Club

Hattie Speck Trust

Strategic Arc Limited

Upper Lehigh Lions Club

Tannersville Lions Club

Teamsters Local 773

West Lehigh Area Lions Club

\$500-\$999

Campbell, Rappold & Yurasits, CPA

Coplay Lions Club

Good Shepherd Rehabilitation Network

Raven One to One Marketing

St. John Vianney Regional School

Salisbury Township School District



OUR FINANCIALS

Sights for Hope's financials are managed by Buckno Lisicky & Company, CPA of Allentown, PA, and audited by Campbell, Rappold & Yurasists, CPA of Allentown, PA. The following is based on our official IRS 990 returns.

Revenue	2022-2023	2021-2022	2020-2021
Private Contributions and Grants	\$582,442	\$511,859	\$661,378
Government Funding	\$308,997	\$275,528	\$235,292
Net Program Service Revenue	\$39,122	\$45,992	\$37,248
Endowment Allocations	\$400,000	\$360,000	\$365,000
Other Revenue *	\$305,637	\$19,616	\$23,319
Total Revenue	\$1,636,198	\$1,212,995	\$1,322,237

Expenses	2022-2023	2021-2022	2020-2021
Program Expenses	\$1,002,641	\$862,739	\$641,401
Management Expenses	\$271,723	\$209,644	\$299,947
Fundraising Expenses	\$194,073	\$137,148	\$140,203
Total Expenses	\$1,468,437	\$1,209,531	\$1,081,551

Net Revenue **\$167,761** **\$3,464** **\$240,686**

Assets	2022-2023	2021-2022	2020-2021
Cash and Cash Equivalents	\$424,601	\$230,227	\$236,710
Pledges and Grants Receivable	\$60,586	\$10,561	\$19,547
Inventory	\$16,636	\$45,222	\$30,634
Prepaid Expenses	\$9,118	\$11,280	\$8,812
Land, Buildings, and Equipment	\$847,160	\$887,196	\$932,892
Investments	\$634,965	\$628,241	\$750,528
Other Assets	\$67,402	\$80,053	\$92,628
Total Assets	\$2,060,468	\$1,892,780	\$2,071,751

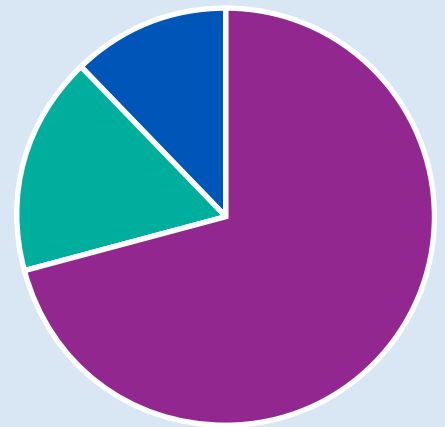
Liabilities	2022-2023	2021-2022	2020-2021
Accounts Payable	\$81,958	\$91,135	\$68,618
Deferred Revenue	\$10,628	\$8,248	\$17,666
Other Liabilities	\$0	\$0	\$290
Total Liabilities	\$92,586	\$99,383	\$86,574

Net Assets	2022-2023	2021-2022	2020-2021
Non-Restricted Net Assets	\$1,328,653	\$1,161,156	\$1,181,149
Restricted Net Assets	\$639,229	\$632,241	\$804,028
Total Net Assets	\$1,967,882	\$1,793,397	\$1,985,177

Total Liabilities and Net Assets **\$2,060,468** **\$1,892,780** **\$2,071,751**

Endowment Net Assets **\$2,813,435** **\$2,947,076** **\$3,266,843**


FUNCTIONAL EXPENSES



PROGRAMS 68.3%
MANAGEMENT 18.5%
FUNDRAISING 13.2%

Note: The affiliated Sights for Hope Endowment Foundation is a separate nonprofit organization with its own IRS 501(c)(3) status and Board of Directors.

* Other revenue in 2022-2023 includes IRS Employee Retention Credits.



Like many others like him, Ray had very little hope after a brain injury took away the left half of his sight in each eye. He felt like, in his words, he lost part of his life and his world became smaller and smaller.

When Ray came to Sights for Hope, he found three things that reignited hope inside of him – coping skills to help him accept his condition, a community of people like him that he can always count on, and a miraculous assistive device that uses augmented reality to help him see his whole world again. Hope comes in many forms, and hope is in our name for a reason. Hope is what you give with your contribution because it helps connect our clients with technologies, programs, and people that make their worlds bigger, brighter, and bolder.

Be a force of hope today with your contribution to Sights for Hope.

Go to SightsforHope.org to make your contribution today or use this QR code.



“It was devastating for me to see Ray keep trying to do things that he was not able to do.

Especially with our two daughters. Sights for Hope helped Ray acknowledge that he is half-blind. He stopped making excuses. This was the best thing for him because he is a social butterfly, has a big heart and wants to help everybody. **Now, he will go and help other clients when they are having a hard time.** He is so happy now!”

- Joan, Ray's Wife



**SIGHTS
FOR HOPE™**
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**Lehigh Valley
Services Center**
845 West Wyoming St.
Allentown, PA 18103
610.433.6018

**Monroe
Services Center**
4215 Manor Drive
Stroudsburg, PA 18360
570.992.7787

Digital and Social
SightsforHope.org
@SightsforHope

