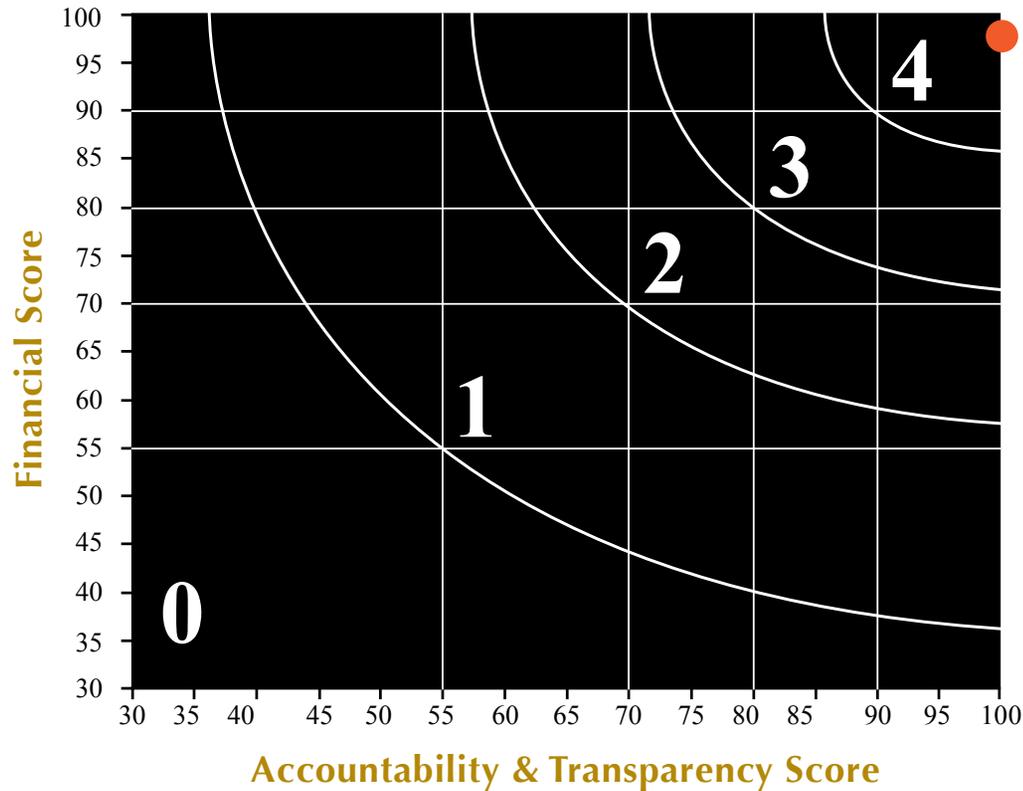


Miami Lighthouse for the Blind and Visually Impaired Annual Report 2018



Charity Navigator Score November 1, 2018

Miami Lighthouse for the Blind and Visually Impaired is rated nationally in the 99th percentile of the over 9,000 charities rated by Charity Navigator. In other words, we are among the top 35 charities in the U.S. that have received 11 consecutive 4-star ratings, the highest rating possible, from the nation’s premier independent nonprofit evaluator Charity Navigator reflecting our sound fiscal management, responsible use of donor dollars and financial strength. We are currently the only not-for-profit organization in Miami to have attained this coveted status.



	SCORE (out of 100)	RATING
OVERALL	98.14	★★★★
• Financial	97.38	★★★★
• Accountability & Transparency	100	★★★★

Source:
Miami Lighthouse listing on Charity Navigator website:
www.charitynavigator.org



Dear Friends of Miami Lighthouse,

As we head into our 90th year of service to the blind and visually impaired community, it is important to look back and see how far we have come.

I feel immensely proud to know that annually our Miami Lighthouse has grown to transform the lives of over 75,000 blind and visually impaired people, including babies, seniors, and their families. Thanks to you, 2018 was a year of growth and expansion.

- Enrolled participants increased by 31% from 17,000 in 2017 to over 22,000 in 2018.
- To deliver our outstanding services, our professional team increased by 11% from 129 in 2017 to 143 in 2018.
- With the completion of our Lighthouse Learning Center for Children™, our net assets increased nearly 16% from 2017 to 2018.

As shown on the adjacent page, nationally our Miami Lighthouse for the Blind and Visually Impaired is in the top 1% of the more than 9,000 charities rated by Charity Navigator. This is based on our sound fiscal management and the efficient use of donor dollars. The Charity Navigator has further recognized our Miami Lighthouse by placing it among the elite top 35 charities in the country with eleven consecutive, annual 4-star ratings. We are currently the only non-profit organization in Miami to have achieved this distinction.

As you look through the pages of the annual report, you will see the evidence of how our services and accomplishments transform the many lives of our clients and their families. We often hear from a program participant or a former program participant expressing their heartfelt gratitude for the helping hand we provided on their personal road to independence.

With the help of our donors, our Miami Lighthouse will continue to implement advancements and technology that bring new approaches and improvements to the services that we provide to our clients well into the future.

We are very grateful to all of you who support Miami Lighthouse so that it can continue to be a high performing organization that delivers outstanding services to those in need in our community and beyond.

Sincerely,



George W. Foyo
Chairman, Board of Directors



2018 Miami Lighthouse Board of Directors

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Immediate Past Chair
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<i>Legal Counsel</i>	

HONORARY BOARD DIRECTORS

Agustin R. Arellano, Sr.	Edward J. Rosasco
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J. Megan Kelly	Scott K. Sime
William L. Morrison	David M. Turner III, C.P.A.
	Harold L. Young, Jr.

NEW BOARD APPOINTMENTS FOR 2019

Christian Infante

Client Services as per 2018 IRS Form 990

Employing nationally recognized best practices and evidence-based curricula, our services for people throughout Miami-Dade and Monroe County cover all ages ranging from early intervention for blind babies and Pre-Kindergarten for three- and four-year-old children, to a year-round Pre-Employment Transition Services program for individuals 14-22, to low vision rehabilitation for seniors. Our subsidiary, the Florida Heiken Children's Vision Program, provides dilated eye exams and prescription glasses at no cost to children in need throughout Florida. In 2018 Miami Lighthouse served over 22,000 enrolled program participants.

FLORIDA HEIKEN CHILDREN'S VISION PROGRAM

- 14,645 dilated eye exams
- 9,079 prescription glasses
- 700 medical referrals

MUSIC PROGRAM

- 248 participants

LOW VISION SERVICES

- 4,155 "Living with Low Vision" community presentations
- 1,628 Vision Solutions Center clients
- 521 low vision exams
- 240 patients received vision rehabilitation services from our occupational therapist

INDEPENDENT LIVING – Adults (age 54 and under) and Older Blind (age 55 and over)

- 240 clients

VOCATIONAL REHABILITATION – For working adults or those who want to return to work

- 156 clients

SENIOR GROUP HEALTH AND ACTIVITIES

- 144 program participants

EARLY INTERVENTION BLIND BABIES PROGRAM

- 105 children and families

SUMMER TRAINING AND RECREATION PROGRAM –

Children ages 5-13

- 98 students

ADULT BASIC EDUCATION / GED AND ESOL PROGRAMS

- 69 participants

LIGHTHOUSE LEARNING CENTER FOR CHILDREN™

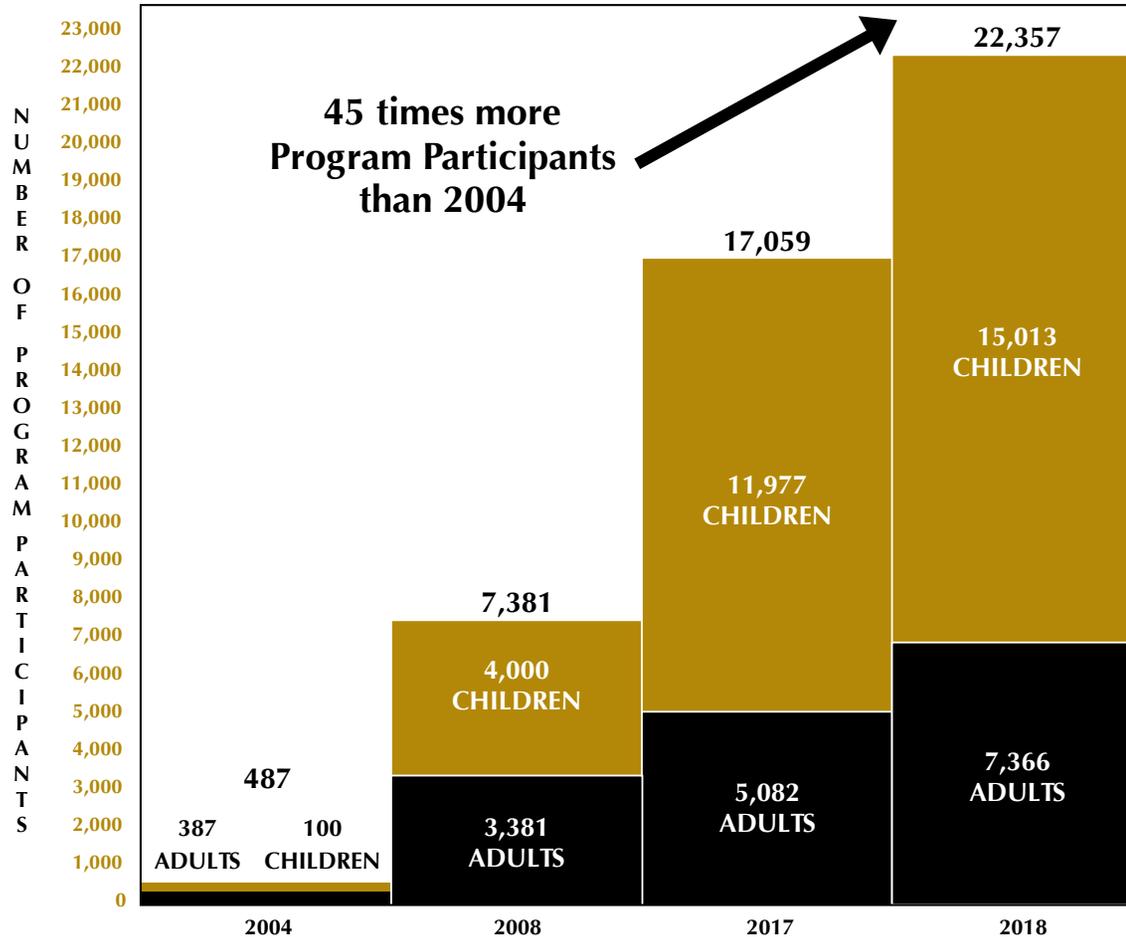
- 66 children enrolled

PRE-EMPLOYMENT TRANSITION SERVICES AND VISION REHABILITATION

- 42 enrollees ages 14-22
- 40 were placed in internships



History of Enrolled Program Participants



Mission Statement

Through education, training, research and vision enhancement, Miami Lighthouse for the Blind and Visually Impaired provides hope, confidence, and independence to people of all ages.

2018 Statement of Financial Position

ASSETS	2018	2017
Cash and cash equivalents (including cash held in investment money funds of \$309,903 and \$110,994 and deferred revenues of \$1,362,929 and \$1,471,300 at 12/31/2017 and 2016 respectively)	\$4,097,770	\$2,162,226
Cash designated for construction	–	279,014
Accounts and interest receivable	640,709	520,033
Prepaid expenses	150,726	129,568
Contributions receivable	22,950	119,703
Beneficial interest in irrevocable trusts	151,040	342,104
Investment securities	16,537,495	13,032,142
Property and equipment	12,243,877	12,534,931
TOTAL ASSETS	\$33,844,567	\$29,119,721
LIABILITIES AND NET ASSETS		
Accounts payable and accrued expenses	\$487,229	\$423,389
Direct services and deferred revenues	1,674,703	1,362,929
TOTAL LIABILITIES	\$2,161,932	\$1,786,318
NET ASSETS		
Without donor restrictions (including quasi endowment of \$9,439,425 and \$10,282,680 at 12/31/2018 and 2017 respectively)	24,917,061	25,357,828
With donor restrictions	6,765,574	1,975,575
Permanently restricted		
TOTAL NET ASSETS	\$31,682,635	\$27,333,403
TOTAL LIABILITIES AND NET ASSETS	\$33,844,567	\$29,119,721

2018 Statement of Financial Activities

REVENUES, GAINS AND OTHER SUPPORT	2018	2017
Bequests, legacies and trust income	\$472,451	–
Contributions, net	8,563,064	4,481,413
Grant funding, including from MDC	4,924,001	3,874,147
Investment income (loss) including realized and unrealized gains (losses), net	(1,236,245)	1,803,098
Change in beneficial interest in irrevocable trusts	(20,681)	48,978
Other	761,320	485,064
Special events	376,037	216,626
TOTAL REVENUE, GAINS AND OTHER SUPPORT	\$13,839,947	\$10,909,326
EXPENSES		
Vision rehabilitation program	563,711	671,731
Alternative rehabilitation services	599,992	780,311
Transition services and vocational training unit	1,158,782	1,103,609
Early intervention and children's program	3,467,245	2,624,624
Heiken children's vision program	2,278,769	2,461,525
Administrative and general	749,191	709,482
Development (rounding adjustment)	673,025	605,715
TOTAL EXPENSES	\$9,490,715	\$8,956,997
Change in Net Assets	4,349,232	1,952,329
NET ASSETS - BEGINNING OF YEAR	27,333,403	25,381,074
NET ASSETS - END OF YEAR	\$31,682,635	\$27,333,403

2018 Financial Report

During 2018 net assets increased by nearly 16%. The increase was mainly due to contributions for our Lighthouse Learning Center for Children™ program and new Accounting Standards Updates (ASU 2016-14) issued by the Financial Accounting Standards Board affecting nonprofits in 2018. The new standards require Miami Lighthouse to report funds as restricted revenue which, under previous standards, it would have reported as deferred revenue (a liability on the balance sheet).

As a result, multi-year 2018 awards will be reflected on Miami Lighthouse's 2018 Financial Statements as restricted revenue but offset with only current year expenses. In future years, Miami Lighthouse will report no revenue pertaining to these awards, but only associated expenses.

Our ability to continue to increase services year after year and touch the lives of so many individuals would not be possible without the generosity of our donors and the wise management of our assets. Miami Lighthouse will continue to look for ways to secure new funding to support the increase in operating costs that come with our commitment to expanding services for visually impaired children and adults.

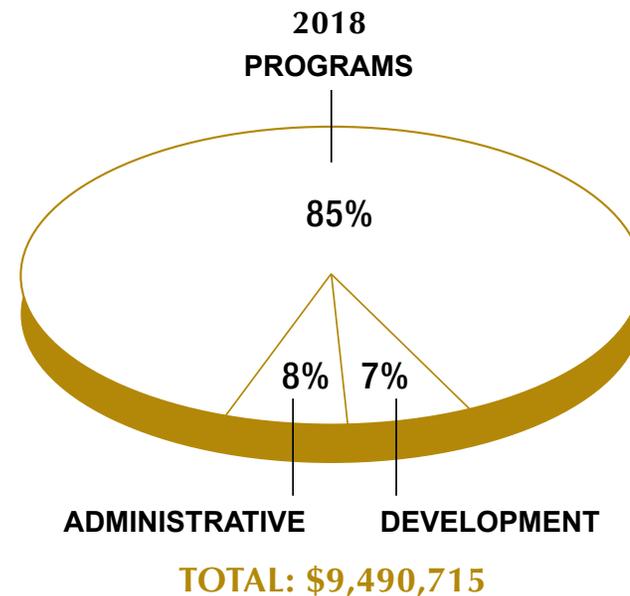
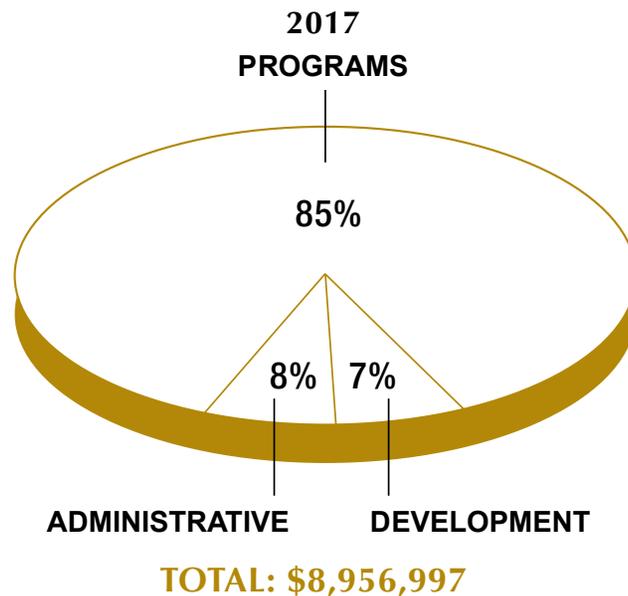
In 2018 we used 85% of every dollar received for programs that help people affected by vision loss.

Full financial statements, audited by Verdeja & De Armas, LLP, are available on our website at:

<http://miamilighthouse.org/Docs/2018AuditReport.pdf>

Richard Fernandez
Chief Financial Officer

Functional Expense Allocation



President and CEO's Report to Stakeholders

It's Possible to See Without Sight™



Thanks to your empowering support this year more than 22,000 enrolled program participants – babies, children, youths, and adults – are leading more productive and independent lives. While enrolled participant totals topped 22,000, our programs have much more far-reaching impacts including families and international initiatives. We continue to demonstrate we are worthy of our donors' philanthropic investments having received our eleventh consecutive 4-star rating, the highest rating possible, from Charity Navigator. Additionally, GuideStar USA, the information service specializing in reporting on more than 2.5 million U.S. nonprofits, awarded Miami Lighthouse its elite 2018 Gold Seal of Transparency.

- This fall we welcomed 57 new early learners to our Miami Lighthouse Learning Center for Children™ which is offered with donor support and through collaboration with the Early Learning Coalition and Miami-Dade County Public Schools. We have evidence that our innovative learning program comprised of 50% visually impaired children and 50% children with no visual impairment is becoming a national model. First-year results of a four-year longitudinal study funded by The Children's Trust and conducted by University of Miami research faculty show that our Miami Lighthouse Learning Center for Children™ demonstrated high levels of fidelity to our early childhood inclusion model and scored above the national average for high quality instructional practices.
- Our musicians were honored to present a new musical score to "The Great Train Robbery," the iconic silent film, at the Adrienne Arsht Center Annual Arts Launch. The score was written by Miami Lighthouse instructor Oman Pedreira. Musicians and chorus members wore headsets to receive audio cues from our Music Program Director John Nichols, allowing them to transition seamlessly through the music and sound effects of the 12-minute Western adventure film.
- With our network of collaborating optometrists, we provided more than 10,500 financially disadvantaged schoolchildren a comprehensive eye examination with 7,800 prescription glasses at no cost to the families during the 2017-2018 school year. Based on our research, over 6,000 students had improved grades as a result of vision correction through eyeglasses.
- With partial funding from the Florida Department of Education Division of Blind Services and Miami-Dade County, nearly 150 seniors attend our daily Social Group Health and Activities Program which offers fitness, nutrition, tactile art, music, computing classes and activities. Based on our survey data, this important program enables visually impaired seniors to stay out of costly assisted living facilities and allows them to continue leading independent lives and subsequently reduces medical costs.



Collaborations

- More than 60 faculty, residents and fellows from Bascom Palmer attended our annual Bascom Palmer Eye Institute Reception. Guests toured our facility and learned about the variety of vision rehabilitation programs we offer and about the many assistive devices and services available in our Low Vision Solutions Center.
- As part of our Center of Excellence in Vision Rehabilitation initiatives, we continue to address the shortage of professionals in the low vision rehabilitation field by supervising interns. During 2018 our certified low vision and occupational therapist provided practicum internships for 19 occupational therapist students from Barry University, Florida International University, and Keiser University.
- To empower healthcare professionals with the knowledge they require to meet the needs and the growing number of patients who are impacted by low vision, we held our eleventh continuing education seminar for Occupational Therapists, Physical Therapists, and Nurses in collaboration with the Florida International University Nicole Wertheim College of Nursing and Health Sciences.
- We enhanced our international reputation by traveling to Israel and establishing a sister school relationship in Petah Tikva.
- We expanded our distance learning Braille Literacy and Technology Program internationally.

Highlights of Corporate Awards Supporting our Programs

- Best Buy: music program and sound engineering equipment
- Carnival Foundation: music program
- Comcast: transition program technology instruction
- Florida Panthers Foundation: Florida Heiken Children's Vision Program
- Miami Marlins Foundation: Florida Heiken Children's Vision Program
- Publix Super Markets Charities: Florida Heiken Children's Vision Program

Recognitions

- At their annual conference, The Able Trust, a leader in providing opportunities for successful employment to Floridians with disabilities, awarded our High School High Tech (HSHT) Sites its statewide "HSHT Quality Recognition Award."
- Lions International Chair, Dr. Naresh Aggarwal, presented CEO Jacko with the highly selective 2018 President's Leadership Award at the Lions Clubs International 100th Anniversary Board of Directors Meeting in Miami.
- CEO Jacko was one of nine community leaders honored at the Plaza Health Network Foundation's 9th Annual Woman of Distinction & Caring Luncheon which celebrates women in our community who have made significant differences in the lives of others locally and globally through their leadership, volunteerism, professional work and philanthropy.
- Our Florida Heiken Children's Vision Program received Miami-Dade County Public Schools 2018 Values Matter Award. The award recognizes the importance of kindness, being sympathetic, helpful, compassionate and gentle toward people and all living things.

Miami Lighthouse annually transforms the lives of over 75,000 blind and visually impaired people, babies to seniors, and their families. The impact of our programs is statewide, national, and international.

History of A Commitment to Children and Early Education



Miami Lighthouse for the Blind and Visually Impaired was founded in 1931 and has an established commitment to early childhood education. In 2003, the national agenda for the education of children with visual impairments, including those with multiple disabilities, was revised and included a referral system to appropriate quality educational programs.

Starting at Birth with Blind Babies Program

Following the legislative call to action, Miami Lighthouse launched our Early Intervention Program, a home visitation program intended to support the needs of children with vision impairment from birth to five-years-old and their families who are mainly low income and from diverse geographic, economic, and ethnic backgrounds. The program initially started with 39 children and has since grown to 98 in the most recent year.



One-of-a-kind Inclusive Pre-Kindergarten

Three years ago we piloted our on-site inclusion Early Learning program for 15 pre-kindergarten children. Our classrooms are made up of 50% students with and 50% students without visual impairment and 78% are considered very low income or extremely low income. The program model was designed to address a need identified by the U.S Department of Education to support the inclusion of children with disabilities and its goal is to demonstrate increased school readiness through our our center-based, high quality early childhood inclusion programming. Our fully inclusive early childhood program for children with and without visual impairments is the first of its kind in the United States.

Expanding our Facility and Offerings with New Kindergarten

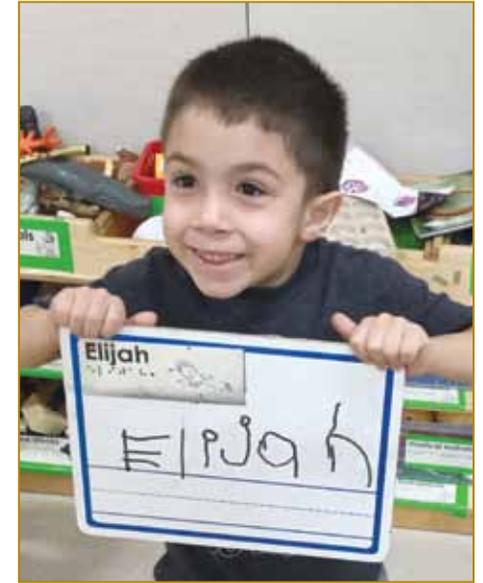
The completion of our adjacent Miami Lighthouse Learning Center for Children™, a 75,000 square foot state-of-the-art facility, in academic year 2017-2018, provided an opportunity to expand our pilot program and increase enrollment. The current 2018-19 school year enrollment capacity is 60 children across five classrooms. With the endorsement of Miami-Dade County Public Schools, we are adding a Kindergarten in the 2019-2020 school year for visually impaired students, more than quadrupling enrollment and utilizing six classrooms since the inception of our pilot program.

University of Miami Validates Our Model

We engaged University of Miami research faculty to study various aspects of our Learning Center inclusion model through a four-year longitudinal study of our program's impact on participating children, families, and educational staff. The first year results of the study were very positive. Overall, our program demonstrated high levels of fidelity to the early childhood inclusion model, as well as observed high quality instructional practices above the national average.

APPLE Perfect Scores

Most recently Miami Lighthouse Learning Center for Children™ underwent the Accredited Professional Preschool Learning Environment (APPLE) process. APPLE is a national early learning program accreditation and is recognized as one of Florida's Gold Seal Quality accrediting programs. During the center's initial accreditation visit, we received perfect scores for every classroom which we were told has only happened three times in the last eighteen years from Palm Beach to the Florida Keys.

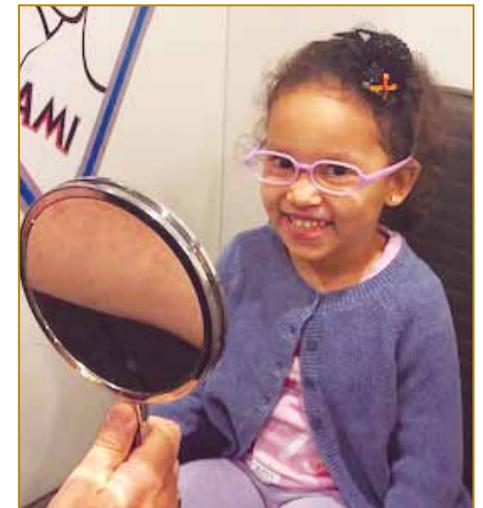


Education is paramount to success and our Miami Lighthouse is paving the way for blind and visually impaired students throughout the state. Each day we work so that they can experience our vision: "It's Possible to See Without Sight™."



Student Grades Improve through our Heiken Program

Our award-winning Florida Heiken Children's Vision Program offers financially disadvantaged schoolchildren who fail their state-mandated vision screening comprehensive eye health services including vision examinations with dilation, eyeglasses, and vision training. Through our program, services are offered statewide, either on-site at schools via four mobile eye clinics or by our network of over 1,200 participating optometrists, at no cost to the families. Of 10,571 low-income schoolchildren receiving a comprehensive eye exam during the most recent school year, 631 were referred for medical intervention for retinal tears, glaucoma and other eye abnormalities; 8,196 children received prescription glasses at no cost and of those, approximately 6,216 reported having better grades because of their new glasses. Children without access to a comprehensive eye examination with dilation and glasses are at a great disadvantage to their peers, are unable to learn at the same rate, and tend to underperform in school.



Miami Lighthouse for the Blind and Visually Impaired, Inc.
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601 SW 8th Avenue • Miami, Florida 33130 • 305.856.2288
www.miamilighthouse.org



On our cover: “Blackout” Art by Sergio Lastres

Miami Lighthouse unveiled a new multi-media piece by Cuban artist Sergio Lastres entitled “Blackout” which combines painting with raised elements and Braille typography to simultaneously appeal to the visual and touch senses. “I came to the Lighthouse to help and teach art to blind and visually impaired clients and instead ended up learning so much from them about life, about our human frailty, and also about strength and resilience,” Lastres says.

*“It is only with the heart that one can see rightly;
what is essential is invisible to the eye.”*

A quote from *The Little Prince*, by Antoine de Saint-Exupéry,
embedded in Braille in “Blackout”