Miami Lighthouse Rated in the 99th Percentile of U.S. Charities by National Evaluator Charity Navigator

For the twelfth consecutive year, Miami Lighthouse for the Blind and Visually Impaired has received a 4-star rating, the highest rating possible, from Charity Navigator. Miami Lighthouse is currently the only nonprofit in Miami to have attained this highly coveted status, a distinction achieved by only 35 (or 1% nationwide) of the more than 9,000 charities rated by Charity Navigator in the United States. “This exceptional designation sets Miami Lighthouse apart from its peers and demonstrates to the public its trustworthiness,” said Michael Thatcher, Charity Navigator’s President and CEO.

Our President and CEO Virginia Jacko said, “This consistent record of recognition by America’s premier evaluator of charitable organizations reflects Miami Lighthouse’s long-term commitment to providing the highest level of service to our almost 25,000 program participants and the greatest degree of value to our donors.”

**Miami Lighthouse 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.

---

Cover photo: Four-story mural that enhances the southern wall of our Miami Lighthouse Learning Center for Children™ created by twin Miami artists George and William Hustus. The mural overlooks our current Lighthouse Learning Center for Children™ playground.

### Accountability & Transparency Score

<table>
<thead>
<tr>
<th>SCORE (out of 100)</th>
<th>RATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>OVERALL</td>
<td>98.23</td>
</tr>
<tr>
<td>Financial</td>
<td>97.50</td>
</tr>
<tr>
<td>Accountability &amp; Transparency</td>
<td>100</td>
</tr>
</tbody>
</table>

Source: Miami Lighthouse listing on Charity Navigator website: www.charitynavigator.org
Dear Friends of Miami Lighthouse,

During 2019 as we prepared for our 90th year of service in 2020, we set our sights on growth to accommodate the ever-increasing number of people who need our help. It is remarkable how much we have accomplished in 90 years, not only in terms of our steadfast dedication to helping transform the lives of the blind and visually impaired but also in the expansion of our outreach to those at both ends of the age spectrum. Our Board and our Miami Lighthouse team continue to do an outstanding job with support from our donors.

Founded in 1930, in our 90th year we will continue to provide our program participants and their families education, vision rehabilitation and job training to increase opportunities for employment and independence as well as blindness prevention through our statewide Florida Heiken Children’s Vision Program, LLC.

In 2019, in collaboration with Miami-Dade County Public Schools, we added a kindergarten for blind children to our new, state-of-the-art Lighthouse Learning Center. As we write this letter under the “veil” of the Coronavirus, each kindergarten student is continuing to learn at home thanks to technology that enables us to offer the core curriculum through virtual learning and because of the daily effort of our dedicated teachers.

Thanks to our ever-improving, sound fiscal management and the efficient use of donor dollars, Charity Navigator awarded Miami Lighthouse its twelfth consecutive 4-star rating making us the only non-profit organization in Miami to have achieved this distinction.

As you look through the pages of this annual report, you will see the evidence of our accomplishments, but the impact that we have created together goes far beyond the numbers. It has had a profound, positive effect on the lives of our program participants and their families. With your help, we will continue to offer our much-needed services to those in our community who are living with blindness and low vision. Our achievements are made possible by the generosity and support we receive from people like you. Together we transform the lives of blind and visually impaired babies, school-age children, seniors, and their families. Thank you for your help in sustaining our programs that pave the way to academic achievement and independence for our program participants.

Sincerely,

George W. Foyo
Chairman, Board of Directors

Virginia A. Jacko
President and CEO

2019 Board of Directors

George W. Foyo
Chairman
Charles J. Nielson, Sr.
Chair-elect
Louis Nostro, Esq.
Immediate Past Chairman
Ramón F. Casas
Secretary
José A. Abrante Cosío
Assistant Secretary
Peter R. Harrison
Treasurer
Donna Aboud
Assistant Treasurer
Virginia A. Jacko
President & CEO, Ex Officio

Will Beckham
Harry W. Flynn, Jr., M.D.
Gary D. Fox, Esq.
Sheila Freed
John H. B. Harriman
Anne E. Helliswell
Christian Infante
Thomas E. Johnson, M.D.
Stacey W. Jones, PID
Alan P. Levitt, O.D.
Stephen A. Morris, O.D.
Scott J. Richey
Alex Suarez
Frank J. Voytek
Angela Whitman

2019 HONORARY BOARD

Agustin R. Arellano, Sr.
Agustin R. Arellano, Jr.
William E. Beckham
Donna R. Blaustein
Sander R. Dubovy, M.D.
Pamela J. Garrison, R.N.
Edward J. Joyce
Susan P. Kelley
J. Megan Kelly
Jan S. Morrison
William L. Morrison
Maricarmen Perez-Blanco, O.D.
Shirley Press, M.D.
Edward J. Rosasco
Audrey H. Ross, Ph.D.
William R. Roy, Ph.D.
Carol P. Russo
Shelley D. Rutherford
Donald J. Sackrider
Michael A. Silva, Esq.
Scott K. Sime
Steven J. Solomon, Esq.
David M. Turner III, C.P.A.
Harold L. Young, Jr.

LEGAL COUNSEL

Rene J. González-Llorens, Esq.
Miami Lighthouse hosted its 90th Anniversary Preview sponsored by Northern Trust on March 9th, 2019. The event celebrated the members of our President’s Club Donors for their significant contributions and decades of service to the blind in Florida. Founded in 1930 as the Florida Association of Workers for the Blind, Miami Lighthouse’s legacy has grown to annually transforming the lives of over 75,000 blind and visually impaired people, from babies to seniors, as well as their families. Northern Trust was also the Presenting Sponsor for our 90th Anniversary Gala held in January 2020.
2019 Financial Report

During 2019 net assets increased $8,632,000, approximately 27%. The increase was mainly due to a $5 million restricted endowment for our Lighthouse Learning Center for Children from which we can only draw approximately $250,000 per year for program support. Investment Gains contributed $2.7 million toward net asset growth while Building Campaign Contributions contributed $1.4 million and Legacies and Bequests $731,000. These increases were offset by a $1 million decrease in net assets from Operations, mainly due to funders concentrating their donations on the Capital Campaign. Subsequent to the end of 2019, the effect of the COVID-19 virus has been felt worldwide and has caused considerable economic disruption. Miami Lighthouse incurred $3.5M in unrealized investment losses in the first quarter of 2020. Compared to investment gains of $1.3M in the first quarter of 2019, Miami Lighthouse will report an unfavorable year over year investment variance of $4.8M.

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 2019, we used 85% of every dollar received for programs that help people affected by vision loss.


Richard Fernandez, Chief Financial Officer

---

### Functional Expense Allocation

**2019**

- **PROGRAMS**: 85%
- **ADMINISTRATIVE**: 8%
- **DEVELOPMENT**: 7%

**TOTAL: $10,728,293**

**2018**

- **PROGRAMS**: 85%
- **ADMINISTRATIVE**: 8%
- **DEVELOPMENT**: 7%

**TOTAL: $9,490,715**

---

### 2019 Statement of Financial Activities

<table>
<thead>
<tr>
<th>REVENUES, GAINS &amp; OTHER SUPPORT</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bequests, legacies and trust income</td>
<td>$731,198</td>
<td>$472,451</td>
</tr>
<tr>
<td>Contributions, net</td>
<td>9,518,187</td>
<td>8,563,064</td>
</tr>
<tr>
<td>Grant funding, including from MDC</td>
<td>4,849,918</td>
<td>4,924,001</td>
</tr>
<tr>
<td>Investment income (loss) including realized and unrealized gains (losses), net</td>
<td>3,390,024</td>
<td>(1,236,245)</td>
</tr>
<tr>
<td>Change in beneficial interest in irrevocable trusts</td>
<td>53,473</td>
<td>(20,681)</td>
</tr>
<tr>
<td>Other</td>
<td>518,557</td>
<td>761,320</td>
</tr>
<tr>
<td>Special events</td>
<td>298,970</td>
<td>376,037</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE, GAINS AND OTHER SUPPORT</strong></td>
<td>$19,360,327</td>
<td>$13,839,947</td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vision rehabilitation program</td>
<td>572,201</td>
<td>563,711</td>
</tr>
<tr>
<td>Alternative rehabilitation services</td>
<td>847,996</td>
<td>599,992</td>
</tr>
<tr>
<td>Transition services and vocational training unit</td>
<td>1,148,027</td>
<td>1,158,782</td>
</tr>
<tr>
<td>Early intervention and children’s program</td>
<td>4,002,299</td>
<td>3,467,245</td>
</tr>
<tr>
<td>Heiken children’s vision program</td>
<td>2,542,425</td>
<td>2,278,769</td>
</tr>
<tr>
<td>Administrative and general</td>
<td>860,363</td>
<td>749,191</td>
</tr>
<tr>
<td>Development (rounding adjustment)</td>
<td>754,982</td>
<td>673,025</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$10,728,293</td>
<td>$9,490,715</td>
</tr>
</tbody>
</table>

### Change in Net Assets

<table>
<thead>
<tr>
<th>NET ASSETS - BEGINNING OF YEAR</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>31,682,635</td>
<td>27,333,403</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS - END OF YEAR</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$40,314,669</strong></td>
<td><strong>$31,682,635</strong></td>
<td></td>
</tr>
</tbody>
</table>
In 2019, Miami Lighthouse served nearly 25,000 program participants, but as the graph below shows the unmet need has grown exponentially.

* The unmet need for our Heiken Children’s Vision Program represents the number of students who were referred to our Heiken Program by their schools and who had signed parental consent forms to receive a comprehensive eye exam for whom we were unable to provide services due to lack of funding.

** Adults/children unmet need encompasses those who were unable to enroll in our on-campus programs because of insufficient funds for the programs shown on the following page.
STATEWIDE FLORIDA
HEIKEN CHILDREN’S VISION PROGRAM, LLC
• 15,260 dilated eye exams
• 9,003 prescription glasses
• 708 medical referrals

MUSIC PROGRAM
• 233 participants

LOW VISION SERVICES
• 6,411 Participants in “Living with Low Vision”
  community presentations
• 1,421 Vision Solutions Center clients
• 233 low vision exams for seniors
• 246 patients received vision rehabilitation
  services from our occupational therapist

INDEPENDENT LIVING
Adults (age 54 and under) and Older Blind
  (age 55 and over)
• 194 clients

VOCATIONAL REHABILITATION
For working adults or those who want to return to work
• 160 clients

SENIOR GROUP HEALTH AND ACTIVITIES
• 182 program participants

EARLY INTERVENTION
BLIND BABIES PROGRAM
• 113 children

SUMMER TRAINING AND
RECREATION PROGRAM
Children ages 5-13
• 110 students

ADULT BASIC EDUCATION /
GED AND ESOL PROGRAMS
• 67 students

PRE-SCHOOL, PRE-KINDERGARTEN
AND KINDERGARTEN
• 80 children enrolled

PRE-EMPLOYMENT TRANSITION SERVICES
• 42 enrollees ages 14-22
• 40 were placed in internships

TOP 1% in USA by Charity Navigator

LIGHT THE WAY
LIT THE WAY CHALLENGE

Announced in November 2019 at our See the Light luncheon, the “Light the Way” campaign is a one-for-one matching challenge to raise $9 million in support of our Miami Lighthouse Learning Center for Children™ expansion. We raised $1.5 million in 2019 toward the Spencer $4.5 million “Light the Way” match. In 2020, we need to raise $2 million and by June 2021 the remaining $1 million before our August 2021 Ribbon-Cutting for our classroom expansion.

We are one-of-a-kind and have built something special. Our Lighthouse Learning Center has been so successful since first opening its doors in 2016 that we are running out of classrooms to meet the growing demand. Miami Lighthouse has the first fully inclusive early childhood program in the country for children with and without visual impairments and, in collaboration with Miami-Dade County Public Schools, we will be adding in the fall semester of the 2020-2021 school year first grade for visually impaired children. Additional space is vital for Miami Lighthouse to meet our current needs and expand services for the increasing number of children who will benefit from our unique learning environment. A video entitled “Miami Lighthouse ‘Light the Way’ Challenge” is available on our website: www.miamilighthouse.org

WILDFLOWER FOUNDATION MATCHING CHALLENGE FOR ART AND MUSIC

The Wildflower Foundation challenge supports year-round music and tactile arts programs at Miami Lighthouse to improve employment opportunities and provide social support for our visually impaired clients.

For our Art and Music Programs, we need to raise $250,000 in new donor contributions or increases in existing donor contributions for the Wildflower Matching challenge; we have already raised $75,000 for this year’s Wildflower challenge. If you attended our Gala, you heard our musicians and, indeed, you listened to Silvio and Stephany’s beautiful voices. During the same weekend, our art students, despite their vision loss, participated in award-winning art exhibits.

We express our gratitude to Mrs. Sash A. Spencer and The Wildflower Foundation for their matching challenges.

Please contact CEO Virginia Jacko at 305-856-4176 or vjacko@miamilighthouse.org for details.
A graduate of our Job Readiness Program, Henry uses an OrCam to perform his job at Home Depot more efficiently. His job involves reading product labels, reading information and invoices on his phone and other screens, checking packaging slips, locating inventory boxes and much more. The OrCam and other assistive devices that help visually impaired people with their jobs and in their homes are available in our Vision Solutions Center and online at our Lighthouseshop.org.