



BUILDING OUR FUTURE

Miami Lighthouse for the Blind and Visually Impaired
Annual Report 2016



GROUNDBREAKING CEREMONY FOR OUR NEW LIGHTHOUSE LEARNING CENTER FOR CHILDREN™

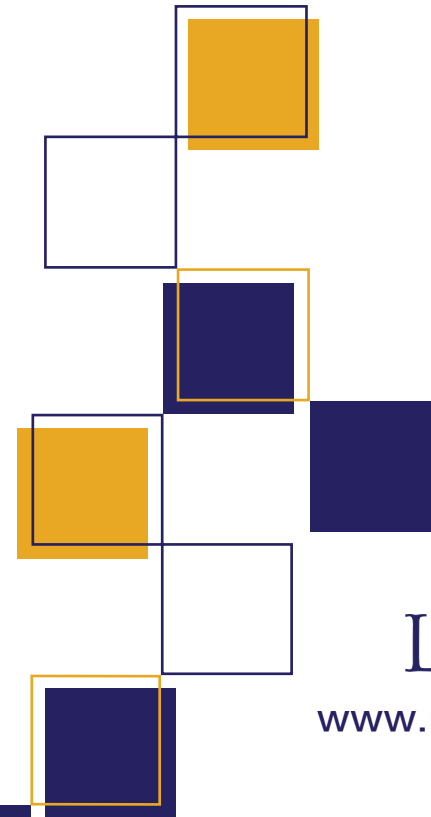
August 3, 2016

The groundbreaking ceremony for our new Lighthouse Learning Center for Children™ was held on August 3rd in collaboration with leading design and building professionals Wolfberg Alvarez & Partners and Munilla Construction Management. Elected officials, civic leaders and education professionals, as well as Miami Lighthouse Board Directors and other supporters, were in attendance. The new facility has been made possible by private donations in response to a challenge grant from a local philanthropist.

Construction of the new facility began in the fall of 2016 and will be completed in August 2017, in time for the start of the school year.

Front cover photo:

Left to right: City of Miami Mayor Tomás Regalado; Thomas Abraham, Anthony R. Abraham Foundation; Senator Gwen Margolis; Congresswoman Ileana Ros-Lehtinen; Mrs. Spencer; Chairman of the Board Ramón F. Casas; CEO Virginia Jacko; Representative David Richardson; Marcel Morlote, Wolfberg Alvarez & Partners; Jorge Munilla, Munilla Construction Management; and Richard Krasno representing The William R. Kenan, Jr. Charitable Trust



WWW.MIAMILIGHTHOUSE.ORG

IT'S POSSIBLE TO SEE WITHOUT SIGHT™

Empowering the visually impaired for 85 years.

Dear Friends of Miami Lighthouse,

As we celebrate 85 years of service to the blind, I am reminded of our early years. In 1934, Miami Lighthouse had \$97.52 in the bank plus \$76.41 in cash. Raising money during the Depression was challenging, and prominent Miami residents helped by holding garden parties. Patronesses of the garden parties reflect a "Who's Who" of Miami founders: Mrs. Charles Deering, Mrs. Freeman Burdine, Mrs. Harvey Firestone, Mrs. Hugh Matheson and Marjory Stoneman Douglas. A garden party held at the home of Mrs. Frederick Norris, wife of a Rotarian, in the winter of 1933-34 raised enough money to pay in full all bills of \$10 or less and 25% of all other bills.

Today Miami Lighthouse is one of the elite 39 nonprofits in the nation based on our sound fiscal management and financial strength. Of the approximately 8,000 charities evaluated each year by the national evaluator Charity Navigator, we are among the top nonprofits in the U.S. having received nine consecutive 4-star ratings, the highest rating possible. We are particularly proud of the fact that 85 cents of every donor dollar goes to program services (see Functional Expense Allocation on page 5).

With your help, every day Miami Lighthouse transforms the lives of the blind and visually impaired of all ages and provides free eye care to vulnerable schoolchildren. The President and CEO's Report to Stakeholders on pages 6-8 demonstrates the return on your investment.

Thank you for your continuing support and for being a part of our Miami Lighthouse family.

Sincerely,



Louis Nostro, Esq.
Chairman, Board of Directors



2016 MIAMI LIGHTHOUSE BOARD OF DIRECTORS

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NEW BOARD APPOINTMENTS FOR 2017

Louis Nostro, Esq.
Chairman
Ramón F. Casas
Immediate Past Chairman

BOARD DIRECTORS
Gary D. Fox, Esq.
Irwin M. Frost, Esq.
The Honorable Gwen Margolis

85TH ANNIVERSARY PRE-EVENT

MIAMI LIGHTHOUSE CELEBRATES 85TH ANNIVERSARY WITH LAUNCH OF LIGHTHOUSE LEARNING CENTER FOR CHILDREN™

Miami Lighthouse for the Blind and Visually Impaired previewed its 85th Diamond Anniversary Celebration on March 8th, 2016 with a special "thank you" to the family foundations, charitable trusts and major donors who made it possible to reach \$8 million in capital funding for the launch of our innovative Lighthouse Learning Center for Children™. Our Lighthouse Learning Center for Children™ is being built on the grounds of the existing Miami Lighthouse complex. It will provide five classrooms for daily services for children from birth through age five, including a pre-kindergarten for three- and four-year-old visually impaired children and their sighted peers. Our pre-kindergarten was piloted in existing instructional space in fall 2016 in collaboration with Miami-Dade County Public Schools and the Early Learning Coalition.

The pre-event, hosted by Northern Trust, was highlighted by the screening of a new video produced by MultiVision that traces the remarkable trajectory of our 85-year-old award winning organization from its modest beginnings to its role today as a national Center of Excellence in vision rehabilitation. Our 85th Anniversary celebration was held in early 2017.



John Fumagalli, President, Northern Trust Bank



Jon and Nancy Batchelor, CEO Virginia Jacko, Trish and Dan Bell

MIAMI LIGHTHOUSE 85TH DIAMOND ANNIVERSARY CELEBRATION HOST COMMITTEE

Ali and Ray Casas, Co-Chairs
Janet and Louis Nostro, Co-Chairs
Nancy and Jon Batchelor
Julia and Bill Beckham
Trish and Dan Bell
Ana Maria and Ernesto de la Fe
Swanee and Paul DiMare
Ana and Tony Figueroa Cisneros
Sara and John Fumagalli
Pam Garrison
Migna and Rene Gonzalez-Llorens
Ana M. and Arturo V. Hernandez
Jan and William Morrison
Jacquelyn and Jorge Munilla
Sue and Alan Nichols
Olga and Chuck Nielson
Susan Kelley and Bill Roy
Shelley Daniel Rutherford and Larry Rutherford
Mary Spencer
Penny and Roe Stamps
Angela Whitman



*85th Diamond Anniversary Celebration Committee
Co-Chairs: Board Chair Ramón Casas, Ali Casas,
Board Chair-Elect, Louis Nostro and Janet Nostro*



CEO Virginia Jacko and Board Director Jan Morrison

MIAMI LIGHTHOUSE EARLY INTERVENTION BLIND BABIES PROGRAM NAMED 2016 PROGRAM OF THE YEAR BY THE CHILDREN'S TRUST

Among the many hundreds of children's programs in Miami-Dade County, Miami Lighthouse's Early Intervention Blind Babies Program was named 2016 Program of the Year by The Children's Trust. This most prestigious award recognized our Early Intervention Program, in particular for including parents as teachers. "The true Champions for Children are the parents of the more than one hundred blind babies and toddlers in our Blind Babies Program," said CEO Virginia Jacko in her acceptance speech. The Children's Trust Champions for Children Awards honor individuals and programs that have achieved greatness in their service to children and families.



The Children's Summer Program, Better Chance Music Program, Florida Heiken Children's Vision Program and Early Intervention Program are funded in part by The Children's Trust. The Children's Trust is a dedicated source of revenue established by voter referendum to improve the lives of children and families in Miami-Dade County.



Lily de Moya, Board Member, The Children's Trust, with Miami Lighthouse Chief Program Officer Carol Brady-Simmons, CEO Virginia Jacko and Director of Children's Programs Isabel Chica

MIAMI LIGHTHOUSE WELCOMES UNIVERSITY OF MIAMI PRESIDENT JULIO FRENK



On August 24th, 2016, Dr. Julio Frenk, President of the University of Miami, toured our programs and explored innovative new partnerships between Miami Lighthouse, the University of Miami Frost School of Music, and Bascom Palmer Eye Institute. We look forward to expanding collaborations and a bright future between the University of Miami and Miami Lighthouse for the Blind.

*Frost School of Music Dean Shelton Berg,
UM President Julio Frenk, Miami Lighthouse
CEO Virginia Jacko and Board Chair
Ramón Casas, Bascom Palmer Eye Institute
Chair Dr. Eduardo Alfonso*

2016 STATEMENT OF FINANCIAL POSITION

ASSETS	2016	2015
Cash and cash equivalents (including cash held in investment money funds of \$110,994 & \$153,507 & deferred revenues of \$1,471,300 & \$787,961 at 12/31/2016 & 2015 respectively)	\$4,912,957	\$2,302,215
Cash designated for construction	2,863,210	2,659,985
Accounts & interest receivable	395,147	478,185
Prepaid expenses & other assets	147,762	97,971
Contributions receivable, net	1,285,953	2,939,190
Beneficial interest in irrevocable trusts	293,126	273,936
Investment securities	11,267,435	11,574,858
Property & equipment, net	6,633,235	3,843,308
TOTAL ASSETS	\$27,798,825	\$24,169,649
LIABILITIES & NET ASSETS		
Accounts payable & accrued expenses	\$946,451	\$504,010
Direct services deferred revenues	1,471,300	787,961
TOTAL LIABILITIES	\$2,417,751	\$1,291,971
Net Assets		
Unrestricted (including quasi endowment of \$10,794,072 & \$10,839,294 at 12/31/2016 & 2015, respectively)	14,266,950	16,239,697
Temporarily restricted	9,987,834	5,511,691
Permanently restricted	1,126,290	1,126,290
TOTAL NET ASSETS	25,381,074	22,877,678
TOTAL LIABILITIES & NET ASSETS	\$27,798,825	\$24,169,649

2016 STATEMENT OF FINANCIAL ACTIVITIES

REVENUES, GAINS AND SUPPORT	2016	2015
Bequests & legacies & trust income	\$ 37,659	\$ 255,640
Contributions, net	5,350,502	6,389,149
Grant funding, including from M-DC	3,283,168	3,304,709
Investment income, net	334,688	270,525
Change in beneficial interest in irrevocable trust	19,190	(4,107)
Other	359,545	407,846
TOTAL REVENUE, GAINS & SUPPORT	\$9,384,752	\$10,623,762
EXPENSES		
Vision Rehabilitation Program	\$ 606,130	\$ 878,412
Alternative rehabilitation services	1,281,024	1,017,346
Transition & vocational services	1,089,780	1,211,979
Early Intervention & Children's Program	1,069,446	773,722
Heiken Children's Vision Program	2,295,760	2,175,358
Administrative & general	597,998	511,655
Development	522,956	560,261
TOTAL EXPENSES	7,463,103	7,128,733
Change in assets before non-recurring items	1,921,649	3,495,029
Investment gains & losses	581,748	(559,857)
CHANGE IN NET ASSETS	2,503,397	2,935,172
NET ASSETS - BEGINNING OF YEAR	22,877,678	19,942,506
NET ASSETS - END OF YEAR	\$25,381,075	\$22,877,678

2016 FINANCIAL REPORT

During 2016 net assets increased by nearly 11%. The increase is mainly due to contributions received for our new Lighthouse Learning Center for Children™, an initiative that includes capital for our facility expansion, program support for Early Intervention and preschool for visually impaired young children. The Board of Directors believes that the construction of the new facility should be accomplished with the total raised for construction as part of a challenge grant.

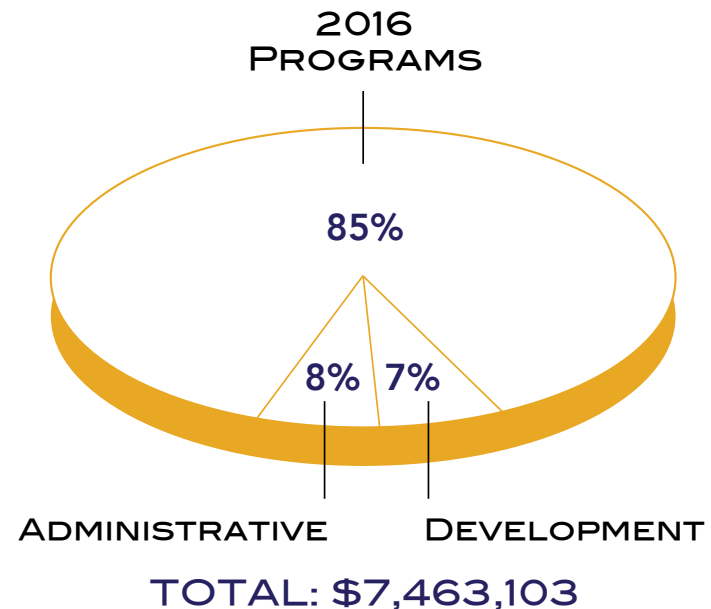
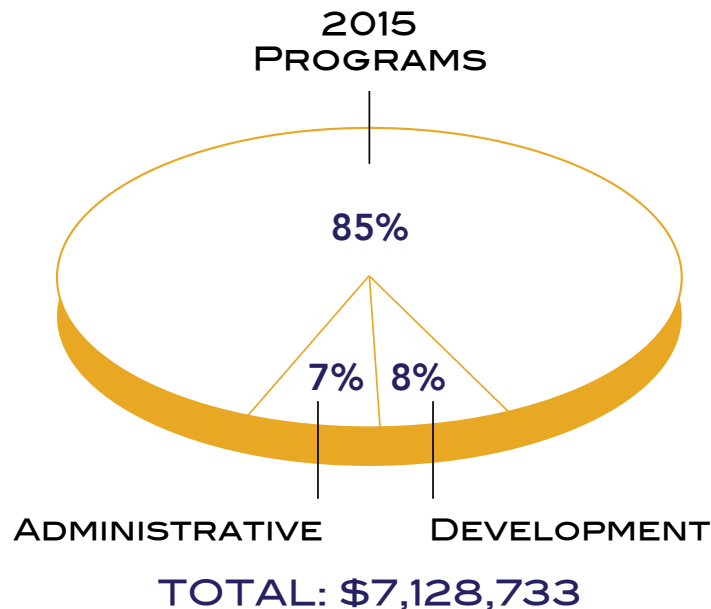
Our ability to continue to increase services year after year and touch the lives of so many individuals would not be possible without the generosity of donors and the wise management of our assets. Miami Lighthouse will continue to look for ways to secure new funding to support the increase in operating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

In 2016 we used 85% of every dollar received on 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/2016AuditReport>

Richard Fernandez
Chief Financial Officer

FUNCTIONAL EXPENSE ALLOCATION



BUILDING OUR FUTURE

PRESIDENT AND CEO'S REPORT TO STAKEHOLDERS

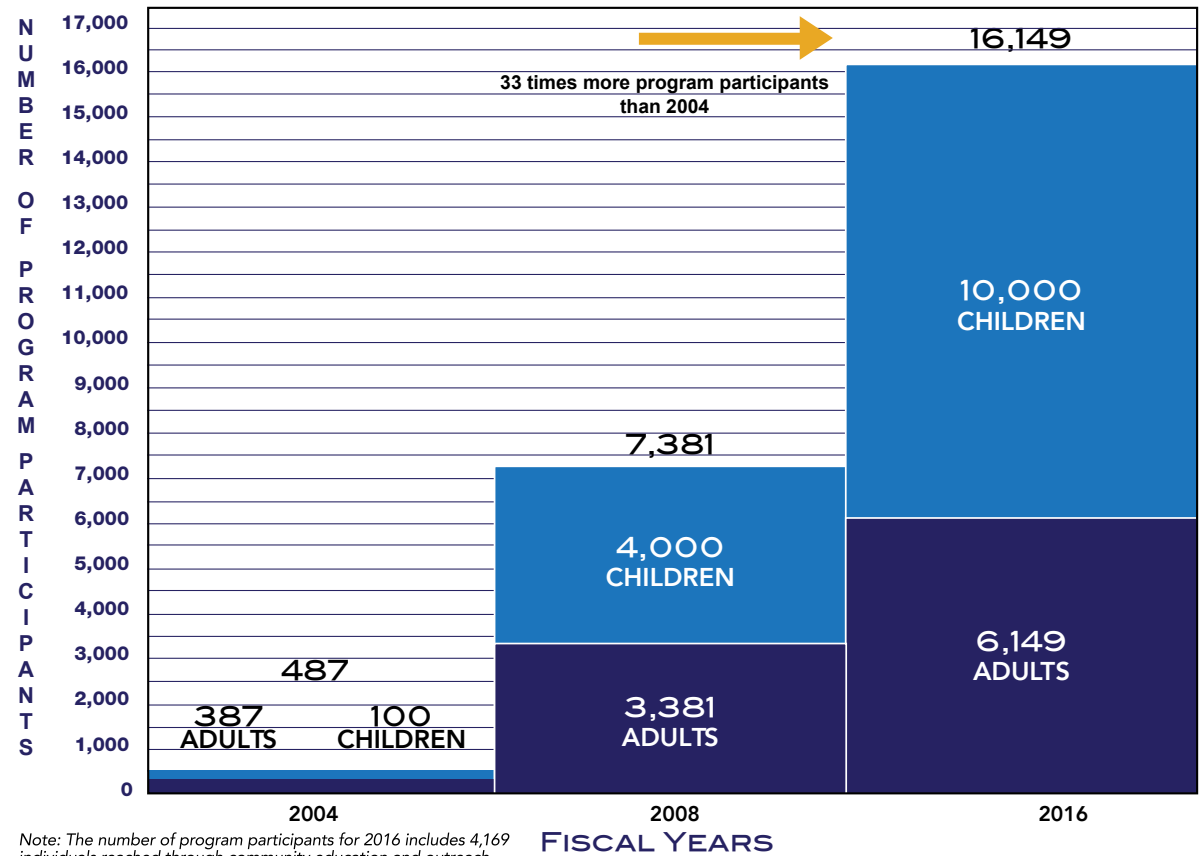


Thanks to you, our stakeholders, babies, children, youth and adults are empowered through your generosity to lead productive and independent lives.

- Miami Lighthouse continues to demonstrate it is worthy of our donors' philanthropic investments having received our ninth consecutive 4-star rating, the highest rating possible, from Charity Navigator, the national nonprofit evaluator, based upon our sound fiscal management and responsible use of donor dollars. Of the 8,000 organizations evaluated annually by Charity Navigator, we are now among the top 39 nonprofits in the entire nation.
- Through effective work in seeking public funding and expanding philanthropic support, Miami Lighthouse enhanced its financial health and its sustainability while serving a more than 33-fold increase in clients since 2004 – now serving nearly 12,000 program participants annually and reaching an additional 4,000 individuals through community education and outreach programs.

- In 2016 we completed the Spencer Challenge to create our Lighthouse Learning Center for Children™, which is under construction. When finished, it will house five classrooms for children from birth through age five.
- In collaboration with Miami-Dade County Public Schools and the Early Learning Coalition, we launched our inclusion Pre-K program for 15 three- and four-year-old visually impaired children and their sighted peers this fall. Using the evidence-based HighScope Curriculum, blind or visually impaired students are supported in a print/braille rich environment where accommodations are implemented by onsite licensed instructors trained in visual disabilities and/or certified orientation and mobility specialists. With the completion of our Lighthouse Learning Center for Children™ in August 2017, our pre-kindergarten will expand to 30 children and daily services will be offered for 10 toddlers.
- An NBC Nightly News feature about our new Pre-K can be viewed on our website at www.miamilighthouse.org

HISTORY OF PROGRAM PARTICIPANTS 2004-2016



PRESIDENT AND CEO'S REPORT TO STAKEHOLDERS

- Seventy-seven visually impaired adults are currently taking classes to both learn English and attain their GED in our fourth-floor Sash A. Spencer Educational Empowerment Center.
- Through our Florida Heiken Children's Vision Program in school year 2015-2016, over 9,500 financially disadvantaged schoolchildren received a free comprehensive eye examination with 7,700 prescribed glasses at no cost.
- Through our Job Readiness Training Program, eleven clients in 2016 were placed in competitive, mainstream positions by our Job Readiness team as a result of our employment collaborations with the Florida Division of Blind Services, Jackson Health, South Miami Hospital, Miami-Dade County Public Schools, Baptist Hospital International Marketing, Blue Diamond Translations, the Miami Heat, Haitian-American Community Development Center, the Miami Children's Initiative, and others.
- During our 2016 summer camp, 34 students had paid employment experiences, such as working at Miami Children's Museum, Miami Theater Company, McDonald's, Fausto Commercial Realty, Smart Bites Café, Miami Lighthouse Vision Solutions Center and Walgreens. One of the students who worked at Smart Bites Café during the summer subsequently accepted a part-time position and remains employed there while attending high school.
- 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 and computing. This important program enables blind seniors to stay out of costly assisted living facilities and reduces medical costs.

COLLABORATIONS

- More than 40 faculty, residents and fellows from Bascom Palmer attended our ninth annual Bascom Palmer Eye Institute Reception. Guests toured our facility and learned about the variety of vision rehabilitation programs we offer for blind and visually impaired babies, children, adults and seniors. Chief Program Officer Carol Brady-Simmons was invited to participate in weekly grand rounds at BPEI. She serves as a resource for the doctors who refer children and adults to Miami Lighthouse for vision rehabilitation.
- Members of the Miami-Dade Optometric Physicians Association held their November meeting at Miami Lighthouse. Scott Gartner, O.D., Miami Lighthouse Low Vision Consulting Optometrist, provided a continuing education presentation on "Remaining Independent with Low Vision."
- As part of our Center of Excellence in Vision Rehabilitation initiatives, Miami Lighthouse continues to address the shortage of professionals in the low vision rehabilitation field by supervising interns. During 2016 our certified low vision and occupational therapist provided practicum internships for eleven occupational therapist students from Florida International University, Barry University and Keiser University, and our Certified Orientation and Mobility Instructor supervised one intern from Florida State University.
- New collaborations include two with the University of Miami: conducting a longitudinal study of our pre-kindergarten by their research faculty and providing curriculum assessments and mentors for our Music Program, both funded by The Children's Trust.
- 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, in collaboration with the Florida International University Nicole Wertheim College of Nursing and Health Sciences Occupational Therapy Department, we held our sixth continuing education seminar for Occupational Therapists, Physical Therapists and Nurses, which was attended by more than 40 registrants who received continuing education credits for their participation.

PRESIDENT AND CEO'S REPORT TO STAKEHOLDERS

The Miami Lions Club purchased the 900-square-foot bungalow in the foreground for Miami Lighthouse in the 1930s. The two-story addition behind it was constructed in the mid-1940s and was also financed by the Miami Lions Club.

Miami Lighthouse has continued to grow. During his term as Board Chair (1992-1995), William Morrison was the major force behind the building campaign to add a full second story. The Gloria Martin third floor addition was completed in 2007, and the Sash A. Spencer Educational Empowerment Center fourth floor was finished in 2014. In 2014 the "Expansion of the Center of Excellence in Vision Rehabilitation Grant Challenge" was announced. It was completed in January 2016 because of our generous donors who stepped up to meet the challenge to raise funds for our Lighthouse Learning Center for Children™. Construction of our Lighthouse Learning Center for Children™ began in the fall of 2016 with completion scheduled for August 2017.



Miami Lighthouse mid-1940s



Architect's rendering of Miami Lighthouse Center of Excellence Expansion



OUR MISSION STATEMENT

To provide vision rehabilitation, eye health services and education that promote independence, to collaborate with and train professionals, and to conduct research in related fields.





**THE WILDFLOWER
FOUNDATION, INC.**

Thanks to the support of individuals, foundations, companies, and government entities, Miami Lighthouse continues to offer vision rehabilitation programs for people of all ages and eye health care for children based upon best practices in the profession and is known as a Center of Excellence in vision rehabilitation.

At our 2016 See the Light Luncheon, The Wildflower Foundation announced a generous one-for-one matching challenge to our donors. This \$150,000 annual challenge over four years will raise \$1.2 million in unrestricted program support. This challenge will help us meet the ever increasing demand for our services.

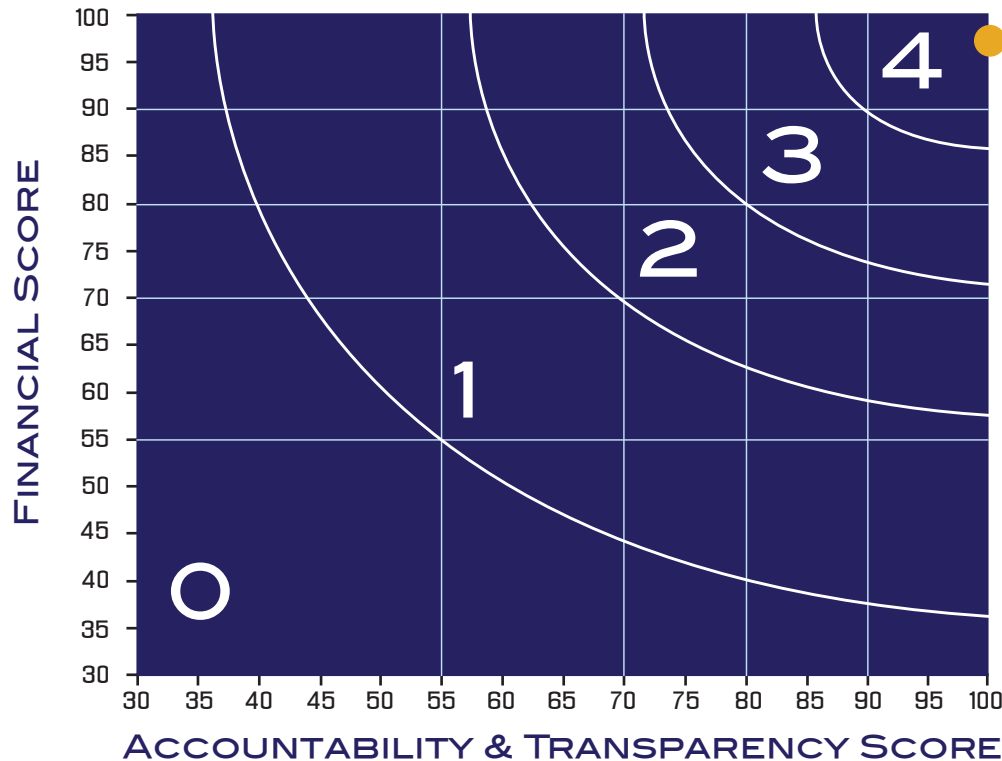
The Helen Keller Legacy Society
recognizes individuals who have named
Miami Lighthouse as a beneficiary
in their bequests.
To include Miami Lighthouse in your will,
call Virginia Jacko at 305.856.4176
to discuss estate planning gifts.





CHARITY NAVIGATOR SCORE DECEMBER 1, 2016

Of the 8,000 charities rated annually by the premier independent national evaluator Charity Navigator, Miami Lighthouse is among the elite 39 charities in the U.S. that have received nine consecutive 4-star ratings, the highest rating possible, reflecting our sound fiscal management, responsible use of donor dollars and financial strength. We are the currently the only nonprofit in Miami to attain this ongoing distinction.



	SCORE <i>(out of 100)</i>	RATING
OVERALL	98.06	★ ★ ★ ★
● Financial	97.27	★ ★ ★ ★
● Accountability & Transparency	100	★ ★ ★ ★



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

BUILDING OUR FUTURE

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

MIAMI LIGHTHOUSE MUSIC PROGRAM FOR CHILDREN AND ADULTS



Our Music Program has teamed up with our Pre-K Program to create Music and Movement classes for our unique inclusion model classroom.

Music Program Manager Robert Saunders with Pre-K student Victor

Our Music Program instructors and students have been hired to perform at community events. We thank those who have hired our musicians and invite others to do so.

Music instructor Carlos Camacho (left) with Music Program percussionist Joel



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