

**"Success is a journey,  
not a destination."** Arthur Ashe



**New  
Hampshire  
Association  
for the Blind**



**2008  
Annual Report**

Cover, clockwise from top:

Paintings by Vicente Paratore — *Summer Sunrise*. ■ *Boats in Harbor*. ■ Board member Randy Pierce and guide dog, Quinn. "I can comfortably say that I have had a rewarding and interesting life in which I would not change having gone blind because I value the experience as a part of my journey to the present." ■ Janet Akins, long-time volunteer at the Association, helped organize the first Blind Awareness Walk in 2004. She is shown here with her guide dog, Fonzy. Please see the inside back cover for a tribute to her life. ■ Vicente Paratore with his guide dog, Cabrina, in his birthplace, Saint Martin, Argentina. Vicente flew to Argentina from Boston to Miami with an overnight layover before their flight to Santiago, Chile and then on to Mendoza, Argentina. Flying time: 26 hours and almost 6,000 miles.

# A Special Message from the Chairman and the President and CEO, George

The mission of the New Hampshire Association for the Blind is simple, "to advance the independence of persons who are blind and visually impaired." Our mission embodies a dream that Joyce and I have for all of those who struggle with vision loss every day.

Living with blindness and severe vision loss is difficult. It is painful for those who are afflicted, as well as for their families and friends. Whether a person's sight is lost gradually or all at once, it is a traumatic event. Many people are not aware that resources exist to help them live their lives to the fullest.

We are proud that our agency provides a high quality of training and support to people of all ages.

We visit clients in their homes, their workplace and their schools. When they realize that help is available, their quality of life and self-confidence improve.

The New Hampshire Association for the Blind is fortunate to have a well-trained and certified team of vision rehabilitation professionals as well as a committed administrative staff, dynamic management team and a strong and engaged Board of Directors.

More importantly, the Association is fortunate to have your continued support. Your charitable donations have made it possible for us to provide vision rehabilitation services to thousands of people across the state.

Your gift helped them achieve and find happiness in their lives despite their vision loss.

The success of our clients following rehabilitation is of utmost importance to us. We measure a client's progress by evaluating the results of client satisfaction surveys, pre- and post-service screenings as well as by follow up visits. The success of our clients is our success too!

As an agency, our progress is monitored and measured annually using a "Strategic Plan." The Plan outlines our vision and key strategic areas; along with targeted goals and initiatives that are measured using "strategic scorecards." We believe that as an

**"Success is a journey,**

# Chairman of the Board, Joyce Meisel, George Theriault

agency we must constantly be reviewing where we are and where we're going to ensure that we are providing high level services that translate into highly successful outcomes for our clients.

Success can be defined as a favorable outcome, victory, or accomplishment. Most of our clients have truly succeeded. For example, a woman with macular degeneration bowls in the Granite State Seniors League; a little girl with retinitis prematura boards and rides the school bus and confidently walks into her first grade classroom; a career woman and mother recruits and manages volunteers to help others who are blind and visually impaired; a man travels back to


his birthplace in Argentina and helps children with disabilities find creative ways to express the beauty that lies within. (Look for their photographs and read how they, and others, have made our world better because of their presence.)

According to a recent article in the *Wall Street Journal* (September 9, 2008), "More than 16 million Americans report some form of visual impairment even when wearing glasses or contacts. That number is expected to double by 2030 as the aging population brings rising rates of macular degeneration, glaucoma, diabetic retinopathy and other eye diseases."

So, as we meet people crossing the

street, out in the workplace, at school, on a bus, in the library, going to vote, at a PTA meeting or wherever else we venture, we know that our mission remains integral to the vitality of our communities.

With your support, the Association will forge ahead to develop programs and services that are cost effective in producing successful outcomes for the clients we serve.

Sincerely,  


George Theriault,  
President

  
Joyce Meisel, Board  
Chair



*Two artists meet: Vicente Paratore and José Feliciano at the Palace Theatre, November 2007.*



*Marjorie Bruner bowling at Boutwell's Bowling Center, Concord, NH. Marjorie is involved in a senior candlepin bowling league (85+) where she has a 60 average. She received the Gold Medal Award for posting the best bowling score among women in the Granite State Seniors League. Marjorie shares the same birth year as NHAB: 1912.*

# Success in Numbers...

**Fiscal year 2008 was a successful year for the New Hampshire Association for the Blind.**

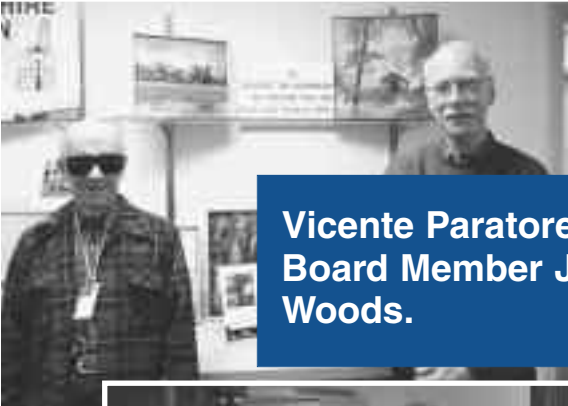
Clients Receiving Individual Services .....	1,493
Clients Participating in Group Programs .....	590
New Clients Referred .....	542
Hours of Program Service .....	31,228
Education — Number of Students .....	78
Education — Number of School Districts .....	23
Total Number of Service Volunteers, Direct Service and Center-Based .....	67
Total Number of Hours for Service Volunteers .....	2,561
Total Number of Miles Traveled by Service Volunteers .....	15,414
Total Number of Special Event Volunteers .....	101
Gender of Clients Served	
Women .....	1,022 = 68%
Men .....	471 = 32%
Clients Between Ages of 70–99 .....	65%
<b>Primary Eye Conditions of Clients Served:</b>	
Macular Degeneration .....	703 = 36%
Cataract .....	307 = 16%
Diabetic Retinopathy .....	152 = 8%
Glaucoma .....	221 = 11%
Retinitis Pigmentosa .....	30 = 2%
Other .....	535 = 27%



**A day at the beach — Seacoast Peer Support Group.**



**Gabby at North School, Londonderry, NH.**



**Vicente Paratore and Board Member John Woods.**



**Volunteers at work for the Spooky Silent Auction.**

## Program Highlights — Successes!

### Planning for Staff Succession

The Professional Staff Succession Plan Grant Award from the **Gibney Family Foundation** and the **Byrne Foundation** protects the quality of service and our ability to address a growing service demand over the next three years — at the same time providing a sound succession plan for retiring professional service staff.

### Meeting the Growing Needs of Vision Rehabilitation for Elders

Again this year, the funding award from the **Grimshaw–Gudewicz Foundation** was allocated to support essential services — Low Vision and Adaptive Aids Training, Orientation and Mobility Training, Rehabilitation Teaching, Social Work, Assistive Technology, and Volunteer Services. These are the Association's primary direct services provided to nearly all of the clients we serve.

For the third year in a row, our thanks goes to the **Mary Gale Foundation's Grant Award** to provide access to comprehensive vision rehabilitation services to needy women living with vision loss in Greater Manchester.

A second year of funding was awarded to the New Hampshire Association for the Blind by the Board of Directors of the **Pearl Manor Fund– Mary and John Elliot Charitable Foundation**. This commitment to the Senior Services Expansion Project in Manchester supports comprehensive rehabilitation services in the home and communities of elderly/needy men who are visually impaired.

### Seacoast Services

Through a very generous grant from the **New Hampshire Charitable Foundation–Piscataqua Region**, the New Hampshire Association for the Blind increased the capacity of its volunteer program in the Seacoast Region. Trained volunteers compliment the efforts of the Association's professional rehabilitation staff.

**The Roger R. and Theresa Thompson Endowment Fund for the Benefit of Local Charities** has been providing significant financial support to the New Hampshire Association for the Blind since 2000 helping to establish an office, staffing, and a strong community presence in the Seacoast Region for our clients.



*Stephanie Hurd receives the New Hampshire Association of Volunteer Administrators (NHAVA) Rookie of the Year award as the Association's Seacoast Volunteer Coordinator.*

## McGreal Society

Individuals who invest in the future of the New Hampshire Association for the Blind by making a provision in their will, estate plan or trust to benefit our programs are invited to join the McGreal Society. The following is a list of current members:

Anonymous Friends  
Ms. Norita Bernier  
Mr. John E. Bowker  
Annette L. Cockburn  
Mrs. Nancy H. Copeland  
Mrs. Harriett Ellis  
Mrs. June Ellison  
Persis R. Gow  
Alex Hanson  
Dr. Susan Horner  
Mr. David Jespersen  
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Mrs. Christene F. Peebles  
Ms. Shelley Proulx  
Miss Constance Reed  
Bill and Linda Sirak  
Mrs. Mary H. Smart  
Mrs. Charles V. Tallman  
Celia and George Theriault  
Mrs. Ray G. Theriault  
Ms. Eileen Zeindlhofer

## Bequests

In the Association's fiscal year running from September 1, 2007 through August 31, 2008, six individuals honored us with their legacy. Their foresight and planning assures the continuation, in perpetuity, of high quality programs and services for our clients in communities throughout New Hampshire.

Estate of Evelyn P. Arell  
Estate of Helene DeLong  
E.H. Mather and F.M. Lee  
Irrevocable Trust  
Estate of Janet K. Merrill  
Estate of Phyllis H. Patenaude  
Estate of Clara Watkins

## Professionals

The New Hampshire Association for the Blind appreciates working with the following professionals to complete these life-affirming gifts:

Ms. Beverly A. Anderson  
Mr. Stuart Morse  
Mr. John W. O'Dowd  
Ms. Virginia S. Sheehan  
Mr. Brackett L. Sheffy, Esquire  
Mr. Edmund J. Waters



*Persis Gow,  
Development Volunteer  
and long-time  
supporter, ready for  
work!*

# Major Contributors to the 2007–2008 Annual Services Fund

From all of us who work at the New Hampshire Association for the Blind, thank you for the contributions from individuals, corporations, foundations, small businesses and service clubs. Your generosity and commitment allow us “to advance the independence of individuals who are blind and visually impaired” through the work we do every day to help children and adults in New Hampshire.

## President Council

### \$100,000+

Grimshaw-Gudewicz Charitable Foundation  
The Mary Gale Foundation, Inc.

### \$50,000–\$99,999

Pearl Manor Fund

### \$25,000–\$49,999

Mrs. Eva M. Montembeault

### \$10,000–\$24,999

Mrs. Mae E. Eagleson  
The Gibney Family Foundation

National Eye Institute  
New Hampshire Charitable Foundation-Piscataqua  
The Sim-Ayres Foundation  
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**\$100+**

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 Capitol Craftsman and Romance Jewelers  
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 Oscar Foss Memorial Library  
 The Fruit Center

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**Matching Gifts Companies**

Amica Mutual Insurance Co.  
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 Raytheon  
 Tyco Electronics  
 Verizon

*Vicente Paratore displays his paintings and working materials at the Portsmouth Art Exhibit, May 2007.*

**Partners In Sight**

A monthly giving program, Partners In Sight, helps to make sure that resources are always available to those coping every day with blindness and vision loss.

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**Disclosure**

*Every effort has been made to accurately reflect gifts received from September 1, 2007 through August 31, 2008. Please let us know if your name, or that of your company, foundation or organization is missing or printed incorrectly.*

*By Board policy, the New Hampshire Association for the Blind does not rent, sell, or exchange its donor lists or any donor information.*

\*Deceased



# Condensed Financial Summaries

## Statement of Financial Position for the Year Ending August 31, 2008

### ASSETS

#### Current Assets

Cash	\$ 11,531
Accounts Receivable	36,744
Interest Receivable	24,562
Supply Inventories	44,152
Prepaid Expenses	22,333
<b>Total Current Assets</b>	<b><u>\$ 139,322</u></b>

<b>Investment Funds</b>	\$5,232,387
<b>Insurance, Cash Surrender Value</b>	470,150
<b>Property &amp; Equipment, Net</b>	854,169
<b>TOTAL ASSETS</b>	<b><u><u>\$6,696,028</u></u></b>

### LIABILITIES & NET ASSETS

#### Liabilities

Accounts Payable	\$ 10,889
Accrued Payroll & Related Taxes	101,282
Accrued Deferred Compensation	304,197
Annuity Payable	49,002
<b>Total Liabilities</b>	<b><u>\$ 465,370</u></b>

#### Net Assets

Unrestricted, Undesignated	\$ 500,612
Unrestricted, Board Designated	4,317,519
Temporarily Restricted	304,011
Permanently Restricted	1,108,516
<b>Total Net Assets</b>	<b><u>\$6,230,658</u></b>

<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b><u><u>\$6,696,028</u></u></b>
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## Statement of Activities For the Year Ending August 31, 2008

### PUBLIC SUPPORT & REVENUE

Public Support	\$1,115,856
Service Revenue	503,897
<b>Total Public Support &amp; Revenue</b>	<b><u>\$1,619,753</u></b>

### EXPENSES

#### Program Services Expense

Vision Rehabilitation Programs	\$1,545,488
Public Education	130,033
<b>Total Program Expense</b>	<b><u>\$1,675,521</u></b>

#### Support Service Expense

Public Support Expenses	\$ 471,158
General Administration	88,358
<b>Total Support Services Expense</b>	<b><u>\$ 557,516</u></b>

<b>TOTAL EXPENSES</b>	<b>\$2,233,037</b>
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<b>REVENUE less EXPENSES</b>	<b>(\$ 613,284)</b>
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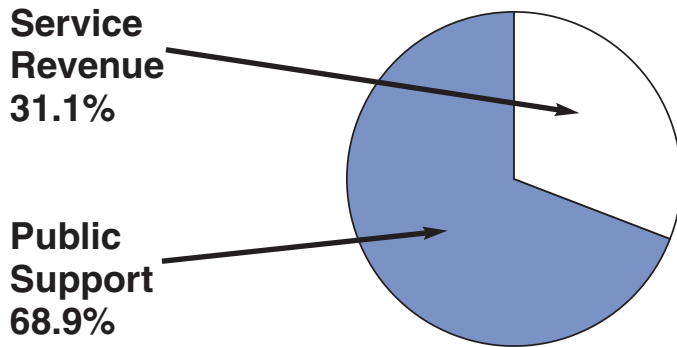
<b>NET RETURN ON INVESTMENTS</b>	<b>(\$ 267,732)</b>
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<b>CHANGE IN NET ASSETS</b>	<b>(\$ 881,016)</b>
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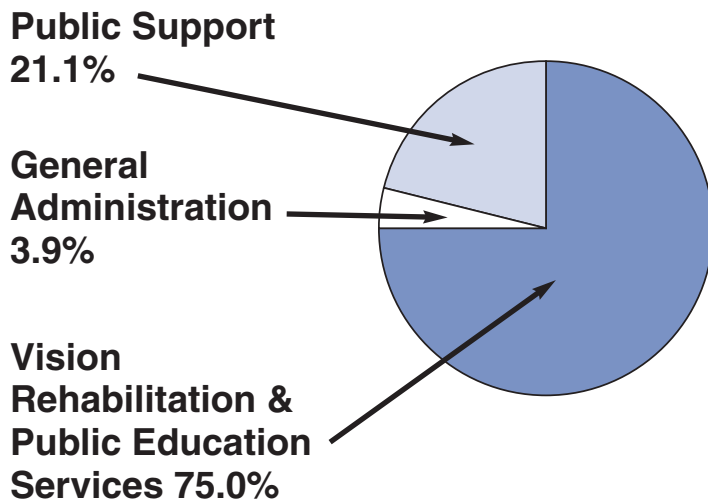
<b>NET ASSETS BEGINNING OF YEAR</b>	<b><u>\$7,111,674</u></b>
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<b>NET ASSETS END OF YEAR</b>	<b><u><u>\$6,230,658</u></u></b>
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## REVENUE



## EXPENSES



These condensed financial summaries were prepared by the New Hampshire Association for the Blind, Inc. from its complete audited financial statements for the year, ending August 31, 2008. These financial statements, including related notes and the independent auditing report of Nathan Wechsler & Co., PA, Concord, NH, are available for review upon request.



*Stephanie O'Donnell and team at Blind Awareness Walk-A-Thon 2008.*

For information about the programs and services of the New Hampshire Association for the Blind, please visit our office at 25 Walker Street, Concord, NH 03301, or call (toll free in NH) 1-800-464-3075, (603) 224-4039, or in the Seacoast (603) 431-9401. You may also visit our web site at [www.sightcenter.org](http://www.sightcenter.org) for additional information.

The Annual Report is available in Braille, on disk, and on audiocassette. If you prefer to receive it in one of these alternative formats, please call the Association at 1-800-464-3075.



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## Staff

George F. Theriault, B.A., CFRE  
*President & Chief Executive Officer*

Marcia L. Clark, B.S.  
*Executive Assistant*

Jean M. Jaworski, B.S.  
*Executive Administrator*  
*Special Projects Coordinator*

## Program Services

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Anne Aubertin  
*Volunteer Administrator*

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*Receptionist*

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*Client Services Assistant*

Denise A. Caruso, A.A.S., COA, VRT  
*Low Vision Therapist/Vision  
Rehabilitation Therapist*

Nancy A. Druke, M.S.W., LICSW  
*Director of Social Work*

Angela M. Evans  
*Receptionist*

Peggy A. Foster  
*Driver*

Glenn R. Gunn, M.Ed., COMS  
*Orientation & Mobility Specialist*

Lois Hanlon  
*Client Records Clerk*

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*Volunteer Coordinator, Seacoast Area*

Claudia C. Libis, M.Ed., COMS  
*Teacher of the Visually  
Impaired/Orientation & Mobility  
Specialist*

Emilie Meadows, M.S.W., LICSW  
*Social Worker*

Jennifer L. Morgan, B.A.  
*Caseworker*

Jewett M. O'Connor, M.Ed., COMS, CVRT  
*Vision Rehabilitation  
Therapist/Orientation & Mobility  
Specialist*

Lori Pigeon, B.A., COA, CLVT  
*Low Vision Therapist*

Susan Sherry, M.Ed., COMS  
*Orientation & Mobility Specialist*

Kathleen Turner, M.Ed., VRT, COMS  
*Vision Rehabilitation  
Therapist/Orientation & Mobility  
Specialist*

Ken Turner, M.B.A.  
*Driver*

Robert Shaw, A.A.S.  
*Maintenance*

Kimberly A. Stumph, M.S., M. Ed., COMT,  
CLVT, COMS, CVRT  
*Assistive Technology Specialist*

Nancy Wittmershaus, B.S. Ed.; COMS  
*Teacher of the Visually  
Impaired/Orientation & Mobility  
Specialist*

## Development and Finance

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*Vice President for Finance &  
Administration*

Shelley M. Proulx, M.B.A., CFRE  
*Vice President for Development*

Nancy S. Burgess, M.Ed.  
*Development Associate*

Mary E. Chase  
*Special Events/Donor Database  
Administrator*

Jill Etori, B.A.  
*Corporate Relations Coordinator*

Bettejean Neveux, B.S.  
*Accountant*

Jane M. Roy  
*Donor Records & Mail Program  
Manager*

# Board of Directors 2007–2008

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Joyce A. Meisel,  
*Vice Chairperson,*  
Concord

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*Treasurer,*  
Epsom

Michael J. Hill,  
*Secretary,*  
Pittsfield

Carroll E. Winch,  
*Immediate Past Board  
Chairperson,*  
Hooksett

## Directors

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Lori A. Chandonnais, *Candia*

Richard N. Cunningham,  
*Alton Bay*

Sharon M. Fernandez, *Belmont*

John F. Holm, *Manchester*

Guy R. Lessard, O.D.,  
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*Amherst*

Doreen A. Manetta, *Nashua*

Thomas J. Pare, *Salem*

Randy L. Pierce, *Nashua*

Donald C. Potter, *Amherst*

Stella Scamman, *Stratham*

Francis J. Spain, *Swanzey*

Gayle Yarnall, *Amesbury, MA*



## Tribute to Janet Akins

July 1, 1940–October 7, 2008

Janet Akins was a special person. Thoughtful, gracious, kind, courageous, intelligent, perceptive are just a few of the adjectives people have used to describe Janet. She was a gem and all who knew her will miss her more than words can say.

Janet Akins began her journey with the Association in September of 1998 when she came to us for help. Four years later she became a volunteer because, in her words, she “wanted to give back to the agency that did so much for me.” Her volunteer work included “visiting” clients by telephone, assisting with Volunteer Orientation & Training Classes, serving on the planning committee for all five Blind Awareness Walk-A-Thons and raising money through corporate and personal sponsorships. Janet also helped with research on special projects, served on the Advocacy Committee and was a spokesperson for NHAB.

Janet Akins is the first recipient of the Jo Adcock Service Award. With grace and humor, Janet devoted herself to helping others learn what it means to live with blindness.

not a destination.”



**Senior Vice President Guy Woodland, Board Member Michelle Arruda, Governor John Lynch, Jessica Laurie and Board Member Amy Nichols at the ceremonial signing of House Bill 211 requiring Department of Safety to inform licensees of laws relating to pedestrians who are blind.**

[www.sightcenter.org](http://www.sightcenter.org)

## **Mission:**

**To advance the independence of persons who are blind and visually impaired.**



**New Hampshire  
Association for  
the Blind  
McGreal Sight Center**  
25 Walker Street  
Concord, NH  
03301-4599

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