



**The Chicago Lighthouse Works**

## Letter from our Chairman and President & Executive Director



### Dear Friends:

Without question, the year 2010 will be seen as a milestone in The Chicago Lighthouse's history. A year ago we stood in the same exact spot in the photo above. Behind us was unfinished space.

Now we proudly stand before our beautiful new Sandy and Rick Forsythe Center for Comprehensive Vision Care (see our feature story on the Forsythes later in this report). Thanks to the successful completion of our ambitious expansion and renovation project, which we celebrated last September, the agency is well-positioned to meet the challenges of the next decade and beyond. Included in the new space is our comprehensive world-class Vision Rehabilitation Center, the Bergman Institute for Psychological Support, Low Vision Research Laboratory, the state-of-the-art "Tools for Living" store and additional room for our rapidly growing Industries Program. We also remodeled space in our existing structure to house the brand new Pangere Center for Inherited Retinal Diseases.

While a tough economic climate accentuated by heavy job losses continued to prevail in the city, state and across the nation, the Lighthouse, through some careful planning and success in grant competitions, was able to add jobs. In fact, we created some 50 positions with the help of government stimulus funds and through the addition of new programs such as the Contract Management Services Program (CMS) and other initiatives.

In addition to creating programs that employ blind or visually impaired people and working to place our program participants in private sector positions, we have added a number of new staff members who are blind or visually impaired within the agency. In fact, a majority of our employees, approximately 52%, are blind, visually impaired or otherwise disabled. Please refer to the chart on the opposite page for a further breakdown of our workforce population.

This annual report, "The Chicago Lighthouse Works," highlights our success in creating new jobs and helping those who are blind or visually impaired find work. It also describes the process of how we guide and support these individuals.

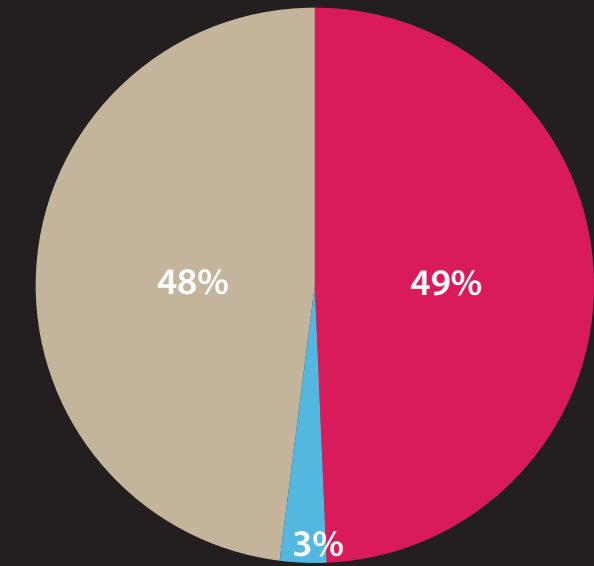
It is because of dedicated staff members like Employees of the Year, Christina Tran and Nick Siavelas, (pictured below) and the continued support of our generous donors and friends, that we remain confident the Lighthouse will be up to the challenges ahead. We will manage our resources wisely and explore new opportunities for growth.

Just as it's done for the past 105 years, The Chicago Lighthouse will continue to be a leader, while serving the low vision and blindness community with the highest distinction.




Sincerely,

William L. Conaghan  
Chair, Board of Directors

Janet P. Szlyk, Ph.D.  
President & Executive Director



**As of 11/03/10, 52% of the total Lighthouse staff have a disability.**

-  Staff who are blind, legally blind, or visually impaired
-  Staff who have other disabilities
-  Non-disabled staff



# The Chicago Lighthouse Works

## New Jobs Are Created, Despite an Economic Downturn

**A** quality analyst for the Chicago Tribune who had been laid-off for 18 months. An IT specialist from Washington D.C. who had also been amongst the ranks of the unemployed for a year and a half. An employment specialist who previously did outreach for the Chicago Chamber of Commerce but found himself out of a job for over a year.

All three are amongst millions of Americans who have lost their positions during the recent economic downturn. But thanks to The Chicago Lighthouse, they are now gainfully employed in innovative programs offered by the agency.

Kevin Burton, formerly of the Chicago Tribune, is manager of the Lighthouse's Recipient Identification Number Program (RIN), a unique partnership between the agency, the Illinois Department of Human Services and CompTia Educational Foundation that provides employment in data entry for several individuals with disabilities. Because participants use special RIN numbers when entering data as opposed to social security numbers, the program also reduces the threat of identity fraud.

Darryl Rochford, who spent 14 years working in Washington as an IT specialist for two different firms, is now a clerk in the Lighthouse's new Contract Management Services program (CMS) that consists of closing out contracts for the U.S. Defense Department. Rochford is one of five new individuals hired for CMS in the past several months.

Native Chicagoan Earl Jordan's longtime dream is to help people who are blind or otherwise disabled secure independence by finding work. As a recently hired specialist in the Lighthouse's Employment Services Department, he has a chance to fulfill that goal. "Among other things, I help with resume building, interview skills, motivation and other areas," Jordan explained.



Kevin Burton



Darryl Rochford



Earl Jordan

Mastering those skills is especially important for people with visual impairments because they, as a group, are experiencing a much higher unemployment rate.

"With joblessness among people who are blind or visually impaired still at an estimated 70%, finding work is our number one issue," said Sheila Perkins, vice president of the Lighthouse's employment services program. She added that while discovering opportunities for people who are visually impaired, her department's efforts are also geared at giving participants the experience and self confidence necessary to grow in their positions and be groomed for success in the overall job market.

Rochford, who hopes to move up from the clerk's position at CMS to become a contract closeout specialist, said he appreciates the welcoming atmosphere at the Lighthouse. "It has been great from day one when I walked in here," he smiled. "Everyone has been patient and supportive, making me feel like I'm part of a larger family." That environment has encouraged the new Lighthouse hires to be extremely productive in their jobs.

"What has impressed me most is that our workers are very good at what they do, they are fast and virtually error free in carrying out their day to day tasks," said John Capiello who oversees the CMS program.

Capiello, who has spent 25 years in control management, added that his CMS staff members ask good questions and are totally focused on doing their jobs correctly. He expresses the hope that the program will continue to grow and additional job opportunities will open up.

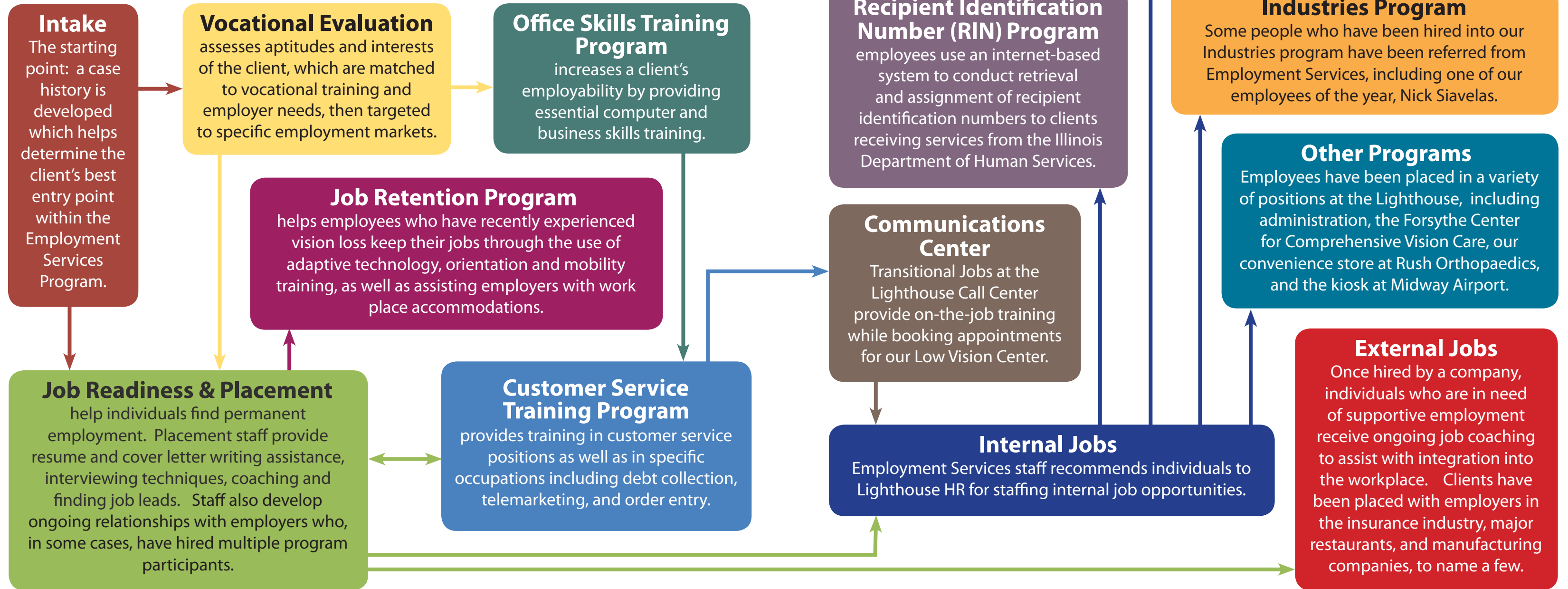
"This position with The Chicago Lighthouse is a wonderful opportunity for me to urge others to keep on fighting," Jordan smiled. "I am able to draw on my own experiences, as someone who was out of work for a while but still kept on persevering, to urge my clients to do the same."

It has been great from day one when I walked in here. Everyone has been patient and supportive, making me feel like I'm part of a larger family.

- Darryl Rochford

# Employment Services Programs

The Chicago Lighthouse assists individuals who are blind or visually impaired in all facets of finding and keeping a job. Our staff also works with both private and public sector employers to make recommendations for appropriate adaptations when working with a current or potential employee who is blind or visually impaired. This is how we help people find success in the workplace...



## Donor Profile

### Sandy and Rick Forsythe

#### New Forsythe Center Offers Renewed Hope

The Wilmer Eye Institute at Johns Hopkins University, the Northwestern University Medical Center, and The Hadley School for the Blind. These respected institutions are among those receiving strong support from donors Sandy and Rick Forsythe of Winnetka.

But another organization that also has a high place on the Forsythes' exclusive list is The Chicago Lighthouse. The couple have been ardent backers of the Lighthouse for many years. Sandy is a longtime board member and both have been among the agency's most generous contributors.

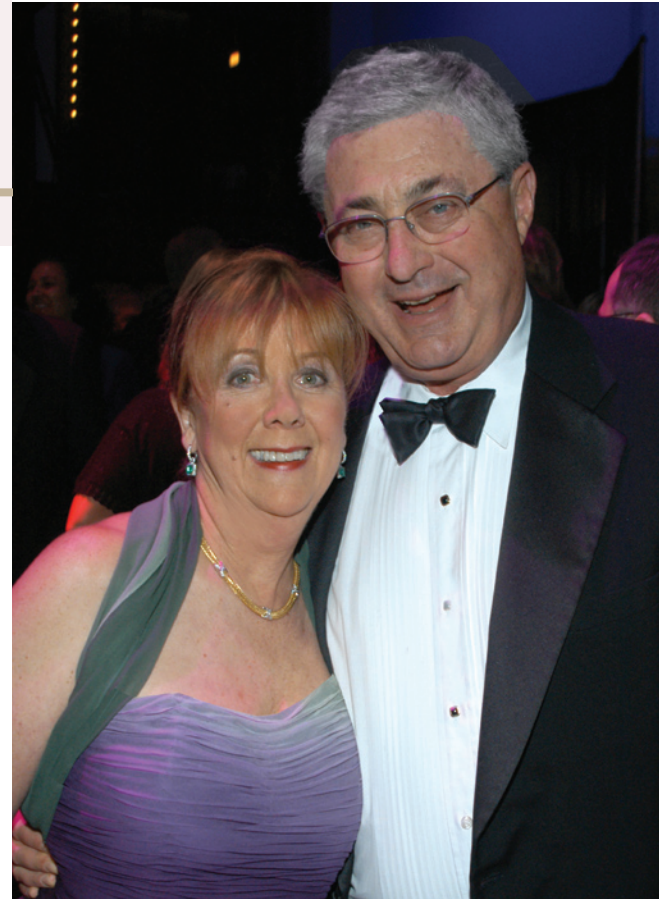
This past fall, they unveiled the new Forsythe Center for Comprehensive Vision Care which encompasses the Lighthouse's expanded low vision rehabilitation program.

"Rick and Sandy are among our most cherished friends," said Dr. Janet Szlyk, Lighthouse President and Executive Director.

"Thanks to their benevolence and unshakable confidence in our agency, the Forsythe Center will enable us to provide a system of rehabilitative care for people who are visually impaired that is unparalleled anywhere in the world!"

In addition to being two extremely caring people by nature, Dr. Szlyk noted that the Forsythes have a personal connection to the world of visual impairment. Rick, a successful business man who founded his own firm, Forsythe Technology, is coping with macular degeneration.

"Several years ago, I had the opportunity to meet then Lighthouse President Jim Kesteloot at an event at The Hadley School," Sandy recalled. "I explained about my husband's condition and Jim invited Rick to visit the Lighthouse."



*Pictured above:* Sandy and Rick Forsythe at the Lighthouse Centennial Ball in 2006.

After his visit in which he met with the clinic's doctors and learned about the various low vision devices that were available, Rick came home, leaned back in his chair and said, "I now have hope!"

Sandy said that feeling of hope and the opportunity to see what's possible is the driving force behind the Lighthouse and is why the organization merits such strong support. Asked how the agency has changed in recent years, Sandy pointed to the innovative programs that have been developed, including the Kane Legal Clinic, CRIS Radio and many others. She also praised the Lighthouse's increased visibility in the press, noting it is no longer regarded as one of the world's best kept secrets.

While much headway has been made in terms of how people who are blind or otherwise severely disabled are treated in our society, Sandy noted that much more needs to be done.

"Regrettably, far too many people still see blindness as a sort of stigma, that people who are blind cannot be productive workers, which of course is completely untrue," she pointed out.

The answer she believes is an increased emphasis on providing greater education and training so additional job opportunities will become available.

Among things she cited that are helping this situation are the Lighthouse's very own scholarship program which has enabled hundreds of deserving students who are visually impaired to pursue a college education.

Until those barriers come tumbling down, the Forsythes intend to keep fighting the good fight through support of the Lighthouse and other organizations involved in vision care.

"Our goal for both the Lighthouse and the Forsythe Center is to continue offering hope!"

*Pictured on far right:* Sandy Forsythe delivered a heartfelt and moving speech at our Building Dedication Ceremony in 2010. Looking on from right to left: Alderman Bob Fioretti, former Lighthouse President and Executive Director Jim Kesteloot, and his wife Barb Kesteloot.



# 2009-10 Honor Roll of Donors

On behalf of the people served by The Lighthouse, thank you to almost 3,000 donors and volunteers who gave from the heart of their "time, talent, and treasure." The Chicago Lighthouse Works because of YOU! (We regret we can only list total gifts of \$1,000 and above for the period July 1, 2009 through June 30, 2010.)

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Conrad N. Hilton Foundation  
Kresge Foundation

## \$100,000 - \$249,999

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Mr. & Mrs. Richard Forsythe  
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Dr. & Mrs. Daniel J. Tepper  
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**\$1,000 - \$2,499**  
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Assurance Agency, Ltd.  
Mr. & Mrs. Raymond J. Bayster  
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Carol Lavin Bernick Family Foundation  
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Chicago Mexica Lions Club  
Chicago Stereo Camera Club  
Clarendon Hills Lions Club  
Ms. Peggy A. Clark  
Mr. & Mrs. Steven R. Cohen  
Mrs. Jeanie Coleman  
Dr. & Mrs. Michael Conrad

## **\$1,000 - \$2,499 continued**

Dr. Kara Crumbliss  
Mr. Amory Cummings  
Mr. Michael K. Demetrio  
Dr. & Mrs. Thomas A. Deutsch  
Digilog Electronics  
Mr. & Mrs. Paul Donnelly  
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Mrs. Mary P. Hines  
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Industrial Pipe & Supply Co.  
Dr. Lee M. Jampol & Ms. Erma Tranter  
Mr. & Mrs. Jerry Januszewski  
Dr. & Mrs. Douglas S. Kaplan  
Mr. Jean-Claude B. Kappler  
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Gerald A. & Karen A. Kolschowsky Foundation  
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Kraff Eye Institute, LTD.  
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Retina Consultants, LTD  
Mr. & Mrs. Gary Rich

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Weitzman Foundation  
Ms. Virginia Willcox  
Mr. & Mrs. Gordon Worley  
Mr. & Mrs. Richard Zabelski  
Mr. & Mrs. Dennis M. Zaslavsky

**T**he Chicago Lighthouse received its first single foundation gift of **\$1 million** from **The North Suburban Healthcare Foundation (NSHF)** to develop a Lighthouse satellite on Chicago's North Shore. The gift was given in two installments, one in December of 2010 and one in March of 2011.



**NORTH SUBURBAN**  
HEALTHCARE FOUNDATION

NSHF President Bev Kroll, stated, "The Lighthouse fits our mission perfectly, which is to promote health, wellness and health education to benefit North Suburban communities in designated service areas."

The new location will house comprehensive programs for people who are blind or visually impaired of all ages. Among them will be services for low vision rehabilitation and adaptive technology as well as enrichment programs for children and seniors.

Lighthouse President and Executive Director Dr. Janet Szlyk says, "With our main location south of downtown, this is a wonderful opportunity to reach more people to the north, especially many communities with growing senior populations. We are so grateful to The North Suburban Healthcare Foundation for this transformational gift!"

**Watch for news of the new "Chicago Lighthouse North" location this summer and visit our grand opening this fall.**

**Lifetime Donors** These special friends of people who are blind or visually impaired have given to the Lighthouse over many years and sometimes generations. They are the reason the Lighthouse has celebrated over a century of service – Thank You!

### **\$1,000,000 and over**

The Chicago Community Trust  
Chicago Lighthouse Associate Board  
Mazza Foundation  
The North Suburban Healthcare Foundation  
United Way Metropolitan Chicago

Mrs. Tina Lavezzorio  
McCormick Foundation  
Polk Bros. Foundation  
Dr. Scholl Foundation  
The Searle Funds at The Chicago Community Trust

### **\$250,000 - \$499,000**

Mrs. Lindy Bergman  
The Berner Charitable & Scholarship Foundation  
The Crown Family

Julius Frankel Foundation  
Benjamin Benedict Green-Field Foundation  
Mr. Corwith Hamill  
Conrad N. Hilton Foundation  
JPMorgan Chase  
Lions Clubs International Foundation  
Microsoft Corporation  
The Retirement Research Foundation

### **\$500,000 - \$999,000**

Mr. & Mrs. Richard A. Forsythe  
Kresge Foundation

# Planned Gifts

**Milton J. Samuelson Society Members** Friends who have remembered The Chicago Lighthouse in their will, estate plan, or who have made another type of planned gift.

Anonymous (27)  
 Steven and Pamela Adelman  
 John Cardiello  
 Franklin and Doralu Chanen  
 Helen Collins  
 Sandi Dorst  
 Melvin B. Franklin  
 Andrzej and Marian Gerlach  
 Rich Greenberger  
 Dorothea Hely  
 Lorraine Jacobsen  
 Harry and Lillian Joerger

Arthur and Esther Kane  
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 Ramona C. Samuelson  
 Paul and Ann Scher  
 Milan Sluka  
 Harry and Lila Tankus  
 Theodore M. Utchen  
 Richard H. Wille

## Planned Gifts Received July 2009-June 2010

Jean Amidon Trust  
 Anna Bratkiewicz Trust  
 Kate Charshan Trust  
 James J. Cronin Estate  
 Estate of Donald D. Deatherage  
 George S. DeHesus, Sr. Trust  
 Alex Demond Fund  
 Carrye & Abraham S. Hart Fund  
 Bernard Jaffee Trust  
 Ronald J. Larson Trust  
 Irma Lobe Trust  
 Cora Davis Magie Fund  
 Russell Marshall Trust

Ruth Nassau Trust  
 Irvin Newgren Trust  
 Estate of Joseph Olenek  
 Estate of Harold Ost  
 Estate of Carl Sandin  
 Florence Schaffenegger Trust  
 Veda Stern Estate  
 Dollie Swarts Memorial Fund  
 Elvira Teel Trust  
 Abbie E. Tyrrell Fund  
 Estate of Rose M. Vivian  
 George H. Zendt Charitable Trust

For information about making a Planned Gift to The Chicago Lighthouse, please contact Jen Miller, Director of Development for Individual and Planned Giving, at (312) 997-3643 or email: [jennifer.miller@chicagolighthouse.org](mailto:jennifer.miller@chicagolighthouse.org). If you have remembered us in your will or estate plan, please let us know, so that we may properly honor you!

## The Lighthouse Keepers Society



"Five years ago, when our granddaughter was born blind, we were stunned and completely unprepared. But thanks in part to the weekly sessions with Marla Gartska of the Lighthouse's Birth to Three Program, Abby is now a bright, happy preschooler. We know more challenges lie ahead, but with help from the Lighthouse, Abby--and other children just like her--can accomplish anything. That's why we support the Lighthouse monthly!"

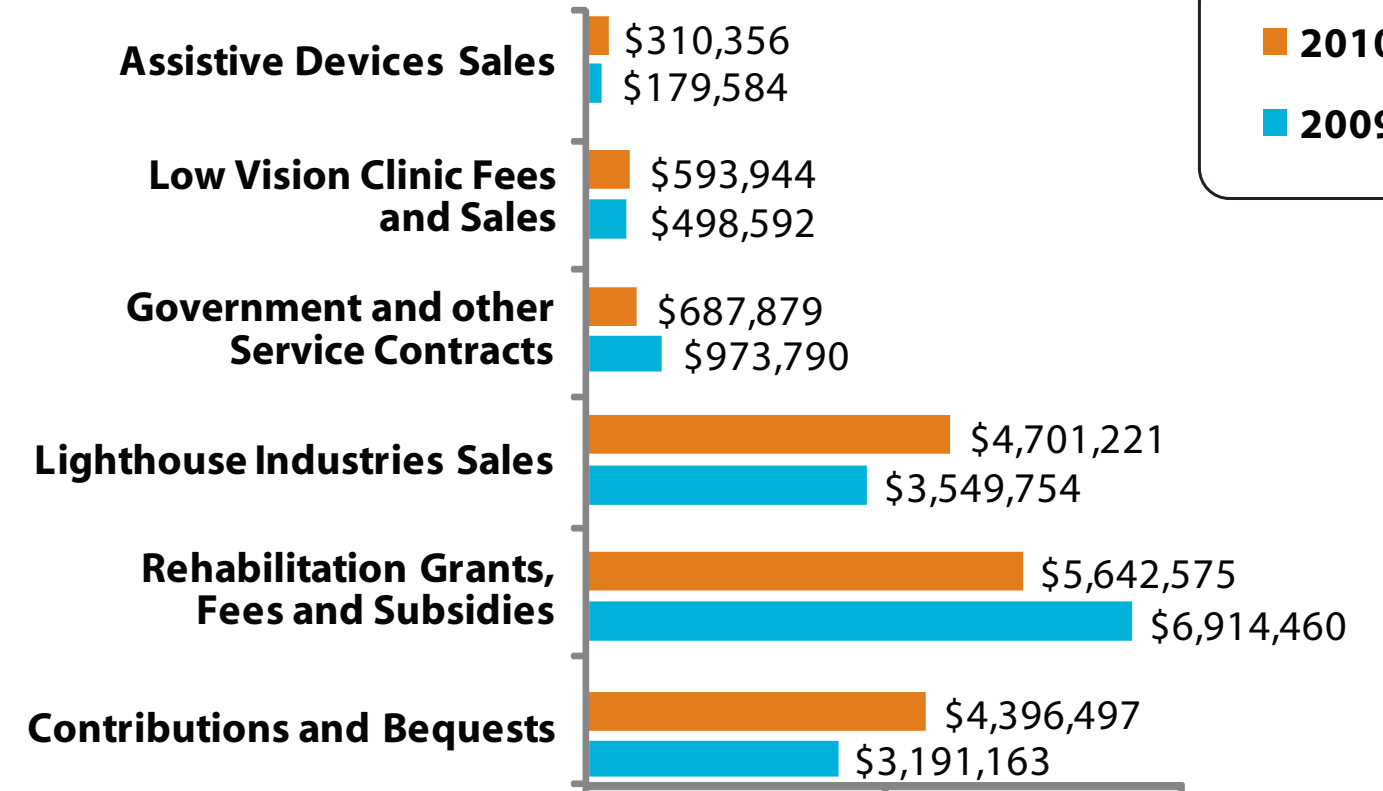
**Jon & Mary Fisher, Proud Keepers**

To learn more about becoming a "Lighthouse Keeper" contact Jen Miller at (312) 997-3643 or email: [jennifer.miller@chicagolighthouse.org](mailto:jennifer.miller@chicagolighthouse.org).

# Primary Revenue Streams 2009-2010

A comparison of major revenue streams for The Chicago Lighthouse.

- **Diversifying sources of revenue streams is key to maintaining programs and services.**
- **Community outreach efforts have resulted in a significant increase in Assistive Devices Sales.**
- **Reductions in government funding due to the economic climate have been balanced by increased contributions from the private sector and increased Industries Program revenues.**





# Financial Summary and Comparison

This condensed financial summary has been prepared by The Chicago Lighthouse. Complete financial statements, including notes and the independent auditor's report of Grant Thornton LLP, are available upon request and online.

## Statements of Financial Position

Assets	As of June 30	
	2009	2010
Cash	\$ 111,260	\$ 327,252
Receivables, Net	4,098,823	3,791,450
Inventories	881,519	922,480
Investments	19,638,752	16,378,373
Beneficial Interest in Perpetual Trusts		489,503
Prepaid Expenses	119,975	104,174
Land, Building and Equipment, Net	6,882,769	10,345,008
<b>Total Assets</b>	<b>\$ 31,733,098</b>	<b>\$ 32,358,240</b>
Liabilities and Net Assets	As of June 30	
Liabilities	\$ 1,524,415	\$ 2,827,690
Net Assets		
Unrestricted	7,524,292	10,955,405
Unrestricted, Board Designated	17,871,553	13,761,949
Temporarily Restricted	3,375,098	2,886,645
Permanently Restricted	1,437,740	1,926,551
Subtotal Net Assets	\$ 30,208,683	\$ 29,530,550
<b>Total Liabilities and Net Assets</b>	<b>\$ 31,733,098</b>	<b>\$ 32,358,240</b>

## Statements of Activities

Revenues	Period ended June 30	
	2009	2010
Contributions & Bequests	\$ 3,191,163	\$ 4,396,497
Beneficial Interest in Perpetual Trusts		447,911
Lighthouse Industries Sales	3,549,754	4,701,221
Program Revenues	8,566,426	7,442,712
Investment Income	414,331	352,755
Miscellaneous	254,146	58,550
Change in Value of Split-Interest Agreements		2,899
Net Realized Gain/(Loss) on Investments	(1,336,040)	(449,607)
Net Change in Unrealized Appreciation (depreciation) of Long Term Investments	(6,630,607)	1,054,584
<b>Total Revenues</b>	<b>\$ 8,009,173</b>	<b>\$ 18,007,522</b>
Expenses	Period ended June 30	
Program Services	\$ 14,499,338	\$ 15,023,868 80%
Management & General	3,120,460	2,818,757 15%
Fundraising	827,628	660,852 4%
Public Relations	207,853	182,178 1%
<b>Total Expenses</b>	<b>\$ 18,655,279</b>	<b>\$ 18,685,655</b>
<b>Change in Net Assets</b>	<b>\$ (10,646,106)</b>	<b>\$ (678,133)</b>
<b>Net Assets at Beginning of Year</b>	<b>\$ 40,854,789</b>	<b>\$ 30,208,683</b>
<b>Net Assets at End of Year</b>	<b>\$ 30,208,683</b>	<b>\$ 29,530,550</b>

## The Chicago Lighthouse Board of Directors

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Wei Xie  
A.C. Nielsen Company

## Lighthouse Leadership

### Associate Board

#### *President*

Haley Baer

#### *Executive Committee*

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Nancy Burstyn  
Carol Carl  
Jeanie Coleman  
Kim Flashner  
Gayle Harris  
Sally Higginson  
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Nina Mann  
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Lynn Muslin  
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Jaimee Schor  
Ilene Shaw  
Julie Smith  
Eydie Sternberg

### Professional Advisory Council

#### *Co-Chairs*

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Marilyn T. Miller, M.D.  
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### Lions Strickfaden Advisory Committee

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PDG Lion John Coleman

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Dist. 1A Governor  
Steven Anton  
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Wes Salsburg  
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PDG Lion Ralph Koller  
PDG Lion Ray Jachim  
PDG Lion Dennis McMillan  
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PDG Lion Georg Toft  
PDG Lion Allen Warshaw  
PDG Lion Bob Zavorka

### Young Philanthropist Board

#### *Officers*

Dawn Rose  
Marissa Greco  
Samantha Schoeneman  
Dr. Philip Troyk

### Chicago Lighthouse Executive Management Team

#### **Janet P. Szlyk, Ph.D.**

Executive Director & President

#### **Terrence J. Longo, MBA**

Executive Vice President/  
Chief Operating Officer

#### **Mary Lynne Januszewski, CPA**

Executive Vice President/  
Chief Financial Officer

#### **Tom Perski, M.A.**

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Rehabilitation Services

#### **Greg Polman**

Senior Vice President  
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#### **Mary S. Zabelski**

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Educational Services

#### **Jean-Claude Kappler**

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#### **Sheila Perkins**

Vice President  
Employment Services

### DIRECTORS

#### **Jeanette Bonzani**

Human Resources

#### **Dominic Calabrese**

Public Relations

#### **Rob Cancilla**

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#### **Kara Crumbliss, O.D.**

Low Vision Services

#### **Patricia Grant, M.S.**

Low Vision Research

#### **Melanie Hennessy**

Instructional Materials Center

#### **Jennifer Miller, M.A., J.D., LL.M.**

Development/Individual &  
Planned Giving

#### **Debra L. Schlies**

Development/Advancement

### Annual Report 2010

#### **Editorial Concept**

Janet P. Szlyk, Ph.D.

#### **Writing**

Dominic Calabrese

#### **Design**

Peggy Meller

#### **Photography**

Dominic Calabrese

Peggy Meller

Jeff Schear



***On the cover:*** Rita McCabe is a valued member of our assembly line team in The Chicago Lighthouse Industries program. A native of Minnesota, Rita, who is totally blind, first came to the Lighthouse in the mid 70's while a member of the Salvation Army. She joined the agency in 1979 and has been an employee here ever since.

Rita goes about her daily tasks with much precision as she adorns each clock face with hands and a matching clock motor then places it on an assembly line.

In any given year, the Lighthouse manufactures between 100,000 and 200,000 clocks. For workers like Rita, this program has provided steady employment at a time when people who are blind cope with a jobless rate that hovers near 70%.

**For Large Print or Braille versions of the Annual Report, call 312-666-1331 ext.3358, or email: [publications@chicagolighthouse.org](mailto:publications@chicagolighthouse.org).**

**The Chicago Lighthouse for People Who Are Blind or Visually Impaired**

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