



“My Favorite Thing was Everything” A Profile of the Lighthouse School Tour Program

Receptionist Deng Kong demonstrates braille writing to a school tour group

The Lighthouse for the Blind, Inc.'s School Tour Program is one of our long-standing efforts focused on raising awareness of blindness and deaf-blindness within the community. The School Tour Program educates children in the fifth grade, future leaders and employers in our community, in understanding and appreciating the capabilities of people who are blind, Deaf-Blind, and blind with other disabilities. By encouraging visits through this program, we hope that children who participate will grow into community members who understand and promote independence and self-sufficiency for blind and visually impaired individuals.

For the past seven years, the Lighthouse has hosted field trips to Seattle Lighthouse for approximately 18 fifth grade classrooms each school year, reaching

over 450 students annually. A tour of Seattle Lighthouse gives each student an opportunity to see a wide spectrum

The School Tour Program educates children in the fifth grade in understanding and appreciating the capabilities of people who are blind, Deaf-Blind, and blind with other disabilities.

of people who are blind in a successful working environment. Each visit includes a walking tour through our Machine Shop where blind adults manufacture aerospace parts, a presentation on writing and reading in braille, a visit to our Computer Training Program to view different assistive technologies used by blind individuals, meeting someone who uses a guide dog, and meeting an employee who is Deaf-Blind who

communicates by using American Sign Language. Children have the opportunity to ask individuals who are blind all about their lives. Each child will go home with a card that spells out their name in braille.

Prior to their visit, the Lighthouse provides each class with a “Braille Is Beautiful” kit. This complete educational package, created by the National Federation of the Blind, includes a video about a young boy

Discover more news, employee stories, read our blog, and learn about upcoming events by visiting us online: www.seattlelighthouse.org

You can also follow us on Twitter @Lighthouse_Inc and become a fan on Facebook!



continued on inside flap...

JOBS. INDEPENDENCE. EMPOWERMENT.

Our Mission: *To create and enhance opportunities for independence and self-sufficiency of people who are blind, Deaf-Blind, and blind with other disabilities.*

who is blind learning braille, along with books about capable blind adults, slates and styluses for learning to write braille, games, puzzles, and exercises designed to teach sighted fourth through sixth graders the basics about braille and blindness.

Inspirational quotes from Diana and Ethan, who visited the Lighthouse on school tours, capture the excitement and impact of their experience:

"I loved our field trip. Blind people can do all kinds of work. Thank you for showing and teaching us about their lives. Blind people get to do important things too. I learned so much." — Diana

"I am very thankful that I came for a tour. Everything was interesting. My favorite thing was everything. I find it amazing how blind people can do so many things, just in different ways." — Ethan



Computer Training Instructor Debra Lessin (left) demonstrates assistive technologies to a school tour group

A Gift of a Lifetime

Over the years, The Lighthouse for the Blind, Inc. has benefited from the generosity of our community — people who care about our employees and want to help create opportunities for them.

One of those donors — a former member of our Board of Trustees who has asked to remain anonymous for this article — created a significant positive change for our employees this year with a generous donation from a charitable fund honoring his family.

The Lighthouse is so grateful to have been chosen for this generous donation and we are proud to use it to advance our mission.

This particular gift followed a family tradition for the donor. In the past, he had encouraged the entire family to participate in making decisions about where their charitable gifts would go and had originally set up a donor advised fund. As market conditions changed, he decided the charitable funds could do more good if they were contributed in one gift.

Charitable gifts to the Lighthouse make our work possible. Donations support our ability to create accessibility in the workplace, a critical element of the success of our employees and our organization. Our goal is to make every aspect of the workplace available to employees who are blind, Deaf-Blind, or blind with other disabilities — including production equipment, written materials, facilities, and information technologies. We're only able to work toward that goal with the financial contributions of people who care about our work.

Donations like this one help cover the costs of making our jobs accessible through technology, training, employee support, and other modifications.

You can also see a summary of planned giving tools by visiting www.seattlelighthouse.org/ways-to-give.

Setting up an advised fund, as this donor did, is just one way to make a significant future gift in support of the Lighthouse. All types of planned gifts provide an ongoing and meaningful commitment

for donors and their families, as well as creating improvements for Lighthouse employees.

We honor individuals and families for their commitment to the Lighthouse by naming them as members of our Legacy Society. All that is necessary to be a member of the Legacy Society is to indicate that you've named the Seattle Lighthouse for the Blind Foundation as a beneficiary in a will, annuity, or other planned giving tool.

There are many other options that you can employ to support the Lighthouse, including Charitable Remainder Trusts or by naming the Lighthouse as the beneficiary of a retirement fund or a life insurance policy. For more information, contact Development Director Kirk Laughlin at 206-436-2253 or consult your financial advisor.

You may feel the same way as our generous anonymous donor. In his words: "I want my work and my efforts to continue past my lifetime. I'm glad that I was able to make a gift to help people succeed."



Message from the President & CEO

It's hard to believe that so much of the year has already raced by — and speaking of racing, please visit the event page links listed below about the record-holding triathlete who is the keynote speaker at our Redefining Vision Luncheon, and about the 2nd Annual Spokane Braille Rally in June at Inland Northwest Lighthouse (INL).

Successful outreach to the community through events like the Luncheon and the Braille Rally serve our mission-related goals – and there is also a lot to report in

regards to our businesses and our support of employees. In each issue of Horizons, I share with you an update about the Lighthouse's progress in our Strategic Initiatives, with the ultimate goal under our Strategic Plan of creating and sustaining 500 livable wage jobs.

Within the strategy of Building Core Manufacturing Capabilities, we have added new Okuma mills to allow for the machining of titanium, which positions The Lighthouse for the Blind, Inc. to participate in the next generation of aerospace manufacturing. We're exploring the possibility of adding high temperature plastic injection molding, which would also further broaden our product line.

We also have great news to report on in the area of Developing Service Businesses. We've entered into an additional agreement to perform Contract Management in San Diego for the Defense Contract Management Agency. This is a wonderful development since we are currently also working into our second year performing similar work for the US Navy. We're also aggressively pursuing the creation of additional Base Supply Centers. And we're happy to see growth in another area of our service business, our Contact Center. In recent months, the Contact Center has completed work performing "mystery shopping" surveys by phone for a hotel company. We have also kicked off a new contract to perform sales calls for a local catering company. Because our employees have historically provided outstanding service for our internal customers, we're excited about expanding this skill set to serve more partners.

Under our Physical and Geographic Expansion initiative, the current focus of our Board of Trustees ad hoc committee is Spokane. Our goal is to expand an additional 48,000 square feet as our office product line being produced at INL continues to grow. We are judiciously examining our options and making sure that expansion can be sustained. Our long-term goal is to add 40 jobs for individuals who are blind and visually impaired after this expansion is eventually completed. We're also talking to other blindness-related organizations on the West Coast about future partnerships, in which we would lend our manufacturing management expertise to bolster the operations – and create more jobs.

Another of our strategic initiatives is to Expand Accommodations and Training Opportunities. One highlight in this area is a new Community Resource Series implemented over the past several months in which local organizations and government agencies share their expertise with our employees. For instance, over the winter organizations that support blind and Deaf-Blind skiers came to share about their programs, along with the tactile experience of touching cross country and downhill skis. Other presenters have provided information on affordable housing and on the Seattle Fire Department. Another area of has been the addition of technology to increase accessibility, including the recent purchase of seven braille displays and 13 Closed Circuit Televisions (CCTVs). Continued growth under this initiative means we're providing more opportunities for our employees.

The final strategic initiative to Expand the Seattle Lighthouse for the Blind Foundation is highlighted well in the accompanying letter from Foundation Board President, Howie Dickerman. In the past few months, we've added three new Foundation board members who have taken on meaningful roles to expand our charitable resources. In order to support all of our strategic initiatives and to meet our goal of

increasing the number of employment opportunities, it will take the resources provided by our business partnerships and our community supporters.

Thank you for your support of The Lighthouse for the Blind, Inc. We're honored by your involvement and thank you for what your investment makes possible.

Kirk Adams
President & CEO

Upcoming Lighthouse Events

2012 Redefining Vision Luncheon

May 23rd, 2012, noon-1:30 p.m.
The Westin Seattle Hotel, 1900 5th Ave., Seattle, WA 98101

You're invited to our annual signature fundraising event where the community supports and celebrates our mission of creating and enhancing opportunities for people who are blind, Deaf-Blind, and blind with other disabilities. For more information or to let us know you'd like to attend, go to redefiningvision.org or call 206-436-2253.

Second Annual Spokane Braille Rally

June 9th, 2012
Inland Northwest Lighthouse, 6405 North Addison St., Spokane, WA 99208

Our second Spokane Braille Rally will again feature a contest in which a blind or visually impaired "navigator" provides clues to a sighted driver in a timed driving contest.

Check for details as they develop at www.spokanebraillerally.org.

Creating Access to Opportunities

The Lighthouse works diligently to improve accessibility for employees as part of our mission to create and enhance opportunities for independence and self-sufficiency for people who are blind, Deaf-Blind, and blind with other disabilities. In pursuit of our goal of becoming a leader in accessibility and assistive technology, the Lighthouse makes it a priority to provide accommodations and training for employees.

In March of last year, our Board of Trustees approved our new Accessibility and Training Policy, reinforcing accessibility as a top priority at all Lighthouse locations. The policy clarifies the Lighthouse's commitment to promote, facilitate, and encourage innovative accessibility and training initiatives throughout the organization, a commitment crucial to supporting and implementing initiatives which align with our strategic goals and mission. Peggy Martinez, the Lighthouse's Accessibility Manager, responds to employee's challenges as they take on a new position or as their vision changes over time. Peggy assesses an individual's needs and brings the expertise of the organization to find a solution through assistive technology and training. You can read the Lighthouse's Accessibility Policy in its entirety on the Lighthouse blog at our website, www.seattlelighthouse.org.

Throughout Lighthouse facilities, workstation accessibility solutions

include the use of JAWS (Job Access With Speech) screen-reading software, ZoomText screen-magnification software, braille note-takers and embossers, large monitors, CCTVs, talking calculators, hand held magnifiers, and ongoing



O&M Instructor Meg Johnson (top) demonstrates a CCTV to BSC Sales Coordinator David Jefferson

script writing and technical support to ensure JAWS works properly with other software. At Lighthouse Base Supply Centers, employees use pen labelers that read barcodes, currency identifiers, and floor mats connected to vibrating beepers that alert staff when a customer has approached the counter.

Blind and visually impaired employees working in the Lighthouse Machine Shop use talking calipers to measure parts, and machining equipment is equipped with JAWS and large monitors for visually impaired machinists. Lighthouse facilities are also designed to be accessible to employees, with contrasting wall colors

for low-vision employees and American Sign Language interpreters, Tilco raised lines for mobility guides through the building, lighting adjustments in work areas for individual needs, window filters to reduce sunlight glare, and contrasting desktops for low-vision employees.

Through our Orientation and Mobility Program (O&M), instructors assist blind and Deaf-Blind individuals in learning skills to travel safely and independently not only in Lighthouse facilities but within the community. O&M instructors provide instruction on white cane travel, bus and street route planning, safety techniques for low-vision travelers, relocation and route planning for new community members, electronic travel aid training, and supplemental training for guide dog users. O&M instructors meet the needs of numerous employees as they navigate through the ever-changing transit landscape of the greater Seattle area, providing ongoing route planning and safe travel techniques as vision loss and accessibility needs change.

The Lighthouse is continually striving toward our goal of creating opportunities and improving accessibility for employees, through our Employee and Community Services programs and workplace accessibility accommodations. If you haven't been to visit us in a while, contact Keri Brent at kbrent@seattlelh.org for a tour of our facility and to see our accessibility initiatives in action.

Be Our Guest

We would be delighted to welcome you as our guest at either of our Seattle or Spokane locations so you can learn more about how we are creating opportunities for the independence and self-sufficiency of people who are blind in our community. To schedule a tour, please contact Development Assistant Keri Brent at kbrent@seattlelh.org, or by phone at 206-436-2134 with at least three weeks advance notice.

Become a Member with a Lasting Legacy

Lighthouse Legacy Society Members hold a special place in our community, as they provide long-term support for our mission and programs. To become a member, the only requirement is to notify the Lighthouse in writing that you have made some type of planned gift to our organization. The planned gift can be an annuity, the naming of the Lighthouse in a will, or designating the organization as the beneficiary of a life insurance policy. Please contact Development Director Kirk Laughlin with questions at 206-436-2253 or email klaughlin@seattlelh.org.

Upcoming Seattle Lighthouse Tours

June

Tuesday	6/5	1:00 p.m. to 2:30 p.m.
Wednesday	6/6	10:00 a.m. to 11:30 a.m.
Tuesday	6/19	1:00 p.m. to 2:30 p.m.
Wednesday	6/20	10:00 a.m. to 11:30 a.m.
Thursday	6/21	10:00 a.m. to 11:30 a.m.

July

Tuesday	7/3	1:00 p.m. to 2:30 p.m.
Tuesday	7/17	1:00 p.m. to 2:30 p.m.
Wednesday	7/18	10:00 a.m. to 11:30 a.m.
Thursday	7/19	10:00 a.m. to 11:30 a.m.

Letter from the Foundation Board President

I am honored to be reporting to you as Board President of the Seattle Lighthouse for the Blind Foundation. Thank you for your commitment to our mission of creating and enhancing opportunities for people who are blind, Deaf-Blind, and blind with other disabilities.

One way we measure our success as an organization is by how well we've been able to create employment opportunities. This issue of Horizons outlines recent successes by The Lighthouse for the Blind, Inc. in this regard, as well as opportunities to show your support for this mission through our fundraising events. I hope you can join us for the May Redefining Vision Luncheon in Seattle or the June Spokane Braille Rally at Inland Northwest Lighthouse.

As a social enterprise nonprofit, the Lighthouse consists of two distinct entities, each led by its own volunteer board. The Lighthouse for the Blind, Inc. engages in manufacturing and contract service businesses, providing employment opportunities for people who are blind, Deaf-Blind, or blind with other disabilities. Seattle Lighthouse for the Blind Foundation is a separate entity under the Lighthouse umbrella whose mission is to raise charitable funds to support Lighthouse Employee & Community Services (ECS) programs such as computer training, orientation & mobility training, Deaf-Blind interpreting services, outfitting accessible workstations, braille literacy, Deaf-Blind community classes, and others.

The Foundation measures its success by looking at how it helps the Lighthouse ECS programs through its fundraising activities. Every member of the Foundation Board is dedicated to this mission. While there isn't room to recognize everyone at this time, I'd like to take this opportunity to recognize some of our Foundation Board members. Without their commitment, dedication, and hard work, we wouldn't be able to properly support the jobs that are being created at the Lighthouse.

I'd like to acknowledge the tireless work of **Barbara Ross**. Barbara has been a board member since 2008 and has taken on an incredible amount of work. She chairs our Directorship Committee, which seeks out other committed volunteers to donate their time to the organization – and who have a passion for the mission. She has also chaired successful fundraising events, including our past auctions and this year's *Redefining Vision* Luncheon. These events take a tremendous amount of time and effort.

I'd like to welcome **George Kraft** as a recent addition to the Foundation Board. George joined the board in Fall 2011 and has been a longtime supporter of Seattle Lighthouse for the Blind Foundation through his role as Senior Account Manager for The BoxMaker. George began his volunteer service to our organization after being inspired by attending our previous Redefining Vision events. He has taken on an important volunteer role on our Directorship Committee with Barbara, and continued his support for our annual event.



Foundation Board President Howie Dickerman

Dave Garten, PCS Managing Director & Fiduciary Relationship Manager at Northern Trust, has served since 2010, and has recently assumed the role of chair on our Major Gifts and Planned Giving Committee. This important group guides and supports larger annual donations to the Foundation – and provides oversight to our planned giving program. Dave's also taken on leadership of recurring Planned Giving Awareness events, in which he discusses tools through which donors can plan for their financial futures while also providing long-term support for the Foundation.

Kirk Neamen is our newest foundation board member and is a financial advisor with Ameriprise. We are thrilled to have him extend his professional expertise to our fundraising efforts.

And I'd like to close with an accolade for past Foundation Board President **Tom Kuebler**. His tireless service over the last seven years has resulted in a vibrant planned giving program, increased major giving, and the growth overall of charitable giving in support of our mission. While he's stepped down as Foundation Board President, we're not letting him get away and look forward to many more years of successful Foundation Board service from Tom and all our other Foundation Board members. It is a privilege to serve with such a dedicated group of volunteers.

Our volunteer efforts are an extension of the community support all of you show the Lighthouse. Thank you for helping to create jobs and support independence for Lighthouse employees.

Howie Dickerman

Board President

Seattle Lighthouse for the Blind Foundation



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**Learn more about our School Tour Program by
visiting our website, www.seattlelighthouse.org**

