"As co-founder of the Menlo Charity Horse Show, I know donors have choices when they give. I choose Vista Center year-after-year because they continually enhance, improve, and innovate to provide the highest quality services for those living with vision loss in the Bay Area."
- Betsy Glikbarg, Menlo Charity Horse Show Co-Founder

"Our family supports Vista Center with financial contributions, as well as our time. We look forward to Sight Tech Global and the exciting ways Vista Center is using innovation and community partnerships to ensure the best for people living with vision loss."
- Joan Desmond, Vista Center Board Member
- Ned Desmond, Former COO TechCrunch, Sight Tech Global Executive Producer

Vista Center serves people who are working hard to make meaningful and positive changes in their lives while overcoming challenges they face with visual impairment. Vista Center programs serve students, working adults, and seniors in building an essential sense of independence and dignity through evaluation, education, and training.

***

Support those living with vision loss by mailing a financial gift to our Palo Alto office or donating online. Thank you!

Please visit our website or call 650.858.0202 to learn more about Vista Center.

Vista Center FY20 Board of Directors
Amy Andonian, Board Chair
Claire Biancalana, Fund Development Committee Chair
Recia Blumenkranz, M.D., Board Member
Meaux Costello, Board Member
Joan Desmond, Board Member
Michael Freitas, Board Member
John Glass, Chair Elect & Treasurer
Susan Glass, Program Committee Chair
Katie Hogan, Secretary
John Hufferd, Board Member
Karae Lisle, Vista Center CEO
Patrice Maginnis, Co-Chair Board Development
William Miklos, Audit Committee Chair
Artis Montague, M.D., Board Member
Mark O’Boyle, Emeritus Board Chair
Mike Plesha, Board Member
Sudha Rajagopalan, Board Member
Carolyn Rogers, Board Member
Steve Sanislo, MD, Co-Chair Board Development
Bob Stewart, Board Member
Christy Tall, Board Member
Ashley Tuan, OD, PhD, Board Member
Nels Westman, Finance Committee Chair
A Message from Karae Lisle, Vista Center CEO:

In January 2020, I reviewed our progress and thought, our strategies to tighten productivity and strive for new revenue are working - we will diminish Vista's operating deficit in the near future. In March, the pandemic Zoomed into our lives and changed everything. Vista Center’s response to the pandemic was a Board supported commitment “to continue serving our community - in spite of financial losses incurred”. Staff adjusted service delivery methods and leveraged technology to quickly pivot to provide continued support for clients and their families. No staff layoffs, in fact as essential workers, hours increased, thereby widening our funding gap.

Clients First

In trauma, increased isolation from shelter-in-place, exaggerated anxiety, and heightened fear are mental health issues that surfaced for individuals living with vision loss; consequently, as an approved essential services organization, we encountered new client needs. Vista added a support phone line, launched a food/medicine delivery service, and proactively completed wellness calls to 2,000 clients/individuals. Now, Zoom, FaceTime, and smartphones have become familiar tools used to stay connected!

Funding vs. Demand

As in FY20, we will experience another operating deficit in FY21, but a smaller one, with expenses trending down and revenues inching up. Many loyal donors have increased support, and we are working diligently to bring new donors and grantors into the Vista family. Our wait list includes 200+ clients and schools are requesting additional services for students.

Through virtual fundraising events, new next generation Board members, and technology thought leadership, Vista Center is using strategies designed to broaden support for programs and services for people living with vision loss.

With absolute sincerity and full gratitude, we celebrate the community's dedication to Vista Center's mission!

“I have referred clients to Vista Center for over 20 years. Their service approach combines a focus on functional vision skills with the compassion and emotional support that is critical to rehabilitation after vision loss. Simply put, Vista Center is priceless.”
- Steve Sanislo, M.D.
Stanford Byers Eye Institute Clinical Professor, Ophthalmology
Vista Center Board Member

“Prior to Vista Center, I did not have much to live for... after talking with the Vista social workers, I now have hope. Their positivity, enthusiasm, and encouragement on the possibility for me to regain my independence has made me feel uplifted and empowered that I can reclaim my independence again.”
- Ken, 75, Client

“I don't know about you, but this week has been awesome! Because you (Vista Center Teacher) are my home-school teacher again, and I am so happy to be learning with you!”
- Jake, 10, Student

In the midst of COVID-19, Vista Center continues to meet our client's critical needs:

**Virtual services:**
- Online Case Management for all Vista clients
- Support Groups and Peer Mentoring to encourage, uplift, and help address concerns
- Online Wellness Classes to support continued physical activity and overall well-being
- Online Student Instruction, including activities to augment the Expanded Core Curriculum required for youth living with vision loss

**New non-virtual services:**
- Help Line for referrals and assistance with transportation, shelter, and medical services
- Medical and grocery shopping, including delivery, free of charge
- Meal delivery to seniors enrolled in the County Senior Nutrition Program
- Programs and Services -

21,655
Client Service Hours delivered

Vision Loss Rehabilitation Services

Safe & Healthy Living Services
Low Vision Clinic Services
Technology Training
Youth Services
Community Services

9 out of 10 students meet or exceed their academic goals

"I felt so depressed when I lost my vision. Vista Center was my bridge to see life beyond sight and the many joys that other blind individuals cherish every day."
- Timothy, Student

85% of clients are able to resume reading with the use of low vision aids

"Thank you to each one of the staff members; everyone is happy, ready and willing to assist and they always provide positive and helpful information. I feel blessed!"
- Gladys, Client

8,840
hours of volunteer service to Vista Center

"The volunteers are the heartbeat that keeps Vista Center alive with vibrant energy and community spirit. Many of the volunteers have also been Vista Center clients, who take great pleasure in giving back to the organization."
- Karae Lisle, Vista Center CEO

- Financials -

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$1,014,109</td>
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<tr>
<td>Public Funding</td>
<td>$400,494</td>
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<tr>
<td>Program Services</td>
<td>$634,368</td>
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<tr>
<td>Events</td>
<td>$443,681</td>
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<tr>
<td>Investments income</td>
<td>$248,490</td>
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<tr>
<td>PPP Stimulus Loan</td>
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<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$2,105,626</strong></td>
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<tr>
<td><strong>TOTAL SUPPORT &amp; REVENUE</strong></td>
<td><strong>$3,119,736</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th>Amount</th>
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<tr>
<td>Program Services</td>
<td>$2,649,655</td>
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<tr>
<td>Management &amp; General</td>
<td>$496,494</td>
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<tr>
<td>Fundraising</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
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<td>Change in Net Assets</td>
<td><strong>($395,449)</strong></td>
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<tr>
<td>Net Assets, Beginning of Year</td>
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<tr>
<td>Net Assets, End of Year</td>
<td><strong>$11,184,141</strong></td>
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</tbody>
</table>
Vista Center celebrates our kindhearted community partners, who are generous in spirit, and have continued to support the organization during a particularly challenging year. In an era when fundraising is especially difficult, even for a worthy cause, and despite the need to cancel in-person 2020 events, we are profoundly grateful for your unwavering commitment to the Vista Center mission.

**Grantors**
- Atkinson Foundation
- Bright Horizons Fund
- The Max and Victoria Dreyfuss Foundation
- El Camino Hospital
- Fox Family Foundation
- Fremont Bank
- Lions Vision Research Fund
- Los Altos Community Fund
- The Nicholson Foundation
- Pajaro Valley Community Health Trust
- Palo Alto Community Fund
- Palo Alto Weekly Fund
- San Jose Mercury Wish Book
- Sequoia Health Care District
- Sereno Group 1% for Good
- Silicon Valley Community Foundation
- Sutter Health - PAMF
- Tae Foundation

**Menlo Charity Horse Show**
- Show Cancelled
- Virtual Gala Only

**Vintage Affaire**
- Event Cancelled
- Wine Sale

**Hats Off to Vista Center**
- Event Cancelled
- Donation Campaign

**Sight Tech Global**
- Virtual Conference
- Inaugural Event

**- FY20 Donors -**

- **$50,000+**
  - Josephine Carpignano
  - Dinesh & Joy Desai

- **$20,000 - $49,999**
  - Suzanne Legallet
  - William Mikkos & Susan-Rinne Mikkos
  - Ronald & Barbara Peyton
  - Clarence Rene

- **$5,000 - $19,999**
  - John & Gioia Arrillaga
  - Claire Bicanic and Bill Kelsay
  - Janice Dingler
  - Kevin & Catherine Harvey
  - Jack & Geraldine Kabak
  - Michael & Kathy Lader
  - Patrice Maginnis & Eric Rice
  - Larry & Nancy Mohr
  - George Park & Elizabeth Wood
  - Cristel Resatar
  - Susan & Edward Shenk
  - Steve & Paula Smith
  - Stephen Silver & Connie Norlander
  - Paula Thompson
  - Neil & Susan Westman

- **$501 - $999**
  - Michael Bordoni
  - Rosemary Brogan & Gary Caballero
  - Selma Chin & Charles Bang
  - Renee Courington & David Beaver
  - Nels & Maureen Enemark
  - John Tang & Joan Hsia
  - Kingsley Jack
  - Herbert & Lee Kaner
  - Jeffrey & Alison Kondo
  - Bryan Loomis
  - Christine Mangan
  - Anne Peterson
  - Yen Pham
  - Brad & Stephanie Van Linge
  - Sherry Woo & Erik Ottem

**Corporate**
- **Platinum Premier**
  - Kodak Sciences
  - Amazon
  - Facebook
  - Ford Motor Company
  - Google
  - IDEO
  - Microsoft
  - Netflix
  - Perceptive Automata
  - Samsung TechCrunch
  - Verison Media

**Corporate Grants**
- **$501 - $999**
  - Michael Bordoni
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  - Nels & Maureen Enemark
  - John Tang & Joan Hsia
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  - Anne Peterson
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**- Fundraising -**

**- Grantors -**
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- Fremont Bank
- Lions Vision Research Fund
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- The Nicholson Foundation

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**Corporate**
- **Platinum Premier**
  - Kodak Sciences
  - Amazon
  - Facebook
  - Ford Motor Company
  - Google
  - IDEO
  - Microsoft
  - Netflix
  - Perceptive Automata
  - Samsung TechCrunch
  - Verison Media
Vista Center is perfectly positioned to provide consulting to Silicon Valley-based corporations on Design and Usability Testing for products in development. Our turnkey consulting approach provides companies with a Functional Accessibility Review to assess their product design, or existing products, through our expert Access Technology Specialists.

One of our premier corporate partners, Mojo Vision, Inc. is a startup in the San Francisco Bay Area, that recently launched the first Smart Contact Lens, which utilizes Augmented Reality (AR) to enhance contrast and detect objects.

Leveraging Vista Center’s consulting, Mojo not only met their deadlines for conducting research, but also worked with a broader population for more meaningful insights and feedback. “Mojo’s partnership with Vista Center has been a game changer. They have been instrumental in helping us accelerate consumer research and feedback on feature functionality” said Steve Sinclair, SVP of Product and Marketing at Mojo Vision. “Our collaboration has provided us with valuable insight that will result in a better product.”

In FY20 alone, our growth in this arena has expanded exponentially. Vista Center has also provided valuable support for research and assessing existing products for Amazon, Microsoft, Facebook, and Netflix.

Mojo Vision’s strong commitment to volunteerism supported the launch of a food delivery program for clients during COVID-19. Mojo team members also shopped for and delivered food items to clients who were not able to visit grocery stores during shelter in place restrictions. “My (sighted) wife is feeling ill, and is staying separated from me at home. Our two kids were advised to not visit us due to their mom’s condition. It is hard being blind, trying to get around to make a meal for me, if not for the two of us. I was very grateful when your volunteer knocked on the door and left the bag of meals. This kindness gave us so much relief during this time.”

Corporate volunteerism through Vista Center is a win-win for all involved. Our corporate partners have participated in guided hikes, Board service, pro bono consulting, and customized recreational activities. Corporate employees learn firsthand the importance of the Vista mission and how Vista Center promotes independence as a core value among clients.

As a thought leader among charitable organizations serving the Bay Area Visually Impaired Community, Vista Center is constantly identifying ways to use technology to strengthen the bridge that connects individuals living with vision loss to medical personnel, friends & family, professional contacts, and the world at large. Innovation is a core value of the Vista Team, and in that spirit, we are launching Sight Tech Global, the first global virtual conference dedicated to bringing together technology pioneers using artificial intelligence to enhance barrier-free navigation, facilitate expedient access to information, and bolster positive connections for people who are blind or visually impaired.

Vista Center owes an enormous amount of gratitude to Ned Desmond, the Sight Tech Global Executive Producer, and his esteemed team of experts, who have spent hours planning inspiring discussions and breakout sessions to appeal to a broad range of people who support the blind and visually impaired community.

Join us December 2-3, 2020 for this virtual event. Registration is free and with generous corporate sponsorships, this event serves as a significant fundraiser for Vista Center.

www.sighttechglobal.com