For over 100 years, the Association for the Blind and Visually Impaired has empowered people with vision loss to see great things. We’ve encouraged them to see their strength and tenacity, capability and courage. We’ve provided tools and taught them the skills they need to see happiness after visual impairment and attain success by overcoming barriers. Yet, with all that we have done, we have also learned so much from everyone we have come in contact with over the years.

Ours is a people business. It is a business built on relationships and the sharing of dreams, goals, heartbreaks and triumphs. Thanks to you, with each passing year, we are able to touch the lives of more and more people and make a difference in their lives and the lives of their families and communities. Whether it is job opportunities created through our sewing contracts with the United States Air Force and Coast Guard, or through the Contact Center where vital information services are provided by our talented call center representatives, or through empowering a 100-year-old woman to be able to take her own medicine and get her own mail, every achievement serves a greater purpose. That purpose is ingrained in our mission: “To prepare and empower people who are blind or visually impaired to be self sufficient and contribute to their families and communities.”

We are proud of the contributions the people we serve are making every day as a result of the quality vision rehabilitation, education, training and employment opportunities we provide. It is they, not us that have made our business a success. These are the people who are reflected in the most impressive numbers we have ever reported about our services (see page 2 for details). And it is through them that we will continue to see and do great things.

Continued on page 2.
Continued from page 1... Thank you to everyone who has made this possible through your generous contributions. We could not have achieved this success without you.

<table>
<thead>
<tr>
<th>Achieving in 2011</th>
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<tbody>
<tr>
<td>21 individuals served in a weekly job club</td>
</tr>
<tr>
<td>86 children served by our Vision Care for Kids</td>
</tr>
<tr>
<td>92 individuals and their guests participated in Adult Recreation Programs</td>
</tr>
<tr>
<td>131 children received Vision Rehabilitation services</td>
</tr>
<tr>
<td>313 individuals received Orientation and Mobility Services</td>
</tr>
<tr>
<td>476 individuals received Vision Rehabilitation Therapy services</td>
</tr>
<tr>
<td>482 individuals received assistance from Social Work staff</td>
</tr>
<tr>
<td>768 individuals served in the Low Vision Center</td>
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<tr>
<td>1,690 individuals served by our Vision Wellness Programs</td>
</tr>
<tr>
<td>4,843 in-person visits with individuals</td>
</tr>
<tr>
<td>5,043 individuals served between the ages of seven months &amp; 104 years</td>
</tr>
<tr>
<td>15,303 service hours provided to all individuals</td>
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Bringing a voice to the needs of the people we serve

ABVI has always been a voice for individuals who are blind or visually impaired. Advocacy efforts increase the awareness among government officials, community groups, businesses and the general public of the barriers to independence people with vision loss face.

Rene Latorre, Director of Advocacy and Consumer Affairs leads this effort. She serves as an advocate both inside and outside of ABVI, working to ensure that the concerns of people who are blind or visually impaired are heard and acted upon to positively impact their lives.

“My role can be on a global scale, or more one-to-one advocacy,” says Rene.

Concerns are raised about many issues, including transportation and dog guides. One-to-one advocacy like this involves working with an individual to help him or her understand his or her legal rights while educating private business owners and the general public on issues protected by the Americans with Disabilities Act.

“Advocacy that speaks with a unified voice can be very powerful”

– Rene Latorre

Rene believes this type of advocacy can be more rewarding because of the immediate results, but notes that although the legislative process is sometimes arduous, it’s very exciting when a law is passed. For instance, right now Rene is supporting licensure of Vision Rehabilitation Professionals, including Vision Rehabilitation Therapists and Orientation and Mobility Specialists. Because of the specialized skills needed by people working in these professions, licensure is important. “It’s about ensuring people with vision loss receive the highest quality service provided by qualified professionals all across the state,” says Rene.

Rene also serves in a larger advocacy group that is attempting to change Medicare to obtain coverage for optical aids. Looking ahead, Rene would like to see ABVI’s advocacy service grow stronger through the development of partnerships with like-minded organizations.
ABVI and the AR TS

By Sarah Favro,
Development Associate

People who are blind or visually impaired may feel it is impossible to find pleasure in activities that they might have done when fully sighted, including the creative arts. ABVI’s music and art programming teaches individuals that they can enjoy and create art and music, and that there are many benefits in doing so.

Through a generous donation from the Joseph Rippey Foundation, ABVI has been able to begin offering art and music programming to adults with vision loss. These programs focus on the ability, not the disability, and emphasize the creative process.

In January, we began our art programming with pottery classes. Classes took place at a local studio where those who attended were able to use clay to form a piece of art by hand as well as using the potter’s wheel.

“It was an experience that broadened their creative expression through working with clay. Many of those who participated had never used a potter’s wheel before,” says JoAnn Vaccaro, recreation coordinator.

A concert series is being planned for the near future. The series will highlight the enjoyment and benefits of musical performance for people with vision loss. For information on this opportunity and any other adult recreation program, contact JoAnn Vaccaro at (585) 327-5520 or call the events hotline at (585) 327-5522.

ABVI’s ROC Star: Dr. Tina Reeves

On 12-8-2011, ABVI and other local nonprofits took part in the inaugural Roc the Day community-wide online giving effort. When all the clicks were in, ABVI garnered several new donors and donations. The highlight, however, came from the efforts of ABVI’s Roc Star, Tina Reeves, OD, a long-time supporter and volunteer for ABVI. Dr. Reeves rallied fellow Optometrists in the region and issued a matching challenge for all their donations. Together, they raised almost 70 percent of the total Roc the Day donations for ABVI.

Dr. Reeves’ involvement with ABVI started in 1996, at the inception of Project Eye Care, an outreach and preventative program that provides eye screenings for underinsured community members. Throughout the years, she has volunteered to perform eye screenings, recruited other volunteer doctors and has helped obtain donated eye exam equipment. “Tina is a very giving person who has always wanted to help me and ABVI in any way she can,” says Kimberly Lawrence, Project Eye Care program coordinator.

Whether with her time, her resources or through her fundraising efforts – Dr. Tina Reeves has been a pillar of support for ABVI throughout the years. We would like to say a big thank you to our very own Roc Star.
More than 35 Lions Clubs have given generously of their time, talents and treasures to ABVI’s mission over the years. The Lions have a history of participating in activities with ABVI and have also cumulatively donated more than $200,000 since 1995.

The Lions have a special focus on vision issues and preventing blindness, and take part in sight projects both internationally and at the local level. Their work and vision matches perfectly with ABVI.

The Lions provide ABVI with volunteers for vision screenings; ABVI helps the Lions by collecting eye glasses at their Goodwill stores for the Lions distribution program. In 2010, the Webster Lions received ABVI’s prestigious Community Partner Award; ABVI’s CEO Gidget Hopf has received the prestigious Lions Uplinger Award.

This symbiotic relationship has strengthened both groups and has lead to collaborations including the Irondequoit Lions Club hosting a clothing drive. Every year, the Webster Lions Club Camp Smile funds Lifeskillz, a summer program to prepare blind or visually impaired children for life after high school. Dansville, Hamlin, Avon and Walworth clubs monitor Goodwill donation stations.

Clubs have also assisted with purchasing low vision aids and equipment, children’s books and talking money identifiers to enable a person who is blind or visually impaired to identify the color of apparel and items at a Goodwill store, therefore gaining and maintaining employment.

Most recently, Lions Club International Foundation helped secure ABVI’s future with a generous $75,000 donation to the Centennial campus expansion. In recognition of this grant, ABVI is naming the new Low Vision Examination Room after the Lions.

Recently, members of Lions Club International presented ABVI’s Gidget Hopf & Sarah Favro with a donation of $75,000.

Did You Know:

Goodwill of the Finger Lakes was named 2011 Business of the Year by the Genesee, Livingston, Orleans, Wyoming (GLOW) Workforce Investment Board

The award highlighted the work Goodwill has done to truly become a community partner and good neighbor. “It’s the power of collaboration,” says JoBeth Rath, workforce development manager at Goodwill of the Finger Lakes, in describing her experience working with the Workforce Development Office. “The partnership has had a tangible impact on the strength of our community.”

Since Goodwill opened its store and community center in Geneseo in 2010, it has implemented a collaborative approach to community strengthening focused on the people we serve. More than 500 people have attended the 300-plus meetings and events that have been held at the Goodwill Community Center since opening. Goodwill has also aligned its community strengthening efforts with job placement and case management for individuals with barriers to employment.
A Wish Come True...

Inspired by the idea that technology can have a positive impact on the lives of individuals who are visually impaired, generous ABVI friend and donor Jason Henderberg fulfilled the wish published in the last issue of InSights for a Kindle for the InSight Shop. It is being used to show people who might be interested in employing adaptive technology what a Kindle can do to make reading easier.

Thank you Jason for making this wish come true!

Our Wish List

iPad with accessories: $700
To be able to train individuals we serve on the latest technology.

iTunes gift cards
To purchase and download apps for accessibility purposes.

Barnes & Noble and/or Amazon gift cards
To download content for our eReaders used in our InSight Shop and for demonstrations.

Wegmans, Tops or Salvatore’s gift cards
To support our adult and children’s recreation programs.

Sunlens Evaluation kit: $500
For Vision Rehabilitation Therapists to use in the community.

Optelec Compact 5 HD portable video magnifier: $900
The Low Vision Center would benefit greatly from the new high definition electronic hand-held device that offers magnification from 1.5X to 18X with two different ergonomic reading positions.

Ocutech Telescopes: $1,500 - The Low Vision Center needs to upgrade its current bioptic telescopes to include the VES Sport, VES K and new binocular flip up telescopes under development and expected to be released during the summer of 2012.

Apple Mac mini with OS X Lion: $999 - This computer will enable the Vision Rehabilitation team to manage all of its Apple devices, including iPads, iPods, iMacs and Macbooks from one central location. The efficiency this product delivers will help the Vision Rehabilitation Department save valuable time and money and will help the Department to stay on the cutting edge of what is available on the technology front.
Memorial and Honorary Gifts

A memorial or honorary gift is a wonderful way to celebrate special occasions, honor a loved one, or pay tribute to the memory of family members or friends. Many generous people have found a way to express their caring spirit while helping to ensure the success of ABVI. As a thank you for your gift, ABVI will list your name and the names of those who you are honoring in our newsletter. We’ll also send a note acknowledging your gift according to your wishes. For more information about making a memorial or honorary gift donation, please contact Kristen O’Connell at (585) 697-5711 or koconnell@abvi-goodwill.com.

Thank you to the following friends who have made contributions from November 1, 2011 and January 31, 2012.

In memory of Muriel Ackroyd
Anne V. Wolff

In memory of Ruth Etter
Virginia and David Rice

In memory of Albina Grum
Carolee Cuba
Bryan R. Damico
Robert and Rosetta Damico
Dorothy and James Green
William F. Holly
Natalie and Lawrence Willoughby

In honor of Frederick R. Bennett
Becky Bennett

In memory of Margaret Farabell
BVR Construction Company, Inc.
Evelyn Bauman
Frances Boudreaux
Linda and Gaylen Enochson
Donna, Angelo, and Grace Hunt
John Lauff
Nelson Peck
Mr. and Mrs. Frank Schoenacker
William and Donna Jean Smith
Shirley and William Stillman
Paul Wilmot

In memory of Anthony Guglielmo
Robert Dangler
Lorraine Fairey
Janice Kaiser

In honor of Lauri Bradstreet
Alice Richardson

In memory of Chris M. Hanna
ABVI Men’s Group

In honor of George Bremner
Herbert and Nancy Trimmer

In memory of Elizabeth Harvey, O.D.
Roy Farnsworth
Alice Richardson

In memory of Howard Burgess
Bayside Paving Contractors
Charles and Terrie Meyn

In honor of Anthony Ziegler Hills
Donalee Farrell

In memory of Howard Bremner

In memory of Susan Finn
Nancy and Michael Clary
Anne Falzone
John and Sue McElhinney
Donald Nogaj
Rochester Rehabilitation Center, Inc.
Theresa Sanger
Bernice Sheldon

In honor of Catherine Iati
Joseph and Sandra Bartus
Karen and Larry Smith
Marion Valerio

In memory of Toby Cherry
The Lynn & Janice Miley Charitable Trust Fund

In memory of Joyce Kie
John Dimitry

In honor of Shane Carman
Jacqueline Carman

In memory of Donald Furlong
Dorothy Baer
JoAnn Bloomberg
Carol and Bill Lebbon
Nikki B. Llewellyn
Harold McCaffery
Christine McCaffery
Bruce McCaffery
Mr. and Mrs. Joseph Practico
John and Susan Steinwachs

In memory of Catherine Iati

In memory of Donald Furlong

In memory of Hermann Goldfarb
Erika Goldfarb

In memory of Anthony Ziegler Hills

In honor of Barbara J. Devney
Alice Richardson

In memory of Cosmo Leccese
Sally and Carl Steinfeldt

In memory of Josephine DiPrima
Jean H. Weiss

In memory of Carmine Lionelli
Ron Pratt

In memory of Eli Eckman
Leslie and Aaron Daily
Brian and Ashley Eckman
Terry and Della Maholland
Karen M. Schuhle-Williams Ph.D.
Howard and Diana Warren
In memory of Leona Maffei
Lucille and John Kinsella

In memory of Shobhana Mishra
Arlin and Suzanne McKim

In honor of Lewis Morrow
Thomas Morrow

In memory of Marion W. Neun
Mary Ellen and Peter Parry

In honor of Anna Mina Palma
Joanna L. Teasdale

In memory of Marie S. Patricelli
Anna Giuliano
Joyce Greenwood
Edward Hargrave, Jr.
Jerome and Josephine Infantino
Robert Jones
Donald Salamone

In memory of Leon Perkins
Irene and Raymond Ciancaglini
Roland and Joyce Curtis
Dolores and John Patane

In memory of Joseph Pliska
Judith L. Lippa

In memory of Vito Politi
Beverly and Gary Barna
Mirta Caiazza
James and Rita DeLucia
Kelly Donofrio and Family
Kathy and Gary Lang
Joann and Bill Marianetti
Paul and Anne Sartori

In memory of Frank Pollatta
Nancy Pollatta

In memory of Edna Polyn
Sharon Sankes

In memory of Robert Schmitt
Paula Schmitt
Stephanie Su-Brady O.D.

In memory of Loisjean Slinkman
Irene Salamone

In memory of Josephine Tortora
Bridget Tortora

In memory of Leon J. Van Eecke
Alan Van Eecke

In memory of Kurt Weinbach
Sheila Weinbach

In memory of Anne H. Yanicky
Suzanne and Bernard Ernst
Denise Kolerski
Karen Woch

### CooperVision employees choose ABVI

In January, CooperVision announced that in conjunction with achieving record global product sales in 2011, its Rochester area employees are getting the chance to donate to a local charity of their choice. A corporate event at the Rochester Convention Center included CooperVision’s local employees and representatives from the Association for the Blind and Visually Impaired (ABVI), the recipient of CooperVision’s donation. Local area CooperVision employees were responsible for selecting a charity and they chose ABVI because of their local efforts to empower people who are blind or visually impaired.

“I’m thrilled that our Rochester area employees selected ABVI to receive a donation in their honor. ABVI provides a valuable and unique service that tightly aligns with our dedication to helping improve the way people see each day. On behalf of the over 1,200 CooperVision employees in the Rochester area, I am honored to present ABVI with a check for $30,000,” remarked CooperVision president, John Weber.

“At ABVI we empower people with significant vision loss to see and do great things. We believe that people who are blind or visually impaired can contribute to their families and communities in meaningful ways,” said A. Gidget Hopf, the president and chief executive officer of ABVI. “We are extremely thankful for this thoughtful gift from CooperVision as it enables our efforts to make a difference in people’s lives every day.”

CooperVision also supports global philanthropic organizations like Optometry Giving Sight, the only global fundraising initiative that specifically targets the prevention of blindness and impaired vision due to uncorrected refractive error – the need for an eye exam and a pair of glasses. Thanks to corporate sponsors like CooperVision, Optometry Giving Sight guarantees that 85 percent of donations from optometrists, opticians, their practices, staff and patients goes directly to give sight to people in need.
Looking for another way to give to ABVI?

On Wednesday, June 20, 2012 local businesses, schools and organizations are encouraged to host a **Jeans Day** to benefit ABVI. All it takes is a $5 donation to wear jeans or dress down. This is a quick and easy way to engage your colleagues or students and raise awareness and funds for ABVI, one of our community’s most vital assets.

If you are interested in participating and want to sign up or want to learn more, please call ABVI Development Manager Kristen O’Connell at (585) 697-5711.