Dear Friends of FBC:

2021 was the year the FBC community came together.

As the pandemic recedes into endemic, the FBC continued to do what it does best: fix large, systemic problems with a lean and pragmatic but nimble approach. Only this year, we were able to leverage our pandemic lessons-learned to expand and grow in new ways.

Some things have changed. Where in-person instruction is not possible, virtual service delivery is here to stay, allowing the FBC to extend direct services beyond our traditional geographic boundaries, even to international students who have been served in this manner throughout the year. This enables FBC to serve students in remote areas who would not otherwise be served effectively while controlling costs. Virtual summer school allowed for students to develop skills and stay on track academically despite the summer break.

Operationally, new paperless accounting and management systems have increased efficiency and improved operational effectiveness. The FBC now leads in the education of new Teachers of the Visually Impaired (TVI), with FBC staff teaching Arizona State University students in a new program to become TVIs, fixing our state’s TVI pipeline issue while allowing the FBC staff to develop professionally.

Some things have not changed. In-person services resumed, allowing students and staff to come together once again. Weekly in-person SHARP programs also resumed, and with it the tangible benefits of in person interaction and instruction. The White Cane Walk attracted more members of the FBC community than ever. Adults receiving transitions services were still able to find employment, despite the pressures the pandemic has placed on the workplace. Capital improvements continued, with the installation of new shade structures in the West Valley and a new parking lot extension at the Northern Avenue Campus. The FBC has accomplished all this while not having any layoffs or furloughs, keeping our staff productive and secure. And Santa still received letters in both braille and large print.

As we come together, we are reminded of the joy of being with our community to face common problems and find common solutions. The joy of being in a community where we first, commit to the impossible and then work hard to make it a reality.

Please join me in reviewing this Annual Report. You will see our accomplishments and our financial information, but what you will see more than anything is the joy we all have to be part of this community.

David P. Nigro, Esq.

(Nora’s dad)

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Three-year-old Lyla joined the Foundation for Blind Children’s preschool halfway through 2021. At the time, she only knew of her home and family. So, entering a classroom filled with teachers, staff, and peers was a new world for Lyla: a world that would prepare her for a bright future.

In those first days, weeks, and months at FBC, Lyla struggled to adjust to new surroundings and unfamiliar people. She barely cracked a smile and would often utter “all done” to let everyone know she was unsure and wanted to go home. Soon standing, walking, and independently eating during feeding times were avoided with the same two words, “all done.”

Fortunately, FBC thrives when faced with challenges. We seek out what motivates our students to show the world their independence. Day after day, Lyla’s classroom team devised activities to push Lyla one step closer to her goals. To which Lyla replied, day after day, “all done.” Until one day, Lyla came out of her shell. She started scooping and taking independent bites of food. Shortly after, she was not only standing but taking her first steps with the support of a walker. Eventually, Lyla’s catchphrase “all done” melted away and was replaced with a smiling “AGAIN.” When she walked to her classroom, “AGAIN.” When she took a bite of food, “AGAIN.” Moments like these exemplify FBC’s “why.”

The Foundation for Blind Children’s teachers and staff help students grow into their full potential. Lyla will be graduating from preschool this year. Her team is confident she’s ready to take on her next adventure, kindergarten.

Because of you, FBC can support students and their families as they overcome challenges to take on life’s greatest adventures. Thank you, again!
## Early Intervention (EI) Hours

- EI Families Served: 217
- School Districts Served: 32
- Total Preschool Students: 68
- Total Elementary Students: 36
- Total O&M Students: 37
- Service Hours: 1,602

## Classrooms

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
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</thead>
<tbody>
<tr>
<td>Early Intervention (EI) Hours</td>
<td>2,339</td>
</tr>
<tr>
<td>EI Families Served</td>
<td>217</td>
</tr>
<tr>
<td>School Districts Served</td>
<td>32</td>
</tr>
<tr>
<td>Total Preschool Students</td>
<td>68</td>
</tr>
<tr>
<td>Total Elementary Students</td>
<td>36</td>
</tr>
<tr>
<td>Total O&amp;M Students</td>
<td>37</td>
</tr>
<tr>
<td>Service Hours</td>
<td>1,602</td>
</tr>
</tbody>
</table>

## Itinerant Program

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students</td>
<td>189</td>
</tr>
<tr>
<td>Service Hours</td>
<td>2,671</td>
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<tr>
<td>Schools Served</td>
<td>88</td>
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<tr>
<td>School Districts Served</td>
<td>36</td>
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</table>

## SHARP

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
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</thead>
<tbody>
<tr>
<td>Super Saturday Students Registered</td>
<td>44</td>
</tr>
<tr>
<td>Summer SHARP Students Enrolled</td>
<td>20</td>
</tr>
<tr>
<td>Activities Provided (in person and virtual)</td>
<td>148</td>
</tr>
</tbody>
</table>

## Family Services

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
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<tbody>
<tr>
<td>Families Served</td>
<td>48</td>
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<tr>
<td>Family Events</td>
<td>8</td>
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<tr>
<td>Parent 2 Parent Friday’s</td>
<td>37</td>
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### Adult Comprehensive Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students Served</td>
<td>49</td>
</tr>
<tr>
<td>Program Graduates</td>
<td>18</td>
</tr>
<tr>
<td>Assistive Technology and Tech Support Training Hours</td>
<td>4,648</td>
</tr>
<tr>
<td>Independent Living, Braille, OM, Adjustment to Disability</td>
<td>4,138</td>
</tr>
<tr>
<td>Job Readiness</td>
<td>1,231</td>
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</tbody>
</table>

### Educational Support Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students Served</td>
<td>45</td>
</tr>
<tr>
<td>College Graduates</td>
<td>4</td>
</tr>
<tr>
<td>Attending Graduate school or higher</td>
<td>9</td>
</tr>
<tr>
<td>Graduates in FBC Employment Services</td>
<td>2</td>
</tr>
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### Teen to Work and College Prep

<table>
<thead>
<tr>
<th>Service</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students Served</td>
<td>23</td>
</tr>
<tr>
<td>Independent Living, OM, Leadership Hours</td>
<td>1,166</td>
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<tr>
<td>Assistive Technology Training Hours</td>
<td>359</td>
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<tr>
<td>College Readiness</td>
<td>356</td>
</tr>
<tr>
<td>Career Exploration and Work Experience</td>
<td>1,158</td>
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<tr>
<td>Local Employers Supporting Program</td>
<td>6</td>
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</table>

### Trailblazers

<table>
<thead>
<tr>
<th>Service</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students Served</td>
<td>12</td>
</tr>
<tr>
<td>Orientation and Mobility, Leadership, Independent Living, Assitive Technology Training Hours</td>
<td>672</td>
</tr>
</tbody>
</table>

### Who are the Trailblazers?

Thirteen visually impaired students from the Foundation for Blind Children spent ten days in the Grand Canyon alongside eight FBC staff members in partnership with Arizona Rehabilitation Services.

The Trailblazers hiked the Bright Angel Trail, rafted through the Colorado Rivers rapids, and more.

Together, the group created countless memories that will last a lifetime.

Scan the QR code below to watch clips from the trip and hear how the adventure impacted the group. If you are visually impaired, find a link to a version with audio descriptions.
214,769
Pages of Braille Transcribed

### Direct Benefit

<table>
<thead>
<tr>
<th>Description</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students Receiving Equipment</td>
<td>818</td>
</tr>
<tr>
<td>Districts, Charters &amp; Agencies</td>
<td>47</td>
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<tr>
<td>Students Receiving Alternative Formats</td>
<td>106</td>
</tr>
<tr>
<td>Equipment Orders</td>
<td>2,225</td>
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</table>

### FBC Library

<table>
<thead>
<tr>
<th>Description</th>
<th>Count</th>
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</thead>
<tbody>
<tr>
<td>Braille Titles</td>
<td>32,615</td>
</tr>
<tr>
<td>Large Print Titles</td>
<td>11,615</td>
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<tr>
<td>Electronic Text Titles</td>
<td>1,060</td>
</tr>
<tr>
<td>Total Titles</td>
<td>45,290</td>
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</tbody>
</table>

### Material Production

<table>
<thead>
<tr>
<th>Description</th>
<th>Count</th>
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</thead>
<tbody>
<tr>
<td>Braille On Demand Pages</td>
<td>17,327</td>
</tr>
<tr>
<td>Braille Text Pages Transcribed</td>
<td>197,442</td>
</tr>
<tr>
<td>Braille Titles Requested</td>
<td>478</td>
</tr>
<tr>
<td>Large Print Titles Requested</td>
<td>507</td>
</tr>
<tr>
<td>Electronic Files Requested</td>
<td>28</td>
</tr>
</tbody>
</table>

### MLB Technology Lease Program*

<table>
<thead>
<tr>
<th>Description</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients</td>
<td>34</td>
</tr>
<tr>
<td>Average Package Cost</td>
<td>$5,744</td>
</tr>
<tr>
<td>Tech Support Calls</td>
<td>43</td>
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</tbody>
</table>

*The MLB Technology Lease Program provides assistive technology and technical support to students and teachers through funding from the Arizona Diamondbacks.
## Financial Overview

### Revenues

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>$2,816,822</td>
</tr>
<tr>
<td>Program Service Fees</td>
<td>$3,156,498</td>
</tr>
<tr>
<td>Government Contracts</td>
<td>$648,793</td>
</tr>
<tr>
<td>Contributions &amp; Grants</td>
<td>$1,330,758</td>
</tr>
<tr>
<td>United Way</td>
<td>$170,240</td>
</tr>
<tr>
<td>Special Events</td>
<td>$164,924</td>
</tr>
<tr>
<td>Bequests</td>
<td>$96,750</td>
</tr>
<tr>
<td>Investment Income</td>
<td>$1,102,375</td>
</tr>
<tr>
<td>Tech Sales</td>
<td>$37,345</td>
</tr>
<tr>
<td>Other</td>
<td>$3,240</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>$9,527,745</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Expense Type</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$8,214,894</td>
</tr>
<tr>
<td>Administration</td>
<td>$1,190,418</td>
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<tr>
<td>Fundraising</td>
<td>$401,547</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$9,806,859</strong></td>
</tr>
</tbody>
</table>

- **Program Services**
- **Administration**
- **Fundraising**
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Amanda Zink
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Joseph Yuhas
Deborah Zufan
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Blackbaud Giving Fund
Caesars Enterprise Services LLC
Doris & Martin Hoffman
Family Foundation
Fidelity Brokerage Services LLC
IBM Employee Services Center
Kroger
LumEnrich Inc.
Mesa United Way
Republic Services
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UK Online Giving Foundation
United Way of Greater Kansas City
Womack Family Trust

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