

COMMUNITY

2013

IMPACT



Prevention.

Independence.

Employment.

Letter from our President/C. E. O.

To Our Associates, Volunteers and Friends:

As I reflect on 2013, I have lots of thoughts. It truly was a year of highs and lows. I direct your attention to the 2013 Highlights. We certainly had a lot of great events, visitors and successes. As I think about the down turn in our funding, it is never fun to have to reduce staff. But, for the overall good of our organization, we had to make that difficult decision in June of 2013.

In November of 2012, our Board of Directors and Management Team crafted a three year Strategic Plan. In 2013, we made significant progress to meet the goals of the plan. We all recognized the need to move as much business as possible from the Government to Commercial opportunities. I'm pleased to report that we started down that path this year. A direct result of those efforts made it possible for us to bring on five new Associates with no layoffs in the Industry.

On our Services side, we saw increased support from both the Clinton and Lycoming County United Ways along with a grant from

the First Community Foundation that made it possible for us to provide iPad training to our clients. We certainly appreciate the support of these organizations.

In closing, I want to express my sincere thanks to our Board of Directors who have been so supportive of our Management Team as we move forward and plan for the future. As always, our Associates have once again stepped up to do whatever it takes to get the job done and provide outstanding service to all of our stakeholders.

I'm sure 2014 will have its challenges. I also know that we have a great Team and no matter what, we will figure it out and always keep in front of us our mission to *provide exceptional programs, services, and employment to the blind and visually impaired, as well as excellent education, prevention services, and products to all customers.*



Robert B. Garrett, President/C. E. O.



353

Unduplicated Number of Blind or Visually Impaired Individuals Served in 2013



We teamed up with Josie Smith and the Sight Loss Support Group to Sponsor a Blindfolded Putt at the CBICC Pre-Putt Party.



Ashley Campbell participated in the first "Great Cookie Contest," of the Annual Plankhorn Holiday Party open to the students of the Vision Rehabilitation Therapy Cooking Classes.



The first Dining in the Dark fundraiser was held at Le Jeune Chef Restaurant in collaboration with the School of Business and Hospitality at the Pennsylvania College of Technology.

Associate Sierra Frantz visited Horses of Hope during an outing with the Adventurers Group, a new support group formed in 2013 to promote outdoor recreation.

Associate Kenny Bower celebrated his 30th year of employment with North Central Sight Services, Inc. by being chosen to throw out a First Pitch at a Williamsport Crosscutters game. A compilation of his practices leading up to the big event is available on YouTube.



We held our 2nd PM Exchange for the Williamsport/Lycoming Chamber of Commerce: Trey Phillips, Bob Garrett, Sandy Spencer and Jamie Snyder.



The following awardees were recognized at the Annual Dinner held in April of 2013:

Supplier of the Year Award - Ellen Clark & Richard McLarney, DMMI

Outstanding Service Awards - Quinn Kirk, MD, Andrea Weinhoff

BSC Associated Agency Partner of the Year - LC Industries

Regional Business Partner of the Year - Family Practice Center

(Pictured Left: Quinn Kirk, MD, Peggy Rubillo, Tommy Rubillo and Cory Lehman)

Innovative Partner Award - Michael Fingerhut

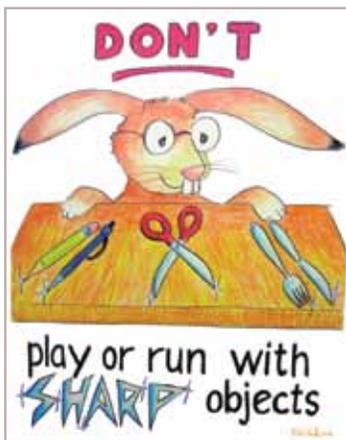
Partner in Service Awards - Dr. George Sadka, MD, Matthew Cramer, David Mayer

(Pictured Far Left: Dave Mayer of the Muncy Area Lions Club)

Employee of the Year - Terri Kio * *Volunteers of the Year* - Carol Royce, Sue Fazekas

Prevention

Approximately one in every ten preschoolers and one in every four school-aged students have an undetected vision problem. Early intervention is crucial in the fight against blindness; therefore one of our main goals is to provide free screenings for children and educational presentations about eye safety and eye health.



C. Well Bunny visits preschools and health fairs.
© Center for Vision Loss

In the fall of 2013, North Central Sight Services, Inc. launched a general awareness campaign that featured the personal stories of Kenny Bower, Kay Stein, and Neil Schweikart. Each individual represented one of the core aspects of our mission: prevention of blindness, independence, and employment.

With the support of his parents, Darren and Sue, four-year old Neil Schweikart became the face of Prevention. Neil's vision was first screened at a local daycare. He was referred to the Functional Vision Clinic for eye glasses to correct an abnormality. Neil's quest for healthy vision is just beginning. His story represents why North Central Sight Services, Inc. aims to prevent blindness in **your** community.



168

Children Received Eye Exams in the Functional Vision Clinic

82

Children Received Prescriptions for Eye Glasses to Help Improve Their Vision

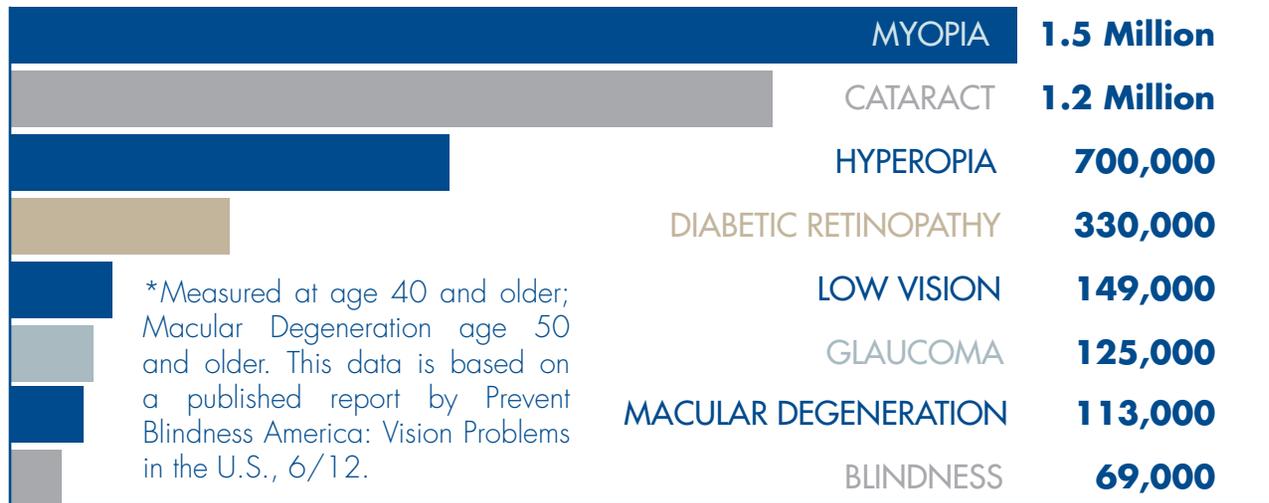
10

Children Were Provided Eye Glasses through the Remedial Eye Care Program

The **Functional Vision Clinic** is a program that provides complete eye examinations with tests that can find vision related learning problems in children. The clinic is staffed by Dr. John M. Ciummei, O. D. who has 30 years of extensive clinical experience in pediatric optometry. A child can be referred as a result of a vision screening provided by North Central Sight Services, Inc. or from schools and similar financial assistance programs.

WE ARE IMPROVING THE VISION OF **YOUR** COMMUNITY

Age Related Eye Disease in Pennsylvania*



In addition to preventative screenings, North Central Sight Services, Inc. works with local optometrists to offer financial assistance to those in need.

The **Remedial Eye Care Program** assists eligible individuals to obtain an eye exam and/or eye glasses at a reduced cost. We work with local eye care centers to provide an eye exam and to help provide a basic pair of glasses.

5,502

Total Number of Vision Screenings Provided in 2013 to detect symptoms of eye diseases and functional vision issues

122

SITES PRESCHOOLS • DAYCARES • BUSINESSES
PRE-K REGISTRATION • SENIOR CENTERS • PUBLIC

55

Adults Received Remedial Eye Care Exams

157

Adults Received Eye Glasses to Help Prevent Vision Loss

Independence

North Central Sight Services, Inc. works with individuals experiencing sight loss to promote independence.

In 2013, we offered Cooking Classes taught by our Vision Rehabilitation Therapist. The participants prepared meals while utilizing various low vision aids.

We also created variation in our support groups. The new Adventurers Group was designed to offer outdoor recreation such as hiking and horseback riding.

still I Can . . .

Maintain a Home • Read My Mail • Be Employed
Cook Dinner on a Stove • Be a Good Parent • Travel
Enjoy a Game • Send an E-mail • Read a Book

I Still Can Live a **Quality Life**



The Adventurers Group spent the day at Little Pine State Park.



125

Individuals learned about valuable Community Resources & Preventative Health Information to make their lives easier as part of our Life Skills & Education Classes

57

Individuals Learned New Skills to Help Them Remain Independent

Vision Rehabilitation Therapy

- Communication Skills
- Technology Training
- Home Management
- Kitchen Safety & Food Preparation
- Personal Care & Hygiene
- Use of Low Vision Aids

212

Individuals Received Support Services 1,750.3 Hours

Support Services provide Assistance with Daily Tasks:

- Reading Mail
- Meal Planning
- Grocery Shopping
- Essential Errands

156

Individuals Utilized Our Transportation & Sighted Guide Services

Employment

WE PROVIDE A PURPOSE



Nettie Mann
Achievement
Award Nominee

UniqueSource
(Formerly Pennsylvania
Industries for the Blind
and Handicapped)

Being chosen for the Nettie Mann Achievement Award means a great deal of personal fulfillment. On a business level, it's a sense of completion and achievement. On a personal level, it's about perseverance, dedication to my job and a passion for what I do. I enjoy interacting with our customers on a daily basis and take tremendous pride in my work each and every day. As someone who is legally blind, NCSS has given me the confidence, tools, and skills to succeed.

- John Denmark



Milton J. Samuelson
Blind Employee of the
Year Nominee

AWARDED BY
National Industries
for the Blind

It has been almost five years since my life-changing event of vision loss. North Central Sight Services has given me opportunities and help in many ways. Being employed at North Central Sight Services allows me to interact with customers and meet new people on a daily basis.

Through NCSS, I've spoken at events for local Lions Clubs and the Lycoming County United Way. I also help with the Lions Journey for Sight Walk. These activities and awards continue to help me stay positive in everyday life.

- Steve Britton

Peter J. Salmon Blind Employee
of the Year Nominee

AWARDED BY
National Industries for the Blind

My job allows me the opportunity to bring my experience and knowledge to something bigger than myself. The ability for advancement and the socialization with fellow associates makes going to work every day a pleasure.

After surviving a brain aneurysm January of 2001 which severely affected my eye sight, I am thankful for NCSS for giving me the chance to once again be independent and work with people who are overcoming challenges of their own as well.

- Darby Obetz



34

The sales of products and business services through our industry operation create employment opportunities for individuals who are blind or visually impaired.

Document Management

- Light Industrial
- Document Preparation
- Scanning & Indexing
- Quality Control

Vending Services

- Inventory/Restocking
- Equipment Maintenance
- Customer Service

Warehousing & Distribution

- Light Industrial/Assembly
- Packaging
- Order Processing & Shipping
- Material Sorting

Individuals Who Are Blind or
Visually Impaired That Had
Meaningful Employment
in 2013 Through Our Agency

2013-2014 Board of Directors

Gregory Stapp, Board Chair

"I began serving on the board of NCSS because of how helpful the services were to a woman I was related to. She was blind for many years toward the end of her life. Both her and her family appreciated the tremendous help provided by NCSS. Through all the years of my service on the board, I can say that my experience has been educational and encouraging, challenging at times, rewarding and even fun. I have been honored to be a part of helping blind and visually impaired people in our community."

Anthony Campana, OD

"As a Doctor of Optometry, with more than 30 years experience, it has always been my goal to provide patients with the very best vision. Unfortunately acceptable visual acuity can not always be achieved. I have relied on NCSS to provide visual aids and moral support for those patients. Also, the excellent early childhood vision screenings have allowed me to correct potentially serious vision problems in a timely manner."

Barry Stiger, Treasurer

"I believe in the mission of NCSS and in a small way, helping to contribute to the success of the organization."

Debra Bowes, Vice Chair

"As I look back on why I was wanted to get involved in the organization, I remember asking myself what is the mission and what do they do? Our focus is your vision. That is a pretty powerful statement. I doubt there are many people who can say that they have not personally been impacted by someone with vision loss. But something that really sets us apart from other social service agencies is our business model - we do not rely heavily on grant funding to be able to provide our services; we also have a "business side" that exists to provide funding for our social services, as well as to provide employment opportunities for associates who are visually impaired. I have learned a tremendous amount in my time on the board, and I have truly enjoyed the time I spend with everyone at NCSS; everyone is like family!"

JoAnn DiPasquale, Secretary

"It is with pleasure and pride that I serve as a director for NCSS, an organization that is committed to their mission and is comprised of a group of clearly dedicated individuals who are not afraid to go the extra mile, think outside of the box, and do whatever it takes to serve their clients, staff, and the community."

Daniel Velte

"I choose to serve on the board of NCSS because I believe in the cause and feel honored to play a small role in the organization."

Roxanna Chapman

"Being on the Board of North Central Sight Services has allowed me to build new relationships in the community and have a better understanding of the many services and commitment the organization has to the blind and visually impaired. I am proud to be a part of such a wonderful organization with a committed staff of people providing support to individuals with vision loss."



In 2013, our agency collaborated with the Muncy Area Lions Club to host a golf tournament fundraiser. We also held a White Cane Day event with free Sip for Sight™ Coffee.



Gary Strauch, District Governor of the Lions Clubs of 14G with Robert Garrett and Gregory Stapp.



V. P. of Operations, Jamie Snyder graduated from the Leadership Lycoming Class of 2013.

REFLECTIONS OF SERVICE IN **YOUR** COMMUNITY



AC Cruz (Pictured Left)

"NCSS provides me with the true meaning of "Team". The pride taken and accomplishments achieved by the board members, employees and those we serve makes the heart feel good . . . "

Jonathan DeWald

"I am honored to serve on the Board of North Central Sight Services, Inc. (NCSS). The daughter of a close friend is blind and, while watching him raise her, I grew interested in the challenges confronting the blind and visually impaired. After learning about his experiences, I wanted to get involved to promote programs, services, and employment available to the blind and vision-impaired. The Board of NCSS provided me with such an opportunity."

Jason Phillips

"I was first asked to join the board by a current board member. I was always aware of the organization but never knew all of the services it provides here locally. I had the pleasure of meeting with the staff, touring the facility and talking with the employees. After that afternoon, I knew I wanted to be involved. This great organization has given many individuals an opportunity to work, it gives independence and it helps with preventative care and education in our surrounding communities. As a board member, I am proud of the entire organization and will continue to serve and share NCSS's vision."

Jessica Harlow

"I serve on the NCSS Board because of the wonderful services it provides to individuals with vision impairment, an issue close to my heart as I have watched my beloved grandmother struggle with the loss of her vision due to macular degeneration for years. Thanks to products and services provided by organizations like NCSS, she is able to continue to enjoy life and activities she loves, such as reading."



Vince Matteo (Pictured Left with Heather Engle at the Golf Tournament)

"My paternal grandfather suffered a serious stroke at a young age. While he did recover, he lost sight in one of his eyes. When he would visit us he would rub our eyelids with his finger and kiss us on our foreheads while telling us how important our sight is and to take care of our eyes. That is one of the reasons I volunteer for NCSS and in many ways, probably the most important one."

Anthony Visco, Jr., Immediate Past Board Chair

"Being part of the North Central Sight Services board has been very satisfying for me by allowing me to make contributions of my particular expertise and skills as an architect to the sight impaired community and through the board, to our north central Pennsylvania community as well. Being a board member I have gained a greater understanding of an agency that does so much more than just provide services for blind and sight impaired clients but also provides meaningful and fulfilling employment opportunities for many of those same clients."

"Every staff member and manager involved in North Central Sight Services is dedicated to provide a healthy life style for their clientele."

"I am proud to support the hard working efforts of the North Central Sight Services staff and management team to continue their success."



Financial Summary

REVENUE AND SUPPORT

Sales of Products & Services through Industrial Operation	\$7,792,880
Sustaining Membership, United Way, Fees for Service & Public Support	\$133,430
Government Support	\$224,220
Grants	\$8,172
Interest/Purchase Discounts Income	\$36,720
Investment Income	\$95,270
Restricted Income	\$87,900
Lions Support	\$16,400
Sale of Fixed/Misc. Asset Income	\$32,680

Total Revenue for 2013: \$8,427,672

EXPENSES

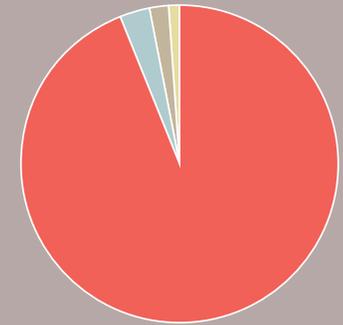
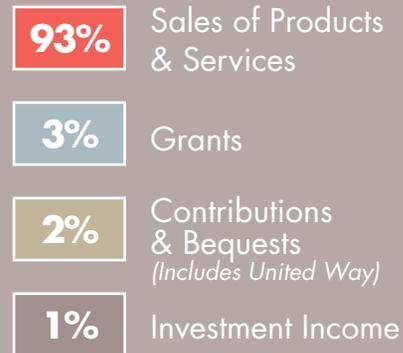
Salaries and Wages	\$1,557,750
Cost of Goods Sold & Obsolete Inventory	\$5,019,430
Commissions and Professional Fees	\$351,730
Employee Benefits	\$801,590
Occupancy, Property Maintenance, Service	\$153,780
IPC and PIDA Loan Interest	\$0
Contract and Equipment Maintenance	\$112,890
Specific Assistance to Individuals	\$34,500
Eye Care & Education	\$6,090
Camp Scholarships	\$1,550
Functional Vision Clinic	\$5,920
Remedial Eye Care	\$10,070
Training, Conferences, Travel	\$24,320
Vehicle Expenses	\$140,600
Depreciation	\$187,770
Supplies, Postage, Freight, Equipment & Organizational Dues	\$255,560
Investment Fees	\$137,640
Misc. Expense, Interest on Line of Credit and Non-collectible Loss	\$28,130

Total Expenses for 2013: \$8,829,320

Excess/(Deficiency): (\$401,648)

*Figures are unaudited and rounded off to the nearest \$10.00.

HOW OUR MISSION IS FUNDED



COMMUNITY SUPPORT

The 30th Anniversary of the Lions Journey for Sight Walk was the largest and most successful to date. In addition, local Lions, Lioness and Leo Clubs pledged \$15,900 to support our mission.

North Central Sight Services, Inc. received a grant from the First Community Foundation Partnership of Pennsylvania for Apple iPads for field staff and to teach technology classes as part of the Vision Rehabilitation Therapy Program.

North Central Sight Services, Inc. received a \$40,000 grant from the Harry Plankenhorn Foundation to accommodate a building expansion due to the success of the new Electronics and Plastics Recycling/Grinding operation.



Our Prevention of Blindness Services and Social Services are funded in part by the Harry Plankenhorn Foundation, the Lycoming United Way, the Clinton County United Way, Lions Clubs of 14G, the Pennsylvania Bureau of Blindness and Visual Services, and the Office of Vocational Rehabilitation.

**THANK YOU TO THE FOLLOWING
CONGRESSIONAL LEADERS FOR
THEIR SUPPORT IN 2013**

State Representative Tina Pickett

(R-Bradford/Sullivan/Susquehanna)



State Representative Matthew Baker (R-Bradford/Tioga)



U.S. Representative Tom Marino (PA-10)



State Senator Gene Yaw (R-23)

Brian Langan, Northeast PA Regional Manager for U.S. Senator Pat Toomey (R-PA)



State Representative Garth Everett (R-Lycoming)



MAKE AN IMPACT ON **YOUR** COMMUNITY

Your contribution can help secure valuable programs and services that improve the quality of life for individuals who are blind or visually impaired, and help to prevent blindness in your community. Make a lasting impact on your community.

DONATION DOLLARS AT WORK

\$30

Provides **one** Functional Vision Exam for a child in our monthly clinic.

\$50

Provides Life Skills and Education Class for **20** individuals.

\$75

Provides standard eye glasses for **one** individual in need.

\$200

Provides vision screenings for **200** preschool children.

\$8,000

Can provide one Spot Vision™ Screener to be used to detect symptoms of eye disease and functional vision issues in one second. This would allow us to screen small children that otherwise would not be screened.

Make Your Contribution Online at www.ncsight.org

North Central Sight Services, Inc. is a 501(c)(3) charitable organization as designated by the IRS and is registered with the Bureau of Charities in the state of Pennsylvania.

CONTACT US

By Mail: North Central Sight Services, Inc.
PO Box 3292
2121 Reach Road
Williamsport, PA 17701

By Phone: 570-323-9401
Toll Free 1-866-320-2580

By E-mail: Visit www.ncsight.org for a list of departments

SOCIALIZE





2121 Reach Road
PO Box 3292
Williamsport, PA 17701-0292

Non-Profit Org.
U.S. POSTAGE
PAID
Williamsport, PA
Permit No. 54

