



**VISIONCORPS STATEMENT OF ACTIVITIES 2020
FISCAL YEAR OCT 2019-2020**

Organizational Employment Revenue:	
Revenues	\$22,595,359
Less: Cost of Goods Sold	\$13,351,450
Organizational Employment Revenue, Net	\$ 9,243,909
Rehabilitation Services Revenue	\$ 233,751
Fundraising Revenue & Bequests	\$ 749,768
Other Revenue	
Net Increase, Investment Activity	\$ 993,882
Miscellaneous Income	\$ 76,818

TOTAL REVENUES \$ 11,298,128

Program Services	\$ 9,003,791
Management and General	\$ 805,731
Fundraising and Development	\$ 339,872

TOTAL EXPENSES \$10,149,394

INCREASE IN NET ASSETS \$ 1,148,734

STATEMENT OF FINANCIAL POSITION

TOTAL ASSETS \$35,111,105

Liabilities	\$ 2,995,406
Net Assets	\$32,115,699

TOTAL LIABILITIES AND NET ASSETS \$35,111,105



OUR MISSION

Empowering individuals with vision loss to attain independence.

OUR VISION

We see a world where vision loss is not a barrier to personal and economic independence.

OUR VALUES

Respect • Commitment • Innovation • Integrity



2020 ANNUAL REPORT

SERVING YOUR COMMUNITY



76

Volunteers donated their time to VisionCorps.



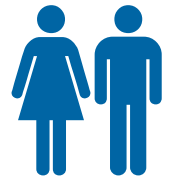
1,837

Hours were contributed by volunteers, valued at \$21,915.



281

New clients were referred for rehabilitation services.



1,117

Adult clients were served in five counties.



VisionCorps served **82** youth clients, ages birth to 18, in fiscal year 2020.



10,755

Hours of service were provided to children and adults experiencing vision loss.



7,189

Preschool aged children were screened for potential vision impairments. Of them, 533 were referred for an eye exam.

EMPLOYING YOUR COMMUNITY

The Enterprise Group focuses on employing people who are blind or vision impaired in manufacturing, food processing, and administrative services, through both public and private sector contracts. Employment opportunities are available in Lancaster, Lebanon, Cumberland, Philadelphia, and York Counties.

49,553

Delineator posts – the reflective posts on the side of highways – were manufactured by employees who are blind at VisionCorps. The most prominent display of VisionCorps' work on these is on the Pennsylvania Turnpike.

3,481

Tons of rice were packaged and distributed in VisionCorps' Lebanon Facility for the U.S. military both domestically and internationally - as far away as Afghanistan and Iraq.

56,484

Spray bottles were filled, labeled, packaged and distributed with cleaners in VisionCorps' janitorial and sanitation line.

331,757

Sets of helmet pads were completed and distributed by VisionCorps by employees who are blind. Did you know that VisionCorps provides 75% of helmet pads worn by the entire U.S. Military?

104,927

Number of hours of direct labor filled by 90 employees who are blind or vision impaired.

384,050

Number of units recycled, refurbished and reformatted for the National Library Service's (NLS) audio books program. As part of the Library of Congress' commitment to books and periodicals for the blind, VisionCorps' York facility provides the labor to process the cartridges and containers the NLS uses for the program.

INVESTING IN YOUR COMMUNITY

In fiscal year 2020, **\$749,768**, was donated to support VisionCorps services and the Foundation's investment funds, including the Youth Services and Scholarship Programs. Moving forward, VisionCorps Foundation is working to build its Technology Fund and to grow accessible technology services to clients in all locations.

3,617 unique contributions were made to VisionCorps Foundation in fiscal year 2020.



REVENUE BREAKDOWN:

- Community Organizations: 3.2%
- Corporate: 7.5%
- Lions, Lioness & Leo Clubs: 6.4%
- Foundations and Grants: 16.4%
- Bequests: 31.5%
- Individuals: 35%

DEDICATION AND TEAMWORK HELPED VISIONCORPS ACHIEVE THESE 2020 ACCOMPLISHMENTS:

The pandemic in 2020 created many challenges, but from the challenges came accomplishments and new programs that would not have been developed without facing these hurdles. VisionCorps is proud to have continued to serve clients, and maintain employment during COVID-19.

Continuing Operations and Serving Clients:

As a result of the ongoing pandemic, VisionCorps' IT Team helped 70 staff members work remotely using technology to allow them to securely access work using their home internet connections.

- To meet the needs of our clients and keep them safe, service delivery at the height of the pandemic transitioned to a hybrid approach combining in-person rehabilitation and teletherapy options through the use of TEAMS.
- Client support groups and educational meetings began operating in a virtual format.

Some 275 clients are participating in either in-person or virtual meetings (1,737 hours) where they can share feelings, experiences, and information among others with vision loss.

- Rehabilitation Services hired an orientation and mobility specialist to teach clients skills to maintain independence.

Meeting Pandemic Needs and Business Development:

In response to their Personal Protective Equipment (PPE) needs, the County of Lancaster, Pa. asked for help and purchased 50,000 non-surgical face masks for use by County employees and at the Lancaster County prison. The County also purchased 80 cases of our Nemesis disinfectant (960 – 12oz. bottles).

- New product lines to supply military helmet pads projects to the U.S. Army and U.S. Marines
- An increase in 10 positions in 2020 for low vision/blind employees

- Nine supervisory positions led by low vision/blind employees
- New assistant director position filled by a low vision employee
- In 2020, CMS submitted more than \$21.3 million in government funds for de-obligation
- Program expansion to five locations: Philadelphia Pa., Mechanicsburg Pa., Washington D.C., Boston Mass., and Winston-Salem, N.C.
- Work on a Center of Excellence for Contract Management to provide training to other non-profits agencies in federal procurement pre-award and post-award processes
- Contract specialists include 35+ employees who perform contract closeouts for all branches of U.S. military
- Advances in assistive technology for the blind and vision impaired are increasing the scope of services available in CMS

Funding Services:

VisionCorps received numerous grants from Foundations throughout its service area and appreciates generous support from:

- Ashland Foundation
- Crels Foundation
- International Paper Foundation
- Lancaster County Community Foundation
- Pennsylvania Vision Foundation
- Rice Family Foundation
- Robert C. Hoffman Charitable Endowment Trust
- Scott Pellman Charitable Fund
- Steve and Donna Jones Foundation