



VISIONCORPS STATEMENT OF ACTIVITIES 2021  
FISCAL YEAR OCT 2020-2021

Organizational Employment Revenue:	
Revenues	\$17,707,922
Less: Cost of Goods Sold	\$ 9,785,865
Organizational Employment Revenue, Net	\$ 7,922,057

Rehabilitation Services Revenue	\$ 260,036
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Fundraising Revenue & Bequests	\$ 855,133
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Other Revenue	
Net Increase, Investment Activity	\$ 3,260,677
Miscellaneous Income	\$ 86,134
Extraordinary Items	\$ 2,182,756

TOTAL REVENUES	\$ 14,569,793
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Program Services	\$ 9,403,254
Management and General	\$ 658,483
Fundraising and Development	\$ 499,986

TOTAL EXPENSES	\$10,564,723
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INCREASE IN NET ASSETS	\$ 4,005,070
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STATEMENT OF FINANCIAL POSITION

TOTAL ASSETS	\$39,668,941
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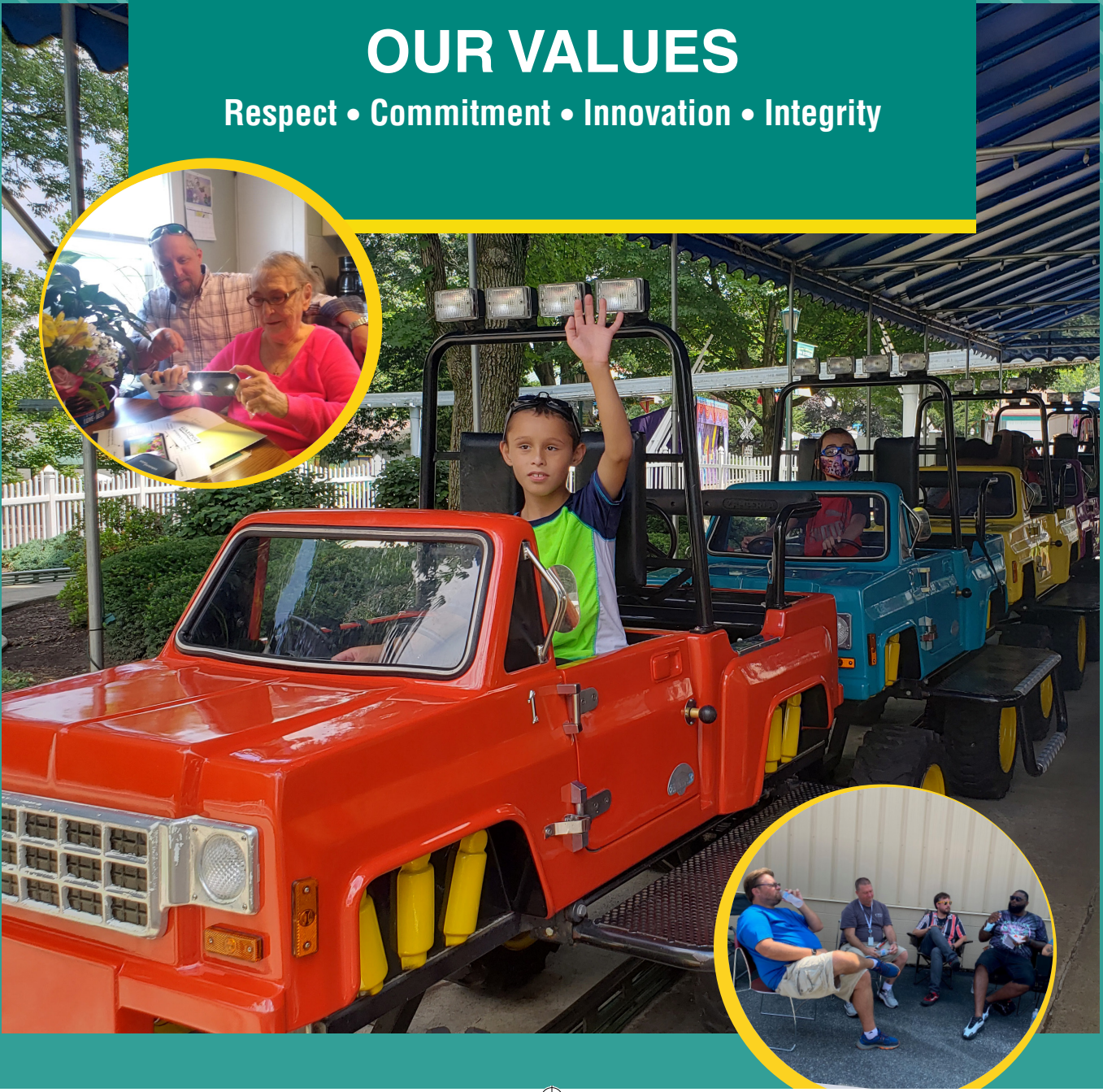
Liabilities	\$ 3,549,172
Net Assets	\$36,120,769

TOTAL LIABILITIES AND NET ASSETS	\$39,668,941
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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



2021 ANNUAL REPORT



VisionCorps  
Empowering Individuals with Vision Loss to Attain Independence



## SERVING YOUR COMMUNITY



54

Volunteers donated their time to VisionCorps.



1,831

Hours were contributed by volunteers, valued at \$21,844.



277

New clients were referred for rehabilitation services.



1,150

Adult clients were served in five counties.



VisionCorps served **67** youth clients, ages birth to 18, in fiscal year 2020.



12,884

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



5,879

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.

46,149

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.

2,975

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.

20,436

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

165,274

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?

114,000

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

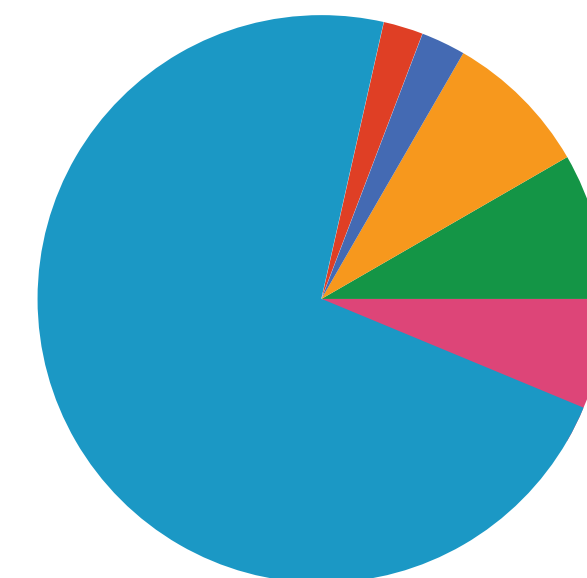
617,850

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 2021, more than **\$855,000** was donated to support VisionCorps. Moving forward, VisionCorps Foundation is working to build its Technology Fund and to grow accessible technology services to clients in all locations.

**3,329** unique contributions were made to VisionCorps Foundation in fiscal year 2021.



### REVENUE BREAKDOWN:

Community Organizations:	2%
Corporate:	7%
Lions, Lioness & Leo Clubs:	3%
Foundations and Grants:	10%
Bequests:	7%
Individuals:	71%

## DEDICATION AND TEAMWORK HELPED VISIONCORPS ACHIEVE THESE 2021 ACCOMPLISHMENTS:

### SERVING OUR COMMUNITY

In 2021, Rehabilitation Services served 1,150 adults and 67 children, and reviewed 277 new referrals for a total of 12,884 service hours.

Two new full-time professionals were hired to meet increased demand: an access technology specialist in Lancaster (servicing all counties) and a social services case manager in Chester County. Virtual support and education groups expanded to include these new groups: Spanish speakers, Dog Guide users, Pathfinders for new clients recently diagnosed with vision loss, and a Young Women's group.

Continuing its public outreach and education services, VisionCorps completed 5,879 KidSight vision screenings for preschoolers in 2021. Vouchers for free eye exams and glasses, from VisionCorps' partnership with the

Pennsylvania Vision Foundation, were delivered to 330 individuals in need in all five counties. Both in-person and virtual outreach programs to explain VisionCorps services were presented to Lions Clubs and other civic organizations and groups in all five counties.

VisionCorps had 54 volunteers who contributed 1,831 volunteer hours for the year.

### EMPLOYING OUR COMMUNITY

VisionCorps was recognized by the National Industries for the Blind (NIB) for meeting its year-over-year employment growth goals for the AbilityOne program, which tracks employment opportunities for people with disabilities, including the blind and vision-impaired.

New employees were added to VisionCorps manufacturing and assembly lines including helmet pads, rifle slings, and neckerchiefs for the U.S. military. Other lines include rice packaging for the military and filling liquid disinfectants.

### FUNDING SERVICES:

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

- Anabaptist Foundation, Inc.
- Ashland Foundation
- Barshinger Family Foundation
- Blackbaud Giving Fund
- BNY Mellon Wealth Management  
Albert B. Millett Memorial Fund
- Bruce R. and Madelyn G. Snyder Foundation
- CRELS Foundation
- Gamber Foundation
- Gooding Group Foundation
- Lancaster County Community Foundation
- National Christian Foundation
- Paul and Margie Smith Charitable Foundation
- Pennsylvania Vision Foundation
- Robert C. Hoffman Charitable Endowment Trust
- Selective Insurance Group Foundation
- Steve and Donna Jones Foundation
- The American Gift Fund
- The Foundation of Enhancing Communities
- Vanguard Charitable
- Willis and Elsie Shenk Foundation
- York County Community Foundation