

October 4, 2016

Ms. Bobbi Brimblecombe  
Town of Marshfield  
122 School Street, Room 1  
Marshfield , VT 05658



Dear Ms. Brimblecombe,

Helen Keller, who helped found the Vermont Association for the Blind and Visually Impaired (VABVI) in 1926, once said, “Alone we can do so little; together we can do so much.” Throughout the years we have seen this to be true—especially of our home state’s generous municipalities. Last year our local towns and cities provided us with over \$30,000 in support! These funds went directly to services for clients. As we celebrate our 90<sup>th</sup> year, we hope the Town of Marshfield will continue to support VABVI so we can successfully carry out our mission of enabling Vermont individuals who are blind and visually impaired to achieve and maintain independence.

For many Vermonters who are blind and visually impaired, our services mean the difference between social isolation and being a vital part of the community; between students being sent out of state to residential schools and being able to attend local schools; between seniors moving to expensive assisted living facilities and staying in the homes they have created for themselves. With offices located in Berlin, Brattleboro, Rutland, and South Burlington, VABVI provides free services to our clients in each of the state’s 14 counties. We are the only private non-profit organization in the state to provide comprehensive support and services to the growing population of blind and visually impaired Vermonters.

In order to maximize efficiency, VABVI analyzes and tracks the number of clients we serve each year, which counties they are from, and which counties gravitate towards which services. During Fiscal Year 2016, VABVI worked with 1,578 Vermonters – including 331 children – across Vermont. We provided services to 111 adult clients and 19 students from Washington County. VABVI has also earned a reputation for managing our funding prudently and in a cost-effective manner; over 91 cents of every dollar donated to VABVI is spent directly on services provided to clients.

Adult Services – From reading, writing, and cooking to hobbies, recreation, and travel, VABVI helps visually impaired adults maintain their independence and dignity. Many of the adults VABVI serve are seniors. Most of these individuals have enjoyed good vision for the majority of their lives, but now suffer from age-related vision loss and need help adjusting to the practical, social, and emotional effects of visual impairment. Certified rehabilitation staff members work with clients at home or in VABVI offices, demonstrating techniques and showcasing aids that will enable these individuals to adapt to and work around their vision loss. Services for adults include: low-vision screenings; orientation and mobility training; assistance in adapting the home



VERMONT ASSOCIATION FOR THE BLIND AND VISUALLY IMPAIRED

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low-vision requirements; recommendations for service; and training in and procurement of the various aids and appliances necessary for completing everyday tasks without vision. VABVI also manages a volunteer transportation program to provide rides for clients when they cannot arrange transportation for themselves – these trips include medical appointments, shopping at the grocery store, or even visiting family and friends.

Children's Services - Children growing up with a visual impairment need special care, tools, and expertise in order to learn and develop at the same rate as their sighted peers, ensuring that they can mature into productive, independent adults. Students who are blind or visually impaired are expected to learn alongside their sighted peers in an environment designed to accommodate the needs of only sighted students. In order to better accommodate visually impaired students, our Teachers of the Visually Impaired (TVIs) begin to work directly with children as soon as the impairment is discovered in order to maximize his or her potential during the early, formative years of growth which are so critical for development.

VABVI's services for children include early intervention work with infants and toddlers, intensive one-on-one instruction with adolescents and teens in the classroom, lessons in Braille, and orientation and mobility training. TVIs provide visual assessments and suggestions for equipment, as well as helping coordinate assistance with other service providers. We also help parents and families learn about available resources, teaching techniques, and adaptive technology that can ensure the successful development of children in their home, school, and community. VABVI provides textbooks, tests, and other classroom materials in alternative formats and as well as offering assistance to teachers and educational aides in learning how to better engage visually impaired students in classroom activities. Once our students mature into young adults our TVIs also assist in the college application and enrollment process, the search for jobs, and provide further instruction in how to adapt to a predominantly sighted workplace using assistive tools and technology. All of these programs share the goal of promoting self-advocacy, independence, and coping skills in our students.

**Request for Funding:** We hope that you will consider supporting VABVI again this year with an allocation of \$150 to help fund our ongoing programs and services. VABVI is the only non-profit organization providing hands-on training and support services to blind and visually impaired Vermonters, and we would cease to exist without the help of supporters like the Town of Marshfield. If you have any questions or would like any more information, please feel free to contact me by phone at (800) 639-5861 extension 233 or by e-mail at [spouliot@vabvi.org](mailto:spouliot@vabvi.org). Together, we can do so much for Vermonters living with vision loss. Thank you for your consideration.

Sincerely,



Steven Pouliot  
Executive Director



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## Vermont Association for the Blind and Visually Impaired Report of Services for the Town of Marshfield

More than 10,500 Vermont residents are blind or visually impaired. Since our state has an aging population, many of them are experiencing age-related vision loss. Visual impairments can make performing daily tasks, staying mobile, and enjoying leisure activities very difficult. Additionally, Vermont's rural nature makes it less likely for those with visual impairments to encounter those facing similar challenges, thus creating feelings of isolation and depression. We counter this trend by providing the tools, services, and support necessary to help blind and visually impaired Vermonters to be independent, confident, and productive.

During Fiscal Year 2016 VABVI served 1,578 clients from all 14 counties in Vermont, including 111 adult clients and 19 students from Washington County.

Since 1926 our nonprofit organization has diligently pursued our mission of enabling Vermonters with vision problems, whether blindness or impairment, to achieve and maintain independence. We are the *only* private agency in Vermont to offer a complete range of services to visually impaired residents – and at no cost to the client.

Services include Rehabilitation (adapting daily living tasks to allow those with low vision to live independently); Orientation and Mobility (providing white cane and guide dog instruction, allowing individuals to navigate through their home and community independently); Assistive Technology (adaptive aids allow clients to successfully perform most activities they desire); Social Networking (improving social skills and providing a support network); and Statewide Transportation (volunteer drivers provide rides to medical appointments, grocery stores and for personal visits).

VABVI has offices in Berlin, Brattleboro, Rutland, and South Burlington. Contact us at (800) 639-5861 or [general@vabvi.org](mailto:general@vabvi.org). Learn more about us at [www.vabvi.org](http://www.vabvi.org) or “like” us at [www.facebook.com/vabvi.org](http://www.facebook.com/vabvi.org) for updates.

*If you would prefer to receive this information by email, please contact Julia Connell, Development Coordinator, at [jconnell@vabvi.org](mailto:jconnell@vabvi.org) or (800) 639-5861 ext. 217.*



VT License #92-0000171

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of  
Vermont Association for the Blind  
and Visually Impaired, Inc.  
South Burlington, Vermont

### *Report on the Financial Statements*

We have audited the accompanying financial statements of Vermont Association for the Blind and Visually Impaired, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2016 and 2015, and the related statements of activities and cash flows for the years then ended, the statement of functional expenses for the year ended June 30, 2016, and the related notes to the financial statements.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

*Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Vermont Association for the Blind and Visually Impaired, Inc. as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Jmm & Associates*

September 20, 2016

## CONSOLIDATED REVENUE BUDGET

FISCAL YEAR 2017

JULY 1, 2016 - JUNE 30, 2017

	% OF TOTAL	BUDGET 2017	ACTUAL 02/28/16	ADJ BUDGET 2016	F/Y 16 BUDGET	3 YEAR AVERAGE	F/Y 15	F/Y 14	F/Y 13
4020 FEES-DBVI	3.31	110,000	59,721	110,000	110,000				
4040 FEES-OTHER	0.45	15,000	12,373	10,000	10,000				
4060 BRAILLE SERVICES	0.02	500	156	500	500				
4080 TRIBUTES	0.39	13,000	31,485	13,000	13,000	6,838	11,880	5,945	2,690
4100 BEQUESTS	1.20	40,000	38,893	38,894	25,000	45,152	(13,820)	138,709	10,566
4320 90TH MISC INCOME	0.90	30,000		0	0				
4140 OTHER INCOME	0.00	0	597	0	0				
4160 A & A SALES	2.71	90,000	46,291	90,000	90,000				
4180 A & A - D.I.L.G.	0.00		0	1,600	1,600				
4200 DIRECT MAIL	1.96	65,000	37,733	65,000	65,000	54,815	54,234	54,508	55,702
4220 MISCELLANEOUS GIFTS	2.41	80,000	32,934	80,000	80,000	77,946	66,626	99,904	67,308
4240 FOUNDATION GIFTS	1.32	44,000	12,125	44,000	44,000	67,175	89,550	58,500	53,476
4260 SPECIAL EVENTS-OTHER	0.75	25,000	15,424	25,000	25,000	33,794	33,445	35,508	32,429
4260 SPECIAL EVENT- BINGO	6.92	230,000	145,883	300,000	300,000				
4340 INVEST. GENERAL	6.32	210,000	138,855	210,000	210,000				
4380 INVEST. GAIN/LOS REALIZED	0.00	0	0	0	0				
4400 INVEST. HURLBURT	0.05	1,600	2,523	1,600	1,600				
4420 INVEST. SCHOLARSHIP	0.05	1,500	1,958	2,200	2,200				
4430 INVEST. HUGH ROBERTS	0.06	2,000	3,548	1,500	1,500				
4410 INVEST. GIFT ANNUITY	0.07	2,200	(1,732)	2,000	2,000				
4460 OTHER TRUSTS	0.06	2,000	7,818	6,500	2,000				
4450 INVEST. CCTV FUNDS	0.02	500	23	500	500				
4470 RENTAL INCOME	0.00		1,628	1,628	6,000				
<b>VAB INCOME</b>	<b>29</b>	<b>962,300</b>	<b>588,236</b>	<b>1,003,922</b>	<b>989,900</b>				
<b>** GRANTS **</b>									
4120 VT. APPROPRIATIONS	0.72	23,958	23,958	23,958	23,958				
4600 SPECIAL ED. SCHOOLS	29.59	983,000	746,756	940,000	940,000				
4500 SPECIAL ED.	16.72	555,264	370,176	555,264	538,621				
HAPI	1.79	59,400	12,600	39,400	39,400				
4500 VOLUNTEER SERVICES	0.00		0	0	0				
4700 VOL. SERV.-D.O. TRANS.	4.76	158,000	101,137	158,000	158,000				
4500 CHAPTER II	16.41	545,000	270,000	545,000	545,000				
4500 TODDLER	1.05	35,000	29,577	35,000	35,000				
4500 PROGRAMS*IRLE	0.00		0	4,900	4,900				
<b>TOTAL GRANTS</b>	<b>71</b>	<b>2,359,622</b>	<b>1,554,204</b>	<b>2,301,522</b>	<b>2,284,879</b>				
<b>TOTAL INCOME</b>	<b>100</b>	<b>3,321,922</b>	<b>2,142,440</b>	<b>3,305,444</b>	<b>3,274,779</b>				