

Over 53,000 kids helped



Lindberg Elementary School, Lynwood, CA

**The solution is simple—
we bring the glasses
to the kids.**



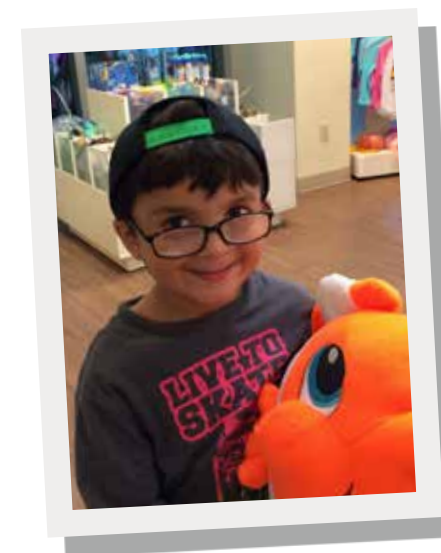
Vision To Learn
Focus on the Future

ANNUAL REPORT | 2015

Vision to Learn provides eye exams and glasses, free of charge, to children in low-income communities.

“All three of my children came home with the biggest smiles on their faces, proudly wearing their new glasses. They never would have gotten glasses without Vision To Learn.”

Maria Valencia,
parent of Charlie, Jade & Brian at
Woodworth Elementary, Inglewood, CA



“If Vision To Learn hadn’t come, we wouldn’t have had any idea how severe Noah’s vision problem was. It changed his life. Every night he makes sure that his glasses are on his table next to his bed, so that the first thing that happens when he wakes up is that he can see the world.”

Aracelia Romero,
mother of Noah at East Los Angeles
Child Development Center,
East Los Angeles, CA

The Challenge

2 MILLION KIDS IN AMERICA lack the glasses they need

80% of all learning during a child's first 12 years is

VISUAL

95% OF FIRST GRADERS in low-income communities who need glasses **DON'T HAVE THEM**

Students who are **NOT PROFICIENT** in reading by the end of 3rd grade are more likely to **DROP OUT** of **school**

89% of kids served by

Vision To Learn

LIVE IN POVERTY and 87% are kids of color

Vision To Learn Solves the Problem



“I certainly did not even realize that there are so many kids who are not getting glasses.”

California Governor Jerry Brown
Sacramento, CA



“Partnering with Vision To Learn has been an incredible experience for dozens of Rotary Clubs in District 5280. Hundreds of our members have volunteered to prescreen students, sponsor schools/organizations, raise and contribute funds so that the kids in our area schools can be visited by Vision To Learn.”

District Governor DJ Sun,
Rotary District 5280



“After vision screening was done and the children got their eyeglasses from Vision To Learn, we have noticed a rise in API scores of students. They test very well now whether it’s oral in the classroom or written.”

Yolanda Lasmarias,
Nursing Administrator East Los Angeles



“My eyeglasses changed my life.”

Los Angeles Dodgers Catcher A.J. Ellis



“Hawaii is dedicated to giving its children a first rate education, and that includes making sure they come to school ready to learn. Addressing vision problems before they become academic problems is a smart way to improve students’ prospects for success.”

Hawaii Governor David Ige
Honolulu, HI

It's About The Kids

Vision To Learn was founded with a clear goal—to give every child a chance to succeed in school and in life. As many as 2,000,000 children in America lack the glasses they need to read a book, see the board or participate in class. Vision To Learn solves the problem by bringing the glasses directly to the kids at schools or community organizations. Our mobile clinics, staffed with trained eyecare professionals, bring much-needed services directly to the community. What began with a single mobile eye clinic in Los Angeles has grown into an organization serving hundreds of kids every week across America. Vision To Learn's model is simple, it works, and the organization is a great example of how a common-sense approach can solve problems which impact communities most in need.

Vision To Learn is guided by four important principles across all of our work:

- We focus on the kids, our "customers";
- We achieve measurable results;
- We collaborate where possible; and
- We are committed to building a sustainable organization.

Focus on the Customer

Everything at Vision To Learn is organized around the kids and their needs. There is no ideology, label or outside agenda that distracts from our work. Our focus on the kids, and only the kids, allows Vision To Learn to find common ground with many constituencies in the education community which cannot find common ground elsewhere. And it allows Vision To Learn to find common ground with elected leaders across both parties.

Achieve Measurable Results

Every child we help is treated as an individual, and we keep data on our work with each child from the date of our first encounter. This level of detail allows Vision To Learn to know exactly how much our services cost. This data also allows researchers, such as those at UCLA, to independently verify the impact after kids get glasses from Vision To Learn. Our data gathering will also allow further research to



be done to determine the return on investment—both on the savings (lower spending on medication and special education classes due to misdiagnosis of children, lower drop-out rates and fewer kids in the juvenile detention system) and the higher potential lifetime earnings of a child who does well in school.



Collaborate Where Possible

Vision To Learn is a public-private partnership that works. Currently, about 56% of our funding comes from private philanthropy and the remainder comes from public sources. We expect the portion from public sources to continue to grow. Vision To Learn was started entirely with private funds. This 'risk' investment was used to identify the need, prove the service delivery model could address the need and demonstrate our model could operate cost-effectively. Based on that success, we are now working with federal, state and local governments to tap into existing and new public programs that will provide additional resources and allow Vision To Learn to serve more kids.

Vision To Learn's focus on collaboration has led to partnerships with partners in every community we serve. One example is our work with professional sports teams, including the Athletics, Clippers, Dodgers and Warriors. The teams provide financial and marketing support to Vision To Learn to help us serve more kids, and the players serve as role models to encourage the kids who receive glasses to wear them.

Build a Sustainable Organization

Our goal has always been to build an organization that can provide help for many years to come. One mobile clinic has become many, all sharing a common digital operating infrastructure. Vision To Learn has developed a capacity to expand and serve kids in more cities, while keeping costs low. This capability, combined with the access to public funding, will allow Vision To Learn to continue to grow and serve more kids.



We are proud of what Vision To Learn has accomplished in just four short years. We are changing lives, and every day a talented, committed team of people work to provide kids with glasses free of charge. We are grateful for the efforts of that team and for the many individuals and institutions who have supported our work. We look forward to continuing to work to make sure every child gets a chance to succeed in school and in life.

Sincerely, 

Austin Beutner
Founder and Chairman



Mickey Kantor
Co-Chairman

2015 Highlights

16,734 eye exams

12,741 pairs of glasses

785 clinic visits to **473** schools,
56 community organizations and **10** health fairs

41 school districts in **4** states

Average cost for each child provided with an exam and glasses is under **\$100**

“Vision To Learn is one of the best service providers we’ve ever worked with. They made it easy for our students to get glasses with almost no time spent out of class. Thank you for such awesome service!”

Matt Hornbeck, Principal,
Hampstead Hill Academy, Baltimore, MD

Since inception, Vision To Learn has visited more than 2,300 schools, organizations and health fairs, and provided:

More than
310,000
vision screenings

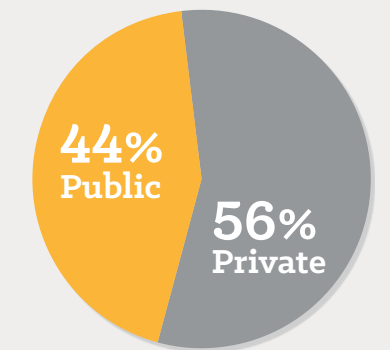
More than
53,000
exams

More than
40,000
glasses

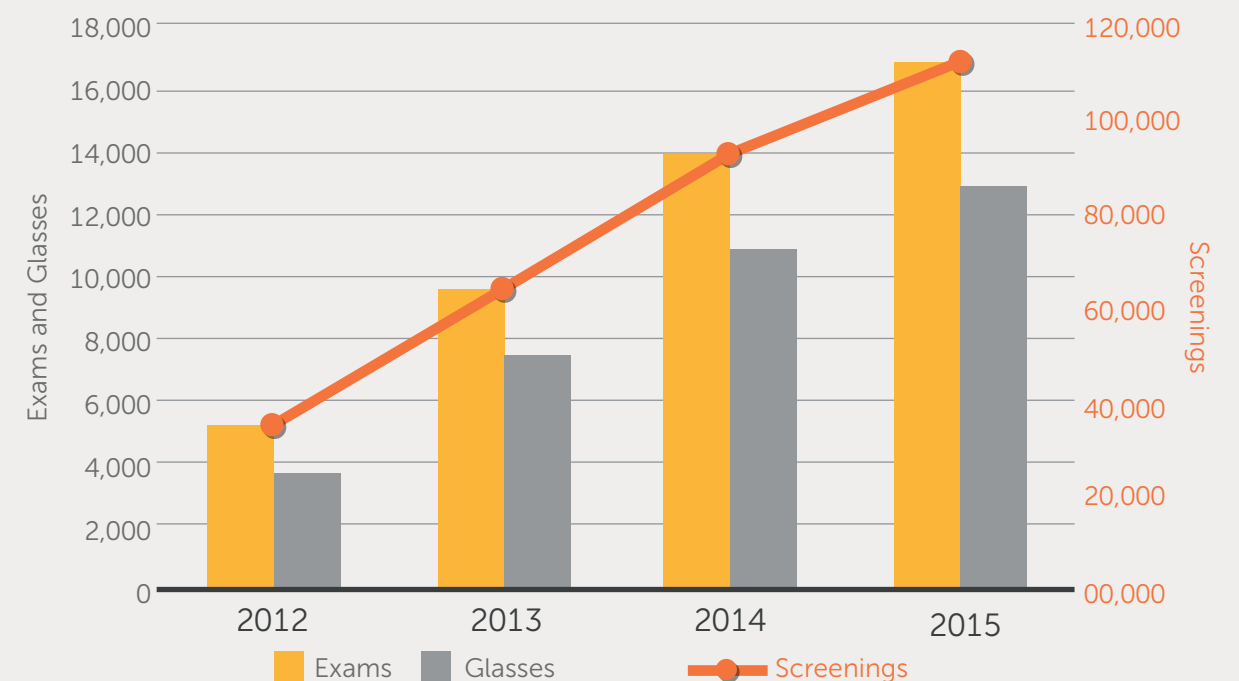
Funding

Private	
Foundations, Corporations, and Individuals:	\$1,164,490
Public	
Medi-Cal (LA County):	\$615,912
Medicaid (Delaware):	\$16,098
First 5 LA (LA County):	\$274,083

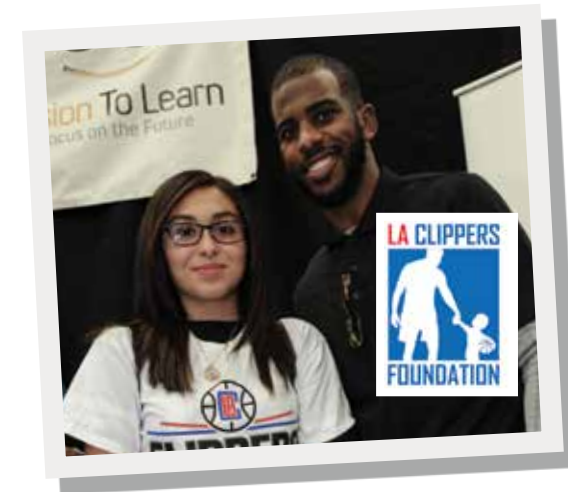
2015 Funding Breakdown



Helping More Kids



Building on Success



2012

March 27 — First child served at Napa Street Elementary, Los Angeles, CA



2013

Vision To Learn received "State Gold Award" from the California Teachers Association

October 3 — First child served at David Reese Elementary, Sacramento, CA



2014

October 14 — First child served at Shortridge Academy, Wilmington, DE

Vision To Learn named a "Pacesetter Program" by The Campaign for Grade Level Reading

September 16, First child served at Edison Elementary, Long Beach, CA



2015

August 3 — First child served at Royal School, Honolulu, HI

Vision To Learn named a "Bright Spot in Hispanic Education" by the White House Initiative on Educational Excellence for Hispanics



2016

January 7 — First child served at Lincoln Elementary, Dubuque, IA

April 19 — First student served at Hampstead Hill Elementary, Baltimore



“Vision To Learn’s model changes lives, and I’m glad we’ve been able to improve our kids’ education.”

**Delaware Senator Chris Coons
Wilmington, DE**

“Vision To Learn is a program I’m proud to support knowing it will have a measurable, demonstrable impact. I can’t think of another program that makes such a profound difference in a child’s life for under \$100.”

**Jim Theisen, President,
Theisen Home Farm Auto, Dubuque, IA**

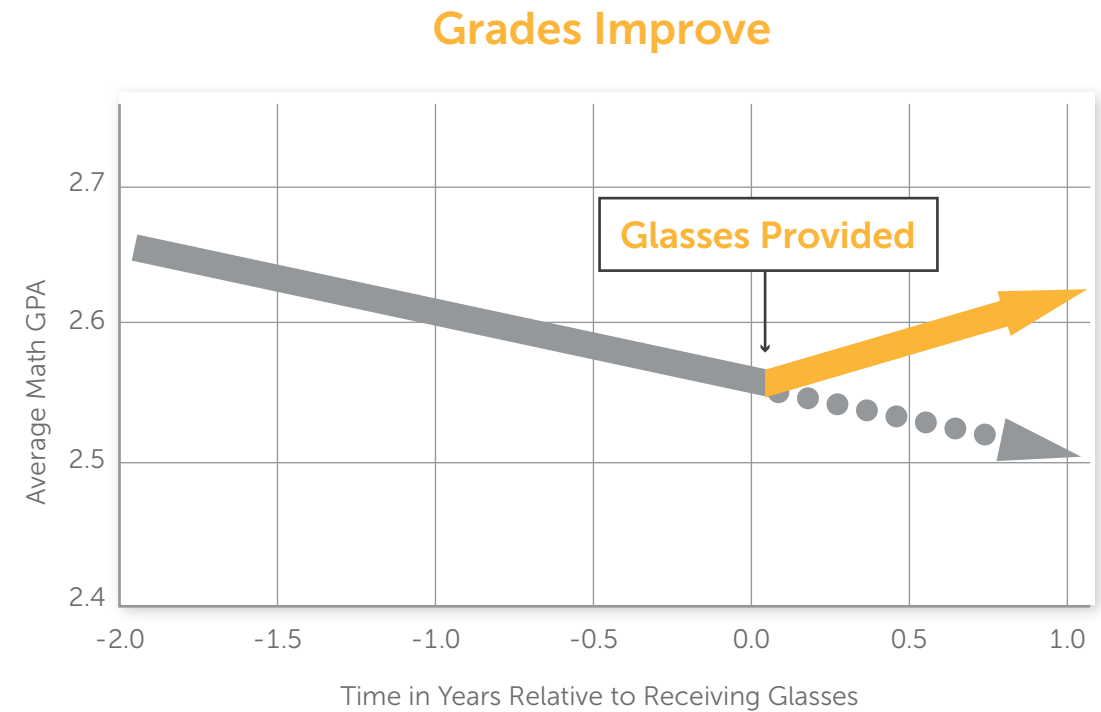


Impact

Vision To Learn's impact has been documented in a groundbreaking study by researchers at UCLA's Mattel Children's Hospital, first made public in 2014. That study was published in a peer-reviewed academic journal, the Maternal and Child Health Journal, on December 9th, 2015. Researchers analyzed students' math and reading scores in the years before and after receiving glasses from Vision To Learn. The results were uniformly positive:



- While math grades had been trending down, all students' grades started to improve after receiving glasses.
- Boys' math grades were particularly impacted, improving by eight percentage points.
- Researchers found grades improved for all students who received glasses.



According to UCLA's interviews with teachers, parents and students, Vision To Learn "removed financial and logistical barriers to students receiving corrective lenses." The study also confirmed that students were able to pay attention in class, were more engaged, and were more willing to complete their schoolwork, contributing to better overall school performance.



"These glasses are not only going to help me in school but also in my career. I want to get my Bachelors' and Nursing and become an RN, and now I can do it."

Prissy, Inglewood High School Senior
Inglewood, CA

"Vision To Learn empowers communities by providing access to quality vision services for kids who desperately need it."

Laphonza Butler, President, SEIU Local 2015
Compton, CA

“My glasses make me see better everywhere, and I look cool.”

Chris, 2nd Grader,
Loma Vista Elementary School
Maywood, CA



“Being able to see is huge for reading and being able to read, but it also extends past that into sports. Kids’ whole lives will be changed because they were able to get these glasses.”

Elena Delle Donne,
WNBA Guard/Forward, Chicago Sky
Wilmington, DE



“When there’s something where I can make a difference that’s really outside of basketball, that’s something that brings joy to my heart, that’s something I love to do. Working with Vision To Learn has been a great opportunity to give back to the community where I grew up.”

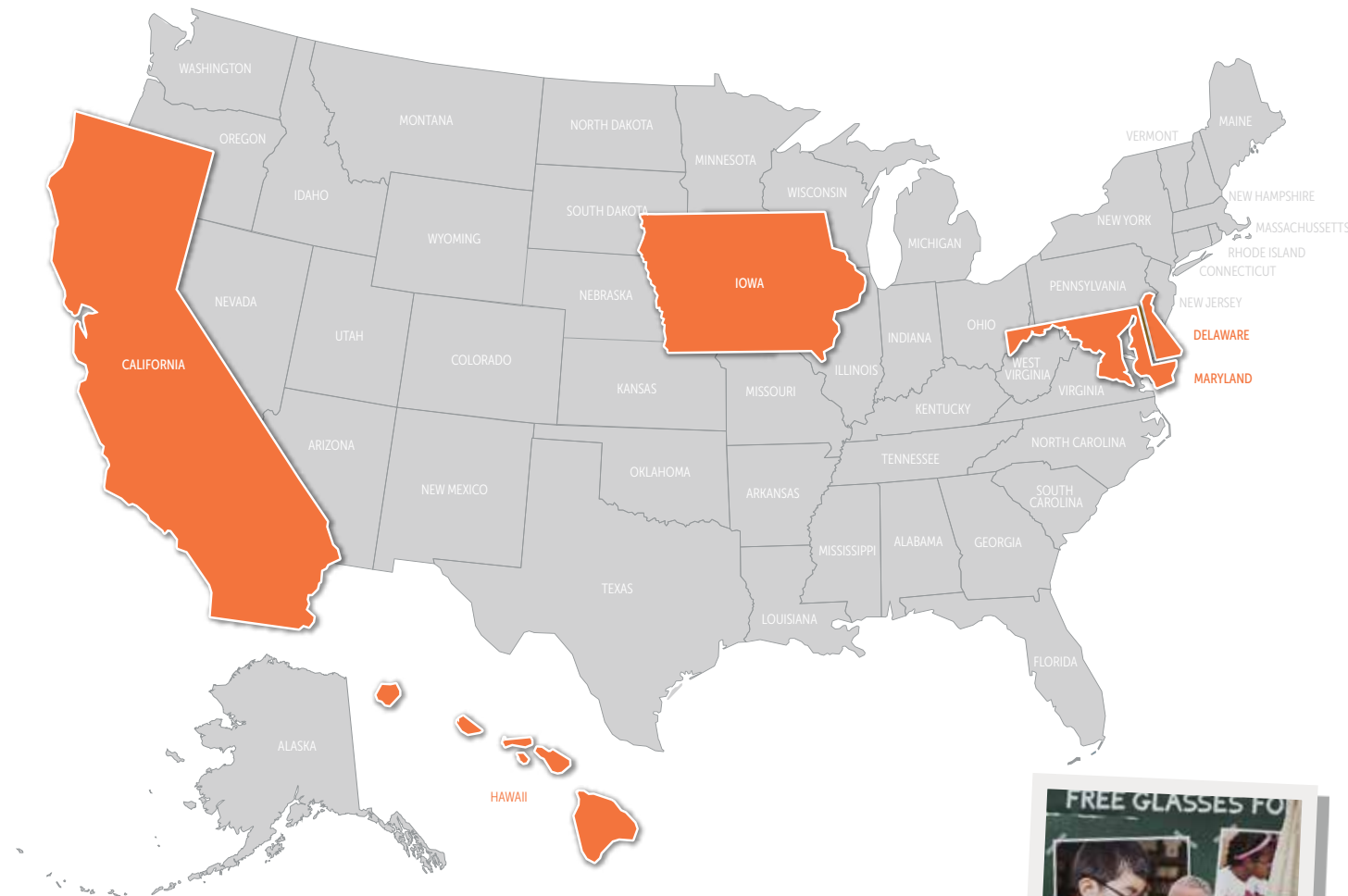
Paul Pierce,
LA Clippers Forward
Inglewood, CA

“First I want to finish my school work. I want to make it to college. I want to pass college. But then I want to make it to the NBA. And then, I’m gonna retire from the NBA, and make it to the NFL. If I’m still young, I’m gonna retire from the NFL and make it to baseball.”

Karon,
Shortlidge Academy, Wilmington, DE



Where We Work



“Vision To Learn helps entire schools full of kids. When kids get glasses, not only are they better able to achieve academically, but their improved classroom behavior and participation helps their classmates succeed.”

**Dean Vogel, Former President of the California Teachers Association
Long Beach, CA**



Sponsors

\$100,000+

- Beutner Family Foundation
- The Ahmanson Foundation
- The Eli & Edythe Broad Foundation
- California Community Foundation
- California Endowment
- California Resources Corporation
- Congressman John Delaney & April McClain-Delaney
- L.A. Clippers Foundation
- Los Angeles Dodgers Foundation
- Longwood Foundation Inc.
- The Ralph M. Parsons Foundation
- The Rathmann Challenge
- Rotary District 5280
- S. Mark Taper Foundation
- UniHealth Foundation
- Warriors Community Foundation
- Weingart Foundation

“It’s not often that you get an opportunity to support a program making a real difference for so many kids. We are proud to support Vision To Learn in their mission to make sure every child gets the eye care and glasses they need.”

Gregory McGinity, The Eli & Edythe Broad Foundation

\$50,000-\$99,999

Annenberg Foundation
City National Bank
Joseph Drown Foundation
Health Net Community Solutions
The Mark Hughes Foundation
Kaiser Permanente in the Community
The Karl Kirchgessner Foundation

Lockton Insurance Brokers
Frank McHugh-O'Donovan Foundation, Inc.
Timothy & Christina Noonan
Anthony & Jeanne Pritzker Family Foundation
Steinmetz Foundation
Winebaum Family Charitable Trust

\$20,000-\$49,999

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The Angelson Family Foundation	Russell & Karen Goldsmith	Pincus Family
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AstraZeneca Pharmaceuticals	Sally Gore	Ronald McDonald House Charities of Philadelphia
Bloomfield Family Foundation	William H. Hannon Foundation	The Rose Hills Foundation
California Health & Wellness	Hawaii Pizza Hut Literacy Fund	SEIU Local 2015
The John W. Carson Foundation	Herbalife Family Foundation	Sempre Energy
CBRE Foundation, Inc.	The James Irvine Foundation	Mickey Kantor & Heidi Schulman
Crail-Johnson Foundation	Jen Family Charitable Fund	Southern California Gas Company
Carrie Estelle Doheny Foundation	Laffey-McHugh Foundation	United Airlines Foundation
Disney Family Fund	Marmot Foundation	
The Eisner Foundation	Renu & Neeraj Mital	
	NewPage Corporation	

\$10,000-\$19,999

Adamma Foundation	Crestlea Foundation	The Lawndale ESD Educational Foundation	Laura & Steve Sharpe
Clarence & Jacqueline Avant	The Drollinger Family Charitable Foundation	IBEW Local 18	Sitrick and Company
Bacchus YPO	Fullerton Family Foundation	Magellan Jets	SPI Holdings, LLC
The Bank of America Charitable Foundation	Grant Family	Oakland A's Community Fund	Theisen Home Farm Auto
Barclays Bank Delaware	Stephanie Graves	Patty & Greg Penske/Longo	Wilmington Trust
The Phillip & Muriel Berman Foundation	Highmark Blue Cross Blue Shield Delaware	Toyota-Scion-Lexus	
California Community Foundation Family Fund	I Could Do Great Things Foundation	Gary Petrosino	
		Rosenbluth Family Foundation	

\$1,000-\$9,999

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Mike & Rob Abel MD	Comcast	Mark & Lisa Goldstein	The Marvin Family Foundation	Thomas Sherak
Steven Abraham	Community Foundation of Fort Wayne	The Grey Family Foundation	Christopher Meledandri	Neil Sherman
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American Endowment Fund	Corporate Services Company	Susan & Rick Gruber	Fran Morris-Rosman	Thomas Soto
The Carol A Ammon Fund	Cycle House LLC	Leslie & Kenneth Heisz	Walter W Mosher Jr. Foundation	Sussex County Human Services
Atkinson, Andelson, Loya, Ruud & Romo	Lemuel Daniels	Jeanne & Dirk Huybrechts	Cheryl & Robert Orgel	Dana Tiedt
Lois & Don Attore	Delaware Community Foundation	Illumination Entertainment	Pacific Youth Foundation	Carrie & Peter Tilton
The Baxter 2001 Charitable Partnership	Deloitte	Randy S. Johnson	Eva & Jeffrey Peterson	United Firefighters of Los Angeles City
Marcia & Roger Beutner	Tim Disney	Samuel L. Katz	Pettinaro Family	Wilfred Von Der Ahe
William Block	Nili Doft	Judith & George Keiffer	Pion Family Foundation	The Vons Foundation
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James F. Carson	Fidelity Charitable Gift Fund	The Kutler Family Foundation	Patricia Riordan Torrey	Zenith Insurance Company
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California Teachers Association	The Rosalind & Arthur Gilbert Foundation	Michael Lanning	Ronald McDonald House Charities of Southern California	
The Chernin Family Foundation	The Gilliam Foundation	Robert J. Levitt	Nicholas Roxborough	
The Christmas Shop Foundation		Los Angeles Sheriff's Professional Association	Gabriel Sandoval	
		Loyola Marymount University		

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Vision To Learn

11611 San Vicente Boulevard
Suite 500
Los Angeles, CA 90049

(800) 485-9196

Questions or concerns: mail@visiontolearn.org

www.visiontolearn.org