



Through the eyes of a child...

I didn't know I needed glasses because I was used to everything being blurry. "

— Saaliha, Sixth Grade

Over 2 million children lack the glasses they need to succeed in school, and in life.

If I didn't have glasses on, I would smash into walls. Noah, Second Grade

> In low-income communities, most kids who need glasses don't have them.

It's amazing. It's a real blessing. People are nice enough to give us glasses. We really need them. [My mom's] going to be so excited when I get home. I can't wait to see her reaction.

— Frederick, Seventh Grade

The biggest barrier to children getting glasses is a lack of access to vision care.

I love to wear my new glasses in school. They are so pretty, and I don't get headaches anymore from not having glasses! Thank you! //

— Nevaeh, Third Grade

Vision To Learn solves the problem by bringing exams and glasses to kids where they are every day, at schools.

Our Mission

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

WHERE WE WORK

California

Delaware

Georgia

Hawaii Iowa

Louisiana

Maryland

Michigan

Mississippi

New Jersey

North Carolina

Pennsylvania

Virginia

HELPING KIDS

Vision To Learn has provided more than 1 million vision screenings, more than 225,000 eye exams, and more than 180,000 pairs of glasses to kids.

From our Founder

From our Chairs



Talent can be found in every seat in every classroom in every school across our country. Unfortunately, opportunity does not exist in all of those same seats. As we struggle to address inequality in our country, we need to remember the best path out of poverty is a great education. That's where Vision To Learn comes in—because more than two million kids go to school every day without the glasses they need to succeed in school and in life.

Vision To Learn was created to solve this problem, one child at a time, one school at a time, one community at a time, because that's how the work is done. We've built an organization that can help children in any community, urban or rural, across the country.

The U.S. Senate, in a resolution authored by Senators Coons (D-DE) and Ernst (R-IA), co-sponsored by another 43 senators, and unanimously approved by the entire Senate, recognized the work of Vision To Learn.

"Vision To Learn is leading an effort...impacting over 2,000,000 students nationwide that can be solved by providing students with a basic vision exam and a pair of prescription glasses."

All of us at Vision To Learn are proud of this recognition. But this is not the culmination of our work, it is the beginning of a new chapter as Vision To Learn works to make sure every child has the opportunity to see the board, read a book, and participate in class.

The true measure of Vision To Learn's impact can be seen in the faces of the kids we help and in the stories of how their lives are changed by something so simple as a pair of glasses.

Thank you for your support.

Sincerely,

Founder

Vision To Learn started in the spring of 2012, with one mobile clinic and the goal of helping to close the educational attainment gap for children in underserved communities. That clinic set out to help students, making its first official visit to Napa Street Elementary in Northridge, California. Students there received free vision screenings, and five Napa Street students received eye exams and glasses from Vision To Learn—free of charge to them and to their families.

Fast-forward to spring of 2019, and Vision To Learn is operating 25 mobile clinics in 328 cities in 13 states. Our most ambitious year in operation, our team continues to surpass the goals set for them. In Los Angeles Unified School District alone, 32,000 students were helped—and throughout all regions Vision To Learn serves, more than 90,000 students were helped this school year. A few highlights include:

- Our Delaware, Michigan, and Maryland programs each helped their 10,000th student.
- Our Georgia team provided glasses to nearly 6,000 school kids in Atlanta Public Schools in the first two years of operation.
- Vision To Learn helped 3,500 kids in Charlotte, North Carolina.
- Groundwork was laid to launch programs in Philadelphia, Washington, DC, and San Diego
- Over the summer, Vision To Learn helped more than 5,000 kids at Boys & Girls Clubs in nine states.

Every day we hear stories from our doctors and staff about the kids they help.

In August we met Jamie, a 14-year-old who was the last child to come to the Vision To Learn mobile clinic at a health fair in Exposition Park in Los Angeles. When our staff screened her, she could barely read the top row of the eye chart. Jamie had made it all the way to eighth grade with 20/400 vision. With Vision To Learn's assistance, she started the school year able to see clearly.

On Valentine's Day, Owent, a fifth grader at Griffin Avenue Elementary, had trouble verbally expressing his thanks to our optician Ramon for fixing his broken LA Clippers glasses. So he went back to class and returned a couple of hours later with a beautiful drawing of our mobile clinic, and the words "Thank You." Owent's drawing is reproduced at the end of our Annual Report.

At our Jersey City Public Schools launch event in March, middle schoolers receiving their new glasses on stage generally played it cool—that is, until Kawtar, an eighth-grade volleyball star, put on her new glasses and exclaimed delightedly, "Oh my God, I can see!" Later, she told a local news reporter, "We appreciate what they're doing for us, and we just wanted to thank them."

These are just a few of the many extraordinary stories of kids we've helped. This year's Annual Report tells many students' stories through the eyes of a child. Much more than just a statistic, we want to offer every child improved possibilities for his or her young life.

Thank you.

Virginia Beutner Co-Chair

Mickey Kantor

Co-Chair

SANTIAGO'S STORY



Santiago, a fifth grader in Los Angeles, at the Vision To Learn Spring Spectacle this year.

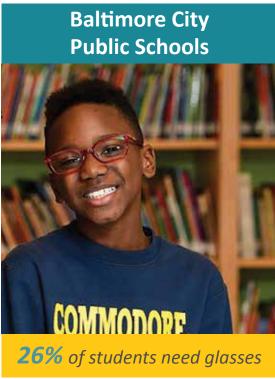
Before I got glasses, things were a lot harder. I would try to read a book, and it would take me a month. Even close up I couldn't see the words. It was so bad. It was so hard sometimes I would stop. Then I wouldn't pass my tests at school.

I remember really clearly when Justin Turner came to my school with Vision To Learn to give us glasses. I heard, "Santiago, come up and get your glasses!" Justin was so nice and helped me with my glasses. After I got them, I could see his orange hair!

I'm so thankful Vision To Learn gave me new glasses. Now with my glasses, I can read much better and faster. I can read a book in one hour now! Writing is easier too since I remember words better from reading them. I can see as well as everyone else is seeing!

The Need









8% of students who received eye exams from Vision To Learn were also identified with vision or medical issues other than the need for corrective lenses. These included strabismus, amblyopia, and nystagmus. In California, for example, over 1,100 children were diagnosed by Vision To Learn clinicians with strabismus in 2018-2019.

MILLION CHILDREN IN THE U.S. DON'T HAVE THE

GLASSES THEY NEED TO SEE

READ

BOOK,

CLASS

BOARD,

PARTICIPATE

O R

THE

Nelson from California

Tori from Iowa

WORKING WITH PARTNERS



The LA Clippers Foundation has supported Vision To Learn across the greater Los Angeles area.

- 2016: Inglewood UnifiedSchool District,15,000 students.
- 2017: Long Beach UnifiedSchool District,72,000 students.
- 2018: Los Angeles UnifiedSchool District,600,000 students.

Together, we have provided glasses to nearly 50,000 kids.

elson was six years old when he started complaining about headaches. He loved to play outside and read books, but he found it hard to focus, especially at school. His mother, Lourdes Callejas, often found him squinting.

When Vision To Learn visited his school in 2017 in the Long Beach Unified School District, Nelson learned that he needed glasses to correct his vision, as his left eye was weaker than his right eye.

Fast-forward a few years, and third-grader Nelson relies on his glasses every day. "I feel better with glasses," he said. "I can do my math better; reading is better." His mother chimed in, "Basically everything is better."

Since Nelson's first pair of glasses, Ms. Callejas has made sure he always has them. "I tell him that he needs glasses because you need your eyesight to see everything, especially when we go out," she said. "I tell him that he needs to be aware of the streets that he is in, in case he gets lost...I want him to always look at the signs and be aware of his surroundings."

By this spring, Nelson had saved up \$70 in his personal savings account. He asked his mom if he could donate the money to Vision To Learn. "I want to share," he said.





ucked in the northeast corner of Iowa, about 20 miles from Wisconsin and Minnesota respectively, sits East Elementary in the city of Waukon, Iowa. The school has been a Vision To Learn partner for years, since the Iowa program began in 2016.

From her vantage point as school nurse, Kathy Wood has seen countless students' lives changed for the better once they received glasses from Vision To Learn; but one student in particular jumps out.

Fourth-grader Tori attends East Elementary, and she recently discovered that in addition to needing glasses, she has swelling behind her eye around her optic nerve.

During an eye exam, the optometrist on the Vision To Learn clinic discovered the problem and referred Tori to a specialist.

A swollen optic nerve can often be a key finding in diagnosing other systemic conditions. For Tori, because Vision To Learn identified the problem, she's able to get the check-ups and follow-up care she needs to monitor the condition.

She later received glasses, after she picked out frames that were bright purple, her favorite color.

"It was awesome," said Tori. "These are helping me in school. They are helping me learn. Without my glasses it would be blurry."

Parents Heather and Earl Zezulka said that before Vision To Learn first tested Tori's eyes, they did not know there was a problem.

"We probably wouldn't have known that she had an issue. It could have been a year or two down the road [before we would have taken her to the eye doctor], which could have affected her more than we even realized," said Ms. Zezulka. "After she got her glasses, we could tell that it made a big impact and difference, just in her schoolwork alone."

"For a lot of people who cannot afford to get glasses—glasses are \$200 to \$300 or more—it's good that Vision To Learn provides the opportunity for kids to get them right here at school," said Mr. Zezulka. "The van just pulls up and parks. That's really awesome."

Nurse Kathy Wood agreed. "I love Vision To Learn. Seeing the kids be able to succeed in class is huge."





350,000 CHILDREN PROVIDED WITH **VISION SCREENINGS**



90,000 CHILDREN PROVIDED WITH EYE EXAMS



72,000CHILDREN PROVIDED WITH GLASSES



4,000 **VISITS TO SCHOOLS, HEALTH FAIRS, AND COMMUNITY EVENTS**



SCHOOL DISTRICTS SERVED

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2018-2019 **FUNDING**

Private funding

• Foundations, corporations, and individuals

\$6,656,000

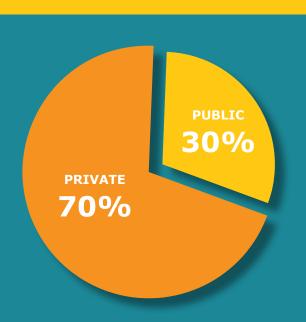
Public funding

 Medicaid and other public funds

\$1,105,000

School districts

\$1,630,000



Since 2012





225,000
CHILDREN PROVIDED WITH EYE EXAMS



180,000 CHILDREN PROVIDED WITH GLASSES



VISITS TO SCHOOLS, HEALTH FAIRS, AND COMMUNITY EVENTS



SCHOOL DISTRICTS SERVED

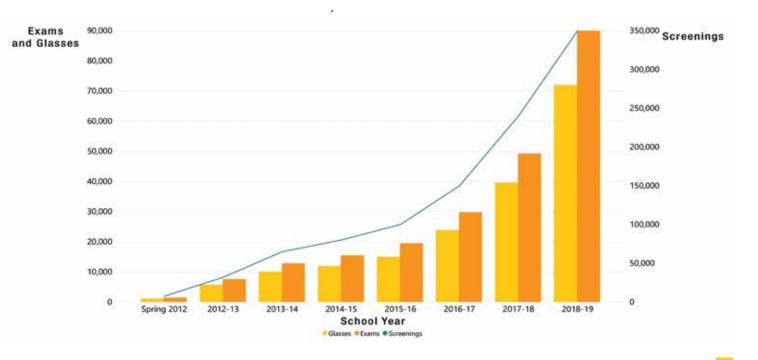


STATES SERVED



CITIES SERVED





Around The Nation



On Track Toward Completion in Compton

With the help of the Los Angeles Dodgers Foundation—a Vision To Learn partner since 2012—Vision To Learn is working in Compton Unified School District to provide a free eye exam and glasses to every student in need, K-12, throughout the school district of roughly 26,000 students.

The Dodgers' Justin Turner and Kenley Jansen help provide glasses to students at Dr. Ronald E. McNair Elementary School in Compton Unified School District.

A Launch in Grand Rapids

In January 2019, Vision To Learn launched in Grand Rapids, building on success in Detroit. The fifth largest school district in Michigan, Grand Rapids Public Schools serves nearly 17,000 students.

A seventh grader at Aberdeen Elementary School in Grand Rapids Public Schools.

Statewide Expansion in Hawaii

Since 2015, Vision To Learn has worked with Project Vision Hawaii to help kids. This year, through the addition of a new full-time mobile clinic, an expanded collaboration with the Hawaii Department of Education, and a coalition of philanthropic funders, the program grew into a statewide program.

Students from Waimanalo Elementary and Intermediate School on Oahu show off their new glasses.

Over 30,000 Kids Helped in One Year

Born and bred in Los Angeles, Vision To Learn started in 2012 with one clinic, helping students in Los Angeles Unified School District (LAUSD). Since then, Vision To Learn has provided LAUSD students with over 70,000 eye exams and over 56,000 pairs of glasses. In this year alone, Vision To Learn helped more than 30,000 students in the school district, with support from the LA Clippers Foundation and the Los Angeles Unified School District.

California Senator Holly Mitchell visits George Washington Prep High School in Los Angeles with Vision To Learn.

The Most Successful First Year Ever

Vision To Learn provided 3,500 children with eye exams in its first year of operations in North Carolina. With the help of our partners at Charlotte-Mecklenburg Schools, we were able to streamline the consent and screening process to build a program that serves every student in need.

Students from Thomasboro Academy in Charlotte, North Carolina smile for the camera.

Collaboration in New Jersey

Vision To Learn, together with Helen Keller International, celebrated their expanded effort to provide free vision screenings, eye exams, and glasses to all pre-K through eighth grade students in Jersey City, Orange and East Orange public schools by January 2020. The program is supported by Overdeck Family Foundation.

Laura Overdeck, Chair of the Overdeck Family Foundation, helps a student put on her new glasses in Jersey City.



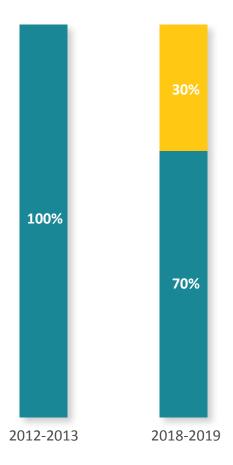
StanfordSOCIAL Informing and inspiring leaders of social change Investing in Population-Level Change by Jim Shelton | Spring 2019 "...Ultimately it's about public work...If philanthropic investments do not engage the public sector, it is hard to see how they will lead to population-level change. Consider the example of Vision To Learn: More than two million children in the United States do not have the glasses they need to see the board, read a book, or participate in class. Vision To Learn...engages the public school system and leverages public funds. It sends a mobile van to the school, school staff bring the kids, and if the system has school nurses or a health department, they may conduct the vision screening. Vision To Learn receives significant support from philanthropy, but also draws on public dollars from reimbursement by Medicaid and other government programs to sustain ongoing operations." Jim Shelton was most recently the head of the Chan Zuckerberg Initiative's education division. He is the former deputy secretary of the U.S. Department of Education. **12** 2018-2019 ANNUAL REPORT

Sustainability

ision To Learn is a public-private partnership. Contributions from foundations, businesses, community organizations, and individuals are supported by government funding to make sure every child gets help.

As a result of several years of pioneering policy work, a considerable portion of Vision To Learn's cost is reimbursable by Medicaid and the Children's Health Insurance Program, also known as CHIP.

Vision To Learn expects the portion of public funds for its work to continue to grow as it qualifies for reimbursement in additional states. "A considerable portion of Vision To Learn's cost is reimbursable by Medicaid and the Children's Health Insurance Program."



GROWING PUBLIC FUNDING

Private funding

Public funding



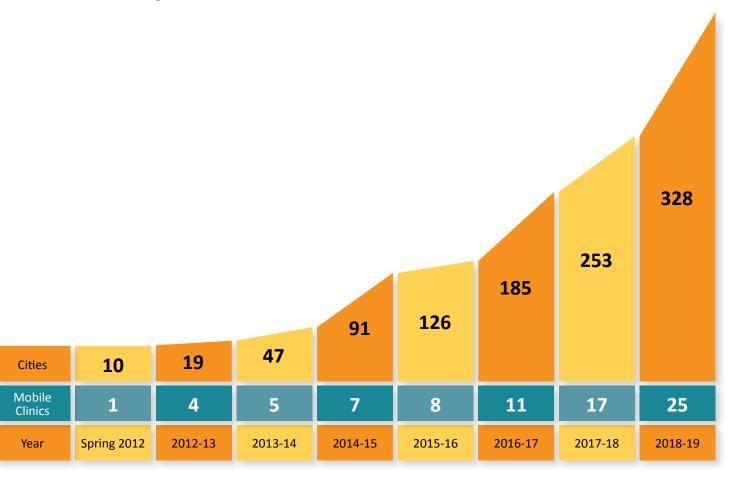
Scalability

ince starting services with one mobile clinic in Los Angeles, Vision To Learn has expanded rapidly to help kids in 328 cities and 13 states around the country. Vision To Learn's trained eye-care professionals serve communities—urban, rural, and suburban—from Honolulu to Baltimore.

Establishing programs in new communities starts with outfitting a new clinic and hiring a local clinical and operations field staff. The local staff is supported by expertise and training from the national Vision To Learn team.

This year, Vision To Learn provided eye exams to an average of more than 2,500 children per week, or about 100,000 per year. Local community by local community, Vision To Learn is building a national solution.

"Local community by local community, Vision To Learn is building a national solution."



Elijah from Delaware

DELAWARE: First in the Nation



The 200,000th student helped by Vision To Learn talks with Sen. Coons (D-DE).

Delaware has been a trailblazer for Vision To Learn since 2014.

- The Vision To Learn Delaware program is the first to have a statewide effort.
- Delaware provides Vision To Learn with Medicaid reimbursement for its services.
- Delaware is the first state to use Children's Health Insurance Program (CHIP) funding to support the work of Vision To Learn.

Back in 2015, Elijah was a kindergartener at Pulaski Elementary School in Wilmington, Delaware. He liked to play sports and to read, but there was a problem: he couldn't see the board. Elijah said it made him feel sad when he couldn't see well.

Later that school year, Vision To Learn visited his school, and Elijah received his first pair of glasses. "I felt like a new kid," he said during an interview this spring. "I felt different. I felt smarter." Today, Elijah is in fourth grade at Pulaski Elementary School. When he's not outside playing basketball, football, or soccer, he's inside working on his multiplication tables. Math is his favorite subject, and he enjoys reading and drawing too. His books of choice are "anything Star Wars," and he loves to draw dogs.

"I can't see when I don't have my glasses," said Elijah, who aims to be a police officer when he grows up. "I feel better with my glasses."

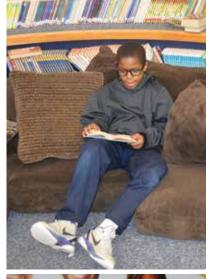
Since launching in Delaware in 2014, Vision To Learn has provided more than 10,000 students with eye exams and 8,000 with glasses, at schools around the state.

Andrea James, Elijah's fourth-grade teacher, said she notices a difference in his behavior in school with his glasses. "He's definitely more engaged in what I'm teaching," she said. "Without glasses he is all over the place. With his glasses, he takes ownership of his learning. He sees what we're actually learning."

Elijah's class recently made volcanoes out of papier-mâché for science class and wrote about the three types of volcanoes. "He loved it," said Ms. James. "I made sure he was wearing his glasses for that!"

Ms. James said she is personally grateful for the glasses that Vision To Learn provides because they make a difference for everyone in the school.

"Glasses are hard to come by," she said. "It's amazing that they get new glasses. They are tools students need to be successful."





A Superintendent's Perspective

tlanta Public Schools (APS) Superintendent Dr. Meria J. Carstarphen has been a champion of Vision To Learn in Atlanta since we started in APS in 2017.

Q: What are your first memories of Vision To Learn, since we started working with APS about two years ago?

A: It may not be my first memory, but it certainly is my most vivid and heartwarming. We were at Hollis Innovation Academy two years ago and not even a month into a new school year, when we officially launched Vision To Learn in Atlanta Public Schools. I still remember the exact number of students – 49 – who got glasses that day. To literally see their eyes and their brains light up with excitement and hope remains one of the best memories I have as a superintendent. I'll also never forget all of the partners who rallied around our cause, especially the Atlanta Hawks. We're so fortunate to have a community that is committed to seeing our city's children thrive.

Q: What stands out to you when you think about the impact of glasses for students in your district?

A: The fact that this is not only a game-changer for Atlanta Public Schools...this is a life-changer! For me, this partnership is about keeping children healthy so they can succeed in school. Because when children cannot see the teacher, the board, or their books clearly...they aren't learning at their maximum potential.

Q: Anything else you'd like to share?

A: Many of us take health care for granted, but too many of our families and children—especially those impacted by poverty—do not get the services they need or even have access to them. That's why this district has been so involved with great partners to bring health care to our schools, where our children learn and spend a great part of their days. Vision To Learn enables our

students to not only get their vision checked but to provide them with quality eyeglasses when necessary.

I admire Vision To Learn because they base so much of their work on solid research. In one study, the Annie E. Casey Foundation found that reading at grade level by third grade is one of the greatest predictors of children's success in school, their likelihood of going to college and even their future earning potential. Further research from optometric associations found that vision problems account for as much as 88% of failures on third-grade reading tests. The connections are clear.

But what I love most is that the program helps take away the stigma of wearing glasses, especially on those days when dozens of our beautiful children get the gift of better vision.

Atlanta Public Schools Superintendent Dr. Meria J. Carstarphen fits a student with new glasses. VISION TO LEARN 17

Some of our students are struggling not because they can't learn but because they have difficulty seeing and need glasses. We are so thankful to Vision To Learn. They have addressed this concern and have removed this barrier from our students. They now have an opportunity to improve their reading and be more successful academically. — Elizabeth Ramos, Teacher at William Green Elementary School, Lawndale Elementary School District **18** 2018-2019 ANNUAL REPORT

U.S. Senate Resolution 222

116TH CONGRESS 1ST SESSION

S. RES. 222

Recognizing Vision To Learn as a national leader in improving access to prescription eyeglasses for students in low-income communities, thereby helping those students succeed in school, and for providing vision exams to 200,000 students since its founding.

IN THE SENATE OF THE UNITED STATES

May 23 (legislative day, May 22), 2019

Mr. Coons (for himself, Ms. Ernst, Ms. Harris, Mr. Wicker, Ms. Stabenow, Mr. Cassidy, Mr. Carper, Mr. Perdue, Mr. Menendez, Mr. Toomey, Mr. Brown, Mrs. Hyde-Smith, Mr. Casey, Mr. Boozman, Mr. Rounds, Mr. Tillis, Mr. Grassley, Ms. Klobuchar, Ms. Sinema, Mr. Romney, Mr. Burr, Mr. Jones, Mrs. Blackburn, Mr. Kaine, Mr. Schatz, Ms. Hirono, Mr. Van Hollen, Mr. Scott of South Carolina, Ms. Collins, Mrs. Feinstein, Mr. Roberts, Mrs. Fischer, Mr. Moran, Mr. Merkley, Mr. Kennedy, Mr. Booker, Mr. Crapo, Mr. Daines, Mr. Isakson, Mr. Blunt, Mr. Thune, Mr. Cardin, Mr. Durbin, Mr. Lankford, and Mr. Udall) submitted the following resolution; which was considered and agreed to

RESOLUTION

Recognizing Vision To Learn as a national leader in improving access to prescription eyeglasses for students in low-income communities, thereby helping those students succeed in school, and for providing vision exams to 200,000 students since its founding.

Whereas, on March 27, 2012, Vision To Learn was founded by Austin and Virginia Beutner in Los Angeles, California, to address the problem of students in low-income communities lacking the glasses needed for those students to succeed in school and in life.

The U.S. Senate honored Vision To Learn with a resolution, authored by Senator Chris Coons (D-DE) and Senator Joni Ernst (R-IA). The Senate recognized Vision To Learn as a national leader in improving access to eyeglasses for students in low-income communities and in helping students succeed in school. There were 43 additional co-sponsors on the resolution, which was approved unanimously on May 23, 2019.



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\$1,000,000 +

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I Could Do Great Things Foundation

Jones County Community Foundation

Ellen Philips Schwarzman Katz Foundation

Los Angeles County Second Supervisorial District

Midway and Fort Dodge Community Foundation

The Futures Project

Stephanie Graves Joshua Hebert

IBEW Local 18

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In Northern California, for instance, Vision To Learn works with three dynamite organizations: the Chan Zuckerberg Initiative, the Golden State Warriors, and the San Jose Sharks.

- A grant from the Chan Zuckerberg Initiative helped Vision To Learn expand in the San Francisco Bay Area, as well as in Des Moines, Iowa; Jackson, Mississippi; and Newark, New Jersey.
- The Warriors Community Foundation and Vision To Learn recently celebrated their fourth year of collaboration, providing free eye exams and glasses to kids in need throughout the Bay Area.

A multi-year, \$100,000 sponsorship from the Sharks

Foundation has helped fund a Vision To Learn clinic dedicated to the region. Around the country, Boys & Girls Clubs are important

community partners for Vision To Learn, as Vision To Learn's clinics bring glasses to children year-round. Each regional Vision To Learn program provides vision screenings, eye exams, and glasses at summer community events with Boys & Girls Clubs. This year, Vision To Learn partnered with Boys & Girls Clubs at 106 locations in nine states.

In the Los Angeles area, Rotary District 5280 has:

- Raised nearly \$600,000 for Vision To Learn.
- Helped Vision To Learn gain district-wide opt-out consent in five school districts so that 100% of children could be helped.
- Volunteered thousands of hours with Vision To Learn to help provide more than 190,000 vision screenings to children.



















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Vision To Learn is a nonprofit organization that provides vision screenings, eye exams, and glasses, free of charge, to children in low-income communities. Vision To Learn operates in 328 cities and 133 school districts in 13 states, and has provided more than 1 million vision screenings, 225,000 eye exams, and 180,000 pairs of glasses to children.