



Vision To Learn

2021-2022  
Annual Report

# A DECADE OF PROGRESS

OUR MISSION

Vision To Learn provides vision screenings, eye exams, and glasses, to children in low-income communities, at no cost to the child or their family.

Vision To Learn has provided children with...



2,002,017  
VISION SCREENINGS



406,989  
EYE EXAMS



328,880  
PAIRS OF GLASSES



50  
MOBILE CLINICS

A Decade of Progress

Ten years ago Vision To Learn began its journey by providing five children with glasses at Napa Elementary School in Northridge, California. Our Founder, Austin Beutner, shared his thoughts on the progress since then.

Why did you start Vision To Learn?

When I learned that children were going to school in my community without the glasses they needed; I couldn't believe it. Los Angeles is the biggest city in the world's 5th largest economy. It's just not acceptable that children would go without something so basic and so necessary.

Since Napa Elementary, Vision To Learn has visited close to 5,000 schools as well as Boys and Girls Clubs to provide more than two million children with vision care and almost 330,000 of them with glasses. How does that feel?

It's remarkable, truly remarkable. All of the effort would have been worth it even if we had only been able to help the five kids that first day. It's great that we've been able to reach so many more.

But it's easy to get lost in the numbers of kids we help. A Johns Hopkins study of Vision To Learn's work in Baltimore shows the profound impact glasses have on children. The research was published in The Journal for the American Medical Association of Ophthalmology by the Center for Research and Reform in Education and the Wilmer Eye

Institute at Johns Hopkins University. Children who received glasses did better in school and the impacts were greater than more costly measures such as lengthening the school day, providing computers, or creating charter schools. The children who showed the biggest gains, the equivalent of an additional four to six months of learning, are those who are often the hardest to help — students in the bottom quarter of their class academically and students with learning differences and disabilities.

Each child has their own story. Maria (not her real name), a 10-year-old girl in East Los Angeles, brought a handheld magnifying glass with her every day to school which led many to think she aspired to be a scientist. Then teachers saw her using it to navigate her way around the playground. Imagine trying to play kickball while holding a magnifying glass. She's just one of many school children who have been helped by Vision To Learn.

Vision To Learn operates 50 mobile clinics and has about 200 people working across the country. How do you manage such a sprawling organization?

It starts with great leadership from Ann Hollister along with our local program managers across the country. We've put in place systems and training to make sure we learn from mistakes and replicate success. The best ideas from Des Moines are shared with Honolulu and Newark. And vice versa.

We pay careful attention to operating efficiency and costs. Vision To Learn's program costs less than \$150 per child for everything—vision screenings and eye exams as well as providing and fitting the glasses. The cost of a single patient visit for eye care at most traditional, brick-and-mortar clinics or hospitals is three to four times greater than that amount.





Stono Park Elementary, Charleston, SC



Betty Plascencia Elementary School, Los Angeles, CA

Ann can tell you our clinical teams saw an average of 18 kids per day last week in Philadelphia and why it costs \$122 to help a child in Atlanta compared with \$145 in Washington, D.C. One common misconception is the glasses themselves. Frames and lenses all together are less than 10% of our costs.

Far and away the biggest investment we make is in people. We have a great team across the country who believe in the mission along with a well-managed hiring program to make sure we have properly trained and licensed clinical staff everywhere we work.

#### What about sustainability?

We recognized early on the magnitude of the challenge as millions of kids need glasses and don't have them. Philanthropy can only get us part of the way there. Fortunately, most of the families of children we help are eligible for Medicaid which will cover some of the cost for a child from a low-income family to be provided with eye care and glasses.

Navigating Medicaid is a bit harder in practice than many

policymakers recognize. Vision To Learn has led pioneering work at the federal and state level to make it possible. Our team has helped update rules and laws in many of the states we operate to allow our clinical teams to help kids at schools.

Vision To Learn is a great example of a public-private partnership that works.

**One of Vision To Learn's partners, Justin Turner of the Dodgers, was recently honored with the Roberto Clemente Award for community service by Major League Baseball. What role do he and other professional athletes and their teams play in Vision To Learn's success?**

Our goal is not just to provide kids with the glasses they need but to make sure they wear them. The athletes and their teams help kids feel excited and proud to wear their glasses. I remember being at Castelar Elementary School like it was yesterday. A couple of hundred kids all proudly wearing their Dodger gear and celebrating loudly as their classmates walked across the stage while Justin presented them with their glasses. As the Pittsburgh Post-Gazette wrote on their front page when then-Steeler JuJu Smith-

Schuster joined us at Pittsburgh King K-8, "They're the cool kids now." We're grateful to have the support of so many great local partners across the country.

**Vision To Learn has been recognized by the U.S. Senate, California Teachers Association, Campaign for Grade-Level Reading and the Obama White House. What's next?**

Our mission is to make sure every child in every school, everywhere in the country has the glasses they need to succeed in school and in life. I'm confident we'll reach that goal within the next decade.

And while we're at it, we hope to build on the cost-effective model we've created and provide more help to children at schools. In addition to eye care, why not dental and hearing exams? Maybe we can provide a comprehensive physical exam for every child entering kindergarten? The best place to provide services to children in high-needs communities is where they are almost every day—their local, neighborhood public school.

Mr. Beutner shares more thoughts about Vision To Learn in [\*A Decade of Progress\*](#).



Silver Lane School, East Hartford, CT

# Partnership to Improve Vision Care for Los Angeles Kids

*Interview with Vision To Learn Board member  
Dr. Thomas Lee, Director, Vision Center at Children's  
Hospital Los Angeles (CHLA)*

## **What makes you a champion of school-based vision care?**

Children are the most vulnerable segment of our society and rely on us to advocate for them. When it comes to health care, this is particularly important because two out of three children nationally are underinsured, which limits their access to healthcare providers. Children's Hospital Los Angeles, is one of the few advanced care facilities in California that is open to these children and provides access to leading doctors in all pediatric subspecialties. However, with more than 2.3 million children in Los Angeles county alone, our hospital struggles to meet their needs within our existing facility. If a child needs an initial eye exam in our hospital, the wait can be up to six months to one year.

## **What kids may be currently falling through the cracks that VTL could identify and CHLA could treat?**

In order to increase access, we must create innovative solutions that can deliver our services outside of the hospital and ideally in a location familiar and convenient for the children and their parents. School based health care is one proven solution. Vision To Learn has already shown that health care can be provided on site at the school by



bringing the clinical expertise and equipment via mobile vans. We are partnering with Vision To Learn so that a child requiring a higher level of care can be referred to our hospital directly and not have to wait for an appointment. This allows us to leverage the vision screening and basic exams Vision To Learn is already performing so we can focus on those children with more complex conditions.

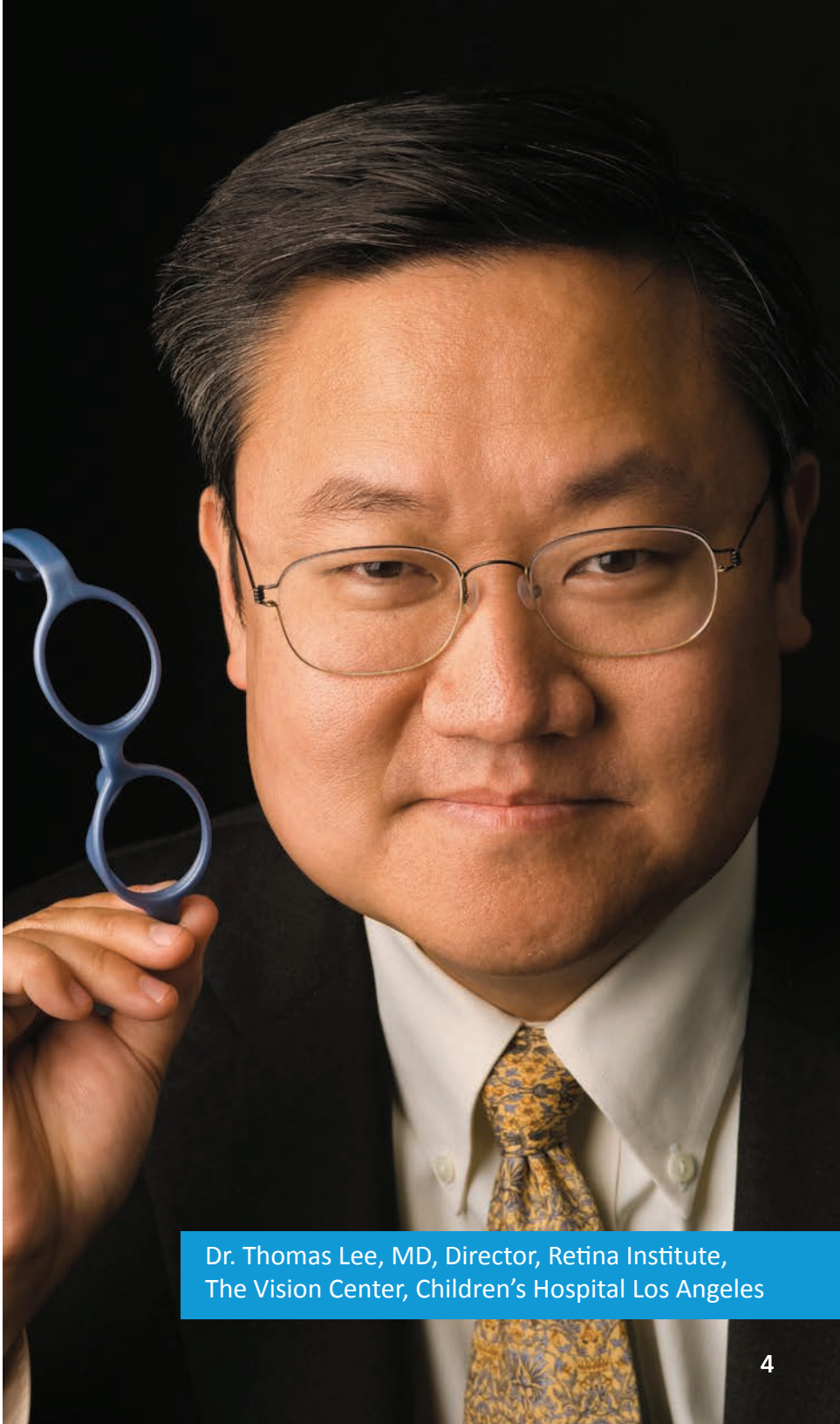
**How can Vision To Learn and Children’s Hospital Los Angeles (CHLA) work together to make sure all students receive the vision care they need?**

Our two organizations have been pioneers in using innovation to create new solutions. For example, Dr. Sudha Nallasamy, who directs the pediatric ophthalmology service at CHLA, has shown how real time telemedicine can be as effective as an actual in person exam to remotely diagnose and manage children with visual deficits. Using this technology, we are exploring a future where we manage our existing patients remotely in telemedicine equipped Vision

To Learn vans at a school near the child’s home. This could be done after the normal screening program is completed. This allows the patient to stay in school and the parents don’t have to drive all the way to our main campus in downtown LA. In addition to being convenient for the families, this could open up 20% more appointment slots on our main campus and increase our capacity for new visits.

**Looking ahead 5 years, how would you imagine our partnership could grow?**

It has been said that a crisis is a terrible thing to waste. When the existing solutions don’t work, the door is opened for innovative solutions to take hold. Many of our children are underserved with few options for advanced subspecialty care. By working with Vision To Learn, we aim to make this crisis an opportunity to reinvent health care for children. If we can make it work in LA, one of the largest cities in the country, it creates a path forward for other communities to follow. It is the brighter future our children deserve.



Dr. Thomas Lee, MD, Director, Retina Institute, The Vision Center, Children’s Hospital Los Angeles





Boys & Girls Clubs of Greater Kalamazoo

## 2021 - 2022 Funding

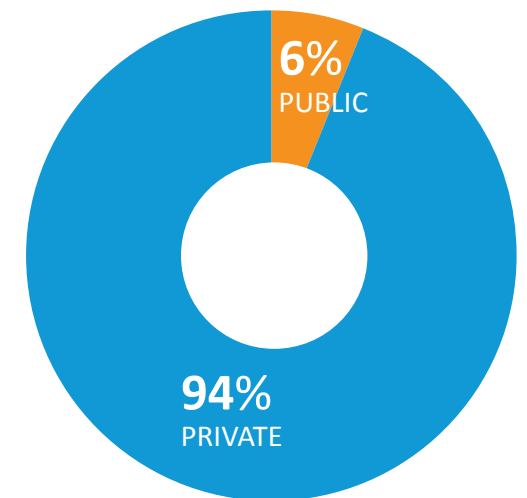
### Private

- Foundations, businesses, and individuals \$15,010,127

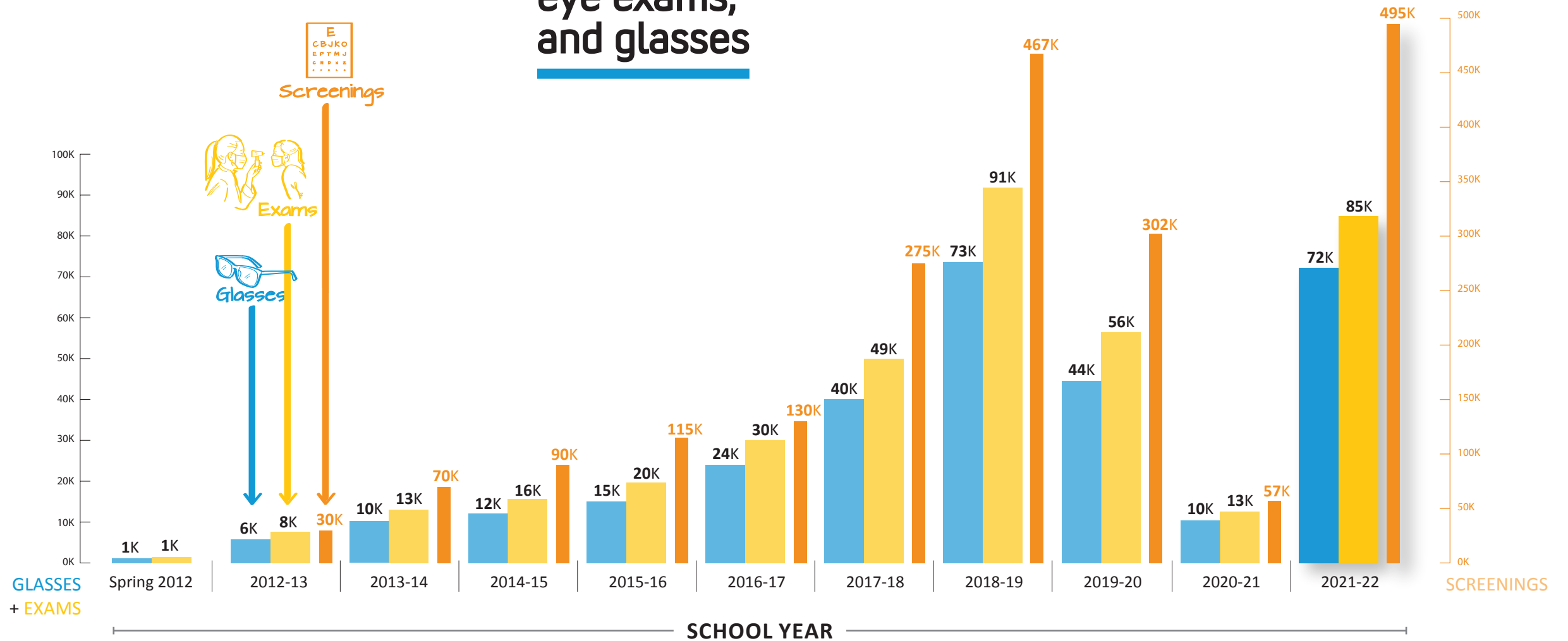
### Public

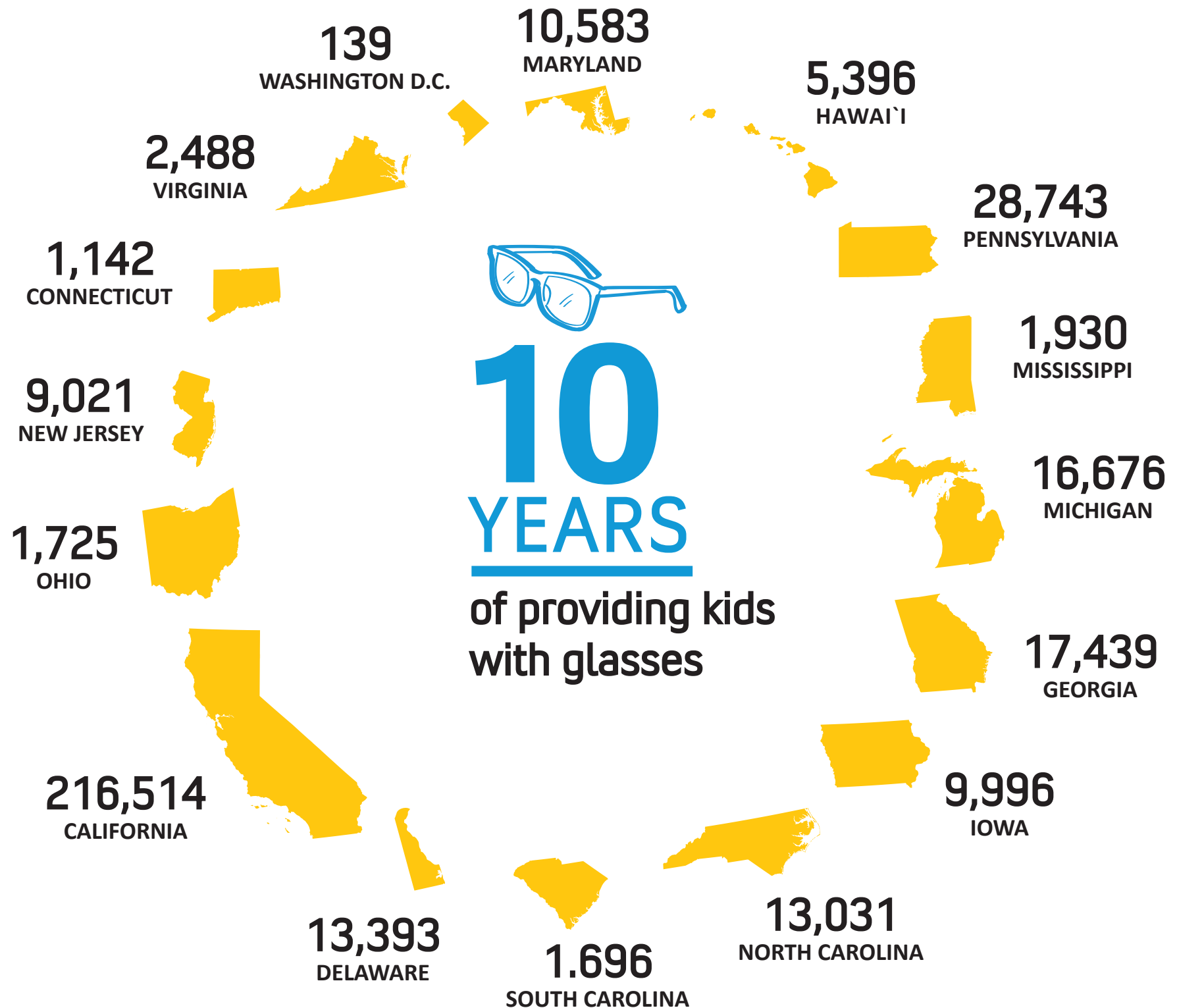
- Medicaid, other public funds, and school districts \$1,016,792

Total \$16,026,919



# Vision screenings, eye exams, and glasses









**“If we want our students to succeed in school, then we need to give them the tools to do so.”**

- Principal Carl Caston,  
Cortada Elementary in El Monte



**“I want to be a pilot, a builder and a drummer, but I need glasses first, so I can see the sky.”**

- Henry, 3rd grade student



**“I really like my new glasses. I can see so much better and they make reading and math much easier.”**

- Marcus, 5th Grader at  
Stono Park Elementary School



## Ohio

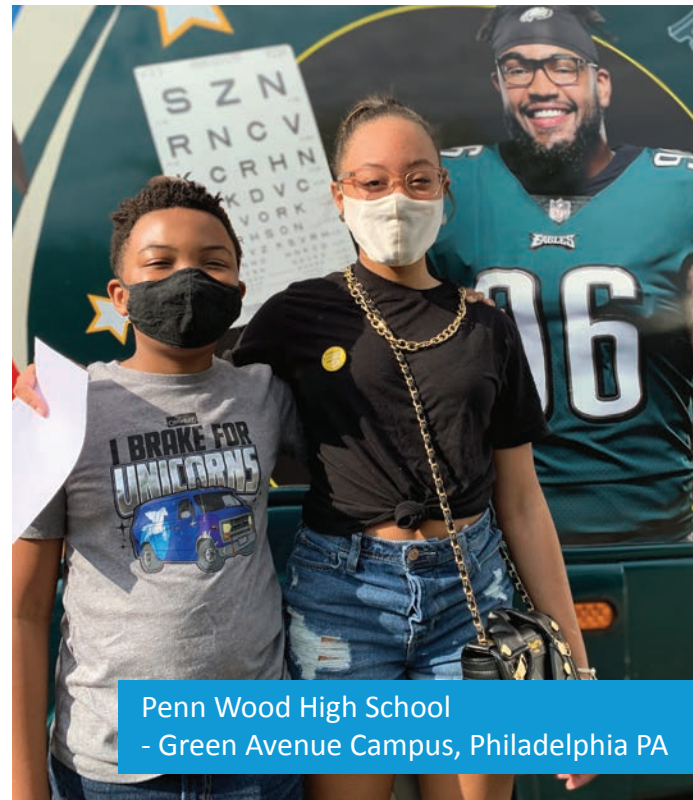
Travis, a student in Appalachian Ohio, received his glasses just in time for end-of-semester testing. His teacher was surprised to see Travis had improved by 81 points from his normal scores. Travis was called in by the principal and asked how he had improved by so much, so quickly. The little boy was quiet and then just pointed to his new glasses and said, “I could actually read the test this time.”

## Central Pennsylvania

Joe, a first grade student, had never worn glasses and was apprehensive about getting an eye exam. He did not want to wear glasses and was not excited to look at the frame selection. But then, Dr. Charlene put trial frames and lenses on him so that he could see what it would be like. Since it was fall and the trees were full of brightly colored leaves, Dr. Charlene asked him to hop off the van and look around with his trial frames on. She explained that when Joe received his glasses, this is how his vision would be. Joe was still reserved and quiet until he got outside and looked around. Immediately he lit up and shouted, “Look at all the leaves!” with a huge smile. After that, he couldn’t wait to get back on the van and pick out a cool pair of bright blue frames.

## Eastern Pennsylvania

Darren, a 3rd grader from Philadelphia, was a big fan of Swoop, the Philadelphia Eagles mascot. When it was Darren’s turn to visit the “Eagles Eye Mobile powered by Vision To Learn,” he was more excited to get a picture next to the photo of Swoop on the clinic than to receive a pair of glasses. That all changed when Darren received his glasses – the second he put them on he began excitedly racing around and peering over, then through, his glasses. When asked if his glasses were working Darren said, “I can finally appreciate the world. This is just incredible. I can actually see now!”



Penn Wood High School  
- Green Avenue Campus, Philadelphia PA



## Iowa

North High School in Des Moines offers a program that provides intensive English language services for newcomers. Last year one of the program’s teachers, Ms. Kendall Van Woerkom, “started to notice a lot of [her] students couldn’t see. Even if they sat not that far back, they would take pictures of the board and start to zoom in so they could read what was posted.”



Learning a new language is hard enough, but without being able to see it's practically impossible. So, Ms. Van Woerkom facilitated a partnership between Vision To Learn Iowa and North High School. As part of this partnership Vision To Learn screened all 125 students – and 53 required glasses!

# Georgia

When May comes to a close and students trade their classroom’s fluorescent lights for the bright Georgia sun, Vision To Learn works with the Cobb County Public Library for the summer. Tom Brooks of Cobb County Library said the collaboration with Vision To Learn, which began in 2018, is “a signature program for Cobb libraries demonstrating the value of collective impact strategies for opening access to opportunities for a better life for the children we serve.”

The partnership has been extremely successful, with almost 1,000 children provided with glasses to date. This most recent summer was “a breakout year as a record number of children – almost 400 – were served by the program through our libraries.” The goal is to continue to build on this success and help more kids in Georgia next summer.



# South Carolina

When Oonagh started 2nd grade, her teacher was concerned. Oonagh was not reading at the same level as her classmates, and was struggling in math. As the teacher began to work with Oonagh, she suspected that Oonagh’s academic struggles were related to her not being able to see clearly.

Vision To Learn visited the school, and sure enough, Oonagh was provided a new pair of glasses. Afterwards, the teacher saw a complete shift in Oonagh’s performance inside the classroom. She said, “I’ve seen Oonagh grow so much academically...she has grown from a beginning kindergarten reading level to first-grade reading level in less than a year.”

When asked about how glasses have changed her day-to-day life, Oonagh said, “I have been living in a blurry world my entire life. This is the first time I can see.”



## Connecticut

Vision To Learn launched in Connecticut at Silver Lane Elementary in East Hartford. A total of 22 students received glasses at a kick-off event, the first of more than 1,600 kids provided with glasses in Connecticut in the first school year.

Silver Lane Elementary Principal Joseph LaBarbera said, “when I first heard about Vision To Learn I was

definitely really excited. But I think it really began to take root when they did their first initial vision screenings, and I saw the amount of kids that needed glasses that didn’t have glasses. And I thought, what a unique opportunity for our kids’ needs to really be met, and I think even more so my excitement began to take root when I saw the kids in the van and how excited they were to get their glasses. I think it is just such a really, really, cool thing, and I’m just so appreciative of Vision To Learn and their willingness to work with us and our community.”



Hartford Public Library, Hartford CT

## Delaware

Kyle had just entered the eighth grade when Vision To Learn visited his school in Bloomington. On the Vision To Learn mobile clinic, Kyle said that he is a massive fan of the novelist J.R.R. Tolkien. Ever since he lost his glasses a year ago, Kyle hadn’t been able to read his favorite Tolkien novels. He couldn’t wait to get a new pair and said the first thing he would do once he had them would be to start reading again.

Working with the school librarian, Vision To Learn arranged for Kyle to receive a copy of The Hobbit with his glasses. The next time VTL visited the school Kyle couldn’t wait to recount his favorite parts of the story.

## California

As they began their eye exam, a freshman at San Lorenzo High School told Vision To Learn’s optician, “I got my golden ticket!” When Vision To Learn’s optician asked the student what they meant, they explained that during class, their teacher had compared getting an eye exam to visiting Willy Wonka in the novel Charlie and the Chocolate Factory.



The teacher decorated their classroom, created TikTok videos with the students, and even crafted cardboard golden tickets to build excitement for Vision To Learn’s visit. By the time the mobile clinic arrived on campus, the entire class was enthusiastic to get their eyes examined. Another student told the optometrist while looking through the phoropter lenses, “Wow. I can actually see the words on the screen.”

## New Jersey

An elementary school nurse in Paterson suspected something was wrong with fourth-grader Logan. Logan would make a trip to the nurse’s office “complaining of headaches in the afternoon.” Concerned, the nurse reached out to Logan’s family and discovered that Logan was getting headaches. Over the summer Logan had broken his glasses and his family could not afford to purchase another pair.

Vision To Learn visited the school and found that not only did Logan need glasses, but of the 400 students vision screened, more than 100 required glasses. These glasses had an instant impact: Logan ceased having headaches in the afternoon and his classmates were no longer straining to see the board. The school’s nurse said, “there is no number value you can put on the gift that our children received from the Vision To Learn program.”



Boys & Girls Club of Grand Rapids, Grand Rapids MI

## Michigan

Having helped children in West Michigan for over four years and East Michigan for seven years, Vision To Learn has made quite an impact in the state. The organization has

provided more than 20,000 kids with vision screenings and 5,000 with glasses. In April, Lt. Governor Garlin Gilchrist II participated in an event at Averill New Tech Elementary in Lansing, where he said, “school-based health services like Vision To Learn are a powerful tool to get students the resources they need. Governor Whitmer and I are proud of the work Vision To Learn has done to support students.”

\$1,000,000 +

Beutner Family Foundation  
Blue Meridian Partners  
The Eli and Edythe Broad Foundation  
Chan Zuckerberg Initiative  
Deerbrook Charitable Trust  
Eagles Charitable Foundation, Inc.  
Frank McHugh-O’Donovan Foundation, Inc.  
LA Clippers Foundation  
LA Unified  
Mecklenburg County Government  
OneSight EssilorLuxottica Foundation  
ResultsOHIO  
Shea Family Charities  
Silicon Valley Community Foundation  
Sobrato Philanthropies  
Warby Parker

\$500,000 - \$999,999

The Ahmanson Foundation  
Anonymous  
The Ballmer Group  
Dalio Philanthropies  
Fulton County Schools  
Gambrell Foundation  
Griffith R. Harsh IV and Margaret C. Whitman Charitable Foundation  
Heinz Endowments  
Independence Blue Cross Foundation  
Jamie and Denise Jacob Family Foundation  
Los Angeles Dodgers Foundation  
MetLife Foundation  
The Panda Charitable Family Foundation  
Rotary District 5280  
State of Maryland  
Oceanside Unified  
Overdeck Family Foundation  
Paterson School District  
The David and Nicole Tepper Foundation

\$250,000 - \$499,999

AMETEK Foundation  
Atlanta Hawks Foundation  
Atherton Family Foundation  
Bank of America  
Barings  
Elizabeth Benator Family Foundation  
California Community Foundation  
The California Endowment  
Charleston County School District  
Community Foundation of Greater Dubuque  
DMC Foundation at the Community Foundation for Southeast Michigan  
Vera and Joseph Dresner Foundation  
Hillman Family Foundations  
JCGRP Family Foundation  
Kamehameha Schools  
W. M. Keck Foundation  
The Leon Levine Foundation  
Longwood Foundation  
Nora and Douglas MacLellan  
Renee and Hugh McColl III

The Ralph M. Parsons Foundation  
Price Philanthropies  
San Francisco County  
County of San Mateo  
Robert W. Woodruff Foundation  
United Way of Central Iowa  
Versant Employee Matching  
Warriors Community Foundation  
Winebaum Family Charitable Trust  
The Harry and Jeanette Weinberg Foundation  
Weingart Foundation  
The Robin-Hwajin Yoon Kim Foundation  
Joseph and Vera Zilber Charitable Foundation, Inc.

\$100,000 - \$249,999

Abell Foundation  
Albemarle Foundation  
Ally Financial  
The Herb Alpert Foundation  
Annenberg Foundation  
Boeing Global Engagement  
Johnny Carson Foundation  
Harold K.L. Castle Foundation  
Crystal Trust  
Delaware Community Foundation  
Dick and Betsy DeVos Family Foundation  
The Dowd Foundation  
Susie and Ron Dollens Family  
Joseph Drown Foundation  
The Duke Endowment  
The Duke Energy Foundation  
Marcus Everard  
First Hawaiian Bank Foundation  
Foundation for Appalachian Ohio  
Foundation for the Carolinas  
Foundation for a Healthy Carolina  
France-Merrick Foundation  
Good Hope Medical Foundation  
Gwinnett County Public Schools Foundation  
Hendrick Family Foundation  
Jefferson Regional Foundation  
The Karl Kirchgeessner Foundation  
The Kresge Foundation  
Douglas Lebda  
Hugh McColl Jr.  
Chris Meledandri  
Richard King Mellon  
Medical University of SC / MUSC Health Children’s Health / MUSC Health Storm Eye Institute  
Merchant’s Bonding Company  
Merck Foundation  
Joe and Terry McGrath Charitable Fund  
Michael Murr  
Christina and Tim Noonan  
Ohio Optometric Foundation  
Penske Motor Group/Patty and Greg Penske  
The Pittsburgh Foundation  
Heidi Schulman and Mickey Kantor  
Semptra Energy  
Sharks Foundation  
Edward A. and Ai O. Shay Family Foundation  
The Skillman Foundation

Skylight Foundation - Gary E. Milgard Family Foundation  
C. D. Spangler Foundation  
Steinmetz Family Foundation  
The Aaron and Lillie Straus Foundation  
S. Mark Taper Foundation  
Theisen’s Home • Farm • Auto  
Total Health Care Foundation  
Trane Technologies  
Variety the Children’s Charity Iowa  
The Weissman Family Foundation  
Wells Fargo Foundation

\$50,000 - \$99,999

Bobbie Bailey Foundation  
Black Hawk County Gaming Association  
Arthur M. Blank Family Foundation  
The Carls Foundation  
Community Foundation of Northeast Georgia  
Connecticut Community Foundation  
Delta Dental of Iowa  
Carrie Estelle Doheny Foundation  
Fox Family Foundation  
Georgia Baptist Health Care Ministry Foundation  
Max & Helen Guernsey Charitable Foundation  
The Healthcare Foundation of New Jersey  
- Founded by the Jewish Community ✡  
William H. Hannon Foundation  
Laffey-McHugh Foundation  
Irene Ludwig  
Marietta City Schools  
Michael and Lori Milken Family Foundation  
Motley Rice, LLC  
Laura and John Overdeck  
Jesse Parker Williams Foundation  
Partnership for Better Health - A Community Foundation  
William Penn Foundation  
Pennsylvania Department of Human Services  
Roger Penske  
Roper Saint Francis Physicians Endowment  
Saint John’s Health Center Foundation Community Impact Fund  
San Lorenzo Unified School District  
SBM Charitable Foundation, Inc.  
Ellen Schwarzman  
Sight for All United  
Spark Therapeutics, Inc.  
Sweeties Big Nickle Fund  
Vernon Public Schools  
Welfare Foundation, Inc.

\$20,000 - \$49,999

1830 Family Foundation  
Adobe Employee Community Fund  
Agua Caliente Band of Cahuilla Indians  
Allamakee County Community Foundation  
American Endowment Fund  
Ansonia Public Schools  
AT&T  
Athene  
Sherry and Henry Blackford  
Thalia and Michael C. Carlos Foundation  
Charlotte Merchants Foundation

Cheung Charitable Fund  
Collins Airspace  
Desert Healthcare District & Foundation  
R. Howard Dobbs, Jr. Foundation  
East Haven Public Schools  
The Eder Family Foundation Inc.  
First Citizens Foundation  
Grable Foundation  
Healthy Charlotte Alliance  
Russell Holliday and Hal Cottingham  
Ingevity  
Ellen and Howard Katz  
Peter Kellogg Family  
Kent County Non-Profit Organization COVID-19  
Howard R. Levine Foundation - Julie & Howard Levine  
LuluMa Foundation  
Mahmoodzadegan Family Charitable Fund  
The Meijer Foundation  
Middle Run Foundation  
ONE Charlotte Health Alliance  
Ambassador John Palmer  
Phillips Family Fund  
Linda M. Plunkett Charitable Fund  
PNC Charitable Trust  
Project Vision Hawai’i  
John M. Rivers Jr.  
Chris Sacca  
Sartain Lanier Family Foundation  
SC Physicians Care Charity  
Thompson Public Schools  
UnitedHealthcare  
Maya and Brian Wall

\$10,000 - \$19,999

Central Pacific Bank  
Charleston County (Charleston County Community Investment Program)  
City of Charleston  
City of North Charleston  
Dignity Health Innovation  
Dominion Energy Charitable Foundation  
Betty and Davis Fitzgerald Foundation  
Georgia Power Company  
Highmark Blue Cross Blue Shield Delaware  
Hooks Family Fund  
Interact District 5170  
Jackson EMC  
Stacy and Rana Jordahl  
LightBay Foundation  
McDonough Charitable Foundation  
Modern Global Sourcing  
Primerica Foundation  
Provident Bank Foundation  
Robell Foundation  
The Ryan Family Fund  
Sisters of St. Francis of Penance and Christian Charity  
The Donald B. and Dorothy L. Stabler Foundation  
John K. Tsai  
Turrell Fund  
Volvo Cars US Operations Community Fund  
Walmart  
West Liberty Community School District



# Path to Sustainability

*Vision To Learn’s President Ann Hollister shares her thoughts on improving our sustainability through public reimbursement.*

**You and Austin often talk about building a sustainable organization. What do you mean by that?**

While Vision To Learn has helped a considerable number of children, we know many more still go to school without the glasses they need. Private donations can only get us so far. In order to provide help to all of the kids who need it and make sure the effort will continue in the years to come, public funding has to be part of the picture. Fortunately, Medicaid is intended to do exactly that – provide healthcare to children from low-income families.

**Medicaid reimbursement sounds simple, is it? Give us an example of the challenges you face making it work.**

It’s not as simple as it may seem. For example, managed Care Organizations and their vision subcontractors have billing systems which are set up to deal with patients who provide a Medicaid ID before they’re provided with care. That works well in a brick-and-mortar clinic but not when you’re trying to help kids at a school in a low-income community. Students don’t come to school with Medicaid IDs.

Some insurers, like MetLife, Versant, Superior, Davis, Envolve and March Vision, have recognized the value of the work Vision To Learn does and are helping navigate the reimbursement process.



**Can Medicaid provide all of the funding that is needed?**

Vision To Learn’s goal is to help 100% of kids at a school in a low-income community, no questions asked. The approach is sound—any barrier, including the need for a low-income family to be properly enrolled in Medicaid and their child to present a valid ID at school—will mean some portion of kids don’t get care.

Medicaid will only get us part of the way there. Even working closely with state health administrators and insurers only a portion of the kids provided with eye care by Vision To Learn are on a Medicaid roster, even though almost all from families who are Medicaid-eligible. We came up with an innovative approach for reimbursement to cover the costs of helping the remaining children who can’t be found on a Medicaid roster.

Children’s Health Insurance Program, or CHIP, aims to make sure the health needs of children don’t fall between the cracks. Any state’s CHIP dollars can be used to “focus on improving the health of eligible children.” Vision care for children from low-income families properly qualifies

in this area and most states have significant reserves of unspent CHIP monies. They can establish a Health Services Initiative (HSI), using CHIP funds, to provide the funding for eye care efforts to help kids who can’t be found on a Medicaid database.

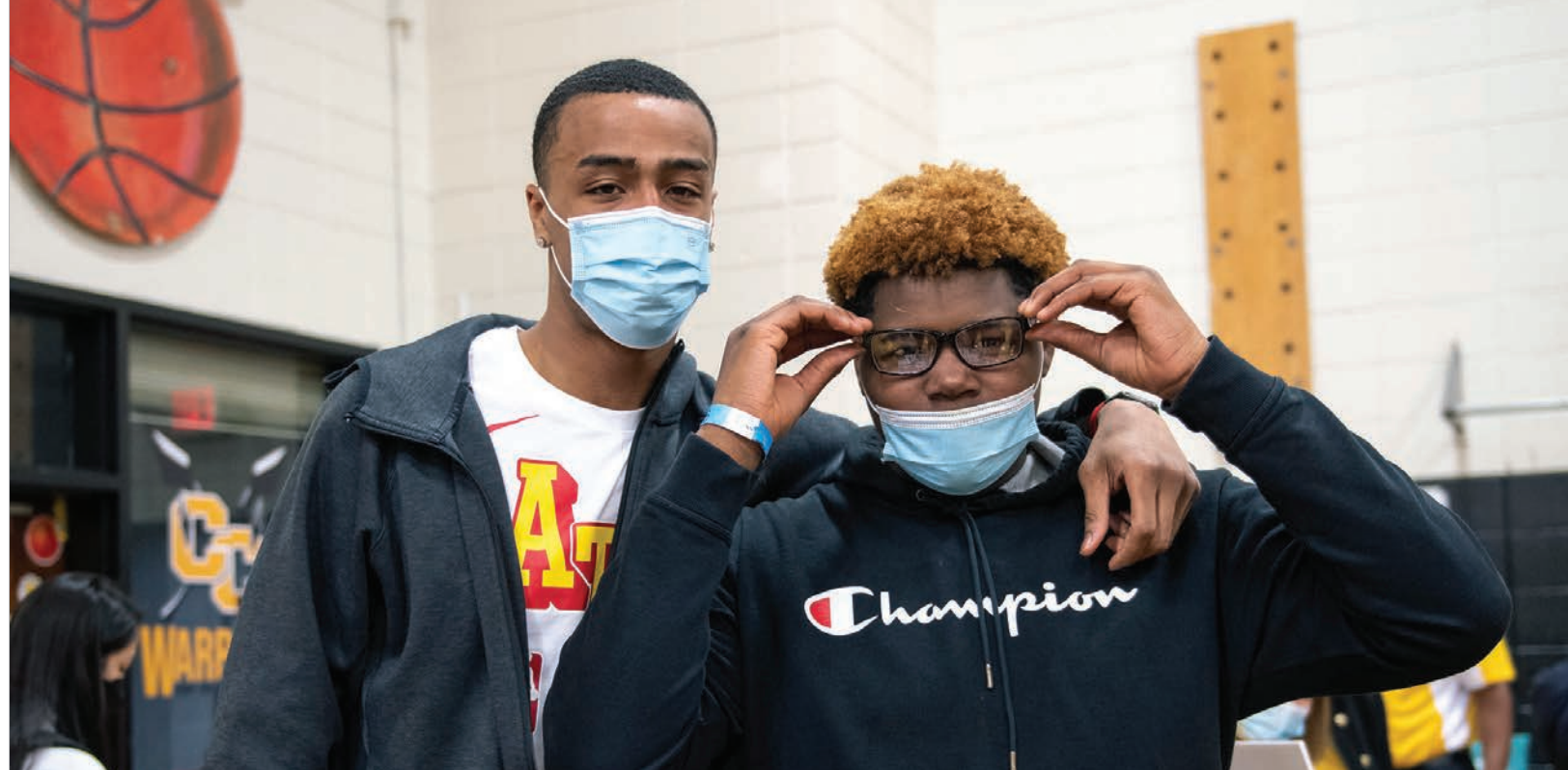
Delaware, Mississippi, Hawaii and most recently Pennsylvania have all established an HSI. They use CHIP funds to reimburse Vision To Learn at no cost to the state. That means thousands more kids will be helped in these states.

**What’s your goal?**

We’ve worked hard to properly qualify for Medicaid reimbursement with 67 insurers in 13 states and now have CHIP HSIs in four of them. In the states where all the pieces have been properly connected, more than 75% of our costs are reimbursed by a combination of Medicaid and CHIP. That’s the aim for every community we serve and that will allow Vision To Learn to help many more children in the years to come.



# LEADERSHIP





# Leadership

## Board of Directors

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*President, Emily’s List*

Dr. Thomas Lee, MD  
*Director, Retina Institute,  
The Vision Center,  
Children’s Hospital Los Angeles*

Renee McColl  
*Co-founder of Vision To Learn Charlotte*

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Victoria Alba  
*Head of Human Resources*

Wade Brown  
*Director, National Operations*

Damian Carroll  
*National Director and Chief of Staff*

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*Co-Chair, Vision To Learn*

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*Co-Head, Creative Artists Agency  
Motion Picture Literary Department*

Steve Shafran  
*Senior Advisor,  
Centerbridge Partners*

Denita Willoughby  
*CEO, The Willoughby Group*

Jake Winebaum  
*Founder, Blue Waters Research*

Ann Hollister  
*Ex Officio*

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*Executive Director*

Gil Fortis  
*Director, Special Projects*

Uzi Granados  
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## Delaware Advisory Board

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**Vision To Learn**  
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**Vision To Learn** is a non-profit organization that provides vision screenings, eye exams, and glasses to children in low-income communities, at no cost to the child or their family. Vision To Learn has helped children in more than 750 cities in 15 states and the District of Columbia. Vision To Learn has provided 2,002,017 children with vision screenings, 406,989 with eye exams and 328,880 with glasses.

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