

Over 53,000 kids helped



Lindberg Elementary School, Lynwood, CA

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



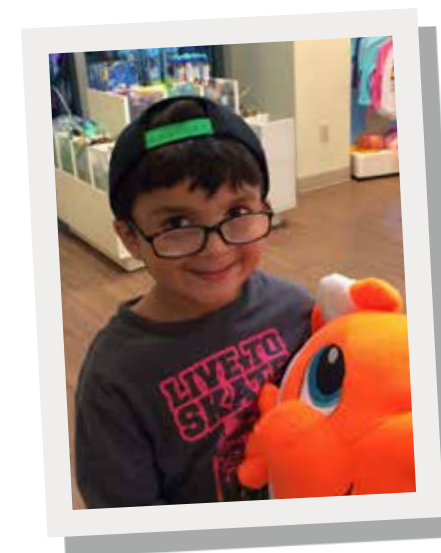
**Vision To Learn**  
Focus on the Future

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

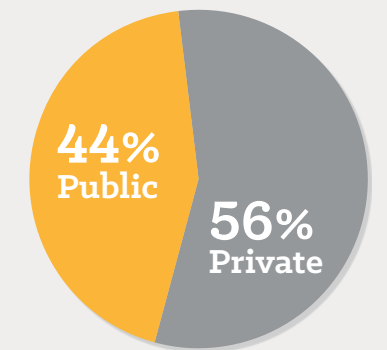
More than  
**53,000**  
exams

More than  
**40,000**  
glasses

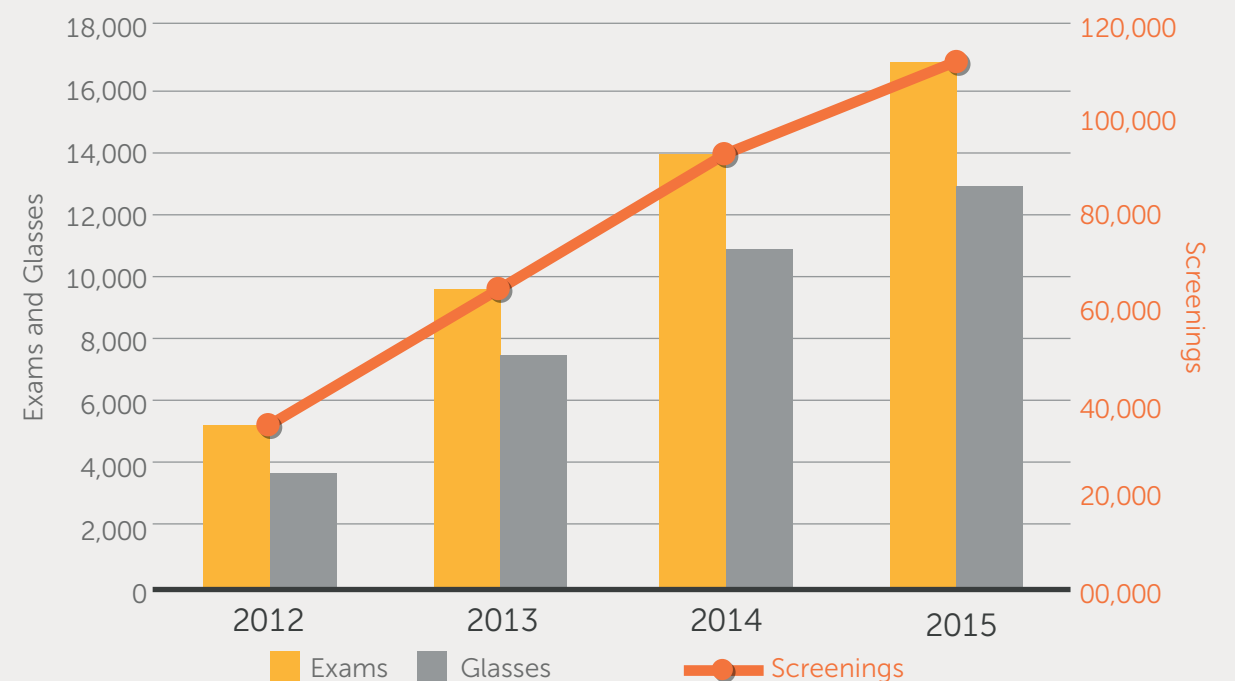
## Funding

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**

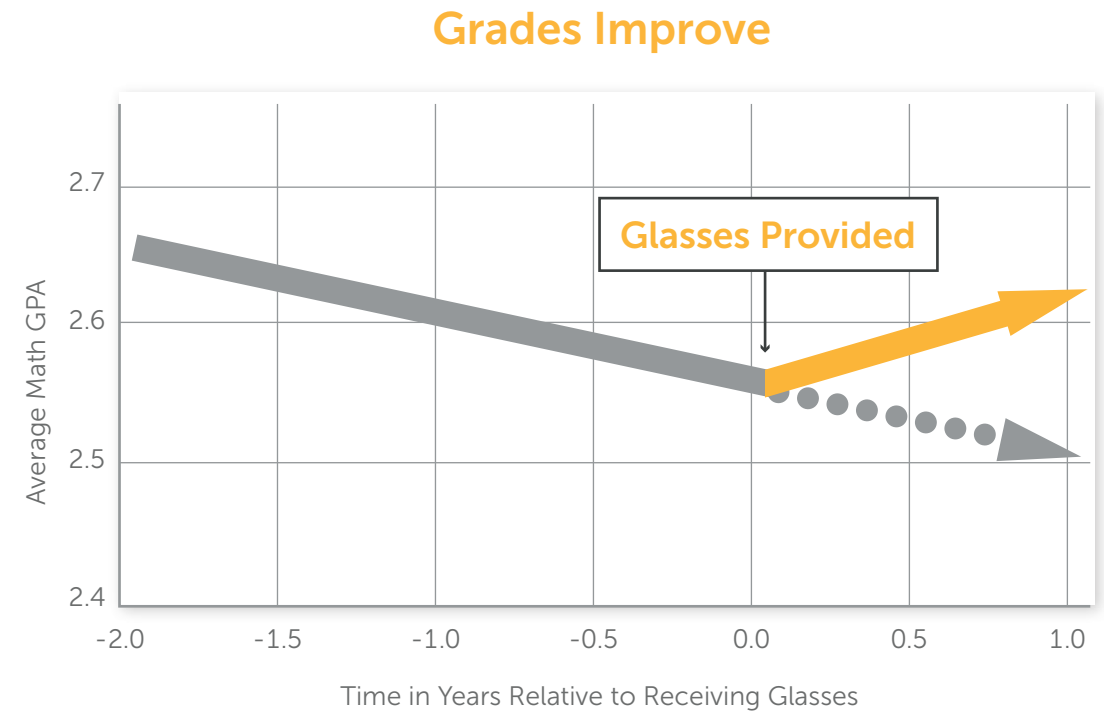


# Impact

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.”

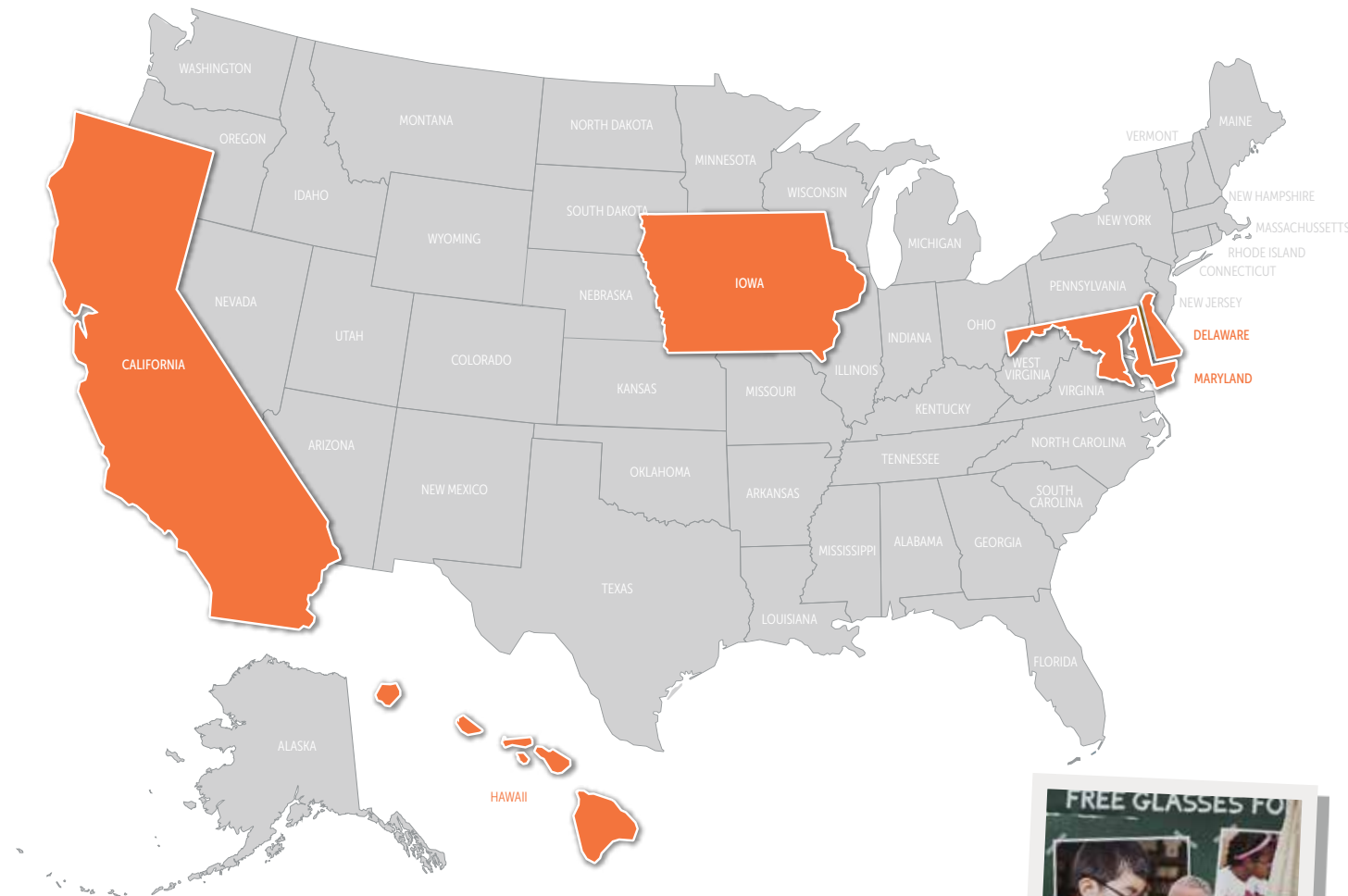
Paul Pierce,  
LA Clippers Forward  
Inglewood, CA

“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+**

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- 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

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