The mission of Helen Keller Services (HKS) is to enable individuals who are blind, visually-impaired, deaf-blind or have combined hearing-vision loss to live, work and thrive in the communities of their choice. HKS offers services and programs through two divisions: Helen Keller National Center for Deaf-Blind Youths and Adults (HKNC) and Helen Keller Services for the Blind (HKSB).

Helen Keller National Center for Deaf-Blind Youths and Adults is the only comprehensive national program that provides information, referral, support and training exclusively to youths and adults who have a combined vision and hearing loss, their families and the professionals who work with them.

Helen Keller Services for the Blind is a comprehensive rehabilitation program serving individuals of all ages who are blind or visually impaired and who may have additional disabilities, living in the New York metropolitan area.
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**IMAGES (Top to Bottom)**

1. *Summer Adolescent Vocational Experience (SAVE Program)*.
2. *Camp Helen Keller performing at their finale celebration*.
3. *125th anniversary kickoff breakfast held at Brooklyn Borough Hall*. 

www.helenkeller.org
President’s Letter

The year 2018 will be remembered as the year Helen Keller Services celebrated its 125th Anniversary. It all began in 1893 in Brooklyn, New York, when the Industrial Home for the Blind was established to serve and support people who were blind and to assist them in gaining independence.

Today, Helen Keller Services (HKS) with its two divisions, Helen Keller National Center for Deaf-Blind Youths and Adults (HKNC) and Helen Keller Services for the Blind (HKSB), stands as a leader in the field of low vision, blindness, deaf-blindness and combined vision-hearing loss. HKS, at 125 years of age, is bigger, better and still on the job!

This year, HKS relocated its main offices to new headquarters in Downtown Brooklyn where HKSB has its base of operations. In addition to their headquarters and training program in Sands Point, NY, HKNC has expanded its field services for people across the country. In spite of these changes, HKS has not lost its client-centric focus. Our mission is clear – we work to provide programs and services for our consumers of all ages to assist them to become independent, to be educated, to earn a living and to live their lives as independently as possible.

Our anniversary logo reminds us that while HKS celebrates its rich 125-year history, we envision ambitious, new paths ahead. We intend to continue our leadership in the fields of low-vision, blindness and deaf-blindness while also expanding, improving and developing new strategies in the field we have been a part of for so long. We are accomplishing this by creating new programs and building new business partnerships in order to improve our ability to touch the lives of our consumers.

This milestone year has been a wonderful one filled with hopes and accomplishments. Both are necessary – hope fuels our creativity, while accomplishments prove our worth. In 2019 and beyond, I look forward to working with our innovative teams at HKNC and HKSB in the New York metropolitan area, Nassau and Suffolk Counties as well as across the nation. We will continue to strive for improving the services that HKS provides and accomplishing greater outcomes for our consumers. I am proud to be part of this historic organization.

Joseph F. Bruno
President & CEO
A special thank you to our 125th Anniversary Gala honorees Darcy Stacom, Chairman of CBRE, and Robert Catell, former Chairman of National Grid, who were key contributors in making this our most financially successful gala to date!

– Joseph F. Bruno, President and CEO
HKNC’s Reach

In addition to the residential training facility in Sands Point, HKNC also offers services through its 10 regional offices across the country. These offices serve as the gateway to all that HKNC has to offer — consultation, advocacy, assessment, training, referrals and more, throughout the country!

Learn more about HKNC’s regional offices by visiting: www.helenkeller.org/hknc/locations

Region 1 – New England
CT, ME, MA, NH, RI, VT
Region 2 – Mid-Atlantic
NJ, NY (HKNC HQ)
Region 3 – East Central
DE, DC, MD, PA, VA, WV
Region 4 – Southeast
4a: AL, FL, GA, MS, VI
4b: KY, NC, SC, TN, PR
Region 5 – North Central
IL, IN, MI, MN, OH, WI
Region 6 – South Central
AR, LA, NM, OK, TX
Region 7 – Great Plains
IA, KS, MO, NE
Region 8 – Rocky Mountain
CO, MT, ND, SD, UT, WY
Region 9 – Southwest
AZ, CA, HI, NV, Guam, Samoa
Region 10 – Northwest
AK, ID, OR, WA
HKSB’s Reach

Serving the five boroughs of New York City and Long Island, HKSB operates training facilities in Brooklyn, Hempstead and Ronkonkoma, and offers low vision services in Sands Point. Field services expand HKSB’s reach, bringing resources to your neighborhood!

Visit www.helenkeller.org to learn more about our locations.
Timeline: Celebrating 125 Years

1893
The Industrial Home for the Blind (IHB) officially opens its doors at its original location, 96 Lexington Avenue in Brooklyn.

1899
The IHB moves to a new residence and factory building on 520 Gates Avenue in Brooklyn. Eventually, 55 men are employed at this location—16 of whom reside at the facility.

1945
Dr. Peter J. Salmon develops a formal program for people who are deaf-blind.

1946
IHB opens a recreational day centers for senior citizens who are blind.
1953
A first of its kind Low Vision Center opens in Brooklyn.
A day camp that provides social, physical and recreational activities for children and youth who are blind or visually impaired, also begins in Long Island (officially renamed Camp Helen Keller in 1998).

1953
IHB moves its headquarters to 57 Willoughby Street in Downtown Brooklyn.

1967
As a result of the longstanding commitment of Dr. Peter J. Salmon and others to the deaf-blind population, the Helen Keller National Center for Deaf-Blind Youths and Adults (HKNC) is established by a unanimous Act of Congress.
IHB establishes the Preschool Vision Screening Program.

1976
The headquarters of HKNC officially opens its permanent location at 141 Middle Neck Road in Sands Point, New York.

For a complete history of the agency, please visit: https://www.helenkeller.org/hks/history
IHB obtains a multi-year contract with the now-named New York State Office for People With Developmental Disabilities (OPWDD). As a result, the Day Habilitation Program for individuals who are blind and developmentally disabled begins at the agency’s Hempstead office.

The Industrial Home for the Blind changes its name to Helen Keller Services for the Blind (HKSB) in memory of longtime friend and supporter, Helen Keller.

The nursery for infants and young children who are visually impaired with additional disabilities becomes the Children’s Learning Center (CLC) in Brooklyn. Additionally, HKSB’s first Assistive Technology Center launches in Hempstead.

HKSB creates the Individualized Residential Alternative (IRA) in North Bellmore, New York, a group home for several of the agency’s Day Habilitation consumers.

Pictured: A resident of HKSB’s IRA and a participant in the Day Habilitation Program shows off her latest work of art.
HKSB opens the Parent and Early Education Resource Center in Brooklyn to provide educational and support services for parents of children who are blind and/or multi-handicapped.

Pictured: John Lynch, past HKSB Executive Director, Andy Fisher, Executive Director of the Lavelle Fund and Gregory Santamoor, former CLC Principal

Thanks to the 21st Century Communications and Video Accessibility Act and HKNC’s subsequent partnership with Perkins School for the Blind, the National Deaf-Blind Equipment Distribution Program begins.

The Helen Keller National Center celebrates its 50th anniversary of providing vocational and independent living skills to people who are deaf-blind.

Helen Keller Services celebrates its 125th anniversary and moves to new headquarters at 180 Livingston Street in Downtown Brooklyn, NY

For a complete history of the agency, please visit: https://www.helenkeller.org/hks/history
125 Years: Brooklyn All The Way!

1893
96 Lexington Avenue

1899
520 Gates Avenue

1953
57 Willoughby Street
Following 65 years of providing services for people who are blind and visually impaired at 57 Willoughby Street in Brooklyn, Helen Keller Services has built out a new state-of-the-art, architecturally forward facility within 180 Livingston Street, just two blocks away in Downtown Brooklyn. Vision friendly design was consistently at the forefront for a facility equipped with glass office fronts, movable partitions and technologically advanced conference rooms.

Training and meeting rooms with TV screens as large as 75 inches are distributed throughout the facility, with six areas capable of audio/video conferencing. The large flexible main conference room has infrared assistive listening devices. Our design team and staff focused on the needs of our consumers and employees every step of the way, with the result being a facility Helen Keller herself would be proud of.

Gary Messina
Chief Facilities Management Officer
Helen Keller Services
Executive Letter

As 2018 comes to a close, we have the opportunity to reflect on successes, lessons learned and future initiatives. This is a time of transformation at HKNC! Many exciting doors are opening as we cross the threshold of expanding our field services across the country. We are learning from our experiences and from the challenges that stretch us and create an energy of innovation, fresh perspectives and new partnerships. We are excited and thankful for the added federal investment enabling us to expand service options across the country and for our partners at the state and local level who are working with us to bring our strategic learning goals to execution.

HKNC will replicate the New York State Community Services Program (CSP) in California. The CSP offers training to consumers in their homes, communities and work sites. HKNC is in the process of hiring 10 deaf-blind specialists throughout the country. Their primary focus will be to provide individualized services to consumers to assist with achievement of employment outcomes in keeping with our mission of supporting consumers’ desires to live and work in the communities of their choice.

The Information Research and Professional Development Department has added a new position to expand HKNC’s research capacity and develop more distance learning initiatives. The new position will also support creating curriculum/materials, on-line learning opportunities and hands-on professional development. One very exciting initiative is the introduction of braille instruction using a distance learning format tailored to individual braille learners.

In addition to the above, HKNC was very grateful to receive a grant from the Lavelle Fund for the Blind, which will enable us to deploy a National Employment and Business Relation Specialist. The goal is to work with national employers so they may hire talented, trained individuals who are deaf-blind to meet their business needs.

I would like to express my appreciation to the HKNC team for engaging their heads, hearts and hands to ensure the highest quality of services to individuals who are deaf-blind, their family members and professionals across the country.

Sue Ruzenski
Executive Director,
Helen Keller National Center
Transition for Young Adults

Youths who are deaf-blind experience significant challenges as they prepare to transition from high school to the adult world. One dynamic and interactive event to support youth in meeting these challenges is the Deaf-Blind Transition Institute (DBTI) - a weekend event for deaf-blind youth, aged 14 to 22. This year two DBTIs were held - in HKNC's Southeast and North Central Regions.

The goal for each participant is to develop an action plan identifying next steps for important adult life goals. Throughout the weekend, games are used to incorporate teamwork and sportsmanship. Families and service providers also attend and are given the tools to become more active participants in the young adult's action plan. A new comprehensive transitional plan is developed which includes next steps in the young adult's vocational and personal independence journey past high school.

HKNC's regional representatives assist in the planning of DBTIs through consultation and enlisting assistance from providers in the area. They offer pre-training to those who are assisting during the weekend. During the event, they provide support in all areas. After the weekend, the regional representatives assist with implementing this transition plan.

“The best part of these Institutes is watching the families build trust in the system.”

Marilyn Trader, HKNC Southeast Regional Representative
The following images show scenes from one of the Deaf-Blind Transition Institutes.
Haptics and Other Training Opportunities

Haptics is a standardized system for providing visual and environmental information, as well as social feedback, via touch signals on the body.

HKNC staff conducts training in the use of Haptics across the country to families, providers, educational interpreters, teachers, administrators and more. This year, at a training in Kansas, there were 80 consumers and professionals participating in the training.

Through their website, HKNC offers an on-line course in Haptics. Other courses are available, including those for mental health providers, vocational rehabilitation counselors, professionals working with seniors who have a combined vision and hearing loss and more. Go to www.hkonlinecourses.org/Courses for a complete listing.
1. Meet Antonia

When the manufacturing company where Antonia G. worked for 29 years downsized, she became unemployed. Antonia is deaf with low vision and still wanted to work so she came to Helen Keller National Center for training. At HKNC, an evaluation indicated that Antonia had an interest in laundry services. A work experience was set up at two different laundry facilities to assess her skills. With support from her HKNC vocational instructor, Antonia learned the essential skills and was hired by one of the facilities. The laundry staff received mobility training from HKNC and provided Antonia with ongoing support. She uses communication cards to talk with co-workers and supervisors and has a pager for when she needs assistance. Antonia travels independently to work using the para-transit system and is very happy to be back in the work force!

Image Caption (Left): Antonia on the job.

2. Meet Adam

Adam C., 27, wanted to be a politician. He has Usher syndrome type 2, a condition which causes people to lose their vision and hearing. “It really changed my life. Being able to travel at night is difficult and communication is also a challenge.” Realizing he needed specialized training, Adam came to HKNC. After completing training, Adam returned to HKNC as a facilitator for the Young Adult Summer Program and, the next year, as an intern in HKNC’s Vocational Services Department. Through these experiences, Adam realized the importance of a vocational rehabilitation counselor’s role. “I need to do something that’s going to be impactful. I couldn’t have figured that out without the support and the experiences at HKNC.” Adam’s goal is to apply for graduate school in social work. “I want to become this human being that I’ve always dreamt of being.”

Image Caption (Right): A counseling session with Adam (right) and an HKNC student (left).
Events

1. Deaf-Blind Awareness Week (DBAW)

In 1984, President Ronald Reagan issued a proclamation designating the last week of June as “Helen Keller Deaf-Blind Awareness Week” in recognition of the achievements and capabilities of people who are deaf-blind. This year’s theme is INVESTING IN YOUTH TO ENRICH OUR FUTURE. The spark of change comes from the promise of youth. They have demonstrated the awareness, the poise and the determination to effect lasting change. HKNC and its partners are here to support the younger generation of people who are deaf-blind through peer-to-peer mentoring, work-based learning and self-advocacy.

2. Training for Professionals from Puerto Rico

This summer, HKNC hosted a training program for members of the Puerto Rican Deaf-Blind Project, along with vocational rehabilitation counselors, teachers and family members. The training focused on employment for people who are deaf-blind. The agenda included trips to 4 different worksites for observations. One of the visits was to New York Institute for Special Education to observe and talk to a current HKNC student who teaches three classes a week. In addition, participants met with Waleska Lopez from the Pennsylvania Bureau of Blind and Visual Services, Department of Labor and Industry. The very full week was capped off with an HKNC student panel which discussed their training goals and work experiences.
Visitors

1. Ernst & Young

Twice a year, staff members from the accounting firm of Ernst and Young (EY) spend a day working at the headquarters as part of their Connect Day program. This program provides an opportunity for EY staffers to join with colleagues for a day of community service.

2. International Visitors

Dmitry Polikanov, president and executive director of the Russian Connections – DeafBlind Support Fund and his colleague, Denis Kuleshov director of the technical company, Sensortech located in Moscow, paid a visit to HKNC. Dmitry and Denis updated staff on activities at the DeafBlind Support Fund and some new and innovative technology they are working on to assist people who are deaf-blind.

Gary Daly, the Deafblind International (DbI) Secretariat who works at Able Australia, stopped by HKNC after attending the first Network of the Americas Conference sponsored by Perkins and DbI in Massachusetts. Gary discussed possible collaborative projects between Able Australia and HKNC.

3. HKSB Summer Adolescent Vocational Experience (SAVE) Students

A group of young campers from HKSB’s SAVE Program and their counselors paid a visit to HKNC. Generously funded by the Lavell Fund for the Blind, the program introduces young people to a wide variety of vocational opportunities. The purpose of the visit to HKNC was for the campers to talk to the older students about their future plans and what kinds of training they are getting to reach their goals.
Executive Letter

As we look back over the last 125 years at Helen Keller Services for the Blind, we see a history rich in service and innovation. As we cross the “Bridge to our Future”, that tradition continues, marked by many highlights including the strengthening of staff, expansion of program services and renewed collaborations with the community and other stakeholders. We developed many new partnerships while solidifying long-standing ones.

The new partnerships were developed with the Guide Dog Foundation to provide referral and training for consumers interested in mastering the mobility skills necessary to acquire a dog guide; Hofstra University Medical School to enhance the sensitivity of medical students when treating a person who has a vision loss; and with Court 16, a tennis academy in Brooklyn. Additionally, we hosted White Cane Awareness Day with the Northport Veterans’ Affairs Medical Center and the New York State Commission for the Blind to bring cane travel awareness to the general population.

2018 was also a year of firsts: SAVE, our first sleep away camp for adolescents with vision loss on the grounds of LIU Post; the introduction of our Foundations Program, a multidisciplinary approach to providing a full range of skills to individuals whose goals are to become gainfully employed; the inception of our In-Home Respite Program for adults who have a developmental disability residing at home with their parents; our first Health and Wellness program located in our new state-of-the-art Brooklyn headquarters; and our first fully equipped gym in Hempstead for individuals with developmental disabilities.

We extend gratitude to our long-standing partnerships with the Lavelle Fund for the Blind and the Esther and Harold Mertz Foundation who have allowed us to bring some of these exciting ideas to fruition.

As we move into the future, our goal is to continue building the partnerships and linkages that allow us to provide outstanding services to individuals who are blind, visually impaired and deaf-blind in our community.

Lorraine LoCurto
Executive Director,
Helen Keller Services for the Blind
The Foundations Program

The Foundations Program is a comprehensive work-readiness program that addresses the holistic needs of potential job seekers. Foundations was designed for adults who have limited work experiences and/or gaps in their employment history. The program operates on an extended time frame to allow participants to communicate on a variety of employment topics and exhibit appropriate work behaviors. The bonding, support and encouragement between group members is an essential part of Foundations. Our HKSB team consists of mobility and vision rehabilitation professionals, licensed social workers and placement specialists. Each discipline has a designated day to work with the group. This multi-disciplinary team approach allows for a more complete needs assessment and the development of training goals.

Foundations assists participants in exploring their role in the world of work and developing plans in collaboration with their New York State Commission for the Blind (NYSCB) counselor. Broad goals for the multi-disciplinary team include: enhancing communication skills, critical thinking skills, self-awareness, self-confidence, assertiveness, organizational skills, goal setting and planning, and team work.

Field trips to local businesses, job fairs and guest speakers are also key components of Foundations and expose participants to available community resources.
HKSB would like to thank Phil Felice from LISS Consulting (right) who came out and spoke to our Foundations Program participants.

HKSB's Foundation Program students at an educational field trip to the Marriott Hotel in Garden City.

Ben, a Foundations Program participant uses ONET to take an online career interest inventory.
Café Keller is Serving up Success!

Café Keller, under the guidance of Olivia Sellers, direct support professional (DSP), provides a real work environment for HKSB individuals to gain the skills and confidence necessary to achieve their lifelong goals of working competitively.

Located in Hempstead, NY, Café Keller is the go-to place for coffee, snacks, breakfast items and weekly lunch specials for the entire building.

The Café is open five days a week and is staffed with 10 individuals who are actively involved with all aspects of the Café’s operation. Through their involvement in the Café, these individuals have experienced real life situations as employees, customers and community members.

“Working in the Café has been wonderful. I always wanted to work in a store.”

- Lynn

“I love when I have to work. The Café has helped me to be a better worker.”

- Berta
Office for People with Developmental Disabilities (OPWDD) Waiver Services:

In-Home Respite

In March 2018 HSKB began providing “In-Home Respite Services” for individuals who have developmental disabilities and their families. This service provides parents and siblings personal time away from their caregiver role while continuing to support individuals within their home environments.

Caregivers who have benefited from this service report:

“I don’t know what I would do without my respite worker.”

“Thanks to our respite worker, I can visit my mom in the hospital when she needs me the most.”

“There is no better feeling than being able to leave the house and get things done and know that your child is safe at home with someone you trust.”
Office for People with Developmental Disabilities (OPWDD) Waiver Services:

Program Without Walls

HKSB’s Program Without Walls serves nine individuals in Suffolk County under a day habilitation format that is not constrained by a traditional “program setting.” The group spends a majority of its time in the community doing activities that enhance their own life skills.

One of the major components of this program is its volunteer activities. One activity in particular has garnered a great deal of success, the “Shopping For Others” volunteer opportunity.

Individuals who participate in this volunteer activity assist seniors who are homebound by doing their weekly food shopping for them. This service has given our individuals the opportunity to meet new people outside of their normal circle and perform a real service to those who are in great need!

In addition, the program has fostered great relationships with the seniors, while enhancing the volunteers’ skills in food shopping, budgeting and interactions with others.
1. Meet Melissa

Melissa More-Giraldo received a variety of services from HKSB that prepared her to work independently. Melissa actively participated in our Employment Empowerment Group, Development Associate Training Program and Assistive Technology Training. Working closely with HKSB’s Placement team, Melissa obtained full-time employment as a Bilingual Customer Service Representative at National Medical Transportation. She is responsible for confirming medical appointments with customers and scheduling hospital discharges or dialysis times directly with medical vendors. Due to Melissa’s exceptional attendance, punctuality and work performance, she was offered the opportunity to work from home—an ideal situation for the Giraldo family and their three young sons. Her husband crafted a home office workspace setting that contains her two large screens, text-enlarging software, and a CCTV. Melissa is determined, dependable and dedicated! In her words, “...this is pretty great!”

2. Meet Virgilio

Virgilio came to HKSB in August 2018 to achieve a greater sense of safety and self-sufficiency in his daily life as part of our Adaptive Living Program for individuals 55 and over. Virgilio prided himself on being “a very independent man” prior to his vision loss and set the goal to regain as much independence as possible with the assistance of training provided at HKSB and with the help of his Vision Rehabilitation Therapist/Orientation and Mobility Specialist Yocheved “YoYo” Eber. Virgilio credits YoYo for providing him with the inspiration, soul searching and vision rehabilitation techniques necessary to address his medical needs and learn to travel independently once again.

“People need to be shown that you will teach them, if they will allow themselves to learn.”
Events

1. CLC Graduation

On June 22, the HKSB Children’s Learning Center held its annual Pre-School Graduation ceremony in Downtown Brooklyn. Donning caps and gowns, as proud family members took pictures and videos, 14 pre-school children who are blind — some with additional disabilities — won the hearts of everyone in the National Grid Auditorium. Principal Garth White looked on proudly as yet another class graduated into the NYC public school system. The event was followed by light refreshments for all who attended.

2. Camp Helen Keller Finale

The stage at LIU Post’s Hillwood Commons Building was the place to be on August 10th, as more than 50 blind and visually-impaired children, ages four to 15, celebrated the last day of Camp Helen Keller. This year’s “grand finale” Motown-themed program consisted of dozens of hits — some sung solo and others performed by the entire camp, including camp counselors. The heart-warming, fun-filled celebration created enough memories to last a lifetime for anyone lucky enough to have attended.
Visitors

1. Cooper-Hewitt, Smithsonian Design Museum

An exciting collaboration between HKSB Youth Services Program and the Cooper Hewitt, Smithsonian Design Museum helped our ExploreAbility students artistically explore their career goals by creating their own 3D models. Ruth Starr, coordinator of accessibility, inclusion & public programs at the museum, led the weekly classes and incorporated tactile materials for the participants. Students choose items that closely resembled those found in the workplace, i.e. aluminum foil to represent a mirror at a fashion studio. Finally, students were able to exhibit their final product at our closing event which took place at the museum. We thank the Cooper-Hewitt for an enriching summer experience!

2. The Order Sons of Italy in America

On July 24, the Order Sons of Italy in America hosted a fun-filled day for 54 Camp Helen Keller children at Eisenhower Park. On a gorgeous sunny day, campers enjoyed a mini-ferris wheel, trolley train, and petting zoo, as well as magicians, bouncy castles, field games and lots of pizza, ice cream and great company.
1. Helen’s Run/Walk
This past April, hundreds of runners and walkers gathered at Sands Point Preserve in Port Washington, NY, on a beautiful spring morning to support people who live with combined vision and hearing loss. A popular 5K/3.1-mile fundraiser for HKS, Helen’s Run/Walk 2018 was a huge success, culminating in an awards ceremony at which HKS President and CEO Joe Bruno thanked the event’s many sponsors, congratulated all who walked or ran and presented awards for the best race times.

2. Annual Golf Outing
July 9th was a perfect summer day for HKS’ 28th Annual Golf Outing held on the manicured grounds of the Wheatley Hills Golf Club in East Williston, NY. The golf classic saw friends new and old enjoy brunch and time on the practice range before the tournament began with a shotgun start. After 18 holes, the fun continued with a cocktail hour, a buffet dinner and an awards ceremony.
3. HKS Annual Gala

Without a doubt, the highlight event of the year for Helen Keller Services was the spectacular 125th Anniversary Gala held at the beautiful Liberty Warehouse in Red Hook, Brooklyn. With a million-dollar view of lower Manhattan, attendees gathered to toast HKS’ past and future. Serving as honorees were two of New York’s most respected and influential professionals — Darcy Stacom, Chairman of Capital Markets for CBRE and Robert B. Catell, former Chairman of National Grid.


Guests enjoying the panoramic view of the New York waterfront at the Liberty Warehouse.
## Financial Statements

### Helen Keller Services

#### Summarized Statement of Financial Position

June 30, 2018 (with comparative of 2017)

<table>
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<tr>
<th>ASSETS</th>
<th>2018</th>
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<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>$104,420,503</strong></td>
<td><strong>$103,871,372</strong></td>
</tr>
</tbody>
</table>
### SUPPORT AND REVENUE

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public Support:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions and grants</td>
<td>$995,312</td>
<td>$945,465</td>
</tr>
<tr>
<td>Legacies</td>
<td>$395,287</td>
<td>$93,249</td>
</tr>
<tr>
<td><strong>Special events:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross Receipts</td>
<td>$211,584</td>
<td>$260,597</td>
</tr>
<tr>
<td>Less direct donor benefits</td>
<td>($109,254)</td>
<td>($78,301)</td>
</tr>
<tr>
<td><strong>Total Public Support</strong></td>
<td>$1,492,659</td>
<td>$1,221,010</td>
</tr>
<tr>
<td>Helen Keller National Center for Deaf-Blind Youths and Adults - Grant income</td>
<td>$13,323,710</td>
<td>$12,575,876</td>
</tr>
<tr>
<td>Helen Keller Services for the Blind - Grant income</td>
<td>$466,087</td>
<td>$441,366</td>
</tr>
<tr>
<td>Training fees and allowances</td>
<td>$10,948,199</td>
<td>$11,686,916</td>
</tr>
<tr>
<td><strong>Total Fees and Grants from Government Agencies</strong></td>
<td>$24,737,996</td>
<td>$24,704,158</td>
</tr>
<tr>
<td><strong>Investment income</strong></td>
<td>$2,769,814</td>
<td>$900,429</td>
</tr>
<tr>
<td><strong>Rental Income:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross Receipts</td>
<td>$338,346</td>
<td>$1,162,563</td>
</tr>
<tr>
<td>Less direct costs</td>
<td>($571,193)</td>
<td>($885,975)</td>
</tr>
<tr>
<td><strong>Net gains on investments</strong></td>
<td>$1,362,632</td>
<td>$4,503,043</td>
</tr>
<tr>
<td>Other</td>
<td>$110,329</td>
<td>$126,163</td>
</tr>
<tr>
<td><strong>Total Other Revenue</strong></td>
<td>$4,009,928</td>
<td>$5,806,223</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td><strong>$30,240,583</strong></td>
<td><strong>$31,731,391</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assistive Technology</td>
<td>$457,257</td>
<td>$300,648</td>
</tr>
<tr>
<td>Low Vision</td>
<td>$560,897</td>
<td>$463,081</td>
</tr>
<tr>
<td>Comprehensive Services</td>
<td>$3,360,717</td>
<td>$2,983,243</td>
</tr>
<tr>
<td>Supported Employment Services</td>
<td>$41,721</td>
<td>$42,469</td>
</tr>
<tr>
<td>Day Habilitation Services</td>
<td>$2,796,635</td>
<td>$2,667,711</td>
</tr>
<tr>
<td>Blind Children Program</td>
<td>$3,310,293</td>
<td>$2,332,280</td>
</tr>
<tr>
<td>Summer Camp</td>
<td>$200,647</td>
<td>$153,752</td>
</tr>
<tr>
<td>Helen Keller National Center for Deaf-Blind Youths and Adults Residential</td>
<td>$623,870</td>
<td>$661,457</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td><strong>$26,808,585</strong></td>
<td><strong>$26,642,835</strong></td>
</tr>
<tr>
<td>Helen Keller National Center for Deaf-Blind Youths and Adults</td>
<td>$1,636,237</td>
<td>$1,837,712</td>
</tr>
<tr>
<td>Helen Keller Services for the Blind</td>
<td>$4,401,295</td>
<td>$3,390,563</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td><strong>$6,037,532</strong></td>
<td><strong>$5,228,275</strong></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$32,846,117</strong></td>
<td><strong>$29,871,110</strong></td>
</tr>
</tbody>
</table>

Change in net assets before the gain on sale of real estate and decrease (increase) in unfunded pension obligation:

- **$2,605,534**

Gain on sale of real estate:

- $1,860,281

Decrease in unfunded pension obligation:

- $5,197,426

Change in net assets:

- **$3,191,126**

Net assets, beginning of year:

- **$80,910,654**

Net assets, end of year:

- **$84,101,780**

This information shown herein has been summarized by Helen Keller Services from its 2018 audited financial statements.

A copy of the complete financial statements and auditor’s report is available upon request.

Email us at info@helenkeller.org

or write us at HKS, 180 Livingston Street, 2nd Floor, Brooklyn, NY 11201, Attention: CFO
Thank You to Our Contributors
July 01, 2017 – June 30, 2018

$50,000+
The Esther and Harold Mertz Foundation
The Goldsmith Revocable Trust
Helen Hoffritz Charitable Trust
Lavelle Fund for the Blind, Inc.

$25,000 – $49,999
The Fay J. Lindner Foundation
The Peter and Jeri Dejana Family Foundation

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Brooklyn Benevolent Society
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Community Synagogue
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CARDAW, Inc.

www.helenkeller.org
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Nora Haagenson

Village of Manorhaven Mayor
Jim Avena

Village of Sands Point Mayor
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NYC Board of Education
NYC Department For The Aging
NYC Department of Health & Mental Hygiene/ Early Intervention
NYC Department of Youth & Community Development

NYS Department of Health
NYS Dormitory Authority (DASNY)
NYS Education Department
NYS Education Department—ACCES-VR
NYS Office for the Aging
NYS Office of Children & Family Services/NYS Commission for the Blind
NYS Office for People With Developmental Disabilities
Federal Communications Commission
NYC Department of Education
Lavelle Fund for the Blind
This year, HKSB created a new pilot program thanks to the generosity of the Lavelle Fund for the Blind: Summer Adolescent Vocational Experience (SAVE). Held at LIU Post, SAVE is a sleep-away camp for children and youths who are blind that helps them to learn the daily living skills needed to become more independent. The SAVE experience provides vocationally-focused field trips, social work services, rehabilitation teaching, mobility training and mentorships designed to enable campers to cultivate educational and career goals at a crucial transition-age. HKSB is grateful to the Lavelle Fund for the Blind for its support of this program.

Esther and Harold Mertz Foundation
For the past three years, the Esther and Harold Mertz Foundation has been an instrumental supporter of HKS. This year, the Foundation awarded four generous grants in support of the following:

- The Summer Youth Vocational Program at HKNC: a 6-week program that provides career exploration and community-based work experiences for young adults who are deaf-blind
- The Transportation Fund at HKNC which serves students’ transportation needs at the Center’s headquarters in Sands Point
- A Health/Wellness Program and gymnasium upgrades at HKSB’s Hempstead location
- Camp Helen Keller at HKSB which provides a fun summer day camp for children and youth who are blind
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Helen Keller Services mourns the passing of former Board Chairman, Lawrence S. Wizel on January 31, 2018. Mr. Wizel worked at Deloitte for over 40 years — more than 25 of them as a partner — and generously shared his accounting expertise with Helen Keller Services and other boards on which he served.

Helen Keller Services mourns the passing of Board Trustee, Philip F. Stenger, on June 15, 2018. Mr. Stenger, a stalwart in the NYC banking industry, was first elected to the Board in 1985. For over 33 years he, along with his fellow trustees, worked tirelessly to keep HKS financially healthy.
Locations

HKS Headquarters
180 Livingston Street, 2nd Floor
Brooklyn, NY 11201
Phone: (718) 522-2122

HKNC Headquarters
141 Middle Neck Road
Sands Point, NY 11050
Voice: (516) 944-8900
VP: (516) 570-3246

HKNC Destiny Home
37 Dunes Lane
Port Washington, NY 11050

HKSB Hempstead
1 Helen Keller Way
Hempstead, NY 11550
Phone: (516) 485-1234

HKSB Ronkonkoma
3385 Veterans Memorial Highway
Ronkonkoma, NY 11779
Phone: (631) 424-0144

HKSB Group Home
1454 Oakfield Avenue
Wantagh, NY 11793

HKNC Regional Offices

Region 1: New England
CT, ME, MA, NH, RI, VT
Watertown, MA 02472
Charlotte "Dee" Spinkston
Voice: (617) 923-1600
VP: (781) 257-2000

Region 2: Mid-Atlantic
NJ, NY
Sands Point, NY 11050
Cecelia "Cece" Norman
Voice: (516) 944-8900
VP: (516) 570-3246

Region 3: East Central
DE, DC, MD, PA, VA, WV
Laurel, MD 20707
Cynthia L. Ingraham
Voice: (240) 786-6534
TTY: (240) 786-6847
VP: (240) 667-7295

Region 4: Southeast
4a: AL, FL, GA, MS, VI
4b: KY, NC, SC, TN, PR
Concord, GA 30206
4a: Cory L. Parker, MS
Voice: (516) 393-7733
VP: (678) 733-9644
4b: Marilyn C. Trader, MSW
Voice: (516) 393-7700
VP: (919) 585-5428

Region 5: North Central
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Willard, Ohio 44890
Judy Knisely
Voice: (419) 951-6020
VP: (419) 951-0474

Region 6: South Central
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Austin, TX 78715
Molly Sinanan, M.S.
Voice: (516) 393-7997
VP: (512) 605-0714
Purple VRS: (512) 298-1825

Region 7: Great Plains
IA, KS, MO, NE
Olathe, KS 66061
Beth Jordan, M.Ed., CRC
Voice: (913) 677-4562
VP: (913) 227-4282

Region 8: Rocky Mountain
CO, MT, ND, SD, UT, WY
Seattle, WA 98144
Laura Benge
Voice: (801) 518-9401
VP: (385) 355-8392

Region 9: Southwest
AZ, CA, HI, NV, Guam, Samoa
San Diego, CA 92131
Cathy Kirscher
Voice: (858) 578-1600
VP: (858) 397-5522

Region 10: Northwest
AK, ID, OR, WA
Seattle, WA 98144
Marlene Swarts
Voice: (206) 324-9120
VP: (206) 452-0049

To learn more about HKNC’s regional offices, visit www.helenkeller.org/hknc/locations
Naming Opportunities

A Contribution Today—A Legacy That Lasts a Lifetime

We thank Sandra Atlas Bass and HKS’ Board of Trustees for taking the lead in naming significant places in our new Brooklyn headquarters!

Whether it is your family name front and center in HKS’ Downtown Brooklyn location, sponsorship of a classroom in our Children’s Learning Center (CLC), or naming the Training Center that will help those we serve gain independence for years to come, there are many places you can leave a lifetime legacy today. Where will you leave yours?

Remaining naming opportunities include our CLC gym, CLC classroom, CLC reception area, executive conference room, low vision center and more!

For more information on naming opportunities, please contact Mary Fu, by e-mail at: mfu@helenkeller.org or by phone at (718) 522-2122 ext. 2079.
Help us Bridge the Future!

Your gift to Helen Keller Services makes it possible for us to give people who are visually impaired, blind or deaf-blind access to the training, technology and support that can help them live their best lives.

Scan this QR code, or visit the website below to learn more about how you can help!

www.helenkeller.org/hks/donate

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Helen Keller Services
helenkellerservices

Give While You Shop
When you shop at smile.amazon.com and select Helen Keller Services as your charity, a portion of your purchase will be donated to HKS!
For the first time in the U.S., a deaf-blind man has been cast as one of the lead actors in a short film written and directed by independent filmmaker, Doug Roland. Robert Tarango, a former HKNC student and current staff member, will play the role of Artie in “Feeling Through,” a story based on the chance encounter between a homeless man and a man who is deaf-blind. A documentary is also being made chronicling the unique process of bringing this story to life. Doug and his team will work with HKNC to launch a nationwide series of screenings of both films accompanied by panel discussions with members of the deaf-blind community.