Supporting Blinded Veterans
ON THE COVER – 2012 HADLEY AMBASSADORS:

Sharon Giovinazzo served in the military for seven years before pursuing a career in the medical field. She planned to become a nurse when she lost her sight 11 years ago to multiple sclerosis. Sharon is currently vice president of programs and services at RLCB, Inc., a North-Carolina-based textile manufacturer and business services provider, where 75 percent of employees are blind. She credits Hadley’s braille courses with helping her get the “big picture” on braille, which she uses regularly for taking notes and giving presentations. Sharon believes Hadley’s courses are ideal for blinded veterans who are returning home since they can learn at their own pace as they readjust to civilian life. “Hadley meets the veterans where they are at and where they want to be,” she says. “Hadley provides a roadmap, giving them the tools and the skills to reconnect with their families and the community.”

In May 2008, at age 22, Steve Baskis was a Private First Class in the U.S. Army when a roadside bomb north of Baghdad hit his vehicle, leaving him blind. He now has prosthetics in both eyes. Steve has always loved the outdoors, he says it’s part of why he became an infantryman. At age 26, he is an avid traveler and mountain climber, using recreation as a rehabilitation outlet. In learning about Hadley, Steve said, “To have this ability to study online, to study by mail or on the phone, with a busy schedule, or even just after you finish blind rehab, is great. Hadley offers the courses for free and a way to tap into a knowledge base where you can learn different things that can improve your ability to live life independently.”

Founder of the Disabled Businesspersons Association and its Challenged America sailing program, Urban Miyares is a multi-disabled Vietnam veteran who has become a successful entrepreneur with over 23 businesses to his name. He currently serves as Hadley’s veterans outreach specialist and a content expert for the Forsythe Center for Entrepreneurship (FCE). Urban travels throughout the country using his vast network and contacts to encourage enrollment at Hadley. He notes, “There are many courses and programs about how to get into business, but there was no curriculum on how individuals who are blind or visually impaired can make those programs work. The Blinded Veterans Initiative and FCE were designed to address issues specific to this audience.”

Fiscal Year 2012
The Hadley School for the Blind enrolled 9,941 students in 15,436 courses. (3,103 were first-time students.)

Hadley’s curriculum encompasses four programs:
► High School
► Adult Continuing Education
  • Forsythe Center for Entrepreneurship
  • Blinded Veterans Initiative
► Family Education
► Hadley School for Professional Studies

Hadley serves students in all 50 states and more than 100 countries.

Courses are available in a student’s medium of choice: large print, braille, audio and online.

Hadley offers more than 100 courses, 60 of which are online as part of our eHadley Initiative.
Dear Friends,

When The Hadley School for the Blind was founded 92 years ago, counted amongst our students were veterans who served in World War I. Today, we proudly continue this tradition. On Veterans Day 2011, Hadley launched a new Blinded Veterans Initiative focused on programming to help blinded veterans cope with sight loss while pursuing their personal and professional goals.

We are pleased to be able to help our nation’s veterans acquire independent living skills, braille literacy, technology training and assistance in the area of self-employment and entrepreneurship. This effort clearly resonates with Hadley’s stakeholders—students, donors and the community have overwhelmingly encouraged our endeavor to support veterans and their families.

Complementing the Blinded Veterans Initiative is the Forsythe Center for Entrepreneurship (FCE), which officially kicked off in September 2011. The goal of this program is to provide students who are blind or visually impaired with the knowledge, resources and networking opportunities to help them start or grow a business. The Center represents Hadley’s fastest growing segment of the curriculum. This past fiscal year, we designed and offered 12 new modules, with nearly 500 FCE enrollments.

The school continues to keep pace with emerging technology, celebrating eHadley’s 10th anniversary in 2012 with 60 online courses and counting. With support from our Woman’s Board, we also introduced a new mLearning Initiative to deliver online courses via mobile devices. Seminars@Hadley has proven to be immensely popular and responsive, with nearly 50 new webinars conducted in FY2012 and over 216,000 hits to seminar archives on our Web site.

We also were busy this year developing new courses, including three that support our “re-commitment” to braille excellence—“Braille Teaching Methods for Children,” “Braille Music Basics” and “Braille Music Reading.”

On behalf of our faculty, staff and 10,000 students around the globe, thank you for helping us to advance Hadley’s mission. With your generosity, we will continue to create innovative curriculum and initiatives that further our students’ ability to be independent, contribute to their families and communities and enable them to enjoy the benefits of lifelong learning.

Best regards,

Charles E. Young
President

Judith B. Castellini
Chair, Board of Trustees
Blinded Veterans Initiative Unveiled
On Veterans Day 2011, Hadley launched a new, tuition-free Blinded Veterans Initiative to address the skyrocketing number of blinded veterans in this country. Geared toward all blinded vets, including those with age-related and other vision loss, the project is designed to help veterans adjust to their sight loss while helping them pursue their personal and professional goals. It is also intended to support their families. Visually impaired veterans, through Hadley’s Adult Continuing Education Program, can access more than 100+ distance education courses at no cost. Through the Family Education Program, veterans’ family members also can take courses for free. Core subject areas include: independent living, employment/entrepreneurship, technology, recreation and braille literacy.

Following the announcement of this initiative, Hadley staff conducted focus groups with blinded veterans and professionals who work with them to help determine new curriculum content and the direction of marketing and outreach efforts. A “Veterans Benefits” module was launched as part of the Forsythe Center for Entrepreneurship, and new veteran-specific resources are being added to Hadley’s curriculum. Several new Seminars@Hadley focused on veterans were conducted this past year and more are planned.

Hadley invited six distinguished veterans to join its annual Ambassador Training in May and meet with donors and community members. A video that shares their stories and promotes this initiative is on the school’s Web site at www.hadley.edu/veterans. Hadley also signed an official partnership agreement with the Blinded Veterans Association to extend the reach and influence of both organizations and to promote this new initiative.

Tom Zampieri, director of Government Relations for the Blinded Veterans Association, and Judy Castellini, chair of the Board of Trustees, sign a partnership agreement. Standing, from left: veterans Steve Beres, Richard Hunter, Steve Baskis, Sharon Giovinazzo, Urban Miyares
Forsythe Center for Entrepreneurship Officially Kicks Off

Part of Hadley’s Adult Continuing Education Program, the Forsythe Center for Entrepreneurship (FCE) is designed to assist individuals who are blind or visually impaired in achieving their career goals. Courses and modules (one-lesson courses) provide information, resources and networking opportunities that enable students to advance in their careers or successfully start or grow a business. Family members who plan to be involved in a student’s business may enroll in select FCE courses as well.

The FCE utilizes a number of existing Hadley courses focused on business and entrepreneurship and 12 new modules developed this year.

Hadley also introduced several new and practical tools this past year to augment the curriculum: the FCE Discussion Group, a conventional mailing list that allows members to post business-related questions and responses; Minding Your Own Business (MYOB), a series of business-related online discussions around specific pre-determined topics; and a Business Directory that includes contact information for businesses owned or operated by individuals who are blind or visually impaired.

Since officially kicking off in September 2011, the FCE has generated nearly 500 enrollments.

FCE MODULES
1) Market Research
2) The Marketing Plan
3) The Financial Plan
4) The Business Plan
5) Business Insurance
6) Forms of Ownership
7) Veterans Benefits
8) Federal Government Benefits
9) Obtaining Financing
10) Networking Skills
11) Networking with LinkedIn
12) Using PowerPoint 2010

The FCE is named in honor of Hadley trustee Sandy Forsythe and her husband Rick, who have made a three-year, 2:1 challenge grant toward new monies raised by the school. It is also funded by Adams Street Partners, LLC; Alliant Credit Union Foundation; Helen Brach Foundation; Fred J. Brunner Foundation; A.G. Cox Charity Trust; H.W. Irwin and D.C. Irwin Foundation; Donald P. and Byrd M. Kelly Foundation; Martin J. and Susan B. Kozak Fund; Dr. Scholl Foundation; Charles and M.R. Shapiro Foundation; Siragusa Foundation; Susquehanna Foundation for the Blind; Union Bank Foundation; and a number of individual donors.

BRAILLE STUDENT
OF THE YEAR AWARD

Darrin L. Cheney
Idaho

Darrin was diagnosed in his youth with a form of retinitis pigmentosa called rod dystrophy with cone sparing. He retired in 2008 from the University of Kansas Medical Center as director of Teaching and Learning Technologies, and now enjoys reading braille and listening to music. Darrin also volunteers as an advocate for individuals who are blind, promoting braille literacy and sharing resources and coping strategies. “My goal is to share this award with others and encourage them so that their lives can be changed forever, as the six braille dots have done for me.”
Hadley Introduces mLearning

eHadley, the first online curriculum specifically designed for blind students, turned 10 this year. Launched in 2002, eHadley has shaped the school’s curriculum for the last decade more than any other initiative. Today, we have 60 eHadley courses, and nearly 10,000 students have participated in online learning. This past year, three Family Education mini-courses also were made available in an eBook format, and two important features were added to online courses: the ability for students to save assignments and continue lessons where they left off, adding an advanced level of functionality to eHadley.

In 2012, Hadley began the process of delivering online courses via mobile devices, including smartphones and tablets —what we refer to as mLearning. This lifelong learning “on the go, on demand” will provide students with even greater flexibility, convenience and ease of use in taking Hadley courses.

A significant amount of online activity in fiscal 2012 was related to Seminars@Hadley. We conducted 47 webinars, with more than 1,700 individuals participating “live.” We received over 216,000 hits to archived seminars on our Web site. The introduction of Seminars@Hadley as podcasts last August resulted in 2,851 downloads by podcast notification. In addition, we added transcripts of past seminars to our Web site, and seminar resource lists were downloaded 8,400 times.

Other Accomplishments

Braille Excellence Initiative: In February, Hadley launched “Braille Music Basics” for sighted students. It is available in large print and online and is designed for those who want to learn about transcribing print music into braille, teaching braille music or simply providing support to someone who is learning the braille music code. “Braille Music Reading,” a version of the course for visually impaired students, was also developed.

Hadley introduced “Braille Teaching Methods for Children” as part of the Hadley School for Professional Studies (HSPS). This course provides professionals with the methods and information they need to prepare children to become braille literate. For children who are blind, braille literacy is a significant indicator of success later in life.

Other courses activated this past fiscal year include: “Basic English Skills 1,” “Low Vision and School-Age Children,” “Human Eye 1” and “Algebra: Part 1.” In addition, Hadley made significant updates to “Leadership 1 and 2,” “Braille Literacy 1 and 2,” “Using Excel” and its screen reader courses.
Since the 1930s, Hadley has offered a nationally-recognized, accredited High School Program to students with visual impairments age 14 and up who live in the United States.

Hadley High School graduates Linda Bourgeois, Richard Draper, Mark Griffin, Kayleigh Holt, Stephanie Leason and Enoch Saylor were recognized at the school’s Semiannual Meeting of the Board of Trustees on June 7. During the evening, Kayleigh Holt shared her Hadley experience with trustees, donors and staff.

Kayleigh was diagnosed at age 3 with retinitis pigmentosa, an inherited disease that damages the retina and leads to progressive vision loss. She attended the Florida School for the Deaf and Blind and in 2010 began taking Hadley courses to earn her high school diploma.

Kayleigh says she appreciates being able to take Hadley courses online, which allowed her to continue working while pursuing her diploma. She enjoyed history and science and Hadley’s “Diabetes” course, which taught her strategies for helping a family member and a close friend who live with the condition.

Currently, Kayleigh is working toward her associate’s degree at Brevard Community College in Titusville, Florida, and deciding on her career path. “Some options I’ve been looking into are helping people who are visually impaired or blind in some capacity,” she says.

“I could not have pursued my dream of higher education without Hadley.”
On May 10 and 11, Hadley hosted 17 new Ambassadors representing 12 agencies at its annual training, which discusses “all things Hadley” in an effort to support local organizations serving people who are blind or visually impaired and help market the school across the country.

This year’s training involved six distinguished veterans: Steve Baskis, a 22-year old Army Private First Class who was blinded by a road side bomb north of Baghdad; Steve Beres, a Hadley student who served several combat tours in the Middle East as an Army officer until he suffered a traumatic injury to his face in 2002; Sharon Giovinazzo, an Army medic before losing her sight to multiple sclerosis, who is now vice president of a textile manufacturer; Richard Hunter, a triathlete and ironman who was diagnosed with retinitis pigmentosa while serving as a 2nd Lt. in the U.S. Marine Corp; Urban Miyares, a multi-disabled Vietnam vet and successful entrepreneur who serves as Hadley’s veterans outreach specialist; and Tom Zampieri, a retired Army Major who serves as director of Government Relations for the Blinded Veterans Association.

The 6th Annual Hounds for Hadley Dog Walk took place on October 1, 2011, bringing together members of the North Shore community and Hadley volunteers for a family-oriented community event for all ages. More than 120 participants and their dogs, as well as over 25 sponsors, joined in the fun. Taking advantage of the Halloween theme, many attendees dressed in costume, dressed their dogs and participated in trick-or-treating along the two-mile route. Prizes were given for best costumes and “Top Dog” honors went
to the highest fundraisers. Local youth chairs, boy scouts and a new Teens for Hadley group helped spread the word and raise important funds. Principal Sponsors included North Shore Community Bank, Whitehall of Deerfield and Grand Foods. Hadley raised $25,000 from the event, the most in its six-year history.

Hadley staff made a number of outreach visits this past year to local schools, scout and senior groups, including a presentation on low vision by staff and faculty to residents of Vi at The Glen (Glenview, Illinois) hosted by past Board Chairs Robert Seebeck and Peter Sawers. Hadley continued to be a popular field trip for the Wilmette Park District Before and After School Programs, where children learned that individuals who are blind or visually impaired can be independent and successful.

Woman’s Board member Vicky Young, wife of Hadley President Chuck Young, received the 2012 Winnetka Woman of the Year Award, presented by the Winnetka Chamber of Commerce, for her outstanding contributions to the community. Young, who participates in numerous volunteer activities, including serving as co-chair of the Woman’s Board Gala in April, was recognized at a May luncheon.

2012 President’s Award Winner
Geraldine Lawhorn, 95, has been a Hadley instructor for 45 years. She currently teaches “Elements of Poetry” and has taught “Independent Living Without Sight or Hearing.” In 2011, she was name Winnetka Educator of the Year by the Winnetka-Northfield Chamber of Commerce.

Lawhorn, who by age 19 had lost both her sight and hearing, was the first African-American deaf-blind individual to earn a college degree, receiving a bachelor’s from Northeastern Illinois University in 1983. An accomplished actor, poet and pianist, she has performed monologues at Carnegie Hall, made numerous television appearances and received many awards and honors, including induction into the Disabled Persons Hall of Fame of the City of Chicago, The Hadley School’s Challenge of Living Award and the 2012 Richard J. Daley Citizen of the Year Award from IL Lions District 1-A. She has served as treasurer of LeCOBDA, the Club of Blind-Deaf Adults in Chicago, and was appointed by former Governor James Thompson to serve on the Illinois Advisory Board for Services for Persons Who are Deaf-Blind. Her autobiography, “On Different Roads,” was published in 1991.

“Jerrie’s work and leadership on behalf of visually impaired, blind and deaf-blind individuals are exemplary,” says Hadley President Chuck Young. “Our students have been especially blessed by her teaching and educational contributions.”
The Woman’s Board of the Hadley School

The Woman’s Board, Hadley’s single largest donor, generates awareness and funds through its annual Benefit, Braille Holiday Card Sale and other events throughout the year. Chaired by Woman’s Board President Susan Gould and Vicky Young, this year’s gala, “Hadley’s a Great Bet,” featured casino games, dinner stations and wine and paddle auctions. More than 160 guests played for a chance to win prizes, including Chicago sports tickets; a week’s stay at a lake house in Michigan; a catered dinner for 10; and overnight stays at the Ritz-Carlton Chicago and Ritz-Carlton Naples, Florida. Guests also raised paddles and bid on wines to raise funds for Hadley’s mLearning Initiative, which enables students to access courses through mobile devices such as tablets and smartphones.

The Board’s 2012 fundraising efforts resulted in $136,000 for the school.

Hadley is grateful to the women who have made a pledge to assist individuals who are blind or visually impaired, their families and the professionals who work with them. Through its ongoing commitment, the Woman’s Board helps to ensure Hadley’s future.

The 2012 Benefit Committee, l to r: Vickie Lockridge, Lynne Montgomery, Kay Moffitt, Nancy Doyle, Benefit Co-chair Vicky Young, Jolene Wilson, Benefit Co-chair Susan Gould, Betsy Carothers, Kim Peterson, Carol Rasmus, Stacy Smith, Sandy Forsythe, Lori Mulhern, Angela Connor, Mary Nelson. Not pictured: Jennifer Wainwright
Throughout the Year

The Young Visionaries

The Young Visionaries are community leaders in their 20s and 30s who play a distinctive role in educating their peers and the community about Hadley’s mission, blindness and visual impairment. They raise funds and awareness on behalf of the school through their annual Glow Golf Tournament and other events.

In fiscal year 2012, the group also sponsored Seminars@Hadley and the annual Hounds for Hadley Dog Walk.

The Friends of Hadley

The Friends of Hadley is a volunteer organization that has supported the school since 1974, giving toward a specific Hadley student, project or program. The group has provided everything from scholarships to braillers to fundraising support.

After meeting with Senior Vice President Dawn Turco to learn about Seminars@Hadley, the Friends designated their 2012 annual gift to fund honoraria for future seminar speakers.

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Rosita M. Schloss

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Suzanne B. Bosler
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Sue Theimer
Robin Wright Thomas

Approximately 7,000 veterans become blind or visually impaired each year from non-combat related causes.

DEAN W. TUTTLE
PROFESSIONAL EDUCATION AWARD

SYLVIA STINSON-PEREZ
FLORIDA

Diagnosed with retinitis pigmentosa, Sylvia turned to Hadley to help her adjust to her deteriorating vision and also enhance her professional skills.

“Hadley’s courses are professionally and academically relevant and well developed. Seminars@Hadley provide me the opportunity to earn Continuing Education Units, which are important to maintaining my credentials as a vision rehabilitation therapist.”

*Image: The Young Visionaries and friends enjoy a round of golf at their July 20 Glow Golf fundraiser.*

*Image: The Friends of Hadley attend a breakfast meeting in May.*
Planning for the Future

Clarence Boyd Jones Society

When the Clarence Boyd Jones Society was launched in 1999 to recognize those who had included Hadley in their will or trust, the charter members never thought that computers and smartphones would be some of the best ways to assist individuals who are blind or visually impaired. They did have the foresight, however, to know how important it would be to leave a lasting legacy through a planned gift. That same foresight has helped create a strong endowment and kept the school fiscally sound.

New Chair Betsey Puth welcomed nine members to the Society this year.

Philanthropy Advisory Council

The Philanthropy Advisory Council was launched in March 2012 to assist Hadley and its donors with estate planning issues. Council members are prominent estate planning attorneys and financial planners who advise staff, provide updates and articles for our Foresight newsletter, conduct seminars and act as ambassadors for Hadley. We are deeply grateful for their many hours of service, which support the essential growth of our endowment.

Council members include: Co-chairs Katarinna McBride and Rita Luce, Lou Harrison, Bob Davidson, Alex Drapatsky, Marc Leaf, Bob Napier, Chris O’Donnell, Stacy Singer and Alan Spigelman.
Supporting Hadley Annually

Hadley gratefully acknowledges the following donors for their annual generosity, enabling the school to provide award-winning programs and initiatives.

Chairman’s Society
$10,000 and above

Individuals and Family Foundations
• Mr. and Mrs. Charles H. Cannon, Jr.
• Mr. and Mrs. Jerome A. Castellini
  Samuel M. Cherry Memorial Charitable Trust
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President’s Society
$1,000-$4,999

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When she discovered that her son, Liam, would be visually impaired, Gail turned to Hadley for information and support. She was inspired by her experience to teach students who are visually impaired. “As a parent, I want Liam to know that there are no limitations. With the right attitude, drive and determination, he can do and be anything he wants. Hadley allowed me to better understand what I needed to know to guide him on his way.”
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Whitehall of Deerfield Healthcare Center
Winnnetka Animal Hospital
Rotary Club of Winnnetka-Northfield
The Young Visionaries

Sustainer Society
$500-$999

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City Kids Dental North Shore, LLC
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Delta Gamma Foundation
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Suzanne T. Smart

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Debra lost some of her hearing at age 5, and glaucoma has left her legally blind. She heard about Hadley through CNIB. She uses the skills she learned in Hadley’s “Using Excel” course in her job at Trail Public Library. “Hadley instructors are all very good, and they are always willing to answer my questions or help in any way they can,” she says. Debra’s hobbies include walking, photography and reading.
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The Hadley School extends a sincere thank you to all donors for their contributions. We make every effort to be accurate. Please bring any errors to our attention by calling the Development and Communications Department at 847-784-2764.
## The Hadley School for the Blind

### Statements of Financial Position June 30, 2012 and 2011

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Operating Funds</td>
<td>Endowment &amp; Investment Funds</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; cash equivalents</td>
<td>$116,940</td>
<td>$137,505</td>
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<tr>
<td>Investments</td>
<td>—</td>
<td>$70,159,398</td>
</tr>
<tr>
<td>Interfund accounts</td>
<td>$3,849,159</td>
<td>$(3,849,159)</td>
</tr>
<tr>
<td>Interest receivable</td>
<td>—</td>
<td>$59,444</td>
</tr>
<tr>
<td>Inventory</td>
<td>$19,517</td>
<td>—</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>$796,554</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$4,782,170</td>
<td>$66,507,188</td>
</tr>
<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$1,039,811</td>
<td>—</td>
</tr>
<tr>
<td>Gift annuities payable</td>
<td>—</td>
<td>$39,680</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>$1,039,811</td>
<td>$39,680</td>
</tr>
<tr>
<td><strong>Net assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undesignated</td>
<td>$1,423,643</td>
<td>—</td>
</tr>
<tr>
<td>Invested in property and equipment</td>
<td>$796,554</td>
<td>—</td>
</tr>
<tr>
<td>Board designated</td>
<td>—</td>
<td>$59,974,889</td>
</tr>
<tr>
<td><strong>Total unrestricted</strong></td>
<td>$2,220,197</td>
<td>$59,974,889</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>$1,522,162</td>
<td>$1,356,373</td>
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<tr>
<td>Permanently restricted</td>
<td>—</td>
<td>$5,136,246</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>$3,742,359</td>
<td>$66,467,508</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$4,782,170</td>
<td>$66,507,188</td>
</tr>
</tbody>
</table>

### Fiscal Year Ended June 30, 2012

- **Sources of Operating Funds**
  - 43% General Contributions
  - 50% Support from Endowment
  - 7% Tuition & Other

- **Utilization of Operating Fund**
  - 6% Fund Raising
  - 16% General & Educational Administration
  - 1% Educational Services & Materials

- **Average Cost per Student**
  - $632

- **fiscal year ended June 30, 2012**
  - $632

- **Average Cost per Student**
  - 43% General Contributions
  - 50% Support from Endowment
  - 7% Tuition & Other

- **Utilization of Operating Fund**
  - 6% Fund Raising
  - 16% General & Educational Administration
  - 1% Educational Services & Materials

- **fiscal year ended June 30, 2012**
  - $632
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Padmaja Rao
Bengaluru, India

After being diagnosed with retinitis pigmentosa, Padmaja spent time researching her condition. When she realized the need for better services and education in the blindness field, she was motivated to pursue a career in vision rehabilitation. She currently works with clients at Narayana Eye Hospital in Bangalore, India. “Hadley’s courses were most useful and informative. I will use what I have learned the rest of my life to further William Hadley’s dream and its purpose.”
Our mission To promote independent living through lifelong, distance education programs for people who are blind or visually impaired, their families and blindness service providers