



VERMONT ASSOCIATION FOR THE BLIND AND VISUALLY IMPAIRED

HELPING ACHIEVE INDEPENDENCE IN A VISUAL WORLD SINCE 1926

October 23, 2017

Town of East Montpelier
Funding Request Study Committee
PO Box 157
East Montpelier, VT 05651-0157

Dear Committee Members,

Founded in 1926 with the assistance of Helen Keller, VABVI's mission is to enable blind and visually impaired Vermonters to achieve and maintain independence. We serve people with vision loss from birth to end of life. We provide services free-of-charge to our clients of all ages in each of Vermont's 14 counties. We are the only private non-profit organization in the state to provide comprehensive support and services to the growing population of visually impaired Vermonters. VABVI empowers our adult clients to make the living and care choices that work best for them individually including the option to continue living independently. For every dollar we spend 91 cents goes directly to our client services.

The number of clients we serve has increased by 65% in the last 12 years. In fiscal year 2017, we served over 1,250 adults (a minimum of 12.3% are on Medicaid). There are an estimated 13,000 Vermonters who are currently blind or visually impaired. As the "Baby Boomer" generation ages this number is expected to increase to at least 25,000 by 2030. We estimate that by 2020 we will be serving a minimum of 1,550 adult clients. People are living longer and longer so we anticipate that the increase in demand for our services will continue well into the future. As a result, our neighbors, family and friends are among those who may be coping with vision loss.

During Fiscal Year 2017, VABVI served 1,731 clients from all 14 counties in Vermont, including 1 adult client in East Montpelier and 100 adult clients and 9 students in Washington County.

Adult Services – The most common causes of age-related vision loss are macular degeneration, glaucoma, cataracts and diabetic retinopathy. Early diagnosis and adaptive training can make all the difference in allowing those affected to continue to live active and independent lives. VABVI staff work with clients in their homes providing rehabilitation and support services. These services include medication management, personal finances, daily living including cooking and cleaning, personal hygiene and mobility and orientation training.

Approximately 20% or more of our clients express initial concerns that they might have to leave their current living situation. However, upon completion of our services 98% of these concerned individuals are confident in their ability to live independently and continue to lead fulfilling lives regardless of their vision loss.



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Children's Services - VABVI's Teachers of the Visually Impaired (TVIs) are licensed by the Vermont Agency on Education. They work with children ages 3 through high school graduation (see below for infant services) in many capacities including:

- Providing direct consultation services.
- Conduct assessments in areas related to the Expanded Core Curriculum.
- Develop visual impairment activities and materials for families and schools.
- Evaluate the need for low vision equipment and assistive technology.

Our Orientation and Mobility Specialists (COMS) graduated are certified through the Academy for Certification of Vision Rehabilitation and Education Professionals (ACVREP). Their primary goal is to help the child move independently and safely in the home, neighborhood, school and all other environments in society, while providing direct consultation services.

Last year our local towns and cities provided us with over \$30,000 in support. These funds went directly to services for clients. We hope that you will consider supporting VABVI again this year with an allocation of \$150 to help fund our services in your township. If you have any questions or would like any more information, please feel free to contact me by phone at (800) 639-5861 extension 224 or by e-mail at efarmer@vabvi.org.

Thank you for your consideration.

Sincerely,

Erika Farmer
Director of Development and Public Education

Town of East Montpelier FY2019 Funding Requests

Each year the Town of East Montpelier receives requests for funds from many different organizations. The Selectboard appoints a committee to review the requests and to recommend which should appear on the Town Meeting Warning for action. The committee requires certain information to make sound decisions for each request. In order for your organization to be considered for funding, it is mandatory that you complete this information form. Submit the form and supplementary information to:

**Funding Request Study Committee
Town of East Montpelier
P.O. Box 157, East Montpelier, VT 05651-0157 (submit by mail)
eastmontadmin@comcast.net (submit by email)**

on or before **Friday, October 27, 2017**. Incomplete forms and/or requests received after this date will be disqualified for funding. The Committee reserves the right to require any requesting organization to defend its request in person at the Committee's annual meeting normally held in early November. An organization applying for the first time or requesting a substantial increase in funding should expect an invitation to attend the annual meeting.

If your organization operates two or more programs with separate budgets or funding sources, please fill out one form for each program. All information should be given for your latest complete fiscal year (12 months). Approved requests will be acknowledged in the fiscal year 2019 (July 1, 2018 – June 30, 2019) budget for the Town of East Montpelier. Please feel free to submit any other information you feel would be helpful to the committee in making their decision.

If you have any questions please contact Bruce Johnson, Town Administrator, at (802) 223-3313 x 204 or eastmontadmin@comcast.net.

STANDARD INFORMATION

Organization Name: **Vermont Association for the Blind and Visually Impaired**

Address: **60 Kimball Avenue, South Burlington, VT 05403**

Fiscal Year Reported: **FY17**

Program Description: **Our mission is to enable Vermonters with vision problems, whether blindness or impairment, to achieve and maintain independence**

Name of Person filling out this form: **Katie Shappy**

Name of Person to contact with questions: **Erika Farmer**

Phone Number: **802-863-1358 ext. 224** E-mail: **efarmer@vabvi.org**

AMOUNT OF FUNDING REQUEST: \$150

SERVICE INFORMATION

What is your organization's service area? State? Washington County? or Other? **We serve residents in all 14 counties of Vermont**

What is the total number of individuals served by your organization in your prior Fiscal Year? **1731** individuals

How many people in East Montpelier were served by your organization in the same period? **1** East Montpelier resident.

What type of service(s) does your organization provide to East Montpelier residents? **Rehabilitation, orientation and mobility services, adaptive daily living techniques, assistive technology training, social networking, and statewide volunteer transportation.**

Approximately how many staff hours are dedicated to provide the services your organization offered East Montpelier residents during this time period? **3.5** hours

What services does your organization provide that are not available elsewhere? **We are the only private, non-profit organization in Vermont to provide services to Vermonters living with vision loss.**

What (if any) organizations provide similar services? **The State's Division for the Blind and Visually Impaired (DBVI) works with visually impaired Vermonters who are in the work force.**

If applicable, how does your organization collaborate with organizations providing similar services? **We collaborate with DBVI to assist with transitioning our teenage students into the workforce and we provide space to Guiding Eyes for the Blind for guide dog training.**

In what way are the services your organization provides preventative in nature? **VABVI'S services help prevent our clients and students from descending into a state of isolation and hopelessness, which is common among those living with vision loss.**

FINANCIAL INFORMATION

How did your organization determine the amount of the funding request? Please explain in detail your reasoning for any increase or decrease (use attached sheet if necessary). **VABVI calculates the amount of funding by considering the amount spent providing services to each town and considering your financial constraints.**

If approved by the town, how will your organization use the funds? **VABVI will use any funding provided by East Montpelier to fund our services to East Montpelier residents on an ongoing basis.**

Do any of your grant sources require local financial commitment? Explain.

No

Is your organization approved by the IRS as tax-exempt? **Yes**

If yes, indicate your approval type: 501c3: other: _____

INCOME SOURCES	PERCENT OF INCOME	TOTAL INCOME
Federal	19.81 %	738,635.00
State	44.11 %	1,644,153.01
Local Towns	.79 %	29,494.00
United Way	.10 %	3,629.99
Fundraising	13.40 %	499,638.87
Other	21.79 %	812,126.66
Other		
TOTAL	100.00 %	3,727,677.53

EXPENDITURES	Budgeted Percent	Budgeted Dollars	Actual Expense Percent	Actual Expense Dollars
Personnel	66.45 %	2,394,841.00	66.15 %	2,296,755.87
Insurance/Rent/Utilities	2.95 %	106,420.00	2.71 %	93,975.63
Fundraising Costs	6.40 %	230,500.00	7.20 %	250,132.95
Other	24.20 %	872,120.00	23.94 %	831,162.14
Other				
Total	100.00 %	3,603,881.00	100.00 %	3,472,026.59

Number of full-time paid staff positions (full-time equivalents or hours) **34**

Number of full-time volunteer staff positions (full-time equivalents or hours):

131 volunteers donated 10,730.25 hours, the equivalent of 5 full-time employees.

Vermont Association for the Blind and Visually Impaired (VABVI)
Report of Services for Town of East Montpelier

In our 2017 Fiscal Year we served more clients than ever before. VABVI will play a critical role in the lives of many Vermonters well into the future.

PALS (Peer Assisted Learning and Support) Groups

PALS Groups are held in 14 counties throughout the state, where members meet each month to discuss the practical, social and emotional challenges of vision loss. They also share coping strategies with each other on how maintain their independence. This past year, PALS Groups held events such as Dining in the Dark and Bowling in the Dark where they raised over \$1,000 and awareness for VABVI's services.

HAPI (Helping Adolescents Prepare for Independence)

The HAPI program enables Teachers of the Visually Impaired (TVIs) and Certified Vision Rehabilitation Therapists (CVRTs) to work one-on-one with students to practice daily living skills. The transition aged student will be able to improve their abilities to complete many day to day activities such as, preparing and cooking meals, shopping independently at the grocery store, organizing, matching and washing clothes, cleaning in the home, managing finances, exploring careers and so much more.

IRLE Summer Camp (Intensive Residential Life Experience)

This summer, VABVI brought the students sailing on Lake Champlain and they learned how to steer a sail boat for the first time. Students also went bowling, and for many it was their very first experience! While staying at University of Vermont, students explored career options by interviewing various UVM staff and inquiring about their roles. IRLE participants also had the opportunity to practice their independent living skills away from home, and establish new friendships with others through group challenges and activities.

During Fiscal Year 2017, VABVI served 1,731 clients from all 14 counties in Vermont, including 1 adult client in East Montpelier and 100 adult clients and 9 students in Washington County.

For more information about VABVI's services, or to volunteer, please contact Katie Shappy at (800) 639-5861 ext. 219, or at kshappy@vabvi.org or visit us our website at www.vabvi.org.

VERMONT ASSOCIATION FOR THE BLIND
 CONSOLIDATED REVENUE BUDGET
 FISCAL YEAR 2018
 JULY 1, 2017 - JUNE 30, 2018

REVISED 4/22/17

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	% OF TOTAL	BUDGET 2018	ACTUAL 02/28/17	ADJ BUDGET 2017	F/Y 17 BUDGET
4020 FEES-DRVI		3.26	110,000	58,645	110,000	110,000
4040 FEES-OTHER		0.44	15,000	19,101	15,000	15,000
4060 BRAILLE SERVICES		0.01	500	30	500	500
4080 TRIBUTES - SERVICE CLUBS		1.10	37,000	3,748	13,000	13,000
4100 BEQUESTS - PLANNED GIVING		1.19	40,000	4,787	40,000	40,000
4320 90TH MISC INCOME		0.00	0	0	30,000	30,000
4140 OTHER INCOME		0.00	0	34,902	90,000	90,000
4160 A & A SALES		2.67	90,000	29,884	90,000	90,000
4180 A & A - D.I.I.G.		0.00	0	0	65,000	65,000
4200 DIRECT MAIL - MAJOR GIFTS		0.59	20,000	32,547	80,000	80,000
4220 MISC GIFTS - ANNUAL FUND		3.56	120,000	36,164	44,000	44,000
4240 FOUNDATION GIFTS		2.67	90,000	23,250	25,000	25,000
4260 SPECIAL EVENTS-OTHER		1.19	40,000	19,891	230,000	230,000
4260 SPECIAL EVENT- BINGO		6.82	230,000	181,028	210,000	210,000
4340 INVEST. GENERAL		6.23	210,000	140,000	0	0
4380 INVEST. GAIN/LOS REALIZED		0.00	0	(1,508)	1,600	1,600
4400 INVEST. HURLBURT		0.05	1,600	1,935	1,500	1,500
4420 INVEST. SCHOLARSHIP		0.04	1,500	1,616	2,000	2,000
4430 INVEST. HUGH ROBERTS		0.06	2,000	3,706	2,200	2,200
4410 INVEST. GIFT ANNUITY		0.07	2,200	280	2,000	2,000
4460 OTHER TRUSTS - CORP PARTNERS		0.30	10,000	3,657	2,000	2,000
4450 INVEST. CCTV FUNDS		0.01	500	20	500	500
		0.00	0	0	0	0
			357,000	124,044	269,000	269,000
FUNDRAISING INCOME						
			1,020,300	593,683	962,300	962,300
** GRANTS **						
4120 VT. APPROPRIATIONS		0.71	23,958	5,990	23,958	23,958
4600 SPECIAL ED. SCHOOLS		29.14	983,000	870,889	963,000	983,000
4500 SPECIAL ED. HAPI		17.41	587,367	429,275	572,367	555,264
		0.60	20,400	9,000	59,400	59,400
4500 VOLUNTEER SERVICES		0.00	0	0	158,000	158,000
4700 VOL. SERV.-D.O. TRANS.		4.68	158,000	110,996	545,000	545,000
4500 CHAPTER II		16.16	545,000	273,750	35,000	35,000
4500 TODDLER PROGRAMS*IELE		1.04	35,000	30,130	0	0
		0.00	0	0	2,356,725	2,359,622
TOTAL GRANTS						
			2,352,725	1,730,030	2,356,725	2,359,622
TOTAL INCOME						
		100	3,373,025	2,323,713	3,319,025	3,321,922

VERMONT ASSOCIATION FOR THE BLIND
 CONSOLIDATED BUDGET EXPENSES----- FISCAL YEAR 2018
 JULY 1, 2017 - JUNE 30, 2018

ACCOUNT DESCRIPTION	% OF TOTAL	BUDGET FOR 2018	ACTUAL FEB YTD	ADJ BUD 2017	BUDGETED F-Y 17	GSA	VAB SPLIT E/R	PROGRAM	VAB COMBINED	SPECIAL EDUCATION	VOLUNTEER SERVICES	EAFF	CHAPTER II	TODDLER	TOTAL 2018 BUDGET
PAVROLL	54.64	1,853,958	1,140,970	1,824,466	1,856,466	71,292	0.03	0.07	371,273	0.47	80,992	0.01	0.27	0.00	1,853,958
TAX & FRINGE 31.0%	16.94	574,727	353,370	538,375	538,375	22,101	0.09	41,230	115,095	283,551	25,635	7,947	139,523	3,504	574,727
TEMPORARY HELP	0.01	500	0	500	500				0	500					500
VISION EXAMS/PRESCRIP	0.09	3,000	600	3,000	3,000				0						3,000
CONSULTANTS/BUSINESS	1.80	61,000	42,882	61,000	61,000	3,703	5.192	4,128	11,023	28,846	1,679	895	16,254	304	61,000
MEALS & HILANCE	4.81	163,000	89,485	163,000	163,000	4,550	13.873	11,031	29,454	77,081	9,531	2,390	43,433	811	163,000
TRAINING	0.01	200	0	200	200				0	200					200
TRAVEL & CONFERENCE	0.62	21,075	9,866	21,075	21,075	719	1.794	1,426	3,939	10,654	45	6,332		105	21,075
VOLUNTEER TRAVEL	2.65	90,000	38,323	80,000	90,000				0		90,000				90,000
DUES	0.19	6,550	5,351	6,550	6,550	238	557	443	1,239	3,529	15	1,735		33	6,550
OFFICE SUPPLIES	0.62	21,000	14,846	21,000	21,000	586	1,787	1,421	3,795	9,931	1,267	308	5,596	104	21,000
POSTAGE	0.29	10,000	7,300	10,000	10,000	279	851	677	1,807	4,729	147	2,665		50	10,000
TELEPHONE	0.71	24,000	13,669	24,000	24,000	1,084	2,043	1,624	4,337	11,349	1,447	6,395		119	24,000
RENT EXPENSE (Btbl/Rnt)	0.99	33,420	23,383	33,420	33,420	1,084	0	876	1,960	17,541	5,074	886	7,607	351	33,420
UTILITIES	0.83	28,000	12,013	28,000	28,000	782	2,383	1,895	5,060	13,241	1,689	411	7,463	139	28,000
JANITORIAL	0.72	24,500	13,745	24,500	24,500	684	2,085	1,658	4,427	11,586	1,178	358	6,828	122	24,500
INSURANCE	0.44	15,000	1,954	15,000	15,000	419	1,277	1,015	2,710	7,093	905	228	3,397	75	15,000
REPAIRS	0.37	12,500	9,544	12,500	12,500	349	1,064	846	2,259	5,911	754	3,331	4,500	62	12,500
LEGAL/AUDIT	0.29	10,000	8,880	10,000	10,000	5,500			5,500						10,000
RECRUITMENT	0.07	2,500	16,855	18,000	2,500	70	213	169	1,182	452	151	37	666	12	2,500
COMMON AREA FEE	0.18	6,000	2,000	6,000	6,000	167	511	406	1,084	2,837	362	88	1,599	30	6,000
AIDS & AFFILIANCES	2.65	90,000	48,685	90,000	90,000			71,000	71,000	10,000			8,000	1,000	90,000
EDUCATIONAL MATERIAL	0.01	500	0	500	500				500						500
NEWSLETTER	0.18	6,000	2,532	10,000	10,000			6,000	6,000						6,000
NEWSLETTER MAILING	0.03	1,000	0	1,000	1,000			1,000	1,000						1,000
SKILLS TRAINING	0.44	15,000	3,300	15,000	15,000				18,000	0			500		15,000
SPECIAL EVENTS-OTHER	0.53	18,000	989	14,000	14,000				18,000						18,000
SPECIAL EVENTS- BINGO	5.01	170,000	132,944	170,000	170,000			170,000	170,000	10,000					170,000
SCHOLARSHIP AWARDS	0.04	1,500	0	1,500	1,500			1,500	1,500						1,500
TRUST FEES	0.00	0	559	0	0				0						0
D/A SUPPLIES	0.35	12,000	2,244	4,000	4,000			12,000	12,000						12,000
D/A POSTAGE	0.06	2,000	2,827	5,500	5,500			2,000	2,000						2,000
RENTAL EXPENSE	0.00	0	0	0	0				0						0
FUND RAISING	0.38	13,000	9,034	15,000	15,000			13,000	13,000						13,000
BOARD MEETINGS	0.08	2,800	1,655	2,800	2,800	2,800			2,800						2,800
DEPRECIATION	2.31	78,500	52,976	78,500	78,500	78,500			78,500						78,500
MISCELLANEOUS	0.03	1,000	147	1,000	1,000	1,000			1,000						1,000
TECH/ENIP COSTS	0.44	15,000	12,956	15,000	15,000	419	1,277	1,015	2,710	7,093	905	242	3,375	75	15,000
PUBLIC RELATIONS	0.18	6,000	10,457	12,000	12,000				6,000						6,000
INDIRECT COST (7.44%)	0.00		0			(181,670)	1	{1}	(181,670)	106,841	16,664	2,988	53,804	1,354	
TOTAL EXPENSES	100.00	3,393,228	2,086,811	3,340,386	3,364,886	12,241	304,898	452,613	765,753	1,542,877	240,927	43,148	776,974	19,552	3,393,229
LESS - REVENUES			2,323,713	3,319,025	3,321,922		357,000		1,020,300	1,570,367	158,000	20,400	568,958	35,000	3,373,025
EXCESS/(DEFICIT)			236,902	(21,361)	(42,964)		52,102		250,517	27,490	(82,927)	(22,740)	(208,016)	15,448	(20204)