

BOSMA Visionary

Opportunities Foundation®

JULY 1, 2019 – JUNE 30, 2020

IMPACT REPORT



BOSMA Visionary

Opportunities Foundation®

Dear supporters,

The last half of our fiscal year marked one of the most challenging times ever faced at Bosma Enterprises. The world may have paused, but the needs of our clients continued and were, in many ways, more critical than ever.

During the global pandemic, our programs team served 687 Hoosiers who are blind or visually impaired during those final months, bringing the total to more than 1,000 served over the course of the entire year.

In the first four weeks of the pandemic, our supporters stepped up with \$135,000 for COVID-19 relief efforts. These funds, along with the monumental efforts of our staff, kept programs running and clients served. It was amazing and humbling.

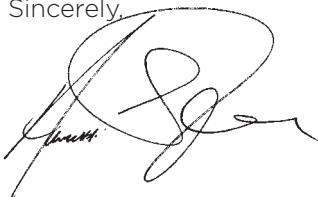
And, your giving continued as Bosma Visionary Opportunities Foundation asked for your additional support. You responded with nearly \$1 million, increasing our assets to \$10.3 million, which included the establishment of the Lou Moneymaker Scholarship for the Blind or Visually Impaired.

Last year also marked the 10th anniversary of the Foundation, an event we chose to celebrate by planning for the future and continued growth of the organization. We launched a four-year strategic plan to grow our base of support. *Change Lives Today, Creating Opportunities Tomorrow* is the new mantra of Bosma Visionary Opportunities Foundation.

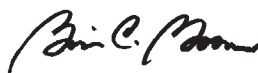
We are not only working to continue to support the services needed by so many in Indiana today, but also ensuring Hoosiers who are blind will always have a place to turn to find the training and employment they need to carry out their own American Dream.

Thank you for your continued support!

Sincerely,



Arvetta Jideonwo
Executive Director
Bosma Visionary Opportunities Foundation



Brian C. Bosma
Chair
Bosma Visionary Opportunities Foundation
Board of Directors



PLANNING FOR THE FUTURE

Bosma Visionary Opportunities Foundation convened a group of stakeholders who came together to develop a new strategic plan that will guide every decision over the next four years. The goals of this plan are ambitious but necessary in order to secure the future of the programs of Bosma Enterprises.

A group of donors and internal staff worked for eight months to develop this intentional, goal-driven strategic plan. Their holistic approach was guided, in part, by studies developed by external consultants.

The strategic plan responds to an analysis of the most critical challenges facing Bosma Visionary Opportunities Foundation. The Foundation needs to increase fundraising, define messaging and branding that is correlated directly to Bosma Enterprises' programs, diversify board leadership and ensure capacity and structure are appropriate to meet fundraising goals.

The strategic goals of this plan are defined by four key areas:

- Financial sustainability
- Community engagement
- Board leadership
- Organizational excellence

This strategic plan also supports the launch of a new comprehensive campaign, *Changing Lives Today, Creating Opportunities Tomorrow*.

The plan maps a path forward to meet the aggressive goal of raising \$7.3 million over the next four years.

We look forward to taking this journey with you.



IMPACT STORY

SIPHO MAFU

Sipho Mafu was born and raised in Zimbabwe where he made a career providing computer information assistance. Twenty-five years ago he decided to move to the United States to advance his knowledge and skills. "I love computers. I am a geek," said Sipho.

Sipho attended Siena Heights University in Michigan, graduating in 2006. Life took off; he got married and started his career as a field service engineer for an Indianapolis-based company. However, in 2019, his life took a drastic turn.

Sipho noticed the vision in his right eye was blurry. His doctor suggested he go to the emergency room where doctors found an infection in his bloodstream. Unfortunately, what seemed to be a typical infection turned into an extended hospital stay and left him totally blind.

Sipho and his wife both felt extreme loss but committed to supporting each other. "It was good to have someone by my side at that time because my life changed very quickly," he said.

When he realized his eyesight was gone, he thought his life was over. However, he soon knew he still had a life to live and things to do.

Sipho was in the hospital for six weeks recovering. While there, he received some assistance from physical therapists, but they were not equipped to teach people who are blind. Sipho was left to find ways to do day-to-day tasks without eyesight.

Fortunately, he and his wife were familiar with Bosma Enterprises before he went blind. He had driven by Bosma's facilities on his way to work every day and remembered their ads for services on television. "As soon as I lost my sight, within the first week, my wife and I made a call to Bosma Enterprises," said Sipho. "I knew I had a lot to learn."

Before coming to Bosma, Sipho attended the Vision Expo in Indianapolis, where he passed a booth and heard someone typing on a keyboard and the computer speaking. He inquired at the booth and was told about the screen-reading software, JAWS (Job Access with Speech). That was his first introduction to adaptive technology. For



someone like Sipho, who lived and breathed computers, this gave him hope he would be able to use his computer again. He knew JAWS would be one of the first things he wanted to learn during his training at Bosma.

Sipho also wants to learn Braille so he can physically write something and read it by himself. He is determined to learn this skill while in the program and is currently working on grade two Braille at the Bosma Enterprises Center for Visionary Solutions. This is a modified version of Braille that uses contracted forms of the original Braille (grade one) to save physical space on a page.

Cooking was another activity he thought he would never do again. He did not know people who were blind could safely operate a stove without burning themselves or burning down the house. It was very exciting for him to discover techniques that allow him to cook safely.

MEETING THE NEEDS OF HOOSIERS WHO ARE BLIND

Over the last two months, Siphon has learned how to cook safely within his home, operate a computer using a screen-reader, use his cane correctly to cross the street safely and navigate his community. He loves to take walks through his neighborhood and feels like he is back in control of his life. Siphon hopes to get back in the computer field but is open to new opportunities.

If you or someone you know is experiencing vision loss and is in need of our services, please contact us on the web at www.bosma.org or give us a call at 888.567.3422.



John Manyik, Bosma's manual skills instructor, is working with Siphon, teaching him how to properly use tools and skills allowing his hands to "see."

1,097

CLIENTS SERVED
A **35% INCREASE** FROM
THE PREVIOUS YEAR

562

CLIENTS SERVED
THROUGH COMMUNITY-
BASED SERVICES

185

CLIENTS SERVED
THROUGH COMMUNITY
EMPLOYMENT SERVICES

94

CLIENTS SERVED
THROUGH CENTER-BASED
SERVICES

786

CALLS MADE
TO OUR REFERRAL LINE
LAST YEAR

MISSION MOMENT

DINING IN THE DARK

The COVID-19 global pandemic took its toll on many nonprofits and Bosma Visionary Opportunities Foundation was no exception. Our major fundraising event had to be rescheduled in light of the safety mandates set forth by government agencies. In late March, Dining in the Dark was postponed to September, but there was one family that wasn't going to let a pandemic stand in the way of their fun.

On April 4, the Wheatley family hosted their own virtual Dining in the Dark. Their guests gathered around their computers at their homes via Zoom. They prepared their own meals and ate dinner together, under sleep shade, of course. Bosma employee and Wheatley family member, Patrick Wheatley, served as their ambassador for the evening. He offered tips and tricks to eating without eyesight, à la the traditional Dining in the Dark event.

Not only was the evening a blast for all who attended, but they also raised nearly \$2,000 for Bosma Enterprises programs for people who are blind or visually impaired in Indiana.

“Even though we would have preferred celebrating the evening in person with the entire Bosma team,” said Stephen Wheatley, Patrick’s father, “we celebrated none-the-less in our own way.”



EVENTS

BOSMA VISIONARY GOLF CLASSIC

July 2019

Amount raised: **\$46,995**

The fourth annual Bosma Visionary Golf Classic, presented by Ansell Healthcare and Walmart Foundation, took place on Monday, July 15, 2019.



Food and beverage samples around the course came from sponsors like Arni's, The Indiana Dairy Association and PRP Wine International. Golfers also had the chance to try several awareness activities, which exposed golfers to some of the skills taught to clients, around the course.



HASBROOK AWARD LUNCHEON

Amount raised: **\$28,811**

The Hasbrook Award Luncheon on November 7, 2019, was a day filled with recognition and inspiration.

Employee of the Year
Rosemarie Dennis



Always willing to tackle new challenges or come up with creative solutions, Rosemarie Dennis never backs down from a challenge. For the past three years, Rosemarie has bettered herself, along with the organization, as a multi-faceted production employee at Bosma Enterprises. "I enjoy what I am doing and have a good time working with my co-workers," Rosemarie said. "When I lost my vision, I was scared I couldn't work again. Bosma has given me a chance, which I am so thankful for each day."

Keynote Speaker
Jake Olson



Jake Olson lost his vision at age 12 and went on to become the first football player who is completely blind to ever play in a Division I game. Jake now travels the country as a motivational speaker with his guide dog, Quebec. Jake shared his experiences with those in attendance and offered inspiration to face life's challenges.

Hasbrook Award Winner
Lou Moneymaker



Lou Moneymaker has spent over half a century working to create equal opportunities and independence for people who are blind or visually impaired. Between his time at the Indiana School for the Blind and Visually Impaired, and 18 years as the president and CEO of Bosma Enterprises, Lou's devotion to his students, athletes and employees made him the obvious choice for this year's award.

IMPACT STORY

JUSTINE HORLANDER

When Justine Horlander was in grade school, her parents noticed that she struggled to make out the words on the chalkboard. They decided to take her for an eye exam. The examination revealed Justine was nearsighted and needed glasses to correct her vision.

Justine's vision remained stable for years, but as an adult, she was diagnosed with Retinitis Pigmentosa (RP). RP is a degenerative eye disease that eventually causes a person to go blind. Despite finding out about the disease, Justine's vision continued to be steady. She was able to continue driving and doing her day-to-day tasks, eventually enrolling at Heron School of Art in Indianapolis. She majored in graphic design, earning her Bachelor of Fine Arts degree, focusing on watercolor paintings.

Justine loves to paint and is very talented. "I use a special layering technique that gives my paintings a more realistic look, and makes them pop," she said about her art. Although this style is time consuming, Justine does not mind; painting is her passion.

Unfortunately, Justine's vision worsened and she decided to reach out to Bosma Enterprises' Center for Visionary Solutions to find help.

She was just three weeks into her rehabilitation training when the COVID-19 pandemic forced our in-person programs to temporarily cease. Despite the closing of our Center, Justine still participated every day in our virtual assistive technology classes. She enjoyed the different breakout sessions offered through our resource lines. "You could choose what was best for you," said Justine.

These virtual resources were provided in part by Central Indiana COVID-19 Community Economic Relief Fund.

Justine is very appreciative of our assistive technology instructors Brian, Bill and Mendi, who assist her and answer any of her assistive technology questions. With the assistance she has received, Justine has a better grasp of adaptive technology and is learning new commands with each meeting.



Despite having access to our resource and assistive technology lines, Justine was ready to get back to our rehabilitation center and interact with others in the program. She is now back and has picked up where she left off. She is also very excited about the chance to continue painting.

"I've realized I can continue my art. I just may have to do things a little differently," she said.



A watercolor of a flower by Justine

COMMUNITY PARTNER

IMPACT NETWORKING NAMED COMMUNITY PARTNER OF THE YEAR

Impact Networking, with their multi-leveled corporate partnership, has been a key participant in multiple events hosted by Bosma Visionary Opportunities Foundation.

Impact Networking's involvement extends to participating in and sponsoring events like the Thomas C. Hasbrook luncheon, Dining in the Dark, the Bosma Visionary Golf Classic, the Business Honor Roll, and the Young Professionals Council. They have even instituted an employee giving program, where employees can make direct donations through payroll deduction to Bosma Visionary Opportunities Foundation.

Impact Networking provides copiers, printers, and networking services for Bosma Enterprises, and has been bringing industry-leading business optimization solutions to Indianapolis businesses for more than a decade. Their one-source business model allows Impact Networking to equip customers with the cutting-edge tools necessary for strategic growth and maximum productivity. Their unique go-to-market strategy allows them to empower small and medium-sized businesses like Bosma Enterprises with enterprise-level IT and software solutions focused on digitally transforming the organization.

We are thankful for the support we have received from Impact Networking. With their support, Bosma Enterprises is able to achieve productivity at every level of the organization.



BOSMA VISIONARY OPPORTUNITIES FOUNDATION

FINANCIAL REPORT

FISCAL YEAR JULY 2019-JUNE 2020

Contributions:

| | | |
|---------------------------------------|------------|-----------------------|
| Direct Public Support | \$ 255,813 | |
| Bosma Enterprises — In-kind Donations | 359,000 | |
| | | \$ 614,813 67.7% |

Special Events:

| | | |
|----------------------------------|-----------|---------------------|
| Special Events Revenue | \$ 75,806 | |
| In-kind Donations | 848 | |
| Less: Direct Donor Benefit Costs | (53,599) | |
| | | \$ 23,055 2.5% |

Other Revenue:

| | | |
|-------------------|------------|-------|
| Investment Income | \$ 270,865 | 29.8% |
|-------------------|------------|-------|

| | | |
|-----------------------|-------------------|---------------|
| TOTAL REVENUES | \$ 908,733 | 100.0% |
|-----------------------|-------------------|---------------|

| | | |
|------------------------|------------|-------|
| Program Services | \$ 751,444 | 61.3% |
| Management and General | 110,753 | 9.0% |
| Fundraising | 363,831 | 29.7% |

| | | |
|-----------------------|---------------------|---------------|
| TOTAL EXPENSES | \$ 1,226,028 | 100.0% |
|-----------------------|---------------------|---------------|

| | |
|-------------------------------|---------------------|
| INCREASE IN NET ASSETS | \$ (317,295) |
|-------------------------------|---------------------|

STATEMENT OF FINANCIAL POSITION

| | |
|---------------------|----------------------|
| TOTAL ASSETS | \$ 10,343,418 |
|---------------------|----------------------|

| | |
|-------------|------------|
| Liabilities | 124,982 |
| Net Assets | 10,218,436 |

| | |
|---|----------------------|
| TOTAL LIABILITIES AND NET ASSETS | \$ 10,343,418 |
|---|----------------------|

BOSMA VISIONARY OPPORTUNITIES FOUNDATION FUNDRAISING REPORT

424

TOTAL NUMBER OF DONORS

3,272

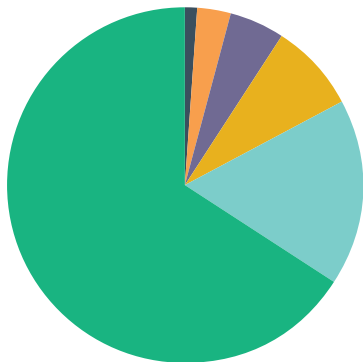
TOTAL NUMBER OF DONATIONS

105

NUMBER OF NEW DONORS

\$77,391

DOLLAR AMOUNT OF GIFTS FROM NEW DONORS



All external dollars raised by Bosma Enterprises and Bosma Visionary Opportunities Foundation

| | | |
|---------------------------|-------------------|-------------|
| Grants | \$ 606,574 | 65% |
| Individual Giving | 161,235 | 17% |
| Sponsorships | 76,654 | 8% |
| Contributions (Non-Event) | 45,267 | 5% |
| United Way Giving | 27,481 | 4% |
| Business Honor Roll | 11,830 | 1% |
| Total | \$ 929,041 | 100% |



DONORS

JULY 1, 2019–JUNE 30, 2020

\$50,000+

BUSINESSES AND FOUNDATIONS

Ansell Health Care
Central Indiana COVID-19
Community Economic
Relief Fund
Indiana Family & Social Services
Administration
Indianapolis Public
Transportation Corporation
National Industries for the Blind
RRF Foundation for Aging
United Way of Central Indiana Inc.
Vectren Foundation

\$20,000–\$49,999

BUSINESSES AND FOUNDATIONS

Altria Group Inc.
Nina Mason Pulliam Charitable
Trust
PNC Foundation
The National Foundation for
Special Needs Integrity Inc
UPS Foundation

\$10,000–\$19,999

INDIVIDUALS

Karl & Jean Barske

BUSINESSES AND FOUNDATIONS

Anthem Foundation
DirectEmployers Association
Honda Manufacturing of Indiana
Hoover Family Foundation Inc.
Lilly Endowment Inc.
Summer Youth Program Fund
USI Insurance Services LLC
Walmart Foundation
West Bend Community
Foundation

\$1,000–\$9,999

INDIVIDUALS

Anonymous
Scott & Sharon Beauchamp
Brian & Cheryl Bosma
Tim Bumgardner
Charlotte Butler
Daryl Charton
Alice Detzler
Caroline Dutkanych
Philip & Patricia Gibson
Lori Hamilton
Matt Hasbrook
Norman & Amy Kanis
Donald & Geraldine Koors
Leo Leighton & Angela
Chapman
Dave & Patty Mattingly
Philip & Carol McAteer
Daniel Mikula
Jeff & Christy Mittman
Margaret Ann Petraits
Douglas & Dana Pingel
Charles & Joan Pluchar
Ryan & Heather Quigley-Allen
Sarah Schuetter
Carole Smith

Richard & Patricia Smith
Steve & Mary Wheatley
Lee & Lora White
Bert & Caryl Wilhoite

BUSINESSES AND FOUNDATIONS

Aflac
Allison Transmission
Ascent ERP
Axia Technology Partners LLC
Ayres Foundation Inc.
Brees Dream Foundation
CarDon & Associates
Centene Corporation
Central Indiana Community
Foundation
Charles Schwab & Co. Inc.
Charles Schwab Foundation
Coca-Cola Bottling Co.
Consolidated
Elements Financial Federal
Credit Union
Elite Beverages
EMP Technical Group

EYE Can See Inc.
FedEx
Impact Networking
Indiana Industry Liaison Group
Indy Fuel Hockey
Kanis Limited Partnership
Kightlinger & Gray LLP
L.M. Henderson & Company LLP
Midwest Eye Institute
Miller Summer Mission for
Children Fund, a fund of
Central Indiana Community
Foundation
Network for Good
Nicholas H. Noyes Jr. Memorial
Foundation Inc.
OurHealth LLC
Price Vision Group
Salesforce.org
The Benevity Community
Impact Fund
The Howard & Ursula Dubin
Foundation
TX: Team
Tynan Equipment Co
WalkerHughes
Zink Distributing Co. LLC

\$1–\$999

INDIVIDUALS

Otea Adams
James & Vicki Alderman
Leslie Altmann
Laura Alvarado
Stephen Anderson
Will Armstead
Phillip & Angela Armstrong
Jeffrey & Christine Arnold
Becky Atz
Deborah Baber
Jason Bailey
Jimmy Bailey
John Battiston
Carol Beadle
Scott Behrens
Yolanda T. Bell
Pamela Bennett
Thomas Berry
Michael & Julie Biddle
Connie Bisesi
Jay & Amanda Black

Rebekah Blackburn
Jonathan Blair
Anna Bogan
Rosemary Bostick
Thirisia Boyd
Michael Boyle
John Bragg
Daniel Briles
Richard Brown
Roscoe S. Brown Jr
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Kurt Deichmann
Rae Ellen DeLance
Rosemarie Dennis
Brian Dial
Richard Dickinson
Michael Dixon
Martin Dollar

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Robert & Becky Duncan
Beata Dunham
Matthew Dunn
Natalie Duvanenko
Bernie & Teresa Eagan
Floyd & Patricia Edwards
Matthew Edwards
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Kathy Emata
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Melinda Evans
Ember Farber
Andrea Farmer
Jean Fattic
Kaylia Ferguson
D Henry & Nanci Feuer
Marissa France
Steven Fredwell
Devon Gaines
David Gallagher
Virginia Gamble
Michelle Garcia
Frederick "Chip" Garver
Shirley Gehres
Bianca Gerena-Perez
Jay & Susan Geshay
Tawone Gillespie
Ken Gilliam
Sue E Gleason
Joshua Gomes
Edward & Ellen Goodman
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Dan & Barbara Hasbrook

William & Sally Hasbrook
Paul Haseman
Sharon Hawkins
Brett & Deana Haworth
Karen Kay Hedding
Cimberly Henderson
Catherine J Henry
Adam Hensley
Richard Hilfiker
David Hillman
E. Jeanne Hollingsworth
James Hoopingarner
Sheri Hottle
Janet Hughes
Mason & Jennifer Hughes
Colleen Hutchinson
Joseph Iames
Wendy Isbell
Anthony & Rebecca Jacklin
Jan L Jacobs
Curt Jeffers
Kristopher Jeffers
Virl Jennings
Valentine & Arvetta Jideonwo
Brenda Jinks
David Jobe
Raymond J. Johnsen
Karmen Johnson
Belinda Jones
Lori Jones
Louise Jones
Potrena Moneice Jones
Robert Jones
Kisha Jones-McFadden
Theodore Jordan
Tim Jungels
Soufiana Kaba
Emily Kanis
Awedi Kej Ashor
Jagdish Khubchandani
Tekie Kimsu
Jennifer Kinney
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Bobbie Moss
Scott Mullendore
Carey Murphy
Avery Neal
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Philip & Susan Nicely
Lector Obara
Gregory Ottinger
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Emily Panich
Ashley Pattison
Paul Pavey
Gregory Pence
Brian & Laura Petraits
Michael & Donna Petraits
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Glenda Thomas
Jill Thomas
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Bernadine Wilmer
Peter Winters
Matthew Wiser
Christian & Elaine Wolf
Jill Young
Susan Young
Randal Yurczyk
William & Marilyn Ziegele
Michelle Zimmerman
Christopher Zvirbulis

BUSINESSES AND FOUNDATIONS

Aetna Foundation Inc.
AmazonSmile Foundation
American Council of the Blind of Indiana
Brighthouse Life Insurance Company
Capital Cities LLC
Cathy's Concepts
DC PROPertes LLC
Degree Of Honor Service Club 500
Dr. Maxwell Miller's Downtown Dentistry LLC
Elliott Company of Indianapolis
Heart of West Michigan United Way
Indiana Meanderers
Kendra Scott Jewelry
Kroger Supermarket
LNO Group
Norvesco Corporation Vista Graphic Communications LLC
State Employees Community Campaign
The Bridge Ministries of Indianapolis Inc.
The Mr. Canary Company
TRUiST by FrontStream
United Way of Greater Atlanta Inc.
UWD Of Indianapolis LLC
Washington Township Lions Club of Indianapolis
YourCause.com

IN-KIND DONATIONS

Altum's
Butler Arts Center
Children's Museum of Indianapolis
Churchill Downs
Comedy Sportz
Conner Prairie
Creation Museum
Eiteljorg Museum
Footlite Musicals
Greatimes Family Fun Park
Goose the Market
Holiday World
Indiana Repertory Theatre
Indianapolis Indians
Indianapolis Motor Speedway
Indianapolis Opera
Indianapolis Symphony Orchestra
IndyCar Experience
Iozzo's Garden of Italy
Jockamo Upper Crust Pizza
Kings Island
Kopper Kettle Inn Restaurant
Louisville Slugger Museum & Factory
Midday Deli & Catering
Monical's Pizza
NCAA
Newfields
Pro Football Hall of Fame
PRP Wine International
Rascal's Fun Zone
Royal Pin Entertainment
Seasons 52
Shedd Aquarium
Speed Art Museum
Sullivan Hardware
Target
Ted's Montana Grill
The Center for the Performing Arts
The District Tap
The Sagamore club

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Opportunities Foundation®

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CERTIFIED

