

BOSMA
Visionary

Opportunities Foundation®

JULY 1, 2020 – JUNE 30, 2021

ANNUAL IMPACT REPORT



This past year has been one of perseverance for everyone. For the Foundation team, it has meant finding new and creative ways to raise funds to serve the needs of our clients.

Because of your generosity, nearly 1,000 of our friends with vision loss are more independent and able to find employment. In the following pages, you will learn how the Foundation team flexed and persisted to raise over \$1.2 million to support outstanding work.

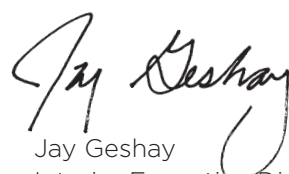
Despite the pandemic, we were able to come together in person at our three annual fundraising events: Hasbrook Award Breakfast, Bosma Visionary Golf Classic, and Dining in the Dark. As we plan next year's events, please keep an eye out for the dates of the Hasbrook Award Event in March, the Bosma Visionary Golf Classic in June, and Dining in the Dark in September.

Our comprehensive, multi-year campaign, *Changing Lives Today, Creating Opportunities Tomorrow*, launched in 2021. The ambitious goal of this campaign is to build an endowment to ensure there are always programs available for those individuals who are blind or visually impaired and so desperately need them. Please visit our new website, bosma.org/foundation or give us a call to learn more about how your gift will change lives for decades to come.

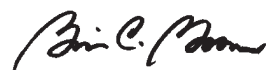
If you, your family, or a friend would like to see the amazing work of Bosma, we invite you to join us in person for one of our new quarterly Changing Lives, Creating Opportunities Open Houses on February 3, 2022, April 14, 2022, July 14, 2022, and November 3, 2022. Or you can just give us a call and we would be happy to host you and share our amazing life-changing work.

Enjoy this year's Annual Impact Report and know your gifts and support are changing lives.

Sincerely,



Jay Geshay
Interim Executive Director
Bosma Visionary Opportunities Foundation



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



CHANGING LIVES TODAY CREATING OPPORTUNITIES TOMORROW

To continue to meet our clients' needs and grow our transformative impact, this past year Bosma Visionary Opportunities Foundation launched a comprehensive campaign to raise \$7.3 million in program and endowment support for the comprehensive vision rehabilitation services offered at the Bosma Center for Visionary Solutions.

The *Changing Lives Today, Creating Opportunities Tomorrow Campaign* has a two-fold mission of meeting the immediate needs of our programs, while building a strong financial future by growing the endowment.

Changing Lives Today to raise \$3.3M to support the Center's increasing demand for critical, life-changing programs and services to people with impaired vision

Creating Opportunities Tomorrow to raise \$4M to increase endowment funds exponentially over the next 15 years to fulfill our vision of continuing our rehabilitation programs in perpetuity

Today, more than 160,000 adults in Indiana are blind or visually impaired. With a state unemployment rate of 57%, substantially more than the rate of other Hoosiers, people with vision loss face significant barriers. And, while the immediate impact of the pandemic could be short-lived, Bosma Visionary Opportunities Foundation anticipates a long-term, inordinate impact on the lives of people who are blind or visually impaired and a significant increase in demand for the services offered through the Center over the next three to four years.

Now more than ever, there is demand for Bosma's services and support creating an urgent need for this campaign.



MEET NOAH MALONE

Noah Malone achieved his dream this summer. He won a gold and two silver medals in track and field at the 2020 Paralympics in Tokyo, Japan.

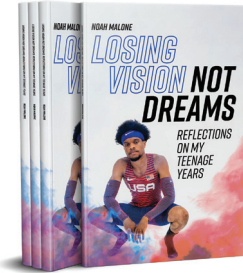
Six years ago, the path to gold seemed nearly impossible. Noah was diagnosed with Leber's hereditary optic neuropathy (LHON), a genetic visual impairment. He lost half his vision within three months of his diagnosis, leaving him legally blind, which is 20/200 vision in the worst eye or a field of vision less than 20 degrees.

However, Noah Malone's life philosophy has always been, "If a life-changing event happens, your goal should not change at all." Noah relied on this guiding principle through high school at Hamilton Southeastern where he was named High School Male Track and Field Athlete of the Year by US Paralympics and Mr. Track and Field by Indiana Association of Track and Cross Country Coaches, before graduating and moving on to Indiana State University.

While in high school, he also participated in Bosma's Student Training and Employment Program (STEP). He gained confidence in himself and learned discipline and responsibility through this program. It served him well at Indiana State, as he balanced classes and Paralympic training.

Noah's time to shine arrived in late August when he won the silver medal in the 100m and the 400m at the Paralympic Games in Tokyo with two personal best times. It was no surprise when he was asked to take part in the debut of the 4x100 Universal Relay. He, along with his teammates Brittini Mason, Nick Mayhugh, and Tatyana McFadden — the "dream team" — brought home the gold medal and broke the world record.

Noah tells his story in his new memoir *Losing Vision, Not Dreams: Reflections on My Teenage Years*. Bosma's president and CEO, Jeffrey Mittman, was honored to write the foreword for the book. It is available and can be ordered at <https://noahmalone1.com>.



Noah has returned to Indiana State University and has many more goals to accomplish. He is now fulfilling a long-term goal of competing against athletes without disabilities. As Noah says, "I love to compete with the able-bodied and I love to compete in the Paralympic world, too. I think the combination of both is just perfect."

We do too, Noah.



COMMUNITY IMPACT

875

clients served through our rehabilitation/employment programs

604

clients served through Community-Based Services

186

clients served through Community Employment Services

85

clients served through Center-Based Services

1,226

calls to Bosma's referral line connecting Hoosiers to vital resources

Hasbrook Award Event

March 2021

This year's event looked very different due to the pandemic. We invited a small group to our Corporate Drive facility and others joined via Zoom to recognize this year's award winners. But the significance of the winners and their contributions to our community are no less. To watch the video of this year's event, visit https://fb.watch/9k_42KAogD/.

Employee of the Year
Emily Kanis

Community Partner
Blinded Veterans Association

Keynote Speaker
Noah Malone

Employment Innovation Award
PPG Industries

Hasbrook Award Winner

Dr. Debra McConnaha

Bosma Visionary Golf Classic

Presented by Ansell

August 2020

Amount raised: \$21,001

June 2021

Amount raised: \$22,714

Due to scheduling changes caused by the pandemic, we had two golf classics last year. In August 2020 we had a great event at The Sagamore Club. Then in 2021, we made the trek to the Pete Dye-designed courses at The Club at Chatham Hills. It was a wonderful time on two beautiful courses. Golfers found tasty morsels served by local vendors throughout the course. They also tried their hand at several activities that demonstrate the importance of the training offered at the Bosma Center for Visionary Solutions.

Dining in the Dark

Presented by Altria Client Services

October 2020

Amount raised: \$111,121

Dining in the Dark looked very different this year. We held a hybrid event where about 100 people were able to join us in person and another 300 online from their own homes. Guests hosted their own Dining in the Dark events throughout the country while logging on to follow the live and silent auctions. Despite the pandemic, it was fun to continue the Dining in the Dark tradition.

MEET PHOEBE LIPP

Phoebe Lipp has always been a caretaker. She was a Licensed Practical Nurse (LPN) who raised five boys. She took care of her husband when he was battling cancer. After retiring from Riverview Hospital, she became a private duty nurse, taking care of patients in her home while they were recovering from a hospital stay.

Even when she was taking care of others, Phoebe faced her own challenges.

Both of her sisters were blind before they were 60 due to genetic macular degeneration and she knew it was only a matter of time before her vision was lost as well. Phoebe noticed her vision was fading when she was driving at dusk. Her sight started to blur at the edges and darkness continuously crept in. She endured two implant surgeries and painful injections, but eventually, each treatment left her no better.

Phoebe got the call to take care of a woman named Carol, who was also blind. While visiting Carol's doctor, she learned about the Bosma Center for Visionary Solutions and was very interested in how they helped their clients adjust to life after vision impairment. The Center paired Phoebe with a teacher named Mary and they became fast friends. Mary taught her how to mark her clothing so she could distinguish between a blue blouse and a white one, decide which can in the pantry contained the green beans, check the temperature of her bathwater, and how to thread a needle. The training she received was so important to Phoebe because it enabled her to remain in her beloved home.

Phoebe considers the Bosma Center for Visionary Solutions her "gift from God." With her teacher's help, she learned how to pay bills, cook for herself, separate her medication and resume her favorite hobbies, reading and sewing. "Bosma's employees are just so wonderful and helpful," said Phoebe. "It's really my favorite company. I tell everyone I know about Bosma."

Giving back has always come naturally to Phoebe and it is her plan to include the Bosma Visionary Opportunities Foundation as one of the beneficiaries in her will. Her sons are part of the Foundation's planned giving program, as well as many of Phoebe's friends. Phoebe concludes, "I wouldn't be living in my home if it wasn't for Bosma. They've given me my life back."

THE POWER OF PLANNED GIVING

Planned gifts provide critical support to the Bosma Visionary Opportunities Foundation. In turn, these gifts financially aid the Bosma Center for Visionary Solutions to provide programs that bring hope and independence to the people we serve. A planned gift, as part of an overall estate plan, takes a person's estate planning needs into consideration while helping support a cause that is personally meaningful. A legacy gift allows a person to maintain their assets during their lifetime while providing valuable estate planning and tax advantages. Some options may even be able to provide income.

A planned gift to the Bosma Visionary Opportunities Foundation provides a lasting impact on Hoosiers who are blind or visually impaired.

There are many options available:

- Bequest through a will
- Life insurance
- Retirement funds
- Charitable gift annuity
- Charitable remainder trust
- Charitable lead trust

We would be happy to speak with you and your estate advisor on the best option for your planned gift.

Contact us at 317.684.0600 for more information.

We are unable to provide tax or legal advice as each person's situation is unique.



BOSMA VISIONARY OPPORTUNITIES FOUNDATION
FINANCIAL REPORT

FISCAL YEAR JULY 2019-JUNE 2020

| | | | |
|---------------------------------------|------------|-------------------------------|-------------------------|
| Contributions: | | | |
| Direct Public Support | \$ 619,215 | | |
| Bosma Enterprises — In-kind Donations | 705,000 | | |
| | | \$ 1,324,215 | 32.0% |
| Special Events: | | | |
| Special Events Revenue | \$ 285,273 | | |
| In-kind Donations | 13,993 | | |
| Less: Direct Donor Benefit Costs | (126,995) | | |
| | | \$ 172,271 | 4.2% |
| Other Revenue: | | | |
| Investment Income | | \$ 2,641,299 | 63.8% |
| TOTAL REVENUES | | \$ 4,137,785 | 100.0% |
| Program Services | \$ 59,562 | | 6.8% |
| Management and General | 112,628 | | 12.8% |
| Fundraising | 708,633 | | 80.4% |
| TOTAL EXPENSES | | \$ 880,823 | 100.0% |

| | |
|------------------------|--------------|
| INCREASE IN NET ASSETS | \$ 3,256,962 |
|------------------------|--------------|

STATEMENT OF FINANCIAL POSITION

| | |
|----------------------------------|---------------|
| TOTAL ASSETS | \$ 13,558,324 |
| Liabilities | 82,926 |
| Net Assets | 13,475,398 |
| TOTAL LIABILITIES AND NET ASSETS | \$ 13,558,324 |

BOSMA VISIONARY OPPORTUNITIES FOUNDATION
FUNDRAISING REPORT



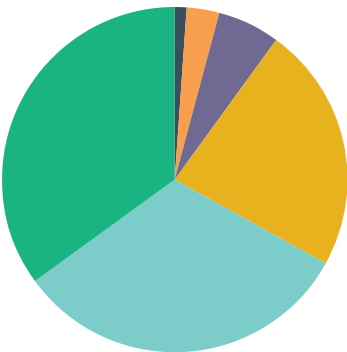
TOTAL NUMBER
OF DONORS

TOTAL NUMBER
OF DONATIONS



NUMBER OF
NEW DONORS

DOLLAR AMOUNT
OF GIFTS FROM
NEW DONORS



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

| | | |
|---------------------------|--------------|------|
| Grants | \$ 439,463 | 35% |
| Individual Giving | 403,356 | 32% |
| Special Events | 284,487 | 23% |
| United Way Giving | 73,774 | 6% |
| Business Honor Roll | 36,610 | 3% |
| Contributions (Non-Event) | 8,169 | 1% |
| Total | \$ 1,245,859 | 100% |



DONORS

JULY 1, 2020–JUNE 30, 2021

BUSINESSES AND FOUNDATIONS

\$50,000+

Altria Group Inc
Anonymous
Ansell Health Care
Nina Mason Pulliam Charitable Trust
Older Independent Blind Grant Program
United Way of Central Indiana Inc

\$20,000–\$49,999

Froderman Foundation
National Industries for the Blind
UPS Foundation

\$10,000–\$19,999

Angenex LLC
City of Indianapolis – Department of Metropolitan Development
Indy Summer Youth Program Fund
Lilly Endowment Inc
Nicholas H Noyes Jr Memorial Foundation
Old National Bank Foundation

\$1,000–\$9,999

American Century Investments
Analytix Thinking LLC
ASE Direct
Ayres Foundation
Capital Cities LLC
Centene Corporation
Central Indiana Community Foundation
Charles Schwab Foundation
CPL Investments
Echo Global Logistics
Emily Hunt Foundation
EMP Technical Group
EYE Can See Inc
Financial Center First Credit Union
Fresco Financial Advisers LLC
HighPoint Global LLC
Hirons & Company Communications Inc
Hubbard Family Foundation Inc
Impact Networking
Indiana Industry Liaison Group
Indianapolis Colts
Indianapolis Public Transportation Corporation

Indy Fuel Hockey
LM Henderson & Company LLP
Langham Logistics
Lee Supply Corp
Mapleton Medical Center Inc PC
Midwest Landscape Industries Inc
NineStar Connect
Parker Technology
PNC Foundation
PPG Aerospace
Proteam Tactical Performance dba Sorgi Sports Management
Regions Bank
Salesforce
Sertoma Club of Broad Ripple
The Benevity Community Impact Fund
The Heritage Group
The Howard & Ursula Dubin Foundation
Tynan Equipment Co
TX: Team
WalkerHughes

\$1–\$999

AmazonSmile Foundation
American Charities
American Council of the Blind of Indiana
Arni’s Restaurant
Bank of America Charitable Foundation
Capital Group
Car Credit Auto Sales
Church of Lord Jesus
Cincinnati Association for the Blind & Visually Impaired
Degree Of Honor Service Club 500
DirectEmployers Association
Elliott Company of Indianapolis
Heart of West Michigan
United Way

Indiana United Methodist Children’s Home
Integrity Limousine Service LLC
JGA
Kendra Scott Jewelry
Kightlinger & Gray LLP
Kroger Supermarket
Lupine Ventures LLC
M.D. Smith & Associates
Medline Industries LP
Merrill Lynch
Network for Good
Nina Mason Pulliam Charitable Trust
PayPal Giving Fund
Riverside Avenue Baptist Church
Spring Valley Vogel Seed & Fertilizer Inc
State Employees Community Campaign
The Mr. Canary Company
Turnstone
YourCause.com

INDIVIDUALS

\$20,000–\$49,999

Karl & Jean Barske
Steve & Vickie Powell

\$1,000–\$9,999

Lester & Kyle Allen
Ryan Allen & Heather Quigley-Allen
Steve & Nancy Barnes
Bradford Barrett
Scott & Sharon Beauchamp
Jason Beehler
Eddie & Inez Evans Benson
Brian & Cheryl Bosma
Gary W Chenault
Jan L Clark
Karen L Cooper
Ray & Kim Cox
Matthew W Curless
Christopher & Anne Dunlavy
Caroline Dutkanych
Marsha Egan
Rodney & Cynthia Ehrlich
John Fox
Philip & Patricia Gibson

Mike Graham
Dan & Barbara Hasbrook
Matt & Cassie Hasbrook
Mason & Jennifer Hughes
Valentine & Arvetta Jideonwo
Norman & Amy Kanis
Donald & Geraldine Koors
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Ethan Manning
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James & Constance Michaels
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Leandrew White
Bert Wilhoite
Jim & Rita Zink

\$1–\$999

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Marty & Sarah Allain
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Jason Angrick
Steven Apostolidis
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Roger & Ruthann Aull
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Bart & Sherri Book
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Phillip A Bounsall
Thirisia Boyd
Michael J Boyle
Tom & Debbie Bredeweg
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Daniel G Briles
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Colin Brooke
Jennifer Brooks
Andrew Brown
Richard A Brown
Roscoe S Brown Jr
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Steven & Carol Bucksot
Tim Bumgardner
Martin Van Buren
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Joyce J Burnett
Marilyn Bushfield
Casimir Petrowski & Jeanette Cannon
Yolanda Carr-Thomas
Diane Masariu Carter
Lisa G Carter
Kecia Castle
John Cate
David Certo



| | | | | | |
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| Daryl Charton | James & Karen Easton | Leslie Guilfoy | Brenda Jinks | Christian W Like | Kimball & Louise Morris |
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Robert & Joyce Sterner

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Dena Stirn

Geneva Stone

James Strangeway

Linda Straub

Elizabeth Strong

Pat Sullivan

David Sweet

Jerry Swinehart

Ryan Tandy

Cathy Taylor

Hannah Jo TenEyck

James Thieman

Charles & Nancy Thomas

Jeanette Jo Thomas

Melvin & Angela Thomas

Patrick H Thomas

Gregory Thompson

Carolyn J Thurston

Dallas & Louise Todd

Mark J Touhey

Joel Tragesser

John Trueblood

Doris Tuccio

Fred C Tucker

William D Turner Jr

Jason & Kelly Ulm

Pauline L Ulrey

Stephen & Sali Unverzagt

Archangel & Cynthia Valencia

Sarah Vandermark

Abigail Villines

Danielle Bird Voeller

Gloria A Walton

Marcus Ward

Isaac Washington

Teresa M Watson

Sidney & Sharon Weedman

Joel Westphal

Todd Weymouth

Patrick C Wheatley

Calvin R Whickum

Kirk Whitaker

Alan & Shirley Whitby

Sylvia J Will

Germaine Willett

John & Joanne Williams

Kielan Williams

Kristen Williams

Terry Williams

Thomas & Marsha Williams

Cori M Wills

Bernadine Wilmer

Virginia R Wilson

Matthew Wiser

Christian & Elaine Wolf

Charles & Julia Wolfe

Gary & Lynn Woodworth

Richard B Wright

Jill M Young

Susan Young

Michael W Zeller

William & Marilyn Ziegele

Michael Zierdt

IN-KIND DONATIONS

Altum's

Yolanda Bell

Bosma Enterprises Retail Store

Butler Arts Center

Chicks on the Right Broadcast WIBC

Children's Museum of Indianapolis

Churchill Downs

Comedy Sportz

Conner Prairie

Ray & Kim Cox

Cracker Barrel

Creation Museum

Eiteljorg Museum

Elite Beverages

ELT Bosma Enterprises

Footlite Musicals

Goose the Market

Greatimes Family Fun Park

Holiday World

Hoosier Security

Justine Horlander

Indiana Repertory Theatre

Indianapolis Indians

Indianapolis Motor Speedway

Indianapolis Opera

Indianapolis Symphony Orchestra

IndyCar Experience

Infusion Therapy

Iozzo's Garden of Italy

Valentine & Arvetta Jideonwo

Jockamo Upper Crust Pizza

Louise Jones

JW Marriott Indianapolis

King's Island

Kopper Kettle Inn Restaurant

Louisville Slugger Museum & Factory

Maggiano's Little Italy

Mallow Run Wine

Kevin & Annette Mandrell

Midday Deli & Catering

Monical's Pizza

NCAA Hall of Champions

Newfields

Pin Heads

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

Zink Distributing

Bosma

Visionary

Opportunities Foundation®

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Opportunities Foundation®

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6270 CORPORATE DRIVE
INDIANAPOLIS, IN 46278

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