

LEADER DOGS FOR THE BLIND

Annual Report

Fiscal Year 2016-2017



GUIDE DOG
TRAINING



ORIENTATION
& MOBILITY



SUMMER
EXPERIENCE CAMP



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Future Leader Dog Lucy Rose

Mission Moment

“Lady has truly changed my life. I’m more independent and more confident out in public. Her guiding work is amazing!

Lady and I have been a team for almost two years. We have come so far. In August of 2016, I had the opportunity to meet Lady’s puppy raiser at Fort Dodge Correctional Facility and it was very emotional for me to say thank you for raising Lady. Kevin [the inmate raiser] and I were both crying and everyone around us was in tears. When I told Kevin I flew to Iowa, just Lady and I, he asked if that was the first time flying on my own. I replied YES! He whispered, ‘I’m so proud of you. It sounds like Leader Dog Lady has changed your way of life.’ I replied, ‘Absolutely.’

I believe in the quote ‘A dog can change the way you see the world.’ I see the world through Leader Dog Lady’s eyes... it’s the best way to see! I love life and my adventures with Lady because it’s always something new—and I can do it with confidence and, most of all, independence. Thank you to everyone at Leader Dogs for the Blind for changing my life!”

~ **Dawn Rudolph and her first Leader Dog, Lady (Class 16-01)**



A Message from Susan Daniels

As we review all the life-changing work that we've accomplished in the past year, I want to reflect on the Leader Dog mission and the "why" behind our programs and services.

For people who are blind or visually impaired, the loss of sight is only the beginning of a life-changing reality. The simplest to the most complex everyday tasks may become daunting and can lead to depression, anxiety and isolation. The number of individuals who are blind or visually impaired is growing every year and the statistics are staggering:

- 285,000,000 people who are visually impaired worldwide
- 1,300,000 people who are legally blind in the United States
- 75,000 people become blind or visually impaired each year in the U.S.
- 60% of those who are working age are unemployed in the U.S.
- 10% travel independently with a cane or guide dog

Whether they were born without sight or lost sight later in life, people who are blind or visually impaired endure hardships most can barely imagine. That's where Leader Dog comes in. From white cane training (as part of our Accelerated Orientation & Mobility Training) to matching people with a Leader Dog, we provide the tools and skills to introduce or reintroduce people to a life of independence, confidence and companionship.

Leader Dogs for the Blind is committed to providing innovative training to best serve the individual needs of our clients. As the population of people who are blind or visually impaired continues to grow, Leader Dog remains steadfast in our belief that every person deserves equal opportunity for travel and independence, which is why all of our services are provided at no cost. As always, thank you for your support of Leader Dogs for the Blind, as together we work to make people unstoppable.

Sincerely,

Susan M. Daniels

Susan M. Daniels
President & CEO



VISION

Every person who is blind or visually impaired travels safely and independently.

MISSION

To empower people who are blind or visually impaired with lifelong skills for safe and independent daily travel.

VALUES

- Do what is right
- Respect and compassion
- Passion for the work
- Superior experience
- Teamwork
- Innovation
- Safety



A golden retriever in Basic training (the second of four phases of training) walks in front of the canine development center on Leader Dog's campus.

ENVISIONED FUTURE 2025

By the year 2025, we at Leader Dogs for the Blind envision:

- A national reputation for high quality
- Growth in the number of clients served in all areas
- A diversified revenue base
- The ability to serve Central and South America through partnerships with local providers
- A culture that attracts and retains high quality team members (both paid and volunteer)
- Continuing to pioneer advancements in technology through collaborations and client instruction

HIGHLIGHTS

2016

Canine Development Center Ribbon Cutting

On September 14, 2016 we celebrated the completion of the canine development center with a ribbon cutting ceremony. The \$14.5 million campaign was the largest in Leader Dog history and lasted three years. The fundraising goal, construction timeline and budget were all successfully met.



Sunrise Pinnacle Award

On October 21 we received the 10th Annual Sunrise Pinnacle Business of the Year Award from the Rochester Regional Chamber of Commerce. The award identifies a company with a major presence in the city (150+ employees) that has shown remarkable profitability, growth and stability. Also one that exemplifies excellent corporate citizenship in giving back to the community and maintains a corporate culture that enhances the lives of its employees.



Collaborating with ONCE of Spain

In December, we provided practical experience to guide dog mobility instructors from ONCE, Spain's guide dog organization, on how to work with Deaf-Blind clients. They learned about teaching without using voice instruction, using street crossing cards to solicit assistance from the general public, and updated canine training methods.



2017

Beverly Hills Dog Show with Purina

Through our ongoing partnership with Nestlé Purina PetCare, Leader Dog was featured in the “My Dog is a Star” campaign during the Beverly Hills Dog Show presented by Purina. For every social media post where supporters stated why their dog was a star and tagged Purina, the company donated \$1 to Leader Dog. The campaign raised \$61,196!



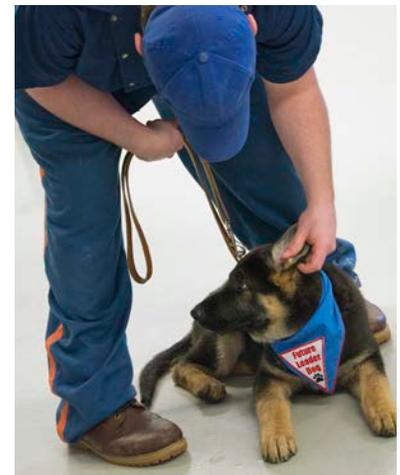
100+ O&M Clients Served

This year marked another notable milestone for our Accelerated Orientation and Mobility (O&M) Training program. For the first time, we served more than 100 clients in this seven-day residential program that empowers people who are blind with the skills needed to travel safely using a white cane.



Prison Puppies Expands to 11 Facilities

Leader Dog’s award-winning Prison Puppies initiative places 8-week-old puppies in correctional facilities to be raised by inmates. The raisers commit to spending 12–15 months caring for these Future Leader Dogs. The addition of the Central Michigan Correctional Facility brought the number of participating facilities to 11. The facilities are located in three states (Michigan, Minnesota and Iowa).





HAVE ASPIRATIONS WILL TRAVEL

Eric Davis and Leader Dog Payton

Shortly after birth, Eric was diagnosed with **Retinopathy of Prematurity, an abnormal buildup of blood vessels that scar the retina.**

Even though he can't see with his eyes, he lacked no vision as he rose to Flotilla Vice Commander in the Coast Guard Auxiliary (with Payton by his side).

More than **75,000 people become blind or visually impaired** each year. In stark contrast, only **10% travel independently with a guide dog or white cane.** But with your help, we'll raise and train even more of these tenacious canines. And together, we'll make people unstoppable.

DONATE TODAY ▶
LeaderDog.org



LEADER DOGS
FOR THE BLIND

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PROGRAMS

CLIENTS SERVED

GUIDE DOG TRAINING



Guide Dog Training is a 25-day residential training program matching hand-selected, highly trained dogs with people who are legally blind, or both deaf and blind.

192

- 8 Deaf-Blind
- 156 GPS* devices issued

ORIENTATION & MOBILITY TRAINING



Accelerated O&M Training is the only seven-day residential orientation and mobility program in the U.S. providing clients with cane skills to become safer, more independent travelers.

103

- 39 GPS* devices issued

SUMMER EXPERIENCE CAMP



Summer Experience Camp is a unique summer camp for 16- and 17-year-olds who are legally blind, combining fun outdoor activities and leadership training with an introduction to guide dogs.

21

- 18 GPS* devices issued

*GPS Technology empowers clients to identify their current location and plan their own travel routes. Leader Dog is the only guide dog organization that provides GPS devices to clients free of charge.

VOLUNTEERS



88

Breeding
Stock Hosts



421

Puppy
Raisers



623

On-Campus*

* Includes 23 Board Trustees



HAVE INDEPENDENCE WILL TRAVEL

Robert "Bob" Rock

After Bob lost sight in both eyes—one due to a nail accident, the other from **glaucoma and cataract surgery** complications—he couldn't find the confidence to walk around the block. Today, he's tearing up the town by walking up to 40 miles a week with his white cane.

More than **75,000 people become blind or visually impaired** each year. However, only **10% travel independently with a white cane or guide dog.** That's why we're making vital orientation and mobility training more accessible for clients. With your help and our expertise, more people can travel safer, easier and with greater freedom than ever before. And together, we'll make people unstoppable.



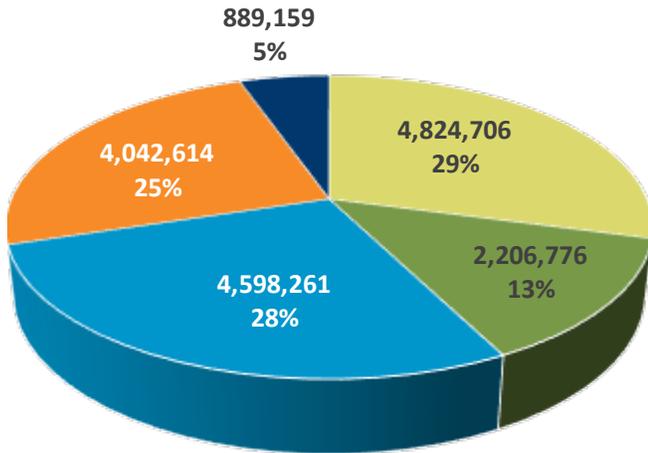
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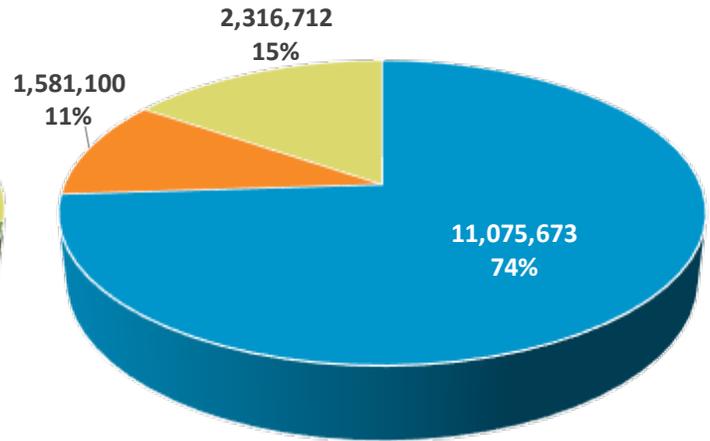
THE NUMBERS

Revenue



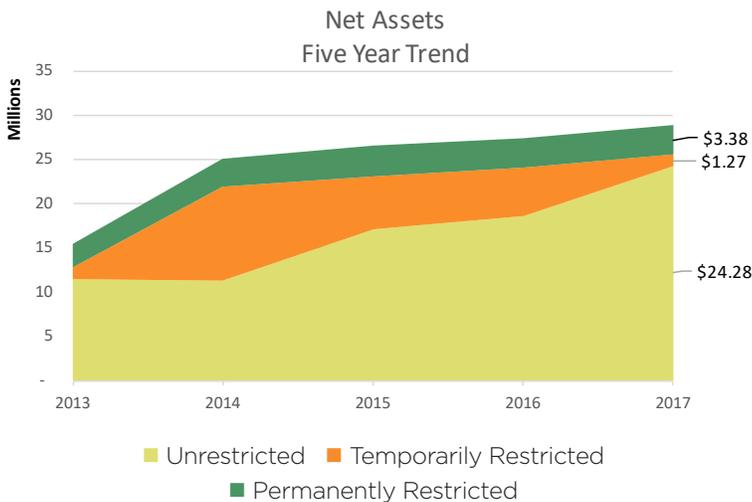
- Estates and bequests
- Other contributions
- Investment and misc.
- Lions clubs donations
- Grants

Expenses



- Programs and services
- Philanthropy (fundraising)
- General and administrative

Other



LEADER DOGS FOR THE BLIND Summarized Statement of Activities

For the year ended June 30, 2017

Revenue

Contributions	\$15,672,357
Investment & Other	889,159
Total revenue	16,561,516

Expenses

Programs & Services	11,075,673
General & Administrative	1,581,100
Fundraising	2,316,712
Total expenses	14,973,485

Change in net assets 1,588,031

Net assets, beginning of year 27,334,752

Net assets, end of year \$28,922,783



HAVE AMBITION WILL TRAVEL

Shannon Columb

At two years of age, Shannon was diagnosed with **Retinitis Pigmentosa**. The resulting night blindness and narrow field of vision may have temporarily slowed her down. But a week of Summer Experience Camp strengthened her resolve to go to college where she's now taking on life at full speed.

Summer Experience Camp is a **life-changing learning program** for teens ages 16-17 who are legally blind or visually impaired. It combines summer activities with **independent travel skill and leadership training**. With your help, we combine the summer of a lifetime with skills that last a lifetime.



**LEADER DOGS
FOR THE BLIND**

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CURRENT BOARD OF TRUSTEES *(as of 12.08.17)*

Executive Officers

Susan Daniels, President and Chief Executive Officer
Lorene Suidan, Vice President and Chief Financial Officer
Rod Haneline, Vice President and Chief Programs and Services Officer

Officers

Margaret Dimond, PhD, Board Chair
John Hebert, Immediate Past Chair
Greg Guidice, Vice Chair
William Carty, Secretary
Steve Guarini, Treasurer

Trustees

Franklin Carmona, DVM	Daniel Markey
Michael Cox	Curtis D. Norenberg, PhD, PDG
Kathryn Davis	Kevin O'Callaghan
Paul Edwards, M.D.	Thomas O'Masta
Harold Gardner	Paul Preketes
Kim Gorman	Avril Rinn
Mark Guthrie	Hendrik Schuur
Paul Hemeryck	The Honorable Paul Teranes
Justice Marilyn Kelly	Douglas Wright

Honorary Trustees

Celia Domalewski	Stephen R. Polk
Lon Grossman	James Platzer
Tom Kimble	Tom Thompson, PDG
Bill Klingensmith	John Villa



Board Chair Margaret Dimond enjoys the 2016 Lead in the Holidays with President and CEO Susan Daniels.



Toasting the 2017 Bark & Brew are Jacqueline Carmona, Board Member Dr. Franklin Carmona and LDB Chief Philanthropy Officer Melissa Weisse.

BOARD COMMITTEES

Audit Committee

Oversees the organization's annual external audit and its system of internal controls over financial reporting.

Executive Committee (Board Officers only)

Conducts such business as is necessary or desirable during those periods when the Board of Trustees is not in session.

Finance Committee

Oversees fiscal accountability and budgetary affairs.

Governance Committee

Establishes and maintains a dynamic, diverse, engaged and knowledgeable Board of Trustees.

Mission Assurance and Quality Committee

Oversees performance metrics, outcomes, quality, continuous improvement and strategic plan progress and ensures alignment with the mission statement of Leader Dogs for the Blind.

Philanthropy Committee

Oversees development and fundraising activities, ensuring that the case for support is strong, current and based on the organization's mission and goals.

Technology Committee

Serves as a strategic partner for the Leader Dog team, focusing on the alignment of core business and technology so that the organization remains in the mainstream of continually evolving technology and IT solutions.

Mission Moment

"It took me several years to come to the decision to get a Leader Dog. I wanted to make sure I chose an organization that was able to support my disability [deaf and blind]. Now I'm excited about the changes I will experience with Bunker in my life."

~ **Ashley Jackson and her first Leader Dog, Bunker**
(Class 18-02)



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Accreditations

International Guide Dog Federation (IGDF)
National Accreditation Council (NAC)



Member

Assistance Dogs International (ADI)
Council of US Dog Guide Schools (CUSDGS)
American Foundation for the Blind (AFB)
VisionServe Alliance
Association for Education and Rehabilitation of the Blind and Visually Impaired (AER)

For more information about Leader Dogs for the Blind,
go to LeaderDog.org or call 888.777.5332.

Leader Dogs for the Blind

1039 S. Rochester Road • Rochester Hills, Michigan 48307-3115
Phone: 248.651.9011 • TTY: 248.651.3713
Toll Free: 888.777.5332
Email: leaderdog@leaderdog.org

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