

LEADER DOGS FOR THE BLIND Annual Report

Fiscal Year 2018-2019



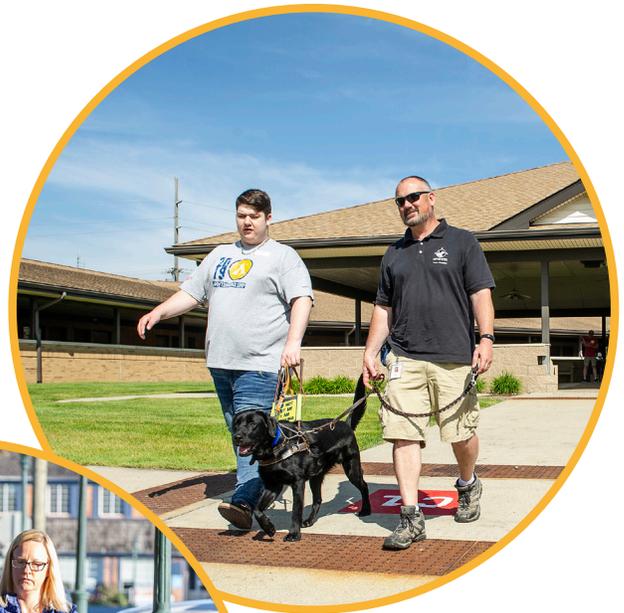
**GUIDE DOG
TRAINING**



**ORIENTATION
& MOBILITY**



**SUMMER
EXPERIENCE CAMP**



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Future Leader Dog Solo

Mission Moment

Unlike many of the teenagers who attend Summer Experience Camp, Juanita Lillie did not leave with plans to get a Leader Dog. She was not ready to 'pick up' after a dog.

In July of 2017 she was matched with LD Baylor, a male black Labrador retriever. "I always assumed I would have usable vision to help me navigate, but from 2013 to 2017 I noticed more vision loss. I lost the ability to read large print with assistive technology when I went to grad school." Until this time Juanita trusted and traveled well with her cane, but she was now ready to 'pick up' after a dog.

Juanita counted Baylor as an asset when job hunting. He boosted her confidence to interact and travel. She credits him for helping her connect with people because he is a great conversation starter. She likes that potential employers can see that she gets around easily on her own.

Now a client specialist for the Social Security Administration, Juanita piques Baylor's interest by challenging him with different routes to work each day.



~ Juanita Lillie and her first Leader Dog, Baylor

A Message from Susan Daniels

This year marks 80 years of service for Leader Dogs for the Blind. One of our founders, Donald P. Schuur said, “It all started with \$400 and a hat full of ideas.” Now we have world-class programs in guide dog and white cane (O&M) training, a state-of-the-art canine development center and a thriving summer camp for teenagers who are blind. We’ve grown a lot since our humble beginnings, but our mission remains the same—empowering people who are blind or visually impaired with lifelong skills for safe and independent daily travel.



Like the dogs we train, our goal is to be a leader.

We innovate. We don’t wait for someone else to try it. When we see a need, we address it.

- First dedicated guide dog training program for people who are Deaf-Blind.
- First guide dog organization to provide a free GPS device and training.
- First guide dog organization to provide a one-week program to teach orientation & mobility.

We listen. Our services are not “one size fits all.” We provide delivery models to meet our clients where they are.

- Customized services for clients who cannot leave work or family for an extended period of time.
- Urban guide dog training for clients who live, work or travel in big city environments and warm weather training during the winter for clients who live in temperate climates.

We improve. We believe that just because something works doesn’t mean we cannot do it better.

- Dual-trained dogs for people who are Deaf-Blind to guide and respond to specific environmental auditory cues.
- Team up with assistive technology providers to improve technology for people who are blind.

We collaborate. Working with others lets us achieve things we could not do on our own and opens the door for more creative solutions.

- Work with correctional facilities to raise puppies in prisons.
- Partner with agencies and universities to fulfill needs in the blind rehabilitation community.

Leader Dog remains steadfast in our belief that every person deserves equal opportunity for travel and independence, which is why all our services are provided at no cost. 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

LEADER DOGS
FOR THE BLIND



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

We act with integrity in every situation.

Show respect and compassion

We show empathy and kindness to every person and every dog.

Demonstrate passion for the work

We do more than just our job, we believe in our mission.

Deliver a superior experience

We exceed expectations for every person in the Leader Dog community.

Work as a team

We partner to achieve goals and advance the mission.

Seek innovation

We keep an open mind; we learn; we share our ideas; we drive change.

Practice safety

We provide a safe and supportive environment for ourselves and others.



A guide dog mobility instructor (GDMI) gives instruction to a young guide dog client during a day-long training in Detroit.

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 2018-2019

Quarterly Webinar Series

We launched a webinar series for blindness industry professionals, potential clients and current clients. Held quarterly, these webinars address specific areas of interest such as the differences between traveling with a white cane or a guide dog, or which of our guide dog training options are the best fit for a client. Webinars are loaded to our website blog for easy access at any time.

As of June 2019, more than 1,000 people have participated in or viewed our first three webinars.



Introducing Canine Ambassadors

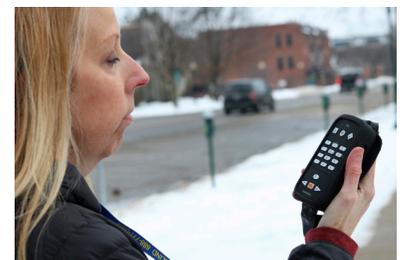
Our expanded community and corporate partnerships meant more events for our staff and canines to attend. To ensure our dogs in training focus solely on learning to lead, we trained a team of career changed Leader Dogs to be canine ambassadors. The dogs are housed by volunteers who make them available for Harness the Power of Leadership workshops and corporate events. Canine ambassadors represent us at 6-8 events per month.



Upgraded GPS to VictorReader Trek

In keeping with our value of "seek innovation," we upgraded the GPS units we provide to our clients for free to the HumanWare VictorReader Trek. First issued to 24 Summer Experience Camp teenagers in July, this device combines GPS with a talking book player allowing us to upload lectures and country maps for our clients. The VictorReader Trek is equipped for future indoor navigation (iBeacon) and will support the Galileo orientation system for better accuracy.

As of June 2019, we have issued over 1,700 GPS devices to clients.



Double Dog Dare Fundraiser

In September, 71 participants rappelled over the edge of a 15-story building to raise money during our unique Double Dog Dare fundraiser. Each participant raised at least \$1,000. One person, a Leader Dog client, raised over \$10,000. In total, the fundraiser brought in over \$141,000.



Harness the Power of Leadership Workshops

This year included more Harness the Power of Leadership workshops than ever before. Almost 20 companies, including the Philadelphia Eagles, Mitsubishi Motors, the Girl Scouts and BorgWarner contracted for workshops. More than 550 people participated in the 23 workshops, which raised \$187,161.



Summer Experience Camp Dinner and Dance

Thanks to the generous support of AAA, this year's Summer Experience Camp concluded with a very special evening for all of our campers. AAA volunteers helped with hair and makeup and decorated Leader Dog's banquet room. Campers rode in style in a limo bus to a local restaurant for a final dinner before returning back to campus to dance the night away with DJ Super Funk Jen.





HAVE AMBITION WILL TRAVEL

Jason Corning and Leader Dog Niko

Jason was born Deaf-Blind with **achromatopsia, a hereditary absence of cones in the retina,** but if you think he lets that hold him back, you'd be wrong. With his Leader Dog by his side, he's traveled the world, earned his bachelor's and master's degrees, and landed a job with the federal government.

It is estimated that **70,000-100,000 people are Deaf-Blind** in the United States. **Leader Dog is the only guide dog organization in the Western Hemisphere with a dedicated Deaf-Blind program.**

But with your help, we can assist more people in fulfilling mobility needs—at no cost to them. 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 three-week residential training program matching hand-selected, highly trained dogs with people who are legally blind, or both deaf and blind.



- 7 Deaf-Blind
- 89 GPS* devices issued

ORIENTATION & MOBILITY TRAINING



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.



- 16 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.



- 15 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



86

Breeding
Stock Hosts



456

Puppy
Raisers



594

On-Campus*

* Includes 20 Board Trustees



HAVE GRIT WILL TRAVEL

Jeff Perrin and Leader Dog Dudley

As a Marine in Vietnam, Jeff suffered multiple injuries ranging from broken bones to shrapnel in his brain. But he never encountered a situation he couldn't handle until he lost his vision due to **central retinal artery occlusions, a series of stroke-like blockages in the eyes.** Now with the support of Leader Dog Dudley, he's living an active life and the only challenges he encounters are the ones he seeks out.

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 capable canines. And together, we'll make people unstoppable.

DONATE TODAY ▶
LeaderDog.org

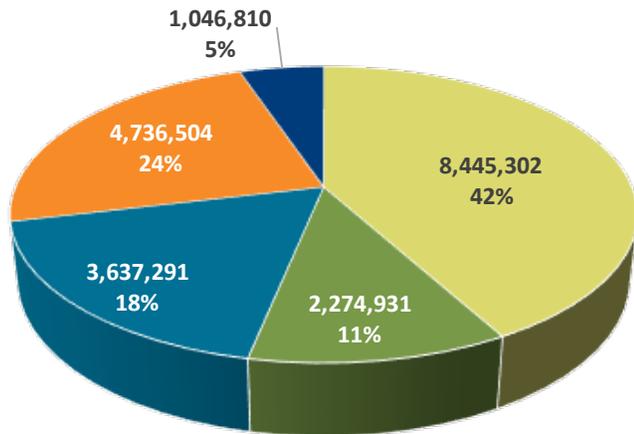


LEADER DOGS
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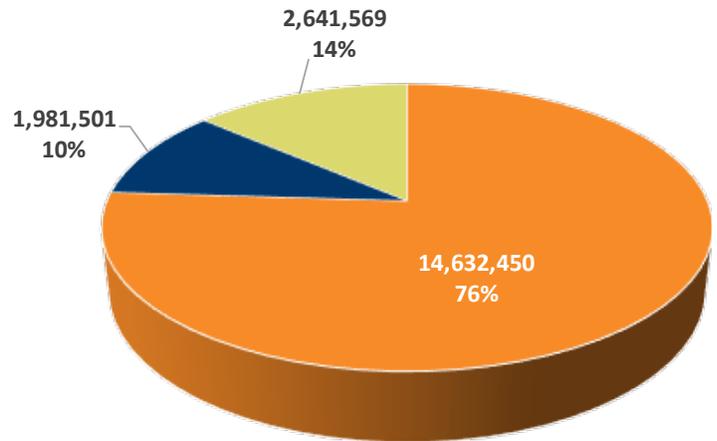
THE NUMBERS

Revenue



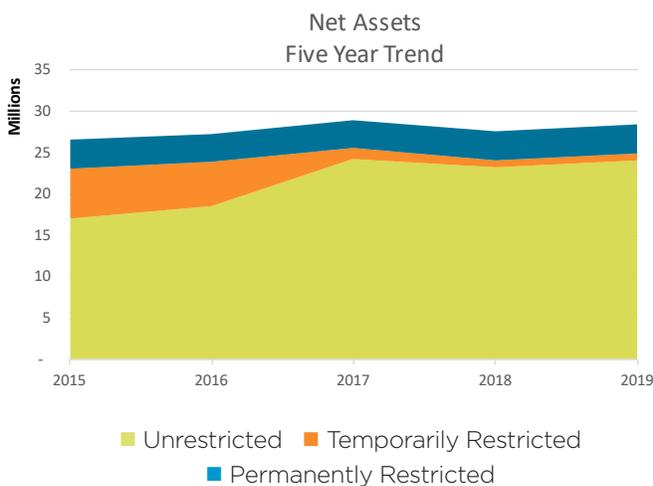
- Estates and bequests
- Other contributions
- Investment and misc.
- Lions clubs donations
- Grants

Expenses



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

Other



- Unrestricted
- Temporarily Restricted
- Permanently Restricted

LEADER DOGS FOR THE BLIND Summarized Statement of Activities

For the year ended June 30, 2019

Revenue

Contributions	\$19,094,028
Investment & Other	1,046,810
Total revenue	20,140,838

Expenses

Programs & Services	14,632,450
General & Administrative	1,981,501
Fundraising	2,641,569
Total expenses	19,255,520

Change in net assets 885,318

Net assets, beginning of year 27,572,212

Net assets, end of year \$28,457,530



Make a dream come true. **Become a volunteer puppy raiser.**

There's no doubt what these tiny puppies want to be when they grow up, but they need your help. As a volunteer puppy raiser, you'll provide the foundation a puppy needs to become a Leader Dog. And together, you'll help someone who is blind or visually impaired live a life of freedom, safety and happiness.



Sign up at leaderdog.org/puppy-raise.
1039 S. Rochester Rd. Rochester Hills, MI 48307
248.651.9011



LEADER DOGS
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CURRENT BOARD OF TRUSTEES *(as of 12.03.19)*

Executive Officers

Susan Daniels, President & Chief Executive Officer
Lorene Suidan, Vice President & Chief Operating Officer
Rod Haneline, Vice President & Chief Programs and Services Officer
Melissa Weisse, Vice President & Chief Philanthropy Officer

Officers

Steve Guarini, Board Chair
Margaret Dimond, Ph.D., Immediate Past Chair
Kathryn Davis, Vice Chair
Kim Gorman, Treasurer
Mark Guthrie, Secretary

Trustees

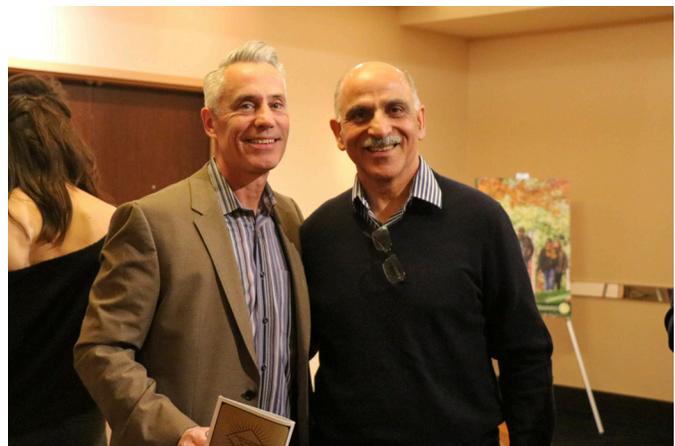
Arun Anand	Thomas O'Masta
Franklin Carmona, DVM	Paul Preketes
Paul Edwards, MD, FACS	Avril Rinn
Jill Gaus	John Reed
John Hebert	Mary Smith
Paul Hemeryck	Daniel Spriet
Michele Honomichl	The Honorable Paul Teranes
Justice Marilyn Kelly	Marc Wisniewski
Daniel Markey	Douglas Wright, CPA

Honorary Trustees

Celia Domalewski	Hendrik Schuur
Lon Grossman	Tom Thompson, PDG
James Platzner	John Villa



Trustee Dan Markey and wife Kyle enjoy a drink during the 2019 Dinner in the Dark at MGM Grand Detroit.



Trustees Frank Carmona (left) and Arun Anand pose for a photo during the VIP reception at the 2019 Dinner in the Dark event.

BOARD COMMITTEES

Audit Committee

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

Business Development Task Force

Researches and develops strategies to ensure the growth of Leader Dog in accordance with its goals and vision.

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 & 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

◀ “[Leader Dog] Rio is going to give me my life back so I can continue to be a leader. My wife and family won’t have to worry about me, and no one is going to sneak up behind me. [I can] get back out into the workforce.”

~William Mathis

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Accreditations

International Guide Dog Federation (IGDF)
Association for Education and Rehabilitation of the Blind and Visually Impaired (AER)



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)

Leader Dogs for the Blind

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LeaderDog.org

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