



## 2019 Philanthropic Opportunity and Sponsorship Guide



*Your support changes lives and creates opportunities for people who are blind or visually impaired.*

# CONTACTS

At IFB Solutions, we know our partnerships are critical to our success. Thank you for the opportunity to partner with you.

## QUESTIONS?

If you have questions or would like more information about our event sponsorship opportunities, please contact:

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**INFORMATION IN THIS GUIDE IS SUBJECT TO CHANGE.  
CONTACT US FOR MOST CURRENT OPPORTUNITIES.**

*Financial information about this organization and a copy of its license are available from the N.C. State Solicitation Licensing Branch at 919-807-2214.*

*The license is not an endorsement by the State.*



*IFB Solutions was founded in 1936 with just six employees who were blind. Today, it's the largest employer of people who are blind and serves thousands of people who are blind and low vision in the communities in which it operates.*



## **OUR VISION**

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To be America's leader in building life-changing opportunities for people who are blind.

## **OUR MISSION**

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IFB Solutions provides opportunities for people who are blind or visually impaired in need of training, employment and services. We believe all people who are blind or visually impaired have the right to succeed in every area of life.

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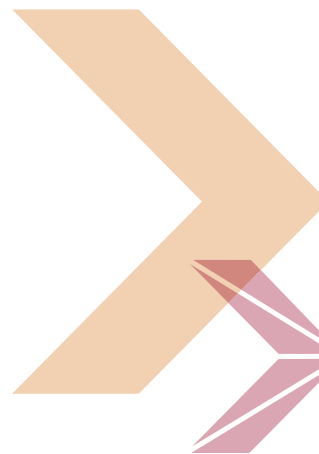
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Training

Transportation, Wellness, Cafeteria

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# ABOUT OUR NEED

*IFB Solutions is the largest employer of people who are blind or visually impaired in the country.*



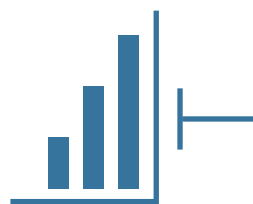
**70% of working-age people who are blind or visually impaired are not employed.** IFB Solutions is working to change that by offering our employees extensive training on the job of their choice and the opportunity for career advancement at IFB Solutions and beyond. IFB Solutions is a diverse non-profit organization providing a wide range of jobs throughout the country.







*Sponsorships, grants and donations from the community fund life-changing training programs and services for adults and children who are blind or visually impaired.*



Through programs that serve kids, provide transportation, deliver low-vision resources and more, IFB Solutions identifies and fulfills community needs. **We need to reach a goal of \$1.5 million this year to continue to serve the community through job training, programs and services and much more.**

**TRIAD**

WXII 12 NEWS  
107.5 KZL  
FOX 8  
99.5 WMAG  
WFMY NEWS 2  
WFDD Radio

*Triad Today*  
*Winston-Salem Journal*  
*The Chronicle*  
*Triad Business Journal*  
*Winston-Salem Monthly*  
*Forsyth Woman Magazine*

**ASHEVILLE**

WLOS  
WWNC Radio  
iHeart Radio  
*Mountain Xpress*

*Asheville Citizen-Times*  
*Waynesville Mountaineer*  
*Smoky Mountain News*

**ARKANSAS**

KATV  
KTHV  
KARK  
Fox 16

The Point 94.1  
106.7 The Ride  
*Little Rock Soiree*  
*Arkansas Business*

**OUR MISSION IS  
NEWSWORTHY**

# Our events, programs and services attract high-impact attendees and donors.

*Sponsor our events and reach new audiences, while strengthening your relationship with the community.*

## **Who would a sponsor/donor be reaching?**

Our event and program participants are community influencers of every age and those in need of vision services. By sponsoring our events and programs, you are reaching a diverse constituency.





# SOCIAL MEDIA OPPORTUNITIES

SPONSOR LEVEL	BENEFITS
<b>PRESENTING SPONSOR</b>	<ul style="list-style-type: none"> <li>• Minimum two (2) individual Facebook posts before the event about your sponsorship</li> <li>• Two (2) tweets about your sponsorship before the event</li> <li>• Minimum one (1) individual post to Facebook and Twitter during the event about your sponsorship</li> <li>• Your company listed on the Facebook event graphic, published well in advance of the event</li> <li>• Your company included in posts to Facebook and Twitter after the event, thanking our sponsors for a great experience</li> </ul>
<b>PARTNER SPONSOR</b>	<ul style="list-style-type: none"> <li>• One (1) individual Facebook post before the event about your sponsorship</li> <li>• One (1) tweet about your sponsorship before the event</li> <li>• Your company listed on the Facebook event graphic, published well in advance of the event</li> <li>• Your company included in posts to Facebook and Twitter after the event, thanking our sponsors for a great experience</li> </ul>



# LADIES' NIGHT OUT

**LOCATION:** Winston-Salem, North Carolina

**OVERVIEW:** This low-key social soirée brings together Triad women who make things happen. It's an evening of fostering growth and making connections.

**DATES:** Feb 7, June 20, Sept TBA

## SPONSORSHIP OPPORTUNITY

SPONSOR LEVEL	PRICE	BENEFITS
<b>PRESENTING SPONSOR FOR ALL 3 LNO EVENTS IN 2019</b>	\$5,000	<ul style="list-style-type: none"><li>• 2 reserved tables at event</li><li>• Event name presented by "Your Company"</li><li>• Custom brand integration</li><li>• Speaking opportunity at event</li><li>• Branded area to present your company info</li><li>• Logo on all event marketing materials</li><li>• Logo on souvenir photos (print and digital) from event</li><li>• Opportunity to distribute gift and/or materials to attendees</li><li>• Presenting sponsor social media package</li></ul>
<b>PHOTOGRAPHY BOOTH SPONSOR</b>	\$3,000	<ul style="list-style-type: none"><li>• 1 reserved table at event</li><li>• Branded area to present your company info</li><li>• Logo on all event marketing materials</li><li>• Logo on souvenir photos (print and digital) from event</li><li>• Opportunity to distribute gift and/or materials to attendees</li></ul>
<b>(RE)CHARGING STATION SPONSOR</b>	\$2,500	<ul style="list-style-type: none"><li>• Custom brand integration via phone charging station</li><li>• Branded area to present your company info</li><li>• Company display/presentation table at event</li><li>• Name (text) on all event materials</li></ul>
<b>PARTNER SPONSOR</b>	\$1,300	<ul style="list-style-type: none"><li>• Company display/presentation table at event</li><li>• Name (text) on all event materials</li></ul>

# FOOTGOLF TOURNAMENT

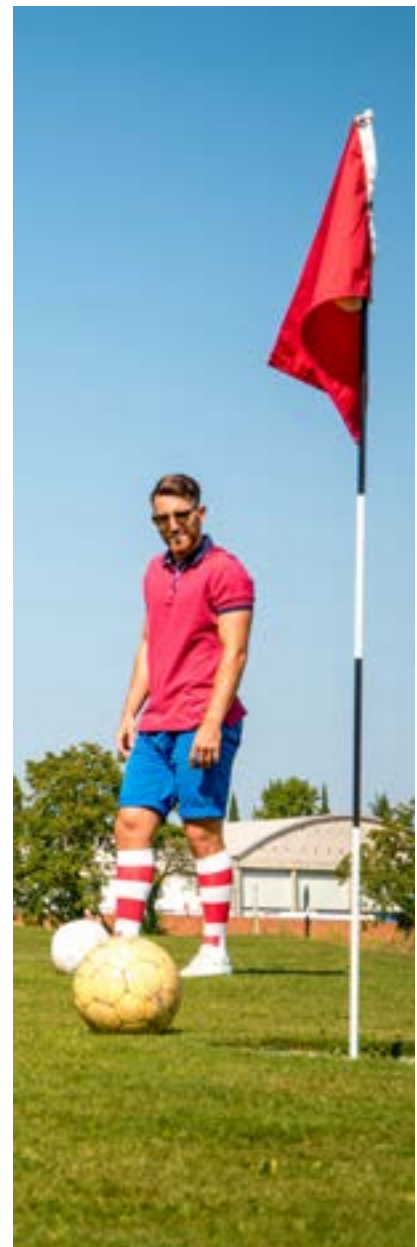
**LOCATION:** Charlotte, North Carolina

**OVERVIEW:** A unique take on the scramble tournament, this golf and soccer combination sport will make its IFB Solutions debut in Charlotte this year to raise funds for our expanding children’s programs in the Queen City.

**DATE:** May 18

## SPONSORSHIP OPPORTUNITY

SPONSOR LEVEL	PRICE	BENEFITS
<b>PRESENTING SPONSOR</b>	\$5,000	<ul style="list-style-type: none"> <li>• 2 guaranteed teams</li> <li>• Event name presented by “Your Company”</li> <li>• Custom brand integration</li> <li>• Logo on all marketing materials, including T-shirt</li> <li>• Opportunity to put item in participants’ packets</li> <li>• Logo on event signage</li> <li>• Presenting sponsor social media package</li> </ul>
<b>VISIONARY SPONSOR</b>	\$3,000	<ul style="list-style-type: none"> <li>• 1 guaranteed team</li> <li>• Custom brand integration</li> <li>• Logo on all marketing materials, including T-shirt</li> <li>• Opportunity to put item in participants’ packets</li> <li>• Logo on event signage</li> </ul>
<b>PHOTOGRAPHY SPONSOR</b>	\$2,500	<ul style="list-style-type: none"> <li>• 1 guaranteed team</li> <li>• Custom brand integration</li> <li>• Logo on all marketing materials, including T-shirt</li> <li>• Photobooth set up and logo on prints from booth</li> <li>• Opportunity to put item in participants’ packets</li> <li>• Logo on event signage</li> </ul>
<b>INNOVATOR SPONSOR</b>	\$1,000	<ul style="list-style-type: none"> <li>• Name (text) on all event marketing materials, including T-shirt</li> <li>• Opportunity to put item in participants’ packets</li> <li>• Name (text) on event signage</li> </ul>



# GOLF TOURNAMENT

**LOCATION:** Asheville, North Carolina

**OVERVIEW:** Over twenty teams compete in this captain's choice tournament at the legendary par-70 course at The Omni Grove Park Inn.

**DATE:** June 13



## SPONSORSHIP OPPORTUNITY

SPONSOR LEVEL	PRICE	BENEFITS
<b>PRESENTING SPONSOR</b>	\$10,000	<ul style="list-style-type: none"> <li>• Number of foursomes: 2</li> <li>• Event Name presented by “Your Company”</li> <li>• Speaking opportunity at awards dinner</li> <li>• Logo on all event signage</li> </ul> <ul style="list-style-type: none"> <li>• Logo on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> <li>• Presenting sponsor social media package</li> </ul>
<b>PARTNER SPONSOR</b>	\$7,500	<ul style="list-style-type: none"> <li>• Number of foursomes: 1</li> <li>• Logo on most event signage</li> <li>• Logo on all event marketing materials</li> </ul> <ul style="list-style-type: none"> <li>• Opportunity to put non-paper item in gift bag</li> <li>• Partner sponsor social media package</li> </ul>
<b>VISIONARY SPONSOR</b>	\$5,000	<ul style="list-style-type: none"> <li>• Number of foursomes: 1</li> <li>• Logo on most event signage</li> </ul> <ul style="list-style-type: none"> <li>• Logo on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul>
<b>AWARDS DINNER SPONSOR</b>	\$3,500	<ul style="list-style-type: none"> <li>• Number of foursomes: 1</li> <li>• Speaking opportunity at awards dinner</li> <li>• Logo on all event signage</li> </ul> <ul style="list-style-type: none"> <li>• Logo on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul>
<b>PUTTING IN THE DARK SPONSOR</b>	\$2,500	<ul style="list-style-type: none"> <li>• Speaking opportunity at awards dinner</li> <li>• Logo on all event signage</li> <li>• Logo on all event marketing materials</li> </ul> <ul style="list-style-type: none"> <li>• Opportunity to put non-paper item in gift bag</li> <li>• Logo on all signage for Putting in the Dark</li> </ul>
<b>INNOVATOR SPONSOR</b>	\$1,500	<ul style="list-style-type: none"> <li>• Number of foursomes: 1</li> <li>• Logo on most event signage</li> </ul> <ul style="list-style-type: none"> <li>• Name (text) on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul>
<b>PLAYER CART SPONSOR</b>	\$1,000	<ul style="list-style-type: none"> <li>• Name (text) on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul> <ul style="list-style-type: none"> <li>• Logo on player carts</li> </ul>
<b>BEVERAGE STATION SPONSOR</b>	\$600	<ul style="list-style-type: none"> <li>• Name (text) on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul> <ul style="list-style-type: none"> <li>• Logo on signs placed at two beverage stations on course</li> </ul>
<b>HOLE/TEE BOX SPONSOR</b>	\$250	<ul style="list-style-type: none"> <li>• Logo on one sign placed on course</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul>



# BINGO FOR BAGS

**LOCATION:** Little Rock, Arkansas

**OVERVIEW:** Join us at Chenal Country Club for an exciting and fast-paced evening of playing bingo while winning designer handbags and accessories-all in the company of friends and Little Rock tastemakers-and enjoying food and drink. A silent auction rounds out the evening fun with attendees bidding against one another for the hottest items.

**DATE:** September 19

## SPONSORSHIP OPPORTUNITY

SPONSOR LEVEL	PRICE	BENEFITS
<b>PRESENTING SPONSOR</b>	\$10,000	<ul style="list-style-type: none"> <li>•Number of Tables: 2</li> <li>•Lunch and Learn for: 10</li> <li>•Event name presented by “Your Company”</li> <li>•Custom brand integration</li> <li>•Logo on all event marketing materials</li> <li>•Recognition on event signage</li> <li>•Extra sets of bingo cards: 3</li> <li>•Speaking opportunity during event</li> <li>•Personal wait staff at event</li> <li>•Emcee mentions at event</li> <li>•Company logo on table</li> <li>•Opportunity to put non-paper item in gift bag</li> <li>•Presenting sponsor social media package</li> </ul>
<b>PARTNER SPONSOR</b>	\$5,000	<ul style="list-style-type: none"> <li>•Number of tables: 1</li> <li>•Lunch and Learn for: 5</li> <li>•Custom brand integration</li> <li>•Logo on all event marketing materials</li> <li>•Recognition on event signage</li> <li>•Extra sets of bingo cards: 3</li> <li>•Emcee mentions at event</li> <li>•Company logo on table</li> <li>•Opportunity to put non-paper item in gift bag</li> <li>•Partner sponsor social media package</li> </ul>
<b>VISIONARY SPONSOR</b>	\$3,000	<ul style="list-style-type: none"> <li>•Number of tables: 1</li> <li>•Lunch and Learn for: 3</li> <li>•Logo on all event marketing materials</li> <li>•Recognition on event signage</li> <li>•Extra sets of bingo cards: 3</li> <li>•Emcee mentions at event</li> <li>•Company logo on table</li> <li>•Opportunity to put non-paper item in gift bag</li> </ul>
<b>FOUR CORNERS SPONSOR</b>	\$1,500	<ul style="list-style-type: none"> <li>•Number of tables: 1</li> <li>•Lunch and Learn for: 3</li> <li>•Recognition on event signage</li> <li>•Extra sets of bingo cards: 2</li> <li>•Emcee mentions at event</li> <li>•Company logo on table</li> <li>•Four Corners sponsored by “Your Company”</li> </ul>
<b>TABLE SPONSOR</b>	\$1,000	<ul style="list-style-type: none"> <li>•Number of tables: 1</li> <li>•Lunch and Learn for: 2</li> <li>•Extra sets of bingo cards: 2</li> <li>•Company logo on table</li> </ul>



# GALA

**LOCATION:** Winston-Salem, North Carolina

**OVERVIEW:** A delightful evening of drinks, dancing, socializing and entertainment with 300 of Winston-Salem’s movers and shakers.

**DATES:** Fall

## SPONSORSHIP OPPORTUNITY

SPONSOR LEVEL	PRICE	BENEFITS
<b>PRESENTING SPONSOR</b>	\$25,000	<ul style="list-style-type: none"> <li>• Number of reserved tables of eight: 2</li> <li>• 4 additional tickets for non-reserved seating</li> <li>• Event name presented by “Your Company”</li> <li>• Personal wait staff for your reserved tables</li> <li>• Opportunity for custom brand integration</li> </ul> <ul style="list-style-type: none"> <li>• Branded area of gala event</li> <li>• Logo on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> <li>• Presenting sponsor social media package</li> </ul>
<b>PARTNER SPONSOR</b>	\$15,000	<ul style="list-style-type: none"> <li>• Number of reserved tables of eight: 1</li> <li>• 6 additional tickets for non-reserved seating</li> <li>• Personal wait staff for your reserved table</li> <li>• Opportunity for custom brand integration</li> <li>• Branded area of gala event</li> </ul> <ul style="list-style-type: none"> <li>• Logo on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> <li>• Partner sponsor social media package</li> </ul>
<b>VISIONARY SPONSOR</b>	\$10,000	<ul style="list-style-type: none"> <li>• Number of reserved tables of eight: 1</li> <li>• 4 additional tickets for non-reserved seating</li> <li>• Opportunity for custom brand integration</li> <li>• Branded area of gala event</li> </ul> <ul style="list-style-type: none"> <li>• Logo on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul>
<b>RECOVERY BAG SPONSOR</b>	\$7,500	<ul style="list-style-type: none"> <li>• Number of reserved tables of eight: 1</li> <li>• 2 additional tickets for non-reserved seating</li> <li>• Logo on all event marketing materials</li> </ul> <ul style="list-style-type: none"> <li>• Opportunity to put non-paper item in gift bag</li> <li>• Branded recovery bag to each attendee</li> </ul>
<b>INNOVATOR SPONSOR</b>	\$5,000	<ul style="list-style-type: none"> <li>• Number of tickets: 4</li> <li>• Included in branded area of gala event</li> <li>• Logo on all event marketing materials</li> </ul> <ul style="list-style-type: none"> <li>• Opportunity to put non-paper item in gift bag</li> </ul>
<b>(RE)CHARGING SPONSOR</b>	\$5,000	<ul style="list-style-type: none"> <li>• Number of tickets: 4</li> <li>• Opportunity to integrate your brand with charging station</li> </ul> <ul style="list-style-type: none"> <li>• Logo on all event marketing materials</li> <li>• Opportunity to put non-paper item in gift bag</li> </ul>
<b>ORIGINATOR SPONSOR</b>	\$2,500	<ul style="list-style-type: none"> <li>• Number of tickets: 2</li> </ul> <ul style="list-style-type: none"> <li>• Name (text) on all marketing materials</li> </ul>
<b>TABLE SPONSOR</b>	\$1,000	<ul style="list-style-type: none"> <li>• Number of reserved tables of eight: 1</li> </ul>
<b>INDIVIDUAL SPONSOR</b>	\$100	<ul style="list-style-type: none"> <li>• Number of tickets: 1</li> </ul>

# SANTA'S SHOWDOWN RACE

**LOCATION:**

**OVERVIEW:**

**DATE:**

Lewisville, North Carolina

Half of the runners are designated reindeer and half are designated elves. They battle for North Pole bragging rights in this 2.5 mile race in front of thousands just before the annual Lewisville Christmas Parade.

December 8



## SPONSORSHIP OPPORTUNITY

SPONSOR LEVEL	PRICE	BENEFITS
<b>PRESENTING SPONSOR</b>	\$5,000	<ul style="list-style-type: none"> <li>•10 guaranteed race entries</li> <li>•Lunch and Learn for 10 employees</li> <li>•Event Name presented by “Your Company”</li> <li>•Opportunity for custom brand integration</li> <li>•Photobooth set up and logo on prints from booth</li> </ul> <ul style="list-style-type: none"> <li>•Logo on all event marketing materials, including T-Shirt</li> <li>•Opportunity to put item in runners’ packets</li> <li>•Recognition on event signage</li> <li>•Presenting sponsor social media package</li> </ul>
<b>PARTNER SPONSOR</b>	\$3,000	<ul style="list-style-type: none"> <li>•6 guaranteed race entries</li> <li>•Lunch and Learn for 5 employees</li> <li>•Custom brand integration</li> <li>•Logo on all event marketing materials, including T-Shirt</li> </ul> <ul style="list-style-type: none"> <li>•Opportunity to put item in runners’ packets</li> <li>•Recognition on event signage</li> <li>•Partner sponsor social media package</li> </ul>
<b>PHOTOGRAPHY SPONSOR</b>	\$2,500	<ul style="list-style-type: none"> <li>•4 guaranteed race entries</li> <li>•Photobooth set up and your logo on prints from booth</li> </ul> <ul style="list-style-type: none"> <li>•Logo on all event marketing materials, including T-Shirt</li> <li>•Opportunity to put item in runners’ packets</li> <li>•Recognition on event signage</li> </ul>
<b>GEAR CHECK SPONSOR</b>	\$2,500	<ul style="list-style-type: none"> <li>•4 guaranteed race entries</li> <li>•Recognition on event signage</li> </ul> <ul style="list-style-type: none"> <li>•Gear check bags provided by “Your Company” signage and tags</li> </ul>
<b>VISIONARY SPONSOR</b>	\$2,500	<ul style="list-style-type: none"> <li>•4 guaranteed race entries</li> <li>•Opportunity to put item in runners’ packets</li> </ul> <ul style="list-style-type: none"> <li>•Logo on all event marketing materials, including T-Shirt</li> </ul>

# PROGRAMS & SERVICES STATS

**4,500**

NUMBER OF PEOPLE WHO ARE VISUALLY IMPAIRED WHOSE LIVES ARE CHANGED BY OUR PROGRAMS AND SERVICES EVERY YEAR.

NUMBER OF PEOPLE WHO TAKE PART IN ADULT PROGRAMS SUCH AS TOASTMASTERS AND BLIND BOWLING.

**500**

**100**

NUMBER OF KIDS WHOSE LIVES ARE CHANGED BY OUR STUDENT ENRICHMENT EXPERIENCE (SEE) CAMPS AND AFTER SCHOOL PROGRAMS EVERY YEAR.

IFB SOLUTIONS EMPLOYEES WHO TAKE PART IN ONE OF OUR TEN SUPPORT GROUPS.

**95**

**\$0**

FEE FOR PARENTS TO SEND A CHILD TO ATTEND SEE CAMP OR AFTER SCHOOL PROGRAMS THANKS TO YOUR DONATIONS.



Charity started as a SEE camper in high school. Charity arrived at camp unsure about life and left camp feeling she was on top of the world! She volunteered at SEE Camp for three years. Now, she is a music teacher at Tracy's Little Red Schoolhouse on the campus of IFB Solutions. Charity's talents behind the microphone and on-stage help spread joy to the 100 children served by our SEE Camps and after school programs every year.



# K-12 PROGRAMS

*IFB Solutions believes that every person who is blind or visually impaired has the right to succeed in every area of life, no matter your age.*

Adventure, learning and discovering independence; this is what our Student Enrichment Experience Camps are all about. Children who are blind or visually impaired enter camp feeling unsure and they leave camp ready to take on the world. Donations help this experience come to life **at no cost to families.**

Dear IFB Solutions Programs and Services,

I can't tell you what the two weeks of H2O and Adventure Camp have meant to Ben, and thus to me.

When Ben first became involved in the very first SEE camp in Winston-Salem, he had just completed kindergarten. The opportunities he has had this summer have been very affirming for him in so many ways. Fitting in so easily in SEE settings is a real blessing for him.

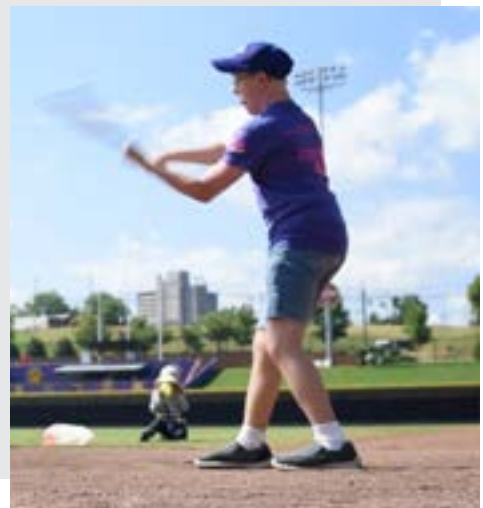
I hope you know how important all of the SEE activities are to these kids and families, specifically to our family. Ben's father passed away when he was only three years old, and it is always a challenge to find good role models for Ben. I hope someday Ben can pay it forward to another child or children who may need him.

Ben has already expressed dismay that he ages out of the SEE program, when he graduates from high school next June. We honestly can't imagine what our life will be like without it. He has already informed me that he intends to spend the summer of 2019 volunteering for any and all SEE camps that need him. I sincerely hope that he will be able to do so in both outdoor camps.

Thank you again for the photographs, the opportunities, and for the personal connections that have been afforded Ben because of IFB Solutions Programs and Services and SEE Camp. Our family will be forever grateful.

Beth

-Mother of SEE Camper



*Ben playing ball.*

# SEE SUMMER CAMPS

## WINSTON-SALEM, NC

This two-week camp provides a caring environment for children to enhance independent living and socialization skills through crafts and more.

### SUPPORT NEED

Your donation gives children the opportunity to learn skills that they will use through adulthood. Like all SEE camps, this camp is free to parents.

### SUPPORT OPPORTUNITY

This two-week camp cost \$1,077 per child. We would like to serve 35 children this year at a cost of \$37,700.

## ASHEVILLE, NC

This two-week camp teaches children that anything is possible.

### SUPPORT NEED

Children learn cooking, budgeting and how to use technology. At the end of camp, families enjoy a meal prepared by the kids.

### SUPPORT OPPORTUNITY

This two-week camp costs \$2,143 for per child. We would like to serve 14 children this year at a cost of \$30,000.

## CHARLOTTE, NC

This new camp will combine fun activities with a little adventure to give children the life skills to help them achieve anything!

### SUPPORT NEED

Like other SEE camps, this is a place where children can learn independence in an encouraging atmosphere

### SUPPORT OPPORTUNITY

Brand new camp! This two-week camp costs \$1,190 per child. We would like to serve 20 kids this year at a cost of \$23,800

# OTHER SUMMER CAMPS



**SEE CAMP  
ABILITIES H<sub>2</sub>O  
LAKE NORMAN, NC**

Students dive right into the fun at Camp Dogwood on Lake Norman. From boating to kayaking, this is the perfect summertime adventure.

## **SUPPORT NEED**

Students who attend this camp leave with memories that will last a lifetime. They experience fun water activities to learn that anyone can enjoy the water, no matter what!

## **SUPPORT OPPORTUNITY**

This one-week camp costs \$1,229 per student. We hope to serve 24 students at a cost of \$29,500.

**ADVENTURE CAMP  
ASHEVILLE, NC**

Whitewater rafting, ropes courses, hiking and more! Students do not need to be adventurers to try something new. They just need a place for encouragement to try. This overnight camp is the place!

## **SUPPORT NEED**

Our activities at the Nantahala National Forest are outfitted for students who are blind or visually impaired, so they have a safe environment to try out new adventures.

## **SUPPORT OPPORTUNITY**

This one-week camp costs \$1,550 per child. We hope to serve 18 children this year at a cost of \$27,900.

# SEE AFTER SCHOOL

## WINSTON-SALEM, NC

This after school program combines arts and crafts, music, cooking, assistive technology and independent living skills to foster independence.

### SUPPORT NEED

At Tracy's Little Red Schoolhouse on the campus of IFB Solutions, students work through a curriculum that parents say changes their lives forever.

### SUPPORT OPPORTUNITY

This nine-month program costs \$9,340 per student. We hope to serve 15 students at a cost of \$140,100.

## CHARLOTTE, NC

Our newest after school program provides students the same opportunities that Winston-Salem's program has, but closer to their home in Charlotte.

### SUPPORT NEED

This program provides education that reaches beyond lessons learned in school. This is a place where parents know their children are excelling in skills they will take with them for life.

### SUPPORT OPPORTUNITY

This nine-month program costs \$6,694 per student. We hope to serve 18 students this year at a cost of \$120,500.





# LOW VISION STATS

**\$20,000**

THE SAVINGS FOR 10 FAMILIES WHO RECEIVED CLOSED CIRCUIT TELEVISIONS (CCTV) FREE OF CHARGE THROUGH OUR RECYCLE FOR SIGHT PROGRAM.

PEOPLE (AGES 3 TO 103) SERVED AT OUR CLVCS IN 2018 THROUGH EXAMS AND TECHNOLOGY ASSISTANCE.

**3,500**

**150**

CHILDREN WHO RECEIVED ASSISTIVE TECHNOLOGY THIS YEAR WHO ARE NOW ACHIEVING SUCCESS IN THE CLASSROOM.

NORTH CAROLINA COUNTIES REACHED BY OUR CLVC MOBILE VISION CENTER.

**100**

**\$0**

DOLLARS PARENTS OF CHILDREN WITH LOW VISION WILL HAVE TO SPEND ON TECHNOLOGY THAT HELPS THEM LEAD AN INDEPENDENT LIFE THANKS TO OUR FOCUS ON LITERACY PROGRAM.

LOW VISION



*At 103 years young, Opal Voyles found exactly what she needed at our CLVC to help her lead an independent life—a talking clock that helps her stay on time!*



*Little Temperance received an eye exam and a cane at our CLVC in Asheville. She can't wait to get her CCTV to help her read her school work.*

# LOW VISION



*IFB Solutions Community Low Vision Centers (CLVCs) exist to help foster greater independence. We help people with low vision use adaptive aids, computers, smart devices and more to make everyday tasks simpler.*

People with low vision visit our centers or mobile low vision facility to receive exams from specialized low vision physicians. These specialists evaluate and recommend specific technology. Our clients then work with low vision associates, who also have low vision, so they understand the needs and opportunities.

## CLVC LOCATIONS

DURHAM, NC  
WINSTON-SALEM, NC  
ASHEVILLE, NC  
LITTLE ROCK, AR

IFB Solutions Community Low Vision Centers (CLVCs) exist to help foster greater independence for those with low vision.

**SUPPORT NEED** We help people with low vision use adaptive aids, computers, smart devices and more to make everyday tasks simpler.

### **SUPPORT OPPORTUNITY**

Our goal is to provide vision exams for those in need. The cost per patient for a comprehensive low vision exam is \$200.

# CLVC PROGRAMS

## FOCUS ON LITERACY

A program to help low vision students keep up with literacy skills.

### SUPPORT NEED

Focus on Literacy provides in-home access to the learning resources children need to succeed in school and life, such as video magnifiers or CCTVs.

### SUPPORT OPPORTUNITY

\$2,000 provides a CCTV to a student, allowing him or her to see his or her homework.

## RECYCLE FOR SIGHT

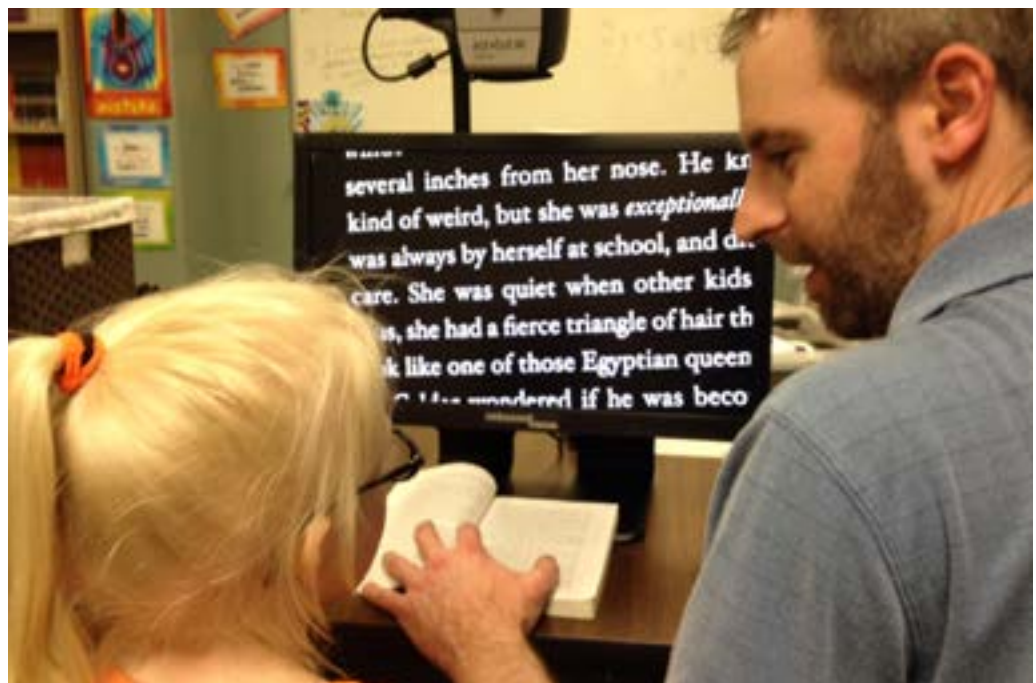
A program providing used CCTVs to persons who couldn't otherwise afford this assistive technology.

### SUPPORT NEED

Providing assistive technology allows someone with low vision the ability to read mail, bills and books, increasing their ability to live independently.

### SUPPORT OPPORTUNITY

We can repair a CCTV for \$150, and used CCTVs can cost up to \$1,000.



# MOBILE VISION CENTER



## MOBILE VISION CENTER

Mobile exam lane that travels to areas where low vision children need exams and have no means to receive one.

### SUPPORT NEED

Our Mobile Vision Center travels through North Carolina, providing necessary eye exams to children who would not otherwise receive them. Children with low vision who do not receive assistance fall behind in school, because they cannot see to read or complete their homework.

### SUPPORT OPPORTUNITY

Our goal is to visit as many counties in North Carolina as we can. The cost for one night's stay for employees that perform exams is \$300, with the exam itself costing \$200.

LOW VISION



# EMPLOYMENT & RECRUITMENT STATS

Ken Mullins' vision started to deteriorate while working at a Fortune 500 company as a senior operations manager. Ken says his company worried about his safety and went in a different direction. He spent a year out of work, applying to fifty jobs all over the country, with job opportunities stopping at the interview process once people realized his vision loss. During an exam at our Community Low Vision Center, Ken told our staff his story. He was hired days later as the second shift production manager in the Optical Department at IFB Solutions.



**792,896**

NUMBER OF BLIND WORK HOURS AT IFB SOLUTIONS IN FISCAL YEAR 2017.

HOURS OF TRAINING WE INVEST IN A NEW IFB EMPLOYEE SO HE OR SHE IS SUCCESSFUL IN HIS OR HER JOB OF CHOICE.

**320**

**136**

NUMBER OF PEOPLE FROM ALL PARTS OF THE U.S. WHO ARE BLIND OR VISUALLY IMPAIRED HIRED BY IFB SOLUTIONS IN 2018.

NON-EMPLOYMENT RATE FOR WORKING AGE ADULTS WHO ARE BLIND.

**70%**

**35**

HOURS IT TAKES TO RECRUIT JUST ONE PERSON WHO IS BLIND TO COME TO IFB SOLUTIONS.

DOLLARS OUR EMPLOYEES SPEND TO JOIN THE IFB SOLUTIONS TEAM.

**\$0**

**LIFETIME**

THE LENGTH OF TIME OUR EMPLOYEES FEEL VALUED, INCLUDED AND SUCCESSFUL.



# EMPLOYEE TRAINING, SERVICES



*Our vision is to be America's leader in building life-changing opportunities for people who are blind.*

## ABOUT EMPLOYEE TRAINING AND SERVICES

**At IFB Solutions, we care about people not only as employees, but as members of our family and community. We offer training and services in support of a higher quality of life and independence in their daily lives.**

### SUPPORT NEED

We offer services including subsidized meals and transportation to meet the basic needs of our employees, things most people take for granted that affect an individual's ability to find employment. We also offer training on assistive technology, orientation and mobility and job-specific skills to encourage professional growth. We even help employees relocate and integrate into the local community, covering moving expenses and introducing new hires to local support groups.

### SUPPORT OPPORTUNITY

Community donations provide the support needed to offer all of our training and services programs. The programs are critical in providing our employees who are blind or visually impaired the opportunity for success at work and at home.

# EMPLOYEE SERVICES

## TRANSPORTATION

IFB Solutions employees who are blind are provided round trip transportation from the surrounding areas.

### SUPPORT NEED

Without transportation, people who are blind may be unable to have gainful employment. Our program provides safe and reliable transportation to and from work daily.

### SUPPORT OPPORTUNITY

We provide this service for over 100 employees across seven counties, and the average cost per week is \$50 for each employee.

## WELLNESS

Our wellness program provides quality of life events with outside agencies such as credit unions and health vendors.

### SUPPORT NEED

This program allows access to medical services for our employees while they are at work. Most would not have access to medical treatment otherwise.

### SUPPORT OPPORTUNITY

Community donations help fund the costs for our medical staff and services reaching \$400,000.

## CAFETERIA

The cafeteria at IFB Solutions offers a full breakfast and lunch in addition to vending and beverages services.

### SUPPORT NEED

Many employees are unable to leave work for meals due to a lack of transportation. For some, our cafeteria service is their only opportunity to eat breakfast or lunch.

### SUPPORT OPPORTUNITY

We subsidize our cafeteria services with \$250,000 each year, and welcome community support to sponsor this expense.

# EMPLOYEE ACTIVITY & SUPPORT GROUPS

IFB Solutions offers groups of individuals with common experiences an opportunity to share encouragement, support and advice.

## SUPPORT NEED

Our support groups provide a safe zone for discussion, peer bonding and up-to-date resources encouraging independence in the daily lives of members.

## SUPPORT OPPORTUNITY

Donations support transportation needs for community outreach, instructors for classes, educational seminars and speakers from the medical community for awareness.



EMPLOYEE SUPPORT

# GENERAL VISION STATS

**\$139,000,000,000** | DOLLARS SPENT ON VISION LOSS, EYE DISEASES AND VISION DISORDERS EACH YEAR IN THE U.S.\*

DOLLARS SPENT IN NORTH CAROLINA ON EYE DISORDERS AND VISION LOSS EACH YEAR.\* | **\$3-5,000,000,000**

**\$1-2,000,000,000** | DOLLARS SPENT IN ARKANSAS ON EYE DISORDERS AND VISION LOSS EACH YEAR.\*

AMERICANS WHO WILL BE DIAGNOSED AS LOW VISION BY 2030\*\* | **5,000,000**

**70%** | ADULTS WHO ARE BLIND WHO ARE NOT EMPLOYED.

ADULTS WHO ARE BLIND LIVING IN POVERTY. \*\*\* | **30%**

\*Source: PreventBlindness.org/NORC at The University of Chicago

\*\*Source: National Eye Institute

\*\*\*National Federation of the Blind



**JOIN US IN SUPPORTING OUR MISSION.**

*Follow along on Facebook and Twitter for the latest news and stay up-to-date on sponsorship and volunteer opportunities.*



**ifbsolutions.org**