A corneal transplant changed night to day for Manoj
see "after" photo on inside cover
These night and day photos are close-ups of the left eye of Manoj, the boy on the cover of this report. They were taken before and after his corneal transplant by SightLife partners L.V. Prasad Eye Institute and Ramayamma International Eye Bank in India in July, 2009.

Cornea donors are the heroes

Thank you to the cornea donors and donor families who pass the gift of sight forward so that others living in blindness may see. We are humbled and honored to act as caretakers of your extraordinary gift.
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Teach the hungry to fish
a practical approach to eliminating corneal blindness for 10 million people worldwide

President’s Message

When people visit our laboratory at SightLife, I give them the full tour. They see close-up what corneal tissue looks like (thin, clear circle about the size of a dime). They watch our technicians operate high-tech equipment in a glass-enclosed laboratory. They see photos of cornea donors and cornea recipients and hear their stories.

But when it’s time to give the big picture, high tech goes out the window. Instead I proudly explain that SightLife takes a centuries old approach to restoring sight worldwide . . . We Teach the Hungry to Fish.

In this case the hungry are 10 million men, women, and children suffering from unnecessary blindness. Doctors in the developing countries where 90% of these individuals live could cure them — IF they had eye banks in their own countries to provide corneal tissue for sight-restoring transplants.

Simply put, eye banks provide the “fish” by recovering corneal tissue used for transplants. Build them and we can deliver a cure that’s readily available in the United States to the developing countries where 10 million people wait in blindness. In 2009, SightLife took a leadership role in getting corneal tissue into the hands of doctors and health administrators eager to end unnecessary blindness in their own countries. Here’s why we felt a duty to do this:

• As the eye bank that provides more tissue for transplant than any other in the world, SightLife has the contacts to bring key players together in this effort.

• Forty years of continual learning in pursuit of our craft qualifies us to provide the technical and operational training that start-up eye banks need to survive.

A few other things, like expanding to fill a need in Northern California, also kept us busy in 2009. I focus here on worldwide elimination of corneal blindness because it is our most ambitious endeavor of 2009, or any other year for that matter. And it’s entirely doable in our lifetime!

Read Shria’s story at right to see why this is so important. We are proud partners of the Ramayamma International Eye Bank in India that saved Shria from blindness. It has grown into a center of excellence that serves as a model for others to follow. We are entirely committed to helping build and sustain more eye banks like this one.

Success in this endeavor means an end to blindness for 10 million more people like Shria. Please join us in making it happen.

Sincerely,

Monty M. Montoya, SightLife CEO & President

That’s me in the middle with Dr. Oluyombo Awojobi, right, and associates at his eye clinic in Eruwa, Nigeria. Yes, that’s the hospital’s working vehicle.
One day after Shria was born in an impoverished village in central India, it was obvious something was terribly wrong. Shria could not open her eyes. They watered constantly, as if she were weeping. Filled with fear, Shria’s mother Mayuri carried her to the nearest hospital three days away.

When doctors at the hospital managed to open Shria’s eyes, they were milk white. Mayuri’s fear turned to desperation at the news that Shria was corneal blind. For a poor family barely able to feed itself, the $120 that enables a corneal transplant must have seemed like one million and twenty.

Shria would never get an education or a job. In a country where every member of a poor family must contribute to economic survival, the cost of even keeping Shria alive could prove insurmountable for her family.

For Shria, this tragedy was averted by luck. Her mother’s search for help ended at the very same L.V. Prasad Eye Institute that SightLife helped to build! It worked with Ramayamma International Eye Bank—a SightLife partner—to provide the corneal transplant that restored Shria’s sight at no charge to her family.

The key to this happy ending is Ramayamma and its ability to provide corneal tissue for sight-restoring transplants. SightLife is proud to be a partner and committed to building and sustaining more eye banks just like it.

**Did You Know?**

*Seeing eye children are common in developing countries*

With no other option, many impoverished families in developing nations use a young child as the eyes for a blind elder or sibling.

The child’s future is thus shackled to another—for as long as the blind family member shall live. School and dreams are put on hold, perhaps forever.

SightLife’s work with partners to establish eye banks in developing nations helps shed the confines of blindness for both child and his or her charge.
Global eye banking team assembled

In Spring 2009, SightLife took the unprecedented action of hiring a two-man leadership team with one assignment – FACILITATE WORLDWIDE DEVELOPMENT OF SUSTAINABLE EYE BANKS.

This was no baby step. Instead, it signaled SightLife’s commitment to invest top talent and significant resources to unite eye banking leaders throughout the world in this philanthropic work.

“Work” is the key word. In developed nations, eye banks have proven successful in eliminating curable corneal blindness. Contrast this with the developing world, where 10 million blind people wait in darkness for the corneal tissue that could restore their sight. Tissue comes from eye banks, but the combined capacity of all eye banks in the developing world provides for only 30,000 transplants a year — a drop in the bucket compared against need.

Tissue is the Issue! Without more eye banks, the waiting list of those suffering in unnecessary blindness will grow far beyond 10 million. A successful blueprint for establishing sustainable eye banks and diligent follow-up will eliminate curable corneal blindness within our lifetimes.

Of course two men can’t do it alone. But two men working with a support team that includes the entire SightLife staff can organize the first Global Eye Bank and Corneal Transplant Congress in world history (see page 7 of this report). That congress was a key first step in uniting every leading eye bank organization in the world in the effort to develop this successful blueprint for sustainable eye banks.

Since the Congress, Tim and Jeremy have traveled to India, Nepal, Brazil, Paraguay, Vietnam, and Singapore, among other countries. At each stop, they work with eye banking leaders and health officials to establish new eye banks and expand capacity at existing facilities. They are our boots on the ground. Their job is to keep progress moving forward. We are proud to have them on our team.

Jeremy Shuman
Director, Global Programs

Jeremy Shuman from Technical Director to the new position of Director, Global Programs.

In April, SightLife promoted Jeremy Shuman from Technical Director to the new position of Director, Global Programs.

In his nine years of continual advancement at SightLife, Jeremy served in all areas of front-line management as our eye bank grew from 2,400 corneas per year for transplant to more than 4,000. Concurrently, Jeremy completed his Master of Public Health degree from Johns Hopkins University.

Perhaps even more important, international health and philanthropy are not new to Jeremy. Eight years ago, he volunteered for a village safe-water project in Vietnam and visited an eye bank there. Since then, he has returned to Vietnam every other year to help that eye bank with technical training and operations. Other countries where he has lived and worked include China, Australia, India, Japan, and Samoa.

A key area of strength for Jeremy is moving projects forward. We look forward to helping him put this talent to use in developing new eye bank projects and partnerships throughout the world.
In January 2009, business veteran Tim Schottman highly impressed SightLife CEO Monty Montoya in his volunteer capacity with an organization that matches executives with non-profits engaged in special projects. Tim was similarly impressed with SightLife’s record of success in restoring sight and its determination to expand on what it does best. In June, the former Starbucks executive joined SightLife as Senior Vice President, Global Programs.

For 17 years at Starbucks, Tim played key roles in helping that company grow from 100 local stores to 15,000 stores in more than 44 countries. His responsibilities included leading global strategic initiatives, managing up to 24 project teams, and developing retail and food service businesses with annual growth rates of up to 70%.

Tim’s new charge of facilitating establishment of eye banks throughout the developing world represents a full circle return to his philanthropic roots. After graduating from Cornell University, Tim moved to the Pacific Northwest to spend three years working in conservation positions. He returned to college to earn a Masters in Business Administration from the University of Washington before embarking on a career that included management positions at food distributor SYSCO as well as Starbucks.

Tim’s talent is developing business models that work in the real world. Since joining SightLife, he has guided our philanthropic focus to regions that combine great need with an existing infrastructure of doctors available to provide follow-up care to transplant patients. Tim has also proven apt at blending his business background with Jeremy’s technical experience in eye banking. Together, they form a team that’s generating excitement and early results in the growth of international eye banking.

Did You Know?

50% of children who become blind in developing countries die within two years, either from the condition that caused the blindness or from inadequate care.

SightLife and its global partner eye banks enable restored sight to an average of 20 men, women and children each day.

The countries of India, Bangladesh and Indonesia are home to 44% of the world’s blind population.

Treatments to prevent and cure corneal blindness are among the least expensive and most successful of all health interventions.
**Left:** Naoshi Shinozaki, PhD, Japan Eye Bank Association, and Luc Noel, MD, World Health Organization (WHO) Department of Essential Health Technologies.

**Right:** Gullapalli Rao, MD, of L.V. Prasad Eye Institute in India with SightLife President Monty Montoya.

**Below:** Eye banking delegates from 24 nations at the conference table.

**Immediate left:** Jake Requard of VisionShare/Luciene Barbosa de Souza, MD, Sorocaba Eye Bank in Brazil and Chair for Pan American Assoc. of Eye Banks.

**Below left:** Muthaiah Srinivasan, MD, and Samar Basak, MD, both with the Eye Bank Association of India, and Kevin Ross, CEO of Midwest Eye Banks.

**Below middle:** Enrique Graue, MD, of Mexico and Wei-Li Chen, PhD, MD, of Taiwan.

**At podium:** Cheryl Scott, Senior Advisor for the Gates Foundation Global Health Program, welcomes delegates with a noon address on the first day of the Congress.

**Oval:** Delegates from Croatia, Mexico, Japan, Taiwan, and the U.S. at Congress work session.

**Right:** Marian Macsai, MD, of United States and Bade Ogundipe, MD, from Nigeria.
To the best of anyone’s knowledge, this meeting hosted by SightLife was a first-of-its kind event.

Nearly 70 of the best minds in eye banking and corneal transplant surgery — spanning six continents and 24 nations — gathered at the Pan Pacific Hotel in Seattle to develop a global plan to cure unnecessary corneal blindness.

Ideas, convictions, and questions came fast and furious in sessions that included participants from every major eye banking organization in the world. All sessions were structured to facilitate collaboration between eye banking professionals and corneal surgeons.

As delegates returned home and feedback filtered in from around the world, a clear consensus emerged. The 2009 SightLife Global Eye Bank & Corneal Transplant Congress had succeeded. The platform is built for international cooperation in building enough eye banks to eliminate unnecessary corneal blindness worldwide.

“Extraordinary achievement! This was the most unique developmental meeting I have ever attended with the greatest exchange of ideas. Hopefully, it has laid the groundwork for future development.”

– delegate evaluation
Global Eye Bank & Transplant Congress 2009

“May this event be the launch of many more to come!”

– delegate evaluation
Global Eye Bank & Transplant Congress 2009

Building the platform for worldwide elimination of unnecessary corneal blindness.
Time to Celebrate!

SightLife Open House

With the intense work of the 2009 SightLife Global Eye Bank and Corneal Transplant Congress accomplished, it was time to celebrate.

On June 17, SightLife hosted what felt like the entire eye banking world at its new offices and laboratory in Seattle’s South Lake Union area. Not by coincidence, this event marked the end of the Global Congress and the beginning of the Eye Bank Association of America’s Annual Meeting in Seattle.

An estimated 200-plus people attended the open house and party. Thank you to everyone who helped us celebrate all that is eye banking.
As delegates returned home, Tim Schottman and Jeremy Shuman began organizing the conclusions reached at the Congress into a concentrated plan of action for building a coordinated network of eye banks. Their job is to facilitate growth of this plan into an eye banking system with the capacity to eliminate unnecessary corneal blindness for 10 million people worldwide.

The L.V. Prasad Eye Institute and its sister organization Ramayamma International Eye Bank serve as our model. When SightLife Vice Chairman Paul Dubord joined with others 20 years ago to establish Ramayamma, the experts said it couldn’t be done. They warned that coalitions would fall apart and that local populations would refuse the opportunity to help others through cornea donation.

THEY WERE WRONG.

Today, L.V. Prasad and Ramayamma International Eye Bank serve as the blueprints for establishment of new sustainable eye banks in developing countries.

When Ramayamma was established in 1989, L.V. Prasad had only enough corneal tissue to do 25 sight-restoring transplants per year. Today, Ramayamma is one of the largest eye banks in the developing world, placing tissue from local donors for 1,500 transplants per year. At 79%, the consent rate that Ramayamma counselors obtain from prospective donor families easily exceeds the 65% average consent rate in the United States.

In a sustainable model that shows the way for others, L. V. Prasad subsidizes free treatment for the poor with paid services for the wealthy and middle class. No man, woman, or child who needs a corneal transplant to escape blindness is ever refused, no matter how poor.

Starting with the work that Tim Schottman and Jeremy Shuman are doing now, SightLife will be a leading partner in extending this proven success model to the rest of the developing world.
Where the World’s

Size of countries reflects the

90% of the 10 million people with
Corneal Blind Live

population of corneal blind.

curable corneal blindness live in developing countries.

* current SightLife global eye bank partners
Sight-restoring recoveries on the rise in California …

On March 1, 2009, SightLife began recovering cornea tissue at 29 Kaiser Permanente hospitals in Northern California. Our work in this new service area was the result of a contract signed with Kaiser Permanente in December 2008. Never before had we served this area or any other in California. **After two months, recoveries of sight-restoring tissue at most of the contracted hospitals exceeded totals for the entire previous year.**

A higher consent rate from families that SightLife contacted about cornea donation was the main reason for this increase.

New SightLife Associate Medical Director Douglas Holsclaw (see Dr. Holsclaw’s letter on next page) deserves much credit for this remarkable step forward in service of restored sight. His work to increase recoveries in Kaiser Permanente facilities and improve scheduling and outcomes for corneal transplant patients paved the way for SightLife to serve this area.

… Corneal transplant patients enjoy easier scheduling

SightLife’s entry into the Northern California service area in 2009 brought another first that won acclaim from corneal transplant patients and their surgeons. **SightLife delivered each of more than 400 corneas scheduled for transplant during the year without fail and on time.**

Before SightLife’s arrival, surgeons and their staffs frequently resorted to eye banks in faraway places for corneal tissue for transplant. Lack of a reliable single distribution source made scheduling difficult. Surgery cancellations when tissue failed to materialize were more common than anyone — surgeon or patient — wanted.

Patients and surgeons in SightLife’s older primary service areas long ago came to expect reliable delivery of scheduled cornea placements as the norm. Our new partners in California will come to expect the same, but for now it’s a new and welcome experience. One Kaiser Permanente surgeon went so far as to describe the change in expectations as a “life altering experience.”

Thank you.
Cornea Collaborative leader joins SightLife as Northern California Director

In November, Rusty Kelly joined SightLife as Regional Director of our Northern California service area.

Rusty’s arrival drew notice throughout the eye banking world. He is a high profile leader with credentials burnished by active roles in multiple projects to improve eye banking on a national level.

He comes to SightLife from the Eye Bank Association of America (EBAA), where he served eight years as Vice President. There, he was one of the founding leaders of the Cornea Collaborative that has increased the quality and quantity of corneas for transplant. He has been a faculty member of the Health Resources and Services Administration’s Organ Donation and Transplantation Breakthrough Collaborative Faculty, and a Board member of Donate Life America.

Prior to eye banking, Rusty was the director of Teach for America in South Louisiana. We welcome him to our team.

Date Line - Redwood City California 0645 AM, Tuesday 8/25/09 … Mimi calls and had a cornea that has cleared overnight and can possibly make the 8:00 AM plane and be in California for the scheduled case. Date of Death 8/23/09 at 17:04 PM. I don’t think I have ever received a cornea from anywhere on earth before 4 days. I accept and Mimi says she will get it on the plane.

Good News / Bad News … I called Mimi as we were starting our first cases … Cornea made it to the plane … but wait there is more. … the plane is delayed. The cornea cannot arrive at the OR until about 2 pm. Any other time on earth, the case would have been cancelled. The decision went to the Physician-in-Chief of the hospital! He said “SIGHTLIFE HAS ALWAYS DONE WHAT THEY SAID THEY COULD DO” and he allowed us to wait for the cornea and potentially keep the staff overtime.

Cornea arrived as stated by Mimi … we did our case … we finished at 17:03 PM … The staff was to be off at 5 PM. Even though there was some time to get the patient settled afterward, no reported overtime (union employees not claiming overtime because they believed in the cause and effort) and we all collectively bowed down toward Seattle. There were some logistical considerations that would have made canceling the case even more hurtful. The patient had family come from out of the country, and they could only stay a week.

Thank You to all who had a part in this case, and Thank You to all of you who have helped transform and elevate to a new level the corneal transplant experience for Kaiser surgeons and our patients. Your efforts are noticed and appreciated every day.

Best,
Doug Holsclaw, MD

Did You Know?
Since its state donor registry was introduced in April 2005, California donors have saved more than 1,000 lives through organ donation and healed more than 35,000 through cornea and tissue donation.
Record!
4003 sight-restoring transplants

SightLife set a new record in 2009 with 4003 corneas placed for transplant. This breaks out to sight restored to an average of 12 men, women, and children each day.

After serving 100% of need in our primary service areas of Washington, Northern Idaho, Montana, Alaska, and Northern California, we also sent corneas to restore sight in other locations throughout the United States and in 37 other countries.

Statistically, these numbers represent a 23% increase in corneas recovered over the year before. The most satisfying result from this increased productivity is that 742 more people received restored sight from SightLife in 2009 than we were able to help in the year before.

But people tell the story better than numbers. Please read below for details about one of the individuals SightLife was privileged to help.

Brian from Kenya

Thank You for restoring my sight

Seventeen-year-old Brian Wambua of Kenya waited almost 10 years before receiving the cornea transplant that restored his vision.

Brian is one of the lucky ones.

Doctor Huck Holz, an ophthalmologist from Santa Clara, California, hand-carried gratis corneal tissue from SightLife to Kenya to perform Brian’s operation. In all, Dr. Holz had six precious corneas to share on his visit, so five others got their sight back on the same day as Brian. Dr. Pat Otieno of Kenyatta University helped to organize this project and collaborated on the surgeries.

Overseas training trips that restore sight to grateful recipients like Brian are one way SightLife works to eliminate curable corneal blindness. These same trips teach technical skills that surgeons in developing countries need to restore sight to millions more of their countrymen suffering today in blindness.

Back in Kenya, Dr. Otieno is providing follow-up care to Brian and the others. She remains thrilled with their progress as they embrace the new possibilities each day that come from restored sight.

Without change, millions of men, women, and children will spend the rest of their lives in blindness. Our aim at SightLife is a world where individuals like Brian receive transplants in time measured by days instead of years that stretch into never. Tissue is the issue. More eye banks built in the very countries where they are needed most are the answer.
Revenue from SightLife operations and fundraising reached an all-time high of $12.3 million in 2009. Revenue from eye bank operations alone was $10.9 million, up 30% from 2008. Total SightLife expenses were $12.15 million. Eye bank expenses as a percentage of eye bank revenue increased from 88.4% in 2008 to 89.6% in 2009, reflecting increased SightLife financial commitments to global eye banking development.

SightLife ended the year with net assets of $8.4 million, an increase of $900,000 from the year before.
2009 Contributors

SightLife gives sincere thanks to the individuals, Lions Clubs, businesses, and foundations that support our work.

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<td>Burlington Lions Club</td>
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<tr>
<td>Mary Jo Cady</td>
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<td>Castle Rock Lions Club</td>
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<td>Central Park Lions Club</td>
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<tr>
<td>Chewelah Valley Lions Club</td>
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<tr>
<td>Chinook Pass Lions Club</td>
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<tr>
<td>District 49A Lions Foundation</td>
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<tr>
<td>Dr. Paul &amp; Mary Lou Dubord</td>
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<tr>
<td>Edmonds Lions Club</td>
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<tr>
<td>Edwards Foundation</td>
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<tr>
<td>Roger &amp; Mary Lou Eigsti</td>
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<tr>
<td>Dick &amp; Joanne Elliott</td>
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<tr>
<td>In memory of Scotty Elliott</td>
</tr>
<tr>
<td>Elma McClavey Lions Club</td>
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<tr>
<td>Enumclaw Lions Club</td>
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<tr>
<td>In memory of Ken Countryman</td>
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<tr>
<th>$5,000 to $9,999</th>
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<tbody>
<tr>
<td>Auburn Noon Lions Club</td>
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<tr>
<td>Bellingham Central Lions Club</td>
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<tr>
<td>In memory of Tat Kamuda</td>
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<tr>
<td>Eye Bank Association of America</td>
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<tr>
<td>Forks Lions Club</td>
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<tr>
<td>Oak Harbor Lions Club</td>
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<tr>
<td>Seattle University Lions Club</td>
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<tr>
<td>Yakima Lions Club</td>
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<tr>
<td>VisionShare</td>
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<th>$10,000 to $24,999</th>
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<tr>
<td>Estate of Elin Anderson</td>
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<tr>
<td>Harry L. &amp; Clare Cayo Wilson Charitable Trust</td>
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<thead>
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<th>$25,000 to $49,999</th>
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<td>George H. Reed</td>
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<th>$50,000 to $99,999</th>
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<td>Estate of Florence M. Eakin</td>
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<th>$100,000 to $500,000</th>
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<tr>
<td>Bruce and Ann Blume Fund</td>
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</table>
Operating under the SightLife umbrella, the Northwest Lions Foundation helped record numbers of individuals in 2009 through charitable sight and hearing programs that serve the Pacific Northwest. Achievements include:

- ✔ 994 discounted digital hearing aids placed through AUDIENT.
- ✔ 459 hearing aids given free through our Lions Hearing Aid Bank to individuals who otherwise could not afford them.
- ✔ $70,000 in Lions Patient Care Grants to provide sight and hearing care for children and adults in our communities who needed a Lions helping hand.
- ✔ 29,000 free vision and hearing checks provided through our Lions Health Screening Unit. More than 90 percent of those screened were school-aged children.
- ✔ $32,000 in Lions Project Support Grants given to sight and hearing projects conducted by the following organizations:
  - Diabetes Association of Pierce County;
  - Edith Bishel Center for the Blind;
  - Low Vision Clinic of Spokane;
  - Millionair Club;
  - Northwest School for Hearing-Impaired Children;
  - Olympic Medical Center - Newborn Hearing Screening;
  - Vision for Independence Center;
  - Vision Loss Center;
  - Vision USA Washington;
  - Washington State School for the Blind - Vancouver
Thank You to Our Directors & Trustees

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Vice Chair: Paul Dubord, MD
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Treasurer: Roger Eigsti
Immediate Past Chair: Terry Robertson
NLF Director: Roger R. Richert
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Ex Officio: Monty M. Montoya, CEO

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Senior Management Team

From left, Sandy Jeghers, Chief Marketing Officer; Tim McLaughlin, Chief Financial Officer; Monty Montoya, President and CEO; Tim Schottman, Senior Vice President, Global Programs; and Bernie Iliakis, Chief Operating Officer.
SightLife Associate Medical Director Dr. Matt Oliva in Nepal.