

Report to Donors

2013



See  
*Thanks to You*



OPERATION  
EYESIGHT™  
UNIVERSAL

*For All The World To See*

# See our team

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## Our Mission

To eliminate avoidable  
blindness

## Our Vision

For all the world to see



# Message from the Chair and Executive Director

## *Celebrate a half century of preventing blindness and restoring sight*

We've all experienced the thrill of reaching a milestone in life. For you, it might have been graduating from school, holding your first paycheque, embarking on a dream vacation or reaching retirement.

With that same feeling of excitement, we're proud to report that Operation Eyesight also achieved a milestone in 2013 – celebrating our 50th anniversary!

That's right; it was in 1963 that Calgary businessman Art Jenkyns became inspired by the work of Canadian doctor Ben Gullison, and vowed that avoidable blindness must be eliminated. Since then, Operation Eyesight has evolved into an internationally-recognized development organization that has prevented blindness and restored sight for millions of people in the developing world. And it's all thanks to support from our kind-hearted donors!

We are also proud to report that our organization grew stronger in 2013. We've recovered from three years of deficit positions, and reached a comfortable revenue position by early 2013. We made some difficult business decisions to manage our debt, such as selling our Calgary office building. However, we were able to remain as tenants in our familiar space, which ensured minimal disruption of operations. We also finalized the closure of our offices in Australia and the United Kingdom, choosing to consolidate our fundraising efforts in Canada. Today, thanks to our loyal donors, we are a much healthier organization than before, with smarter business strategies, a smaller staff complement and streamlined management.

We implemented another difficult but necessary business decision in 2013. For more than 10 years, we had managed to hold steady at \$30 the rate donors gave to support each cataract surgery – even though \$30 didn't cover our cost of surgery and consumables. After much consideration, we asked our donors to increase the amount they donate to support a cataract surgery to \$50. We're very happy to report our donors overwhelmingly supported our decision – in fact, many marvelled that we had been able to sustain the lower price for so long!

We had another momentous event in 2013 – we transitioned leadership of all our international programs to India, where the newly-appointed Senior Director, International Programs assumed responsibility for the strategy and daily operations of our India and Africa programs. Having our program team housed outside Canada is a significant development, and we are confident it will develop into a model of best practice that we can share with others.

A celebration of our history, a return to a healthy financial position, and a fresh new start... could there be anything better as we enter our second 50 years? As you read this Report to Donors, we invite you to join us in celebrating the millions of lives that have been changed, thanks to our generous donors!

*With great appreciation for your support,*

**Dan Parlow**  
Chair, Board of Directors, Canada

**Brian Foster**  
Executive Director

# Tackling avoidable blindness together

For our Advancement team in Canada, 2013 was a year of nurturing and growing our relationships with you, our wonderful donors.

As we continued to strengthen our relationships with individual supporters, we also rejuvenated our connections with major donors. We're also pleased to report that our funding agreement with Canada's Department of Foreign Affairs, Trade and Development Agency (DFATD) has been extended to the end of January 2015, while our relationship with multinational Standard Chartered Bank remains strong.

Throughout the year, we promoted our 50th anniversary, which served as an opportunity for donor engagement through events across Canada: presentations to chambers of commerce, service clubs and schools; and third party events such as the Run for "Well"ness in which a team from the Mechanical Contractors Association of Canada completed the Scotiabank Vancouver Half Marathon race in support of our Zambia wells program.

We connected with local donors by refocussing on the market where we started 50 years ago and having more of a presence at Calgary-based festivals and events. This gave local volunteers the opportunity to represent us in the community. Our volunteer program saw tremendous growth in 2013; we now have 10 dedicated volunteers who help in our head office in Calgary on a regular basis.

Along with various small celebrations during the year, we honoured the ongoing support of our founding family, the

Jenkyns. They were recognized as "Outstanding Philanthropic Family," an award bestowed by the Calgary chapter of the Association of Fundraising Professionals in honour of National Philanthropy Day. We know our founder, Art Jenkyns, would be proud of his family.



*"It is like a new dawn for me! We can easily access the water for drinking, cooking and for bathing. Thank you!"*

*Ann Adoyole, 70, lives in a village in Kenya's West Pokot County. A new borehole now provides clean, safe water to everyone in the village.*



We saw a positive ending to 2013, despite the fundraising challenges presented by the Alberta floods.

Calgary and much of southern Alberta were devastated with a record-shattering flood in June that resulted in billions of dollars in damages. Many Canadians chose to direct their financial support to local relief efforts, and we let them know that we understood their decision to do so.

We continue to effectively utilize our various communication channels, all in an effort to better connect with current and potential donors. We have seen significant growth in terms of public awareness programs, especially through our online vehicles: website, social media and blog. We invite you to learn more about us through the stories, photos and videos on these sites. And we encourage you to keep sharing your stories with us, too!

All of our donors, young and old, have big hearts. And every fundraising event, big or small, helps in the fight against avoidable blindness. We were inspired when a nine-year-old girl asked for donations to Operation Eyesight instead of birthday presents. We are also extremely grateful to our estate donors, who cared deeply about our work and whose legacies will continue to change lives in the future. We appreciate our past, celebrate our accomplishments and share our optimism for the future with donors like you!

*For a complete picture of our financial accountability, turn to pages 15-16.*

## Thanks to you, Murray Soupcoff

Operation Eyesight is very lucky to have dedicated donors who are preventing avoidable blindness. But we also couldn't do our work without the help of those who donate their time! Although the days of Operation Eyesight being an all-volunteer organization are long past, we always appreciate those who want to help out, which is why we're thankful for people like Murray Soupcoff.

Murray, now retired, worked as a producer for CBC Radio in Toronto. A long-time member of our Canadian Board of Directors recruited him to help write news releases and make media contacts when Operation Eyesight had an office in Toronto. Murray recalls being very impressed with the organization.



"With some charities, you can doubt that people are being helped, but not with Operation Eyesight," Murray says. "It's always nice to do good and give back, and it's very gratifying to realize that your money has that kind of impact."

Although we closed our Toronto office some time ago and Murray no longer volunteers for Operation Eyesight, he became a monthly donor years ago, and tries to give a little more each year. He enjoys reading about the people he's helped in the patient stories in our SightLines newsletter, and is still impressed by our staff. "Everyone I've met has had huge enthusiasm for the projects," he says.

We thank Murray for his unselfish giving! Operation Eyesight relies on our donors and our volunteers. Art Jenkyns spent 15 years giving his time to the organization he founded before becoming the organization's first paid employee in 1978, and we're so happy our volunteers are following in his giving footsteps (although we understand if they don't offer up their basements to house the organization, like Art did!).

## Thanks to you, St. Francis-in-the-Wood Anglican Church

"We're called the pretty church on the ocean, but we're more than a pretty church," says Jan Volker, chairperson of St. Francis-in-the-Wood's Social Concerns Committee. We could not agree more! The church, located in West Vancouver, BC, has been supporting Operation Eyesight for almost 25 years.

"We really believe in Operation Eyesight's projects," says Jan. "The work you do is sustainable. You get involved in the communities where you are, teaching people while you're there, and we value that."

A few years ago, Dan Parlow, chair of Operation Eyesight's Board of Directors, met with Jan and the rest of the committee. Jan says the meeting gave them a personal connection with Operation Eyesight. "The fact that an organization would take the time to do that was very meaningful to us," she explains.

Jan says that the work Operation Eyesight does to restore people's sight also strikes a chord with the congregation because everyone's eyesight changes as they age.

The church committee, a small group of seven, is a creative bunch – planning everything from bake sales and silent auctions to garden tours and yoga classes. Their biggest fundraiser of the year is the "Auction of Promises," where people in the congregation promise to do something for the winning bidder.

"People can't wait for the auction each year," says Jan. Participants have dinner and try to outbid each other for items such as accommodations in Whistler, BC for the weekend, homemade dessert every month for a year, flamenco dance lessons or a crabbing trip for six people.

"It's incredible what people come up with," adds Jan. "Some of the items sell for a couple thousand dollars!"

"The more fun it is, the better. And the more people who get involved, the more money we can raise for Operation Eyesight!"

# Thanks to you, Margaret Ratcliff

Margaret, who has been giving to Operation Eyesight for 25 years, says she has been a loyal donor for several reasons.

It runs in the family. Margaret's mother also gave to Operation Eyesight before she passed away in 2003. Although she can't remember for sure, Margaret has a hunch that it was her mother who first introduced her to the organization's work.

Margaret's great-uncle was a doctor in India where he established a hospital for people with leprosy. Margaret says she has a soft spot for people in India because of the work he did there. "That's another reason I support Operation Eyesight," she says. "You do such great work for such poor people."

Margaret served as a public health nurse for 30 years, mostly working in rural areas around Taber, AB, where she still resides. In fact, she went into nursing training with Linda Jenkyns, daughter of Operation Eyesight's founder, Art Jenkyns.

Now retired, Margaret says she can relate to Operation Eyesight's community health workers. "They're doing their part in that area of the world while I did my part here." She recounts seeing patients in the hospital with limited eyesight, explaining that her profession spurred her desire to give to Operation Eyesight as well.

"The fact that Operation Eyesight is actually restoring people's sight – people who haven't been able to see or see clearly, and all the sudden they're getting their sight back – that's incredible," she explains.

Margaret has two friends who lost their sight due to macular degeneration.

"I can't think of anything worse than not being able to see," she says. "I can't imagine what it would be like not to be able to see out and about, or to see your own family."

She says it's a great feeling to know that she's a part of Operation Eyesight's work. "I guess that's why I've kept giving over the years," she explains. "So I can look back and feel like I did something for someone somewhere."

"If others are able to give to Operation Eyesight too, we can help more people together," Margaret adds.



## Fighting leprosy brought Canadians to India

The region between Kolkata and Chennai (formerly called Calcutta and Madras) was once known as "The Black Coast" due to the extraordinarily high rate of leprosy, nearly 11 percent. This infectious bacterial disease is believed to have originated in India and many Canadians have worked there to treat it. They include sisters Martha and Zella Clark, who founded the Baptist mission hospital in Sompeta that would later become Arogyavaram Hospital, and Dr. Ben Gullison, who had done post-graduate work in the treatment of leprosy and who inspired Art Jenkyns to found Operation Eyesight in order to help Arogyavaram. Today, this disease is curable, with those afflicted no longer living in isolated colonies, and great strides are being made toward its elimination.

*Operation Eyesight wouldn't be here if not for 50 years of benevolence on behalf of people like Murray and Margaret, and groups like St. Francis-in-the-Wood. We hope that everyone who's given to Operation Eyesight knows just how much we treasure their sight-saving contributions. We can't say thank you often enough!*

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# Community development at work

Thanks to your generous support, we were able to prevent blindness and save sight for hundreds of thousands of people in India and Africa in 2013. In all that we do, we are focused on sustainable community development that actively engages communities in improving their own health and well-being.

**But the need remains great. Did you know?**

- » 285 million people are visually impaired worldwide.
- » Of those, 39 million are blind and 246 million have low vision.
- » About 90 percent of the world’s visually impaired live in developing countries.
- » Up to 60 percent of children who go blind in developing countries die within one year of losing their sight.
- » About 80 percent of all visual impairment can be prevented or cured.

Our impact in India and Africa	Adults		Children	
	Female	Male	Female	Male
Patients examined through hospitals	414,612	456,867	53,598	69,126
Patients examined through outreach, school screenings and Hospital-Based Community Eye Health Programs	39,592	35,314	13,145	12,720
Sight-restoring surgeries	57,851	70,236	2,837	3,045
Individuals educated about primary eye health	364,405	298,497	176,942	175,067
<b>Total</b>	<b>876,460</b>	<b>806,914</b>	<b>246,522</b>	<b>259,958</b>



*“Smiley reads the names of places and the numbers on the bus for us when we go out. She is our eyes!”*

*Bonny Gideon from Andhra Pradesh, India took his daughter to LV Prasad Eye Institute. Smiley, now 6, underwent cataract surgery when she was just four months old. She is now the “eyes” for her parents who both suffer from irreversible vision problems.*

## INDIA: 2013 Highlights

We have been part of many dramatic changes in India since we started working in that country in 1963. Over the past decade, in particular, India has experienced strong economic growth, and has become a force in the global economy.

Yet despite a remarkable increase in wealthy individuals, life for the vast majority of Indians has not improved. A large proportion of the population still lacks access to quality health care; and while the country has 17.5 percent of the world’s population, it has 20.5 percent of the world’s blind. Another 54 million people struggle with low vision, much of it untreated. There is still much work for us to do in India!

That’s why we are proud to offer our own solution: an innovative program that, when widely implemented, has the potential to actually eliminate avoidable blindness from the service areas of eye hospitals. Our **Hospital-Based Community Eye Health Program** (see sidebar on page 6) is designed to provide comprehensive eye care and blindness prevention to India’s poorest people.

In 2013, we provided four hospital partners with technical and financial support to implement the program. Our staff offered an additional 21 hospital partners technical support, including planning, development, monitoring and evaluation services, and assistance for strategic and operational planning, training and human resource development.

Regarding the latter, we continue to be very active in helping prepare the local eye health workforce. During 2013, our India staff trained 400 community eye health workers, as well as cohorts of project coordinators and optometrists.

Our team also actively pursued staff capacity building at our partner hospitals as a key strategy for the year. Training programs and workshops were offered for various staff groups including vision technicians, ophthalmic technicians, operating theatre staff and dispensing opticians.

During the year, we explored various avenues to engage our existing partners and partner with new organizations to further our mission. The new initiatives under our **Facility-Based Eye Health Program** include a partnership with India Vision Institute to strengthen schools of optometry of partner hospitals; a partnership with LV Prasad Eye Institute and two hospitals to open 10 vision centres, five of which launched in 2013; and a hospital improvement program with four new partner hospitals.



## *Hospital-Based Community Eye Health Program recognized as best practice*

Developed by our India staff and piloted in 2010, Operation Eyesight's flagship Hospital-Based Community Eye Health Program has been implemented by 25 of our Indian hospital partners and has already made a considerable impact in the fight against avoidable blindness.

In 2013, our model was enthusiastically endorsed by Vision 2020 India, a national eye health advocacy group. The group is encouraging all Indian hospitals to adopt Operation Eyesight's model regardless of whether they are in direct financial partnership with us. The program engages communities, increases economic opportunity and enhances the sustainability of services, thanks to the communities taking ownership.

The model also promotes gender equality, as it recruits and trains local women as community workers. The women perform tasks like door-to-door surveys and screenings, referring those with eye problems to the proper facility and making follow-up visits. They also provide information about other issues like malnutrition, polio, malaria and prenatal and postnatal issues, with the goal of promoting health in their communities.

The program has seen a significant increase in the number of patients screened and treated in each hospital, with a corresponding increase in hospital revenue that can finance vision centres. We are currently expanding the model to our Africa programs, with some early successes.



# AFRICA: 2013 Highlights

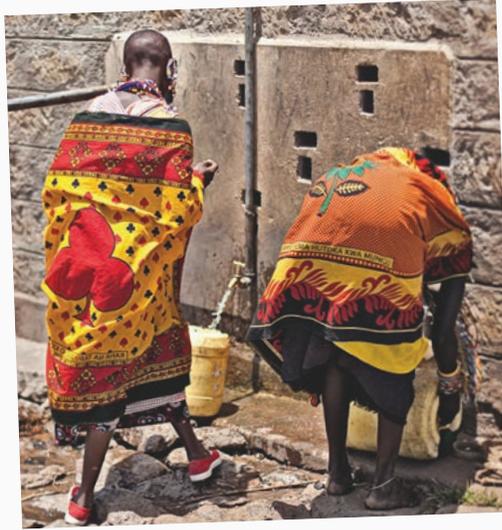
Operation Eyesight works in three countries in sub-Saharan Africa, where people suffer the highest rates of visual impairment and blindness on earth. With approximately 11 percent of the world's population, the continent has 19 percent of the world's blind. Widespread poverty, disease, lack of general health care and eye care, and lack of access to basic public services like clean water and sanitation all contribute to unnecessary blindness. It all adds up to a lot of needless suffering, disability and shortened lives. And yet, about 85 percent of all blindness and visual impairment in Africa is preventable or treatable.

In Africa, we have developed **Integrated Eye Care Programs** to strengthen primary eye care and referral channels within existing government health systems. We also support the development of secondary- and tertiary-level hospitals to improve the quality and accessibility of both complex eye care and medical training.

## Kenya

**Child Eye Health Project** is a partnership with Standard Chartered Bank that aims to reduce the percentage of avoidable blindness and visual impairment in children in selected regions over four years.

**Seeing is Believing Phase V** is another partnership with Standard Chartered Bank that will help eliminate avoidable blindness in Kenya through strengthening community outreach



programs in the Rift Valley Province. The program will make quality and sustainable eye care services available in the project area, while refurbishing and equipping eye units and training staff.

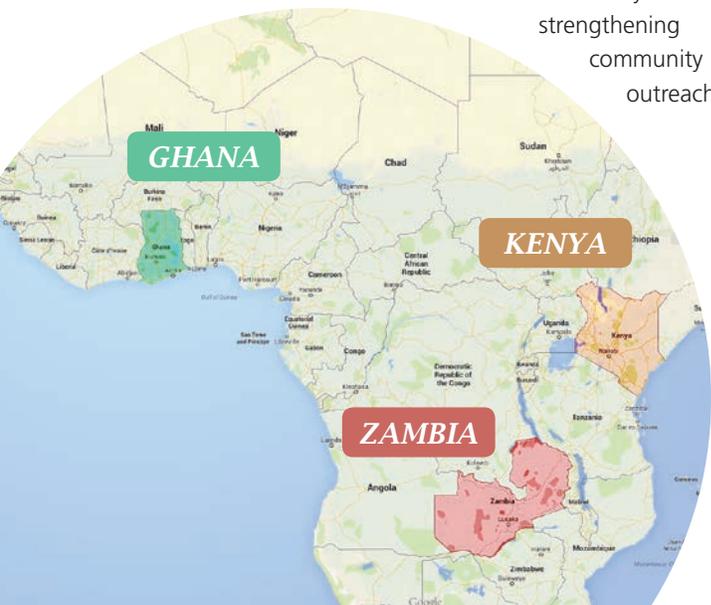
**Portable Eye Examination Kit (Peek) smartphone app** is expected to prove an effective approach to screening millions of Kenyan children with vision problems. This pilot project was implemented thanks to an innovation grant from Seeing is Believing. Visit [blog.operationeyesight.com](http://blog.operationeyesight.com) to learn more about the app.

**West Pokot Trachoma Project** was launched in 2013, and saw the successful drilling and equipping of two boreholes to combat blinding trachoma. Communities were sensitized on the importance of face washing and personal hygiene for eye health. Surgeries were supported by the Lions Club International Foundation.

**Narok District Hospital** is a secondary-level hospital that serves a vast rural area, where roads are very poor and vehicles are scarce, making it difficult or impossible for many people to access eye health care. Through our support, the hospital operates an extensive outreach program with teams of eye care workers screening and treating people for eye ailments. Throughout 2013, we continued to support general eye health operations and provided funds for surgical and clinical consumables.

**Narok Trachoma Program** was launched in Narok district in 2007. Our community development program, a partnership with the Kenyan government, implements the SAFE strategy to eliminate blinding trachoma. The first impact assessment in 2010 showed that the prevalence of active trachoma had reduced from 30.5 percent to 11 percent. Surgeries were supported by the Lions Club International Foundation. In 2013, we concluded a three-year Mass Drug Administration program, which distributed an antibiotic shown to be highly effective against the bacteria that causes trachoma. Another impact assessment is planned for 2014.

**Moi Teaching and Referral Hospital** is a tertiary-level hospital that provides advanced levels of health and eye care services, thanks to an outpatient eye clinic we constructed at the hospital in 2007. In 2013, we supported general operations, as well as four satellite eye units located in smaller centres and remote rural



areas. We provided funds for surgical and clinical consumables, and staff training. **Kitale District Hospital** is the second-busiest hospital in Kenya, and often serves patients from neighbouring countries like Uganda and Sudan. In 2013, the hospital and its two rural satellite eye units continued to see high performance in all areas and a significant increase in eye screenings occurring through outreach clinics. We financed the hospital's general operations and provided funds for surgical and clinical consumables and support for outreach programs.

## Ghana

**Watborg Eye Services** has been an Operation Eyesight partner since 2007. We built a new Watborg secondary-level eye hospital in 2012 to implement a quality, sustainable eye care program that will improve eye care services for the region's four million inhabitants. Utilizing Ghana's national health insurance, the hospital provides eye care to those who cannot afford to pay. This partnership allows the population to access quality eye care, and helps strengthen the primary eye care system in the region.

**Seeing is Believing Phase IV** is a comprehensive four-year partnership between Standard Chartered Bank's Seeing is Believing initiative, the Canadian government and Operation Eyesight. It supports infrastructure development and comprehensive outreach services for 21 district hospitals in six regions.

**Seeing is Believing Phase V** was launched in September 2013, integrating primary eye care into primary health care in all 10 regions of Ghana. Thirty-five eye care centres in existing hospitals will become models of integrated, replicable and sustainable eye care services in each region.

## Zambia

**University Teaching Hospital (UTH) Eye Unit** was constructed by Operation Eyesight in 2011-12. UTH is a tertiary-level training hospital located in Zambia's capital city, Lusaka. We have been strengthening the hospital's eye unit by providing equipment and surgical consumables and by supporting staff training.

**Sinazongwe Trachoma Project** aims to eliminate blinding trachoma through implementation of the **SAFE** strategy. Our generous donors have drilled a total of 50 boreholes in the region to date, and have supported Mass Drug Administration of antibiotics to treat active trachoma infections. Community awareness activities have resulted in a significant increase in the number of people seeking eye care services.



*"I can see clearly now! I say thank you, and God bless you for giving me my life back."*

*Papa Kojo, 82, lives in a village in the Central region of Ghana. He underwent cataract surgery in both eyes at Watborg Eye Hospital.*

## The **SAFE** Strategy at work

In Kenya and Zambia, Operation Eyesight is implementing the World Health Organization-endorsed **SAFE** strategy to treat and ultimately eliminate the blinding eye disease, trachoma. **SAFE** includes **S**urgery to treat trichiasis (the painful late stage of the disease), **A**ntibiotics to eliminate infection, **F**ace washing and hygiene education, and **E**nvironmental change, including wells and latrines.

Children are most susceptible to trachoma, and because of their role as primary caregivers, women are three times more likely than men to be blinded by the disease. Girls are often kept out of school to assume their stricken mothers' duties or to care for other afflicted family members.

Benefits of **SAFE** implementation include:

- » Reduction in infant mortality
- » Reduction of serious illnesses (besides trachoma) such as diarrheal diseases, upper-respiratory infections, skin diseases and malaria
- » Improved nutrition through the reduction of diarrheal diseases and the ability to irrigate crops and raise healthier livestock
- » Increased income through the sale of excess produce and livestock
- » Improved access to education for girls
- » Empowerment of women and girls by freeing them from the daily drudgery of searching for and carrying water, and by including women on well management committees

# The story of Operation Eyesight

## *It started on a honeymoon...*

After working in India for over 50 years, we have some great stories to share. For instance, our 10-millionth eye treatment was performed in 1987 on 12-year-old Satish Kumar for an infected gland in his upper eyelid. But did you know that Operation Eyesight's origin in India is also a romantic one?

In many ways, our story begins on the honeymoon of Dr. Ben and Evlyn Gullison, Canadians who travelled to Sompeta, India in 1932 as medical missionaries. They discovered 200,000 people who were blind and had no medical care whatsoever. The Gullisons founded Arogyavaram Hospital to serve the region's health needs.

However, Dr. Ben was not an eye doctor, so in 1949 he convinced ophthalmologist Dr. John Coapullai to join their staff. But many people were too poor to afford even basic eye care. Dr. Ben returned to Canada seeking funding for his hospital. There he met Art Jenkyns and Operation Eyesight was born.

At first, the tiny charity worked to meet Arogyavaram's needs, such as a new roof in 1966 after the old one became infested with termites! But from those small beginnings and thanks to dedicated donors and volunteers, the organization grew to support four additional hospitals in India by 1969, assuming the full operating costs of Arogyavaram by 1970.



Dr. Ben and  
Evlyn Gullison



*Our partner Chandra Prabha Eye Hospital, located in the city of Jorhat, is an affiliate partner of the LV Prasad Eye Institute, also a partner of Operation Eyesight and a World Health Organization collaborating centre.*

*Asia's largest river island, Majuli, is located in India's remote northeast. In 2012 we launched a hospital-based community eye health project there to treat the shocking six percent of the population who suffered from cataracts and the further six percent who had other blinding conditions.*

## Look at us now

It was only a few years after our organization's founding that we began to support projects outside India. For a long time, this work was scattered, with individual projects in Africa, Asia and South America.

Today, our work outside India is focused in the African countries of Ghana, Kenya and Zambia, where we saw an opportunity to bring our successful model of care and to work more deeply with hospitals, government, other nonprofit organizations and communities. Our goal is to build the same kind of sustainable eye health care that we're supporting in India.

Our donors should be proud that their generosity is helping people in diverse regions spanning half the globe. We're proud of our donors and supporters, without whom the last 50 years would have been impossible. We look forward to the day when places like India and Africa have sustainable health care systems, and the support of our kind-hearted donors will no longer be needed!

During these years, we focused on mass cataract surgeries to combat one of the main causes of blindness. Since then, we've come to realize that a world without avoidable blindness can only be achieved when everyone has access to sustainable, quality eye care, regardless of their ability to pay.

With that in mind, in 2001 we entered into a formal partnership with India's world-renowned LV Prasad Eye Institute, initiating a period where we would work more closely with our partners, offering technical expertise with the goal of each partner reaching financial self-sustainability.

Our health care model now focuses on quality rather than quantity and stresses the importance of recruiting and training local individuals as community workers.

This model is so successful that in 2013 it was endorsed by Vision 2020 India, which is encouraging its partners to adopt it. Our donors have a direct impact beyond our 40 Indian hospital partners. One such partner is Chandra Prabha Eye Hospital. Together, we're bringing eye care to the 150,000 people of Majuli Island, who previously had no vision services at all.



*This woman, who was recruited on Majuli Island, is one of our many female community health workers. These workers conduct surveys, give eye and general health education, liaise with government organizations, organize screening programs and ensure patients obtain treatment.*



*Refractive error, the primary cause of visual impairment, can be easily resolved with an eye exam and a pair of custom-fitted prescription eyeglasses. Thanks to our donors, residents of Majuli Island can now access eye care services.*

50  
1963-2013

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# Our donors

*You made it possible. Thank you!*

Financial support from around the globe enables Operation Eyesight to invest in the eye care programs and services that help hundreds of thousands of people each year. We thank you on behalf of all of those who will now see a brighter future – and invite you to continue your support of those who need it most.

Special thanks are extended to the Government of Canada's Department of Foreign Affairs, Trade and Development (formerly CIDA) which has generously supported our international work for 40 years.



Foreign Affairs, Trade and  
Development Canada

Affaires étrangères, Commerce  
et Développement Canada

## Individuals \$5,000+

*People are the core of who we are and who we help. Operation Eyesight thanks the following individuals who contributed gifts of more than \$5,000 in 2013.*

Anonymous Donors  
 William E. Barnett  
 Anthony J. Cole  
 Gerald Cooper-Key  
 Marty Cutler  
 Brad & Kathleen Diggins  
 Margaret Duncan  
 E. Ann Herring  
 Russell Hollingsworth  
 James Killam  
 Marlene & Alec MacKenzie  
 M. Philip Mathew, in memory of his wife, Mary Mathew  
 Robert Ohlson  
 Joel Parlow  
 Penelope Pattison  
 Doreen Richards & Andy Crooks  
 Isabelle P. Santos  
 Elfriede & Henry Streu

## Foundations \$1,000+

*Operation Eyesight is fortunate to have the support of many foundations amongst our Canadian supporters. The following donated more than \$1,000 in support of our work in 2013.*

Anonymous Donors  
 Cenovus Employee Foundation  
 Christine A. Sethi-Van Impe Foundation  
 Encana Cares Foundation  
 Florence Munday & Otis Munday Foundation  
 Francis & Marjorie Lefavre Family Charitable Fund  
 Frank J. Flaman Foundation  
 Jack & Doris Brown Foundation  
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 The Andrew Mahon Foundation  
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 Nickle Family Foundation  
 The P. & P. Murray Foundation  
 Pirie Foundation  
 Ross Lynn Charitable Foundation  
 Sook Ching Foundation  
 Ted & Enid Jansen Fund  
 William & Florence Lede Family Foundation  
 William H. & Nora Hickson Kelly Fund



## Corporations \$1,000+

*People are the inspiration behind corporate giving. Operation Eyesight thanks the following corporations whose employees and leaders contributed gifts of more than \$1,000 in 2013.*

AJH Securities Ltd.  
 Alberta Tubular Products Ltd.  
 Aldgate Group  
 Annapolis Capital Limited  
 Aon Reed Stenhouse Inc.  
 Balzer's Canada Inc.  
 Callow & Associates Management Consultants Inc.  
 Derksen Mechanical Services  
 Imagus Canada Ltd.

Jane Duff Napaja Enterprises Ltd.  
 LASIK MD Montreal 3887804 Canada Inc.  
 Meadowlark Resources Corp.  
 Paul O'Connor Funeral Home Ltd.  
 Paulose J. Paul Professional Corporation  
 Pengrowth Energy Corporation  
 Port Royal Mills Ltd.  
 RF Contracting Inc.

## International Investors

*International organizations and individuals have supported our initiatives in 2013 for the prevention and treatment of avoidable blindness, and supported sustainable development in the areas where Operation Eyesight works.*

### International Investors \$10,000+

International Agency for the Prevention of Blindness  
 PixiFoto Foundation

### International Investors \$2,000+

Mechanical Contractors Association of America Inc.  
 Simmie Parlow  
 Frank J. Schell

### International Donors \$1,000+

Hoyt Purcell

## Clubs and Groups \$1,000+

*Operation Eyesight is fortunate to have many service clubs, churches, schools and community-based organizations among our supporters. The following clubs and organizations contributed gifts of more than \$1,000 to our mission in 2013.*

First Elgin Baptist Church, Elgin, NB  
 Holy Trinity Anglican Church, North Saanich, BC  
 Knights of Columbus Star of the Sea Council 7015, Surrey, BC  
 Mechanical Contractors Association of British Columbia  
 Mechanical Contractors Association of Canada  
 Mechanical Contractors Association of Manitoba  
 Mechanical Contractors Association of New Brunswick  
 Mechanical Contractors Association of Saskatchewan Inc.  
 Mechanical Contractors Association of Toronto  
 Rotary Club of Charlottetown Royalty Inc.  
 Rotary Club of East York  
 Rotary Club of Edmonton Strathcona  
 Rotary Club of Fairview

Rotary Club of Kentville  
 Rotary Club of Kitchener Westmount  
 Rotary Club of London South  
 Rotary Club of Norfolk Sunrise  
 Rotary Club of North Scarborough  
 Rotary Club of Victoria  
 Shree Vidya Hindu Temple, Vancouver, BC  
 St. Philip's Church, Montreal, PQ  
 Trinity United Church Women, Vernon, BC  
 Vancouver Golf Committee

## Legacy Gifts

*A legacy gift ensures your support and passion for the work of Operation Eyesight continues to change lives and restore eyesight to those who need our help most. Thank you to those who communicated their intention to include a gift to Operation Eyesight in their wills and/or estate plans.*

James & Rosalie Alexander  
 Senator A. Raynell Andreychuk  
 Doreen G. Antliff  
 Valerie Argue  
 Mike Ashar  
 Marilyn & Richard Barry  
 David R. Boldt  
 John K. Borger  
 Glen W. Bryan  
 Luella Buchanan  
 Margaret Burkhardt  
 Joseph A. Carr  
 Chan Chandramouli  
 Lynda Cherry  
 Laurence & Irene Christie  
 Anthony J. Cole  
 Gwen & John Crowe  
 Margaret N. Cutt

Joyce Dann  
 David Dubois  
 Brian Foster  
 Pat V. Gee  
 Wendy Guillemaud & Ernest Ooms  
 M. K. Hankey  
 Dr. Gerald Hankins  
 David C. Hochman  
 Jill Huggins  
 Allyn & Donna Mae Humber  
 Monayem Huq  
 Kerman Katrak  
 Frank & Lisa Kordiaka  
 Ruth & Ronald LaFlair  
 Kenneth M. Macpherson  
 Beverley Marriott  
 Jean E. Marsh  
 Nina Marshall

Jack B. McIlveen  
 Eithne M. O’Riordan  
 Christine J. Parkes  
 Penelope Pattison  
 Raju & Ashalatha Paul  
 Gordon & Mary Peterson  
 Karine Rietjens  
 Lenore Sheehan  
 Naju Shroff  
 Jean Stahnke  
 Brian Stevenson  
 Elfriede & Henry Streu  
 Bhagwan & Philomena Vaswani  
 Alyson Witts  
 Herbert D. Wyman  
 Theresa H. Wynne

## Estate Gifts

*Operation Eyesight recognizes the loss of those people who have made a difference in our world, and who supported us during their lifetimes. We thank the following individuals who demonstrated their enduring commitment to help the needlessly blind by giving estate gifts in 2013.*

Estate of Leo Howard Coneybear  
 Estate of Peter Graham Bunn  
 Estate of Barbara Ford  
 Estate of Laura Elizabeth Fraser  
 Estate of Gertrude Ethel Garvey  
 Estate of Robert Marshall Gray  
 Estate of Harvey Clifford Hendsbee

Estate of Joan Ethelwyn Heriot  
 Estate of Else Hogerwaard  
 Estate of Margaret Howie  
 Estate of Douglas Gordon Marsden  
 Estate of Rose Del Mistro  
 Estate of John Mullineux  
 Estate of Muriel Edith Niven

Estate of Kathleen Lily Porter  
 Estate of Rita Florence Salt  
 Estate of Isabel Cicely Schmidt  
 Estate of Lorna Margaret Willan  
 Estate of Violet Williams

## Monthly Donors

*Operation Eyesight acknowledges and thanks the nearly 900 monthly donors who supported our mission in 2013. Please know how much we value your ongoing investment in Operation Eyesight. Your monthly gifts are the foundation for the sustainability of our work to prevent avoidable blindness... for all the world to see.*

As a matter of policy, Operation Eyesight does not sell or trade donor names or contact information.

Every effort has been made to ensure this list is complete. If any errors or omissions have occurred, Operation Eyesight sincerely apologizes.

# SEE our partnerships

Operation Eyesight works collaboratively with national and state governments in all the countries in which we operate. We also work at varying levels with other international development organizations to plan and coordinate specific projects, country or district plans, train primary eye care workers and incorporate the elimination of trachoma into primary health care.

## Department of Foreign Affairs, Trade and Development (DFATD)

Operation Eyesight is grateful for our long-term financial support from the Government of Canada provided through DFATD (formerly CIDA). For 40 years, this funding has been integral to our successful international development programs and projects.

## Standard Chartered Bank

We have had generous support from Standard Chartered Bank, not only through funding support from their Seeing is Believing corporate social responsibility program, but their staff in-country who raise funds locally to support blindness prevention, volunteer to train staff at our partner hospitals on topics like marketing and customer service, and promote health awareness campaigns through their regular business enterprises.

## Optometry Giving Sight

Optometry Giving Sight is a fundraising initiative working directly with the optical industry, optometrists and their patients to make optical services available throughout the developing world. Their Canadian branch shares a physical space with us in our head office in Calgary.

## International Centre for Eyecare Education (ICEE)

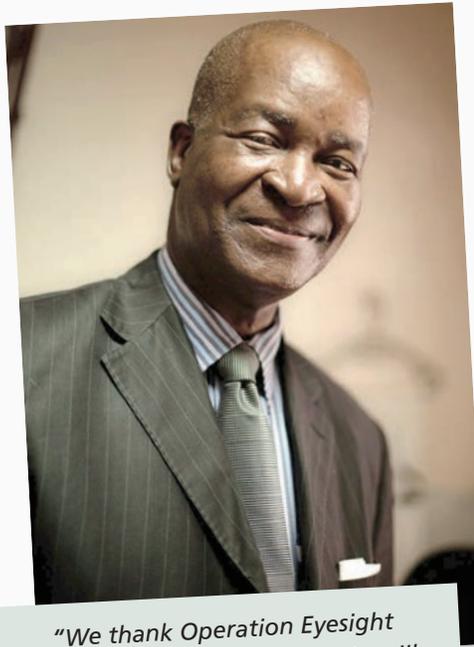
Vision impairment and blindness due to uncorrected refractive error – the need for a proper eye exam and a pair of glasses – affect more than 300 million people, largely in low income countries. ICEE develops training opportunities for entry-level technicians through optometrists in the developing world, and works towards the development of accessible optical services in all low income countries. As members of IAPB Africa, our work intersects significantly with ICEE's work in Africa, both in treatment and training.

## International Agency for the Prevention of Blindness (IAPB)

Operation Eyesight is a member of IAPB, a collaboration of professional organizations, international development organizations and the World Health Organization that works to eliminate avoidable blindness. IAPB has brought better data collection to the global community, improved coordination between international development organizations, and advocated with national governments to include eye health in their national health policies. More recently, it has succeeded in moving the issue of avoidable blindness onto the agenda of global leaders and institutes concerned with major diseases that are impacting marginalized populations.

## LV Prasad Eye Institute (LVPEI)

LVPEI serves as a global resource and training centre for Operation Eyesight. We work with their consultants and training programs to improve clinical skills, operating systems and facility design. The partnership with LVPEI has been a key element in achieving improved outcomes and sustainability with hospital partners and ensuring that our partners are able to follow and meet international protocols and standards.



*"We thank Operation Eyesight and hope that our partnership will continue to prosper and provide eye care to the less fortunate in our beloved country."*

*Dr. Jorry Odede is Programme Manager at Moi Teaching and Referral Hospital in Kenya.*

# Financial summary 2013

## Summarized statement of financial position

As at December 31 (in thousands of dollars)

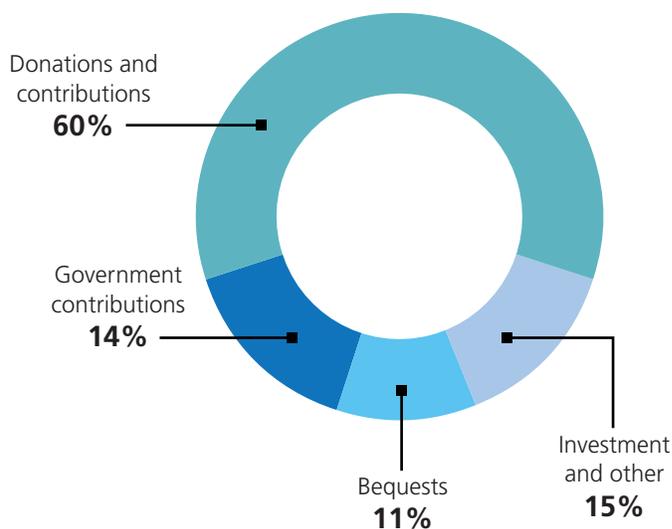
**2013**

**2012**

### Operation Eyesight

Assets		
Current assets	1,287	772
Investments	2,004	-
Capital assets	-	1,316
Other assets	51	47
	<b>3,342</b>	<b>2,135</b>
Liabilities and Net Assets		
Current liabilities	635	720
Net assets	2,707	1,415
	<b>3,342</b>	<b>2,135</b>
Total Liabilities and Net Assets		
	<b>3,342</b>	<b>2,135</b>

## Revenue



In 2013, we made the difficult business decision to sell our Calgary office building as a way of managing our debt. The sale of the building is included in the "Investment and other" revenues of the 2013 financial results.

### Notes about our financial summary

Operation Eyesight follows the restricted fund method of accounting for contributions.

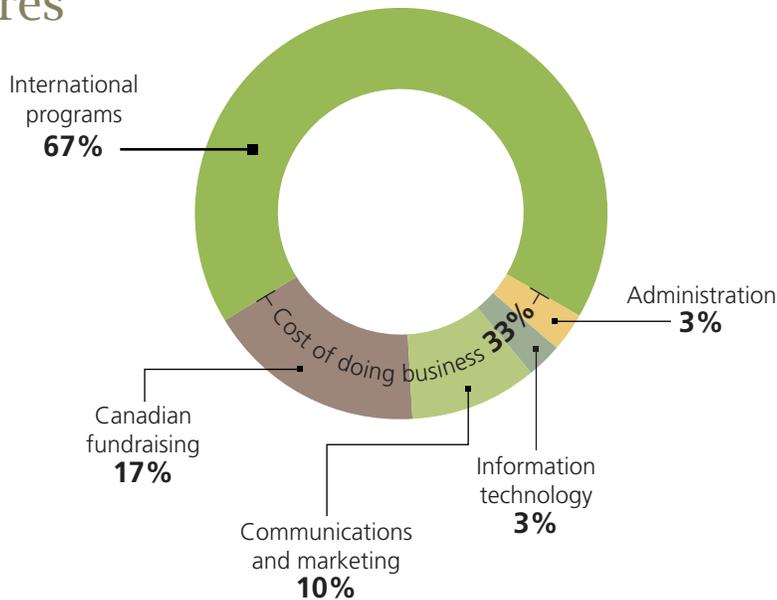
The financial information in this summary is drawn from Operation Eyesight's financial statements. If you would like a copy of the complete financial statements, please contact us, or view a PDF version on our website at [operationeyesight.com/financials](http://operationeyesight.com/financials).

# Summarized statement of operations

**As at December 31** (in thousands of dollars)

	2013	2012
<b>Revenues</b>		
Annual gifts	1,315	1,343
Major gifts	1,454	1,564
Legacies	509	522
<b>Total Donations and Contributions</b>	<b>3,278</b>	<b>3,429</b>
Government contributions - DFATD/CIDA	642	910
Investment and other	687	98
<b>Total Revenue</b>	<b>4,607</b>	<b>4,437</b>
<b>Expenses</b>		
International programs	2,207	3,424
Fundraising } Cost of doing business	909	1,748
Administration }	200	288
<b>Total Expenses</b>	<b>3,316</b>	<b>5,460</b>
<b>(Deficiency) Excess of Revenues Over Expenses</b>	<b>1,291</b>	<b>(1,023)</b>

## Expenditures



In 2013, we completed seven wells to provide African communities with clean water to combat blinding trachoma. The costs are included in the international programs expenditures of the 2013 financial results.

# Our future is bright!

In January 1973 our founder, Art Jenkyns, wrote this note to donors:

*"A germ of an idea was Operation Eyesight Universal in 1963! Just a vision of a handful of men. Now 10 years later, it is a vital, vibrant, effective service to mankind – giving hope to the hopeless and help to the helpless. Yes, Operation Eyesight can be a personal part of each one of our lives as we try to make this world just a little bit better place in which to live."*

Now, 51 years since its inception, Operation Eyesight is more vibrant and effective than ever. We have brought hope and sight to millions of people in developing countries, and it is all because of you! Like most donors, you don't get to meet the person you help, yet you continue to give. You reach around the world to tell someone that his or her life matters. What an incredible gift!

Operation Eyesight truly is a personal part of each one of our lives, whether we're a donor, staff member, partner or patient. There's nothing more rewarding than the support of a donor, more inspiring than the dedication of our staff and partners, or more moving than the smile that breaks out on a patient's face when the bandages are removed from their eyes.

Because of you, the future is bright – for those who have had their sight restored, and for Operation Eyesight as an organization. So, as we head into our second half century, we seek to honour the thousands of donors whose generosity makes our work possible.

This is our pledge to you: we will continue to work strategically and efficiently in the fight against avoidable blindness. We will continue to nurture our relationships with our donors and partners, and create new relationships. We will continue to share our expertise in providing high-quality eye services. And we will continue to provide resources to attack the root causes of preventable blindness.

***With your unwavering support, we journey into the next 50 years with confidence and great anticipation – for all the world to see!***



*"I would like to say thank you for saving my sight and my life. Indeed, sight is life!"*

*Victoria, 44, discovered she had cataracts and diabetes when she visited Watborg Eye Hospital. She started treatment for diabetes and underwent bilateral cataract surgery.*



# Contact us

## Operation Eyesight Universal Headquarters

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 Calgary, AB, Canada T2N 3T8  
 Tel: 403-283-6323  
 Fax: 403-270-1899  
 Toll-free: 1-800-585-8265  
 Email: [info@operationeyesight.com](mailto:info@operationeyesight.com)

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Canada registration: 11906 8955 RR001

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Australia registration: ABN: 70 126 206 531

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United Kingdom registration: 1135169

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United States registration: 20-2682468

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Operation Eyesight Universal is a charitable organization registered in Canada, Australia, the United Kingdom and the United States (India - pending). All donations of \$20 or more will receive a tax receipt unless otherwise requested.

Operation Eyesight gratefully acknowledges the support of the Department of Foreign Affairs, Trade and Development Agency (formerly CIDA), which for 40 years has supported our initiatives for the sake of sustainable development throughout the world.



Foreign Affairs, Trade and  
Development Canada

Affaires étrangères, Commerce  
et Développement Canada

Operation Eyesight is a proud member of VISION 2020: The Right to Sight, a global initiative for the elimination of avoidable blindness by 2020.



**Join the conversation!** Watch our videos, post your comments, tweet your questions and share our good-news stories with others.



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[operation-eyesight](https://www.linkedin.com/company/operation-eyesight)



[OpEyesight](https://www.pinterest.com/OpEyesight)



*see...  
a bright  
future for  
Operation  
Eyesight  
and the  
lives we  
have forever  
changed,  
thanks  
to your  
support.*

*Thank you!  
We can't do it  
without you.*

*Please continue to  
give generously –  
for all the world to see.*



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UNIVERSAL**

*For All The World To See*

[www.operationeyesight.com](http://www.operationeyesight.com)