

# 2017

ANNUAL  
REPORT



*“There is nothing more powerful than reshaping the world for the better; to have a hand in eliminating a disease...”*

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**Claire Bonilla**  
*Chief Executive Officer*

## FROM SIGHTLIFE’S CEO

2017 was a year of growth and impact, with more than 33,000 corneas provided for transplant by SightLife and our global partners, representing 10% more than the previous year. In addition to expanding our efforts to China, Mexico and many countries across Greater Asia, we added two critical services to our holistic approach to eliminating corneal blindness by 2040: the launch of our prevention program in Nepal which trained 117 community health workers, and the rollout of *SightLife Learning*, a program that dramatically opened access to learning for eye bank professionals in developing countries.

### **Front Cover Photo:**

Corneal Transplant Recipient Addisu, Age 9

Addis Ababa, Ethiopia

© 2016 Paul Joseph Brown

As we continue to focus on building sustainable capacity so that countries are able to meet their own demand, I am heartened to see the results as local governments, community health workers, hospitals, eye banks and surgeons join the mission. In 2017, we trained a record-breaking 282 surgeons resulting in 51% growth in corneal transplants year-over-year. We also saw the design, training and launch of the KGMU UP Community Eye Bank resulting in 404 corneal transplants in its first year of operations, making it the largest eye bank in all of Uttar Pradesh, India - the state with the largest population of corneal blind. As we continue working with existing partners and develop new relationships, I am inspired each day to see the effect we have together in eliminating corneal blindness. The

progress is encouraging, but there are still 12.7 million people around the world who are corneal blind. The key is joining together in our mission to restore sight and to restore livelihood to the millions who are waiting for a transplant. There is nothing more powerful than reshaping the world for the better; to have a hand in eliminating a disease in our lifetime. Each transplant reshapes a life, a family and a community, ultimately changing our world through changing theirs.

Yours in eliminating corneal blindness,



**Claire Bonilla**  
Chief Executive Officer

*Claire Bonilla*

## 2017 HIGHLIGHTS

# More than 33,000 corneas provided for transplant.

### ADVOCACY

Fostered relationships and grew partnerships in China.

Seven states in India adopted policy proposals to increase access to donors.

### AWARENESS AND PREVENTION

Corneal blindness prevention program launched in Nepal engaging 117 female community health workers serving a population of over 120,000.

20,000 people reached with our National Donate Life Month Facebook campaign promoting eye, organ and tissue donor registration and celebrating the gift of sight.

## TRAINING AND CAPACITY BUILDING

27 global partners provided 21,294 corneas for transplant.

SightLife Learning conference drew 128 learners and 22 leaders and trainers from 35 different organizations.

Trained 282 surgeons with 51% growth in surgeries year-over-year.

Recoveries from global Hospital Cornea Recovery Programs saw 51% growth year-over-year with Eye Donation Counselor (EDC) productivity reaching an all-time high of 10 transplants per EDC per month.

Cornea Distribution System (CDS) distributed 3,083 tissues to a surgeon base of 250 surgeons across 40+ cities and towns in India.

## U.S. EYE BANKING

Provided 12,304 corneas for transplant.

182 recipients wrote their donor families (+18.2%); 77 donor families wrote their recipients.

909 partner and community touch points in 5 states to serve our community partners in hospitals, funeral homes, coroner/medical examiner offices and partner agencies.



# A Programmatic Approach to Prevention

In 2017, SightLife - in partnership with Bharatpur Eye Hospital, The Proctor Foundation, Seva Foundation and Himalayan Cataract Project - continued implementation of the Village Integrated Eye Worker (VIEW) program in Nepal. The prevention program helps ensure those who suffer from eye trauma can access care which prevents the need for a corneal transplant. The program engages female community health workers to diagnose and manage corneal abrasions, effectively reducing the burden of corneal blindness.

Last year, 117 community health workers were trained to serve a population of 120,000. In 2018, SightLife will begin expanding the reach beyond the Chitwan Valley in Nepal, scaling this program as a model for similar prevention programs that will be developed in other regions and countries.

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**APPROXIMATELY 50% OF FUTURE CASES OF CORNEAL BLINDNESS CAN BE PREVENTED IF PATIENTS ARE GIVEN TIMELY ACCESS TO CARE.**

Training of 117 health workers for the Village Integrated Eye Worker program  
Bharatpur, Nepal  
Photos © SightLife

# Raising Funds to Restore Sight and Restore Lives

## SURGEONS HELPING SURGEONS

2017 marked the inaugural year of the Surgeons Helping Surgeons program, which builds on the success of our surgeon training programs by fueling philanthropic support from surgeons to train their peers around the world. \$1,100 provides training for one corneal surgeon in a developing country proctored by expert local and international faculty.

The program helps raise funds and awareness of one of SightLife's strategic initiatives which is to address the global challenge that there are not enough care providers worldwide to treat corneal blindness. In 2017, SightLife delivered specialized training for 282 corneal surgeons in underserved countries – 17% more surgeons trained than in the previous year, resulting in a 51% increase year-over-year in surgical volumes by course participants.



*“As a surgeon trainer in this program for the past few years I have seen firsthand the immeasurable impact these programs have to people in the developing world.”*

Audrey Talley Rostov, M.D.  
Global Medical Director

Charter Member, Surgeons Helping Surgeons



Surgeon Training

Photos (Top to Bottom): New Dehli, India © James Lehmann;  
Hyderabad, India © 2014 Margot Duane



# Building Partnerships and Capacity

## SIGHTLIFE LEARNING PROGRAMS



*“True teachers are those who use themselves as bridges over which they invite their students to cross; then, having facilitated their crossing, joyfully collapse, encouraging them to create their own.”*

Nwikos Kazantzakis

SightLife Learning is a platform to not only open access to learning for eye bankers and surgeons in remote regions, but a forum where they can then reach back to assist others. The curricula focus on competency-based skills development and certifications through varied environments – Online, Classroom, and Conference – to reach more eye banking professionals and result in

Dr. Radhika Tandon, EBAI President, addresses the conference.

New Dehli, India

© SightLife



more sight-restoring surgeries worldwide. Learning opportunities include e-learning, webinars, in-person courses at eye banks, and conference based courses.

The first SightLife Learning Conference was held in 2017 in New Delhi, India and drew more than 150 eye bank professionals from nine countries to participate in skills training, certification, and industry leadership collaboration. In attendance were Eye Donation Counselors (EDCs), Eye Recovery Technicians (ERTs), Eye Bank Managers (EBMs), Medical Directors, Boards of Directors, and Eye Bank Association leadership; and ultimately SightLife certified 24 EDCs and 19 ERTs, approximately 20% of all EDCs and 9% of all ERTs from those regions.

Prior to attending the conference, participants accessed the learning content on SightLife Online, which included more than 40 technical e-learning modules and 70 other assets, such as videos and articles. Moving forward, SightLife Online is a scalable learning platform for global eye bank professionals providing technical courses, webinars, and community discussion forums.



# Rahul "The Hugger"

BILATERAL CORNEAL TRANSPLANT RECIPIENT  
*PUNE, INDIA*

Rahul was born with Down Syndrome and lost his eyesight in both eyes at age six due to a childhood infection; but he was fortunate to receive a cornea transplant that restored his sight for 21 years. Rahul was unable to speak, but his warm hugs and delightful nature lit up the lives of all the people he touched.

When his sight once again began to decline Rahul became despondent, suffered from nightmares, and cried silently in his room. Then at age 37, he received a new cornea and immediately his cheerful spirit returned! Being able to smile and see the smile returned to him brings more contentment than one can imagine, and it has made all the difference to Rahul and his family.

Photo © 2015 Torii Cervantes

Corneal Recipient, Rahul, Age 37  
Pune, India





# Eye Bank Center of Excellence

UTTAR PRADESH, INDIA

190,000 people suffer from corneal blindness in the state of Uttar Pradesh (UP), India. The 5th largest country subdivision in the world, UP didn't have a high performing eye bank that could meet the need in the state. This called for a new approach and as a result a first of its kind, public-private partnership was developed. SightLife, King George Medical University (KGMU), The Hans Foundation, and Sitapur Eye Hospital Trust partnered to create the KGMU UP Community Eye Bank, achieving industry leading eye bank growth in 2017, blazing a new path to ensure access to care for corneal blind people in a historically difficult region.

The eye bank achieved 404 transplants in the first year and 700 transplants are projected for 2018. Equally important, it has served as a proof-of-concept for the role an eye bank can play in catalyzing development across many pillars including tangible state level development of policy, awareness, prevention, surgeon training, and of course, eye banking.

The KGMU UP Community Eye Bank  
Uttar Pradesh, India  
Photo © Mark Swatzell





# Our First Mandarin Geography Training Event

TAIPEI, TAIWAN

Key staff from eye banks in China and Taiwan attended the Eye Banking & Tissue Evaluation Best Practices Workshop at National Eye Bank of Taiwan, Taipei. This was SightLife's first training event in a Mandarin speaking geography, where more than 2 million can benefit from cornea transplant surgery, laying the groundwork for critical training events in China planned for 2018.

# Jason

## BILATERAL CORNEAL TRANSPLANT RECIPIENT, *UNITED STATES*

Jason grew up in an active family, playing sports and going to the beach – traditions he hoped to continue with his own children someday. Jason, however, suffered from a condition called Keratoconus in both eyes – a condition he described like peering at a prism through wax paper.

When Jason and his wife made the decision to adopt, he decided to get two corneal transplants so he could see again and be the father he wanted to be. Both his transplants were successful, and so was the adoption – Jason and his wife welcomed two little girls, sisters, into their family. Jason is now also able to continue his career as a guidance counselor at a performing arts high school.



Corneal Recipient, Jason, Age 31, with his wife and two daughters, holding the photo of his cornea donor, Nick.

Photo © 2014 Toni Cervantes

# Northwest Lions Foundation

SightLife was originally founded in 1969 by the Lions Clubs of the Pacific Northwest. Since then, SightLife has partnered with more than 250 local Lions service clubs to provide sight and hearing-related programs to low income residents in our regional communities.

The Northwest Lions Foundation – the SightLife division responsible for the mission of “Restoring Sight, Hope and Hearing” – had a banner year in 2017, working with Washington State regulators on early testing for sight or hearing loss in children, expanding mobile health screening programs to cover more than 34,000 children, providing hundreds of low income individuals with state-of-the-art digital hearing aids, and awarding grants to dozens of local sight and hearing organizations.

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**IN 2017, SIGHTLIFE GAVE MORE THAN \$380,000 TO SUPPORT THE LIONS' COMMUNITY SERVICE PROGRAMS, WHILE THE REGIONAL LIONS CLUBS RAISED ANOTHER \$150,000.**





# 2017 Leadership

## BOARD OF DIRECTORS

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### Board Chair

Melody J. Summers

### Vice Chair of the Board

Vacancy

### Secretary

Diane Sabin

### Treasurer

Vacancy

### CEO

Claire Bonilla

### Ex Officio

Monty M. Montoya

### Northwest Lions Foundation Board Chair

Bill Lundin

### General Elected Directors

April Steinert

Kush Parikh

Marjan Farid

Sapphira Goradia

## MEDICAL DIRECTORS

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### Co-Medical Directors

David A. DeRose, M.D.

Sumit Garg, M.D.

Matthew Giegengack, M.D.

Douglas Holsclaw, M.D.

Matthew S. Oliva, M.D.

### Associate Medical Directors

Michael Banitt, M.D.

Neil B. Griffin, M.D.

Bennie H. Jeng, M.D., M.S.

Terry Kim, M.D.

Alan B. Leahey, M.D.

Rey Pangilinan, M.D.

Keith A. Walter, M.D.

### Global Medical Directors

Matthew S. Oliva, M.D.

Audrey Talley Rostov, M.D.

## EXECUTIVE TEAM

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### Chief Executive Officer

Claire Bonilla

### Chief Talent Management Officer

Gretchen Coker

### Chief Operating Officer

Bernie Iliakis

### Vice President of Philanthropy & Business Development

Justin Marquart

### Chief Financial Officer

Howard Mendelsohn

### Senior Advisor to the CEO

Sandy Jeghers

## WHO WE ARE

Founded in 1969 and based in Seattle, Washington, SightLife is a non-profit global health organization working to prevent and eliminate corneal blindness worldwide by 2040. Approximately 12.7 million people around the world suffer from corneal blindness, 98% of whom live in developing countries. SightLife's efforts are focused internationally on prevention, community outreach, training and capacity building, policy, and advocacy; and in the U.S. on eye bank operations, educating and counseling grieving families, and working closely with hospitals and other donation partners to give the gift of sight.

Through our programs and partners, SightLife's goal is to create sustainable eye care systems that help prevent sight loss and ensure that no one must wait for a sight-restoring surgery.

### Corneal Transplant Recipients

Photos, clockwise from top left: Kathmandu, Nepal © 2011 Toni Cervantes; Bhubaneshwar, India © 2014 Toni Cervantes; Mek'ele, Ethiopia © 2011 Toni Cervantes; Vietnam © SightLife; Hyderabad, India © 2013 Toni Cervantes; Addis Ababa, Ethiopia © 2016 Paul Joseph Brown.

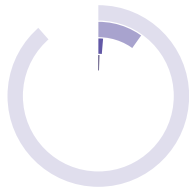


# Financial Report

## SELECTED FINANCIAL INFORMATION\*

### REVENUES, GAINS, & OTHER SUPPORT

\$23.4 Million



- **88.5%** Eye Bank Operations  
\$20.7 Million
- **9.8%** Contributions and Other Revenue  
\$2.3 Million
- **1.3%** Investment Return  
\$0.3 Million
- **0.4%** Lions Programs  
\$0.1 Million

### STATEMENT OF EXPENSES

\$24.5 Million



- **70.2%** Eye Bank Operations  
\$17.2 Million
- **17.5%** General Administration and Fundraising  
\$4.3 Million
- **9.4%** Global Programs  
\$2.3 Million
- **2.9%** Lions Programs  
\$0.7 Million

\*For full financial information, please see SightLife's 2017 Form 990.

# We Are Grateful for Your Tremendous Support

## THE GORADIA FOUNDATION

Thanks to the generosity of the Vijay and Marie Goradia Charitable Foundation, all philanthropic gifts made to support SightLife's work in India will continue to be matched 1-to-1, up to \$1 million in 2018. This means your impact will be doubled as we work together to raise the necessary funds to ensure that all corneal blind patients in India can see the world through new eyes. In total, the Goradia family has committed more than \$6M to support the SightLife mission in India.

Photo © Mark Swatzell



Corneal Transplant Recipient with  
SightLife Global Faculty Member, Geoff Tabin, M.D.  
Uttar Pradesh, India

**\$500,000+**

Vijay and Marie Goradia  
Charitable Foundation

**\$100,000 - \$449,999**

Northwest Lions Endowment

**\$25,000 - \$99,999**

The Alcon Foundation  
Davis Wright Tremaine LLP  
Dr. Richard & Jaci Lindstrom  
The Hans Foundation  
Hary L. & Clare Cayo Wilson Charitable Trust  
Himalayan Cataract Project  
John Moffitt Foundation  
Orbis International  
Overseas Polymers Pvt. Ltd.  
Seeing is Believing Fund/Standard  
Chartered Bank  
VisionFirst

**\$10,000 - \$24,999**

Allahabad Bank  
Darryl and Diane Sabin  
Estate of Herbert B. Lipman  
Forks Lions Club  
Kermit Alskog Estate  
Monty and Tiffany Montoya

**Pfizer Foundation Matching Gifts Program**

Ronald Cohen  
S. Lynn Vaughn  
Shire  
Synnove Fielding and Robert LeRoy

**\$5,000-\$9,999**

Allergan  
Bellingham Central Lions Club  
Bharat Heavy Electricals Ltd.  
Bill and Marsha Link  
Dianne and Bruce Spaulding  
Dr. Doug Holsclaw and Melody Summers  
Jane Fischer  
Marjan Farid, MD and Kamyar Tebyani  
The Mitro Family Charitable Fund at the  
American Endowment Foundation  
Yakima Lions Club

**\$2,500-\$4,999**

Aberdeen Lions Club  
Alfred and Tillie Shemanski Trust Fund,  
Key Bank Trustee  
The Benevity Community Impact Fund  
Claire and Kevin Bonilla  
Coupeville Lions Club  
David and Molly Pyott  
David E. I. Pyott Foundation

**Dr. Clifford Salinger**

Dr. Matthew Oliva and Dr. Davis Wilkins  
F.A. and Robin Pestarino, Jr.  
Gretchen and Mark Coker  
Kadimi International Pvt. Ltd.  
Medical Eye Center  
MK & Shuling Raheja  
Robin and Ann Harvey  
Sam and Romi Garg  
Schoellerman Foundation  
The Sylvester F. Henke and Marie E.  
Henke Revocable Living Trust  
Tim and Priscilla McLaughlin

**\$1,000-\$2,499**

Ashwini Bajaj  
Atul Kapoor  
Auburn Noon Lions Club  
Bernardino and Pinar Iliakis  
Bill and Linda Lundin  
Bradford and Ranell Parker  
Burlington Lions Club  
Chewelah Valley Lions Club  
Chinook Pass Lions Club  
Chris and Diane Calcaterra  
Clallam Bay/Sekiui Lions Club  
Clarus Eye Center  
Creed and Mary Noah

Denise M. Visco, MD  
Dr. Jay Rudd  
Dr. John P. and Mrs. Tamara Dawn Berdahl  
Dr. Katherine Johnson  
Dr. Kenneth Beckman  
Dr. Parag Majmudar  
Dr. Rey Pangilinan  
Dr. Samir and Purvee Shah  
Drew and Lisa Maxwell  
Drs. Jai and Swati Parekh  
Edmonds Lions Club  
Ephrata Lions Club  
Eric Schoenecker and Katherine Gardner  
Fort Vancouver Lions Club  
Geuder AG  
Grangeville Lions Club  
Hazel Dell Lions Club  
Jai Parekh  
Jane Rady and Edward Gricius  
Jared Young  
Jessup Cellars, LLC  
Jill Chelimer and Dan Johnson  
John and Kathy Guckes  
John Palka  
Johnson & Johnson  
Joseph McLaughlin  
Josie Noah and Tim Wong  
Krysta Hankee Memorial Fund

Lake Stevens Lions Club  
Linda P. Jones  
Longview Monticello Lions Club  
Longview Pioneer Lions Club  
Lynden Lions Club  
Marianne Stark  
Mark Jennings  
Microsoft's Employee Giving Campaign  
Mike Greenwood  
Moscow Central Lions Club  
Moses Lake Lions Club  
Neel R. Desai, MD  
North Pend Oreille Valley Lions Club  
Oak Harbor Lions Club  
P. Dee Stephenson, MD, FACS  
Port Angeles Lions Club  
Pratt Family Living Trust  
Rathdrum Lions Club  
Raymond and Megan Kong  
Renton Lions Club  
Rusty Kelly and JP Stephenson  
Sandpoint Lions Club  
The Seattle Foundation  
Seattle Lake City Lions Club  
Sheetal Babbar  
Shubhi Sood  
Snohomish Lions Club  
Solomon Eye Associates

Physicians & Surgeons  
Spokane Central Lions Club  
Spokane Manito Lions Club  
Spokane Shadle Lions Club  
Stanwood Lions Club  
Stephen McMillan  
United Drilling Tools LTD  
Yakima West Valley Lions Club  
Anonymous  
**\$500 - \$999**  
Aman Batra  
Anacortes Lions Club  
Anna Christopher  
Bellingham Harborview Lions Club  
Bonney Lake Lions Club  
Brazer Communications  
Brian Washburn  
Brian Wright  
Buriem Lions Club  
Caroline Hoover  
Clarkston Lions Club  
Coeur d'Alene Lions Club  
Concrete Lions Club  
The Davis Family  
Donna Stahl  
Douglas and Leticia Holleman  
Dr. James Guzek

Edgar Hoover  
Ellen Woodiwiss  
Enumclaw Lions Club  
Everson Lions Club  
Ferndale Lions Club  
Gig Harbor Lions Club  
Great Falls Sunrise Lions Club  
Greater Wenatchee Sunrise Lions Club  
Hauser Lions Club  
The Huber Family  
Jacqui O'Neill  
Jan and Ken Maravilla  
Jennifer and Barry Greenberg  
Jimmy and Patricia Barrier  
Julia Calantog  
The Kouchakji Family  
Larry and Lorraine Bauman  
Laura Senft and Lee Bernhardt  
Lions Club of Medical Lake  
Longview-Kelso Earlybird Lions Club  
Lopez Island Lions Club  
Lucent Vision - Nimesh Pathak,MD  
Lyle and Gail Christensen  
Lyle Lions Club  
Mark Swatzell  
Mercer Island Lions Club  
Napavine Newaukum Lions Club  
North Clark Lions Club

Olympia Host Lions Club  
Orcas Island Lions Club  
Othello Lions Club  
Port Orchard Lions Club  
Post Falls Lions Club  
Poulsbo Lions Club  
Priest River Lioness Club  
Pullman Lions Club  
Quilcene Lions Club  
Rainier Lions Club  
Ritzville Lions Club  
Roger and Rosemary Richert  
Sandy Jeghers  
Scott Davis  
Seattle First Hill Lions Club  
Sedro Woolley Lions Club  
Shelton Lions Club  
Sidney Lions Club  
Spokane Hillyard Lions Club  
Spokane Valley Lions Club  
The T. Rowe Price Program for  
Charitable Giving  
Tom Miller  
University Place Lions Club  
Vancouver Lions Club  
Virginia Gray  
Willapa Harbor Lions Club  
William Michael

Woodinville Lions Club  
Anonymous(3)

**\$250 - \$499**

Almira Lions Club  
Amanda Schuettrumpf  
Amarpreet Sethi  
Amazon.com, Inc.  
Anne and Hugh Jenings  
Austin Nagasako  
Barbara Hoover  
The Barlow Family  
Bellefonte Lions Club  
Ben Lange  
Brenda Wolsey  
Charles and Pauline LeWarne and Family  
Chris and Jamie Lanier  
Coupeville Central Whidbey Lions Club  
Dani Jo Reel  
Daniel Lennon  
David and Crystal Walk  
David Jones  
Deborah Gholson  
Diana and Harris Verner  
Douglas Rosen  
Elizabeth Register  
Elysia Elia  
Emerson and Lea Bishop



Erika Novak  
Erin Eichler  
Eva Mercer  
Fairwood Lions Club  
Fife Lions Club  
Fred and Jane Buckner  
Gary Virdell  
Glendive Noon Lions Club  
Granite Falls Lions Club  
GreaterGood.org  
Greta Taber  
Haley Nystrom  
The Hightower Family  
Hood Canal Lions Club  
J.D. Osborne  
James Smalley and Gail Buchanan  
Jamie Biesinger  
Jodi Stepongzi  
Joshua Moore  
Julien Bezerra  
Katherine Lyles  
Kennydale Lions Club  
Kristen Yeager  
Kristin Johnson  
L. Stephen and Judith Brooks  
Lacey Mid-Day Lions Club  
Lake Chelan Lions Club  
Lauren Johnson

Leah Watson  
Leavenworth Lions Club  
Leslie and James Voelkel  
Lindsay Gorang  
Lisa Cunha  
Loren Vesselle  
Man Kim  
Marci Morford  
Micah Monroe  
Michael Bearden  
Michael Casey  
Morgan Stanley Annual Appeal and  
Charitable Spending Account Programs  
Mount Vernon Lions Club  
Mr. Scott Shimel  
Nashrah Mazhar  
North Whidbey Lions  
Olympia West Lions Club  
Patrick Emery  
Paul Trizuto and Ellen Nelson  
Pledgeling Foundation  
Poulsbo Evening Pride Lions Club  
Ray & Barbara Galloway  
Richard Franko  
Robert and Marcia Schneider  
Robert St. Thomas  
Rockford Lions Club  
Rosalena Miller

Ryan Balent  
Sam and Karen Clayton  
Sarah Gillespie  
Schwab Charitable Fund  
Shell Oil Company Foundation Matching Gifts  
Sonja Torseth  
Stephanie Heilman  
Suman Bhat-Kincaid  
Sunnyside Lions Club  
Tara and Jason Shepherd  
Thomas George  
Thomas Sheridan  
Tieton Lions Club  
Tonya Shaffer  
Troy Skubitz  
Vader Lions Club  
Vance and Jana Thompson  
Vincent Briere  
Walla Walla Downtown Lions Club  
Will Ray  
Winlock Lions Club  
Zach Parsons  
Anonymous(11)



1200 6th Ave, Ste 300  
Seattle, WA 98101



Corneal Transplant Recipient Addisu, Age 9  
Addis Ababa, Ethiopia

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