



April 26, 2024

Parnia Banki
Focusing Philanthropy
E-mailed to: parnia@focusingphilanthropy.org

Dear Parnia,

Thank you and your many donors at Focusing Philanthropy for helping Vision To Learn reach thousands more students with school-based vision services through our 2023 Fall Spectacle Campaign. Our team has been thrilled to offer this unique funding boost to supporters throughout the country, which has undoubtedly inspired new funders to give, and returning funders to dig deeper. A full report on our use of this funding to-date is below.

But first: this has been an exciting year for our program. Since launching our campaign together in September 2023, Vision To Learn has launched full-time programs in two new major regions – Portland, Oregon and Cleveland, Ohio - that will help students for years to come. We have added additional mobile vision clinics in Iowa, Baltimore, MD and Dorchester County, SC, and “inside lane” equipment in Connecticut, Hawaii, and Ohio, all in service of growing our capacity to provide more eye exams.

We held our largest End of Year Giving campaign to-date, inspiring new and returning donors to contribute via Focusing Philanthropy, and raising \$155,000 through this effort, including over \$30,000 in matching funds from FP.

Alongside our direct service, Vision To Learn’s policy advocacy team made great strides. Just last week, in coordination with Vision To Learn, Sens. Alex Padilla (D-CA) and John Boozman (R-AR) and Rep. Tony Cardenas (D-LA) sent a letter to Secs. Xavier Becerra (HHS) and Miguel Cardona (DOE), seeking federal advocacy for student vision care. The letter was co-signed by 10 other Congressmembers. In Ohio, Governor Mike DeWine announced a state-wide “Children’s Vision Strike Force” in his recent State of the State address, which referenced Vision To Learn-led projects in Youngstown and Appalachian Ohio. This is the first state to commit that no student will go without the glasses they need to succeed in school, and we are encouraging other states to follow Ohio’s lead in the year to come.

In California, two game-changing public funding opportunities are on the near horizon. The first, a CHIP Health Services Initiative that would reimburse vision services for uninsured students, is

currently being negotiated between Vision To Learn and the Department of Health Care Services. The second is a planned four-fold increase in Medi-Cal reimbursement rates for eye exams, included in Governor Newsom’s latest budget proposal. Both funding sources are anticipated to be available to Vision To Learn beginning in Summer 2025, at which point our available public dollars in California - our largest region - will jump dramatically. This will enable Vision To Learn to launch projects in areas of the state without a robust private fundraising base, including the Central Valley, and better sustain existing VTL regions like the Inland Empire and the Bay Area.

Our largest challenge in this time period has been raising sufficient funding to launch in the Dallas metro area. A year’s long effort by Vision To Learn’s Dallas fundraising team has not, to date, garnered a core local funder who can rally the Dallas philanthropic community behind this effort. Bringing Vision To Learn to help children in Dallas, where there is tremendous need for school-based vision care, is our highest organizational priority, and our founder Austin Beutner is approaching his contacts in the region to jump-start our effort. We will continue to keep Focusing Philanthropy apprised of our progress towards launching in Dallas.

Throughout this period, Vision To Learn has utilized matching funding from Focusing Philanthropy’s donor network to provide vision screenings, eye exams and glasses to students in our regions throughout the country.

How 2023 Focusing Philanthropy Matching Funding Helped VTL Reach More Kids

Region	FP Matching Funding from 2023 Campaign	Total Exams Provided since Sept. 1, 2023	FP Impact
Connecticut	\$250,000	1,423	FP funded 676 eye exams and 623 glasses in Vernon Public Schools; and 324 exams, 301 glasses in Manchester PS
Dubuque County, IA	\$2,000	286	14 exams, 13 glasses in Dubuque Community SD
Wayne County, IA	\$4,000	246	84 exams, 76 glasses in Wayne Community SD
Los Angeles County, CA	\$42,500	13,120	249 exams, 224 glasses in Lynwood Unified SD
Northern CA	\$6,000	5,032	38 exams, 33 glasses at CA School for the Deaf
Orange County, CA	\$25,000	963	135 exams, 126 glasses at Buena Park ESD

Region	FP Matching Funding from 2023 Campaign	Total Exams Provided since Sept. 1, 2023	FP Impact
Oregon	\$80,000	1,401	283 exams, 207 glasses at Portland PS 100 exams, 81 glasses at David Douglas SD 81 Exams, 73 glasses at Gladstone SD 18 Exams, 15 glasses at Reynolds SD
Western PA	\$22,500	2,423	23 exams, 22 glasses at Greenville Area SD 87 Exams, 87 glasses in Butler Area SD
South Carolina	\$57,675	3,880	103 exams, 81 glasses at Charleston County SD 282 exams, 229 glasses at Dorchester County SD
Dallas	\$25,000	Not Yet Launched	TBD
Unrestricted	\$86,122.50	49,038 in areas not funded by restricted funding above	465 exams, 403 glasses Funded in Inland Empire, San Diego, Washington DC, DE, GA, HI, MD, MI, NC, NJ, OH, and Philadelphia
TOTALS	\$600,797.50	77,812	2,962 Exams, 2,574 Glasses

It has been an absolute pleasure working with you and your team, and we can hardly believe we get to continue this partnership for years to come! Thank you for everything you and your donors have done to support kids across the country seeing clearly in school! Should you have further questions please do not hesitate to reach out to me or to Damian Carroll.

Best regards,



Ann Hollister, CEO