



**beyond
blindness**[®]
Formerly Blind Children's
Learning Center

Beyond Blindness FY23 Annual Goals

By end of FY27, Beyond Blindness will be the go-to provider for blind and visually impaired children and their families in the Greater Orange County area serving **2680** children and family members.

We will begin to achieve this ambitious goal through the following FY23 goals:

EARLY INTERVENTION:

Beyond Blindness will serve 300 children ages 0-3 in FY23. 50% of those services will be on-site. (Baseline: 140 active contracts on July 1, 2022; 223 EI students were served July 1, 2021- June 30, 2022; 45% of the 223 FY22 EI students were served on site).

EDUCATION AND ENRICHMENT:

Beyond Blindness will recruit and secure funding to enroll five (5) new students for the TVI cohort FY24 and fund the second year of the FY23 cohort of three (3). (Baseline: Three (3) students enrolled Fall 2022).

FAMILY SUPPORT:

Beyond Blindness will serve 681 unique individuals through our Family Support Program. (Baseline: 450 unique individuals were served July 1, 2021 – June 30, 2022).

To support these program goals, Beyond Blindness will meet the following key area goals:

ADVOCACY:

Beyond Blindness will define the areas of legislative policy that need to be changed to generate earned, state, and federal revenue and availability of sustainable, long-term resources for our BVI service population. (Baseline: No areas currently defined, several being investigated, unable to quantify until identified, year 2 will be able to set measurable goals for change).

STRATEGIC PARTNERSHIPS:

Beyond Blindness will engage in two (2) new strategic relationships to serve 300 early intervention clients and 681 individuals through our Family Support programs. (Baseline: One (1) current Strategic Partnership – Foundation for Blind Children).

REVENUE DIVERSIFICATION:

Beyond Blindness shift from 35% earned and 65% raised revenue to 40% earned and 60% raised revenue in FY24 as well as evaluate data and create a 12-month development plan with measurable/trackable raised revenue goals. (Baseline: 35% earned and 65% raised in FY22).

OPERATIONAL CAPACITY:

Beyond Blindness will standardize our intake Standard Operating Procedures (SOPs) and develop a system to electronically track five (5) key client data collection points and the progress towards the FY27 2680 goal. (Baseline: Zero (0) key client data points tracked on dashboard).