

The Foundation Roundtable: Common Grant Application

Cover Sheet

Foundation you are applying to: St. Francis Foundation of Santa Barbara
Legal Name of Applicant Organization: Surgical Eye Expeditions International dba SEE International
Project Name (if applicable): Santa Barbara Vision Care Program
Funds will pay for: Vision screenings and eye surgeries for impoverished individuals.
Full Mailing Address: 6950 Hollister Avenue, Suite 250, Goleta, CA 93117
Location(s) if different from above: _____
Executive Director: Randal Avolio, President & CEO
Phone: 805-963-3303 Fax: 805-965-3564
Email: randal@seeintl.org Website: www.seeintl.org
Contact Person & Title: Kate Bryant, Development Manager Phone: 805-963-3303

Tax-exempt Status:(Most foundations require 501(c)(3) status. You must check this requirement before applying.)

501(c)(3) Granted ☒ Tax I.D. Number: 31-1682275 Other: _____

Type of Request: Check with individual foundations to determine the types of accepted grant requests.

General Support ☐ Program Support ☒ Seed Funding ☐ Research ☐

Capital ☐ Endowment ☐ Multi-Year ☐ Other: _____

This Grant Request: \$ 10,000 Total Project Budget: \$ 192,584

Grant Period from: 1/1/14 To: 12/31/14

Total Organizational Budget for Current Year: \$ 1,377,949 Fiscal year begins: January 1

Summarize the organization's mission statement (two to three sentences):

SEE International's mission is to provide sustainable medical, surgical, and educational services by volunteer ophthalmic surgeons with the objectives of restoring sight and preventing blindness to disadvantaged blind individuals worldwide. Locally, SEE provides free comprehensive eye care with the goal of saving eyesight through early detection among underserved populations in Santa Barbara County.

Summarize your grant request (two to three sentences):

With deepest thanks for The St. Francis Foundation's previous support, we are requesting a gift of \$10,000 to support the Santa Barbara Vision Care Program that annually provides more than 1,500 low-income, uninsured individuals with comprehensive eye care services, including exams, glasses and surgeries.

Proposal Authorization

We certify that the information in this application is to the best of our knowledge true and accurate and is submitted with our Board of Directors'/Governing Body's full knowledge and endorsement:

Signature

Randal Avolio, President & CEO

Name & Title of Authorized Board/Governing Body Representative

Date

3/24/14

Signature

Scott Groff, Chairman of the Board

Name & Title of Authorized Board/Governing Body Representative

Date

3/27/14

SEE International 2014 Proposal Narrative

Background (One page or less)

1. Your organization's history and accomplishments.

Since the organization's founding in 1974, the staff, board and volunteers of SEE International have been dedicated to the mission of: providing sustainable medical, surgical, and educational services through volunteer ophthalmic surgeons with the objectives of restoring sight and preventing blindness to disadvantaged individuals worldwide. Headquartered in Santa Barbara, California, SEE effectively links doctors willing to share their time and expertise with impoverished individuals in critical need of sight-restoring surgery in developing countries and in Santa Barbara. The services provided by SEE empower our patients to fully contribute to their communities and return to active participation in both in life and society. Over the past 40 years, SEE has restored sight to nearly half a million people around the world.

In addition to its international work, SEE International is dedicated to serving its local community. In the mid-1980's, the Santa Barbara Vision Care Program was created to address the need for free comprehensive eye care among underserved populations in Santa Barbara County. These individuals are classified as low-income, do not have medical or vision insurance, or qualify for any federal or state funded insurance programs (Medicare, Medi-Cal, etc). More than 53,000 low-income, uninsured Santa Barbara County community members have been served since the inception of the program. In 2013, 1,424 low-income, uninsured individuals, including 300 school-age children, were served through the program (up from 1,218 in 2012).

2. Your current programs and activities.

By restoring the vision of individuals in the local community, SEE helps increase people's independence and adds to the productivity of Santa Barbara County. The program serves low income, uninsured children and adults, who don't qualify for federal or state funded programs such as Medicare, Medi-Cal or Healthy Families. The Santa Barbara Vision Care Program provides free comprehensive vision care services two to three days per week (depending on waitlist status) in South Santa Barbara County. In addition to eye screenings, treatments and intensive eye surgeries are coordinated and performed utilizing a network of volunteer eye surgeons. Prescriptions, certificates for free glasses and medications are also distributed. Similar services are offered in North County through relationships in Santa Maria and Lompoc. In addition to the regular clinics, the Vision Care Program also holds two annual events to provide community members with eye exams and prescribed glasses free of charge – 1) Kids' Day, co-sponsored by the Santa Barbara Eyeglass Factory and 2) Veteran's Day, co-sponsored by the Sansum Diabetes Research Institute.

3. Your organization's relationships.

Formal relationships exist with the Santa Barbara Eyeglass Factory, Sansum Diabetes Research Institute, the Shepard Eye Center in Santa Maria and Kendall-Shepard Eye Center in Lompoc. For 18 years, the Eyeglass Factory has partnered with us by generously donating free custom-made prescription eyeglasses to our patients.¹ Informally, there are more than 100 local referring organizations including schools, churches, and clinics such as Casa Esperanza, the Santa Barbara Neighborhood Clinics, Transition House and the Rescue Mission. Our program's services are unduplicated in the County offering the safety net that provides early detection and treatment to prevent severe vision loss—*free of charge*. While the Santa Barbara County Public Health Clinics provide similar services, they are not free. The Neighborhood Clinics provide only limited vision care. The Lions Sight and Hearing Center provides vision exams for uninsured children for a small fee, but does not serve adults. All three organizations often refer patients they cannot treat to our program.

¹ Beginning 2014, due to increase SBVCP program participation, the Eyeglass Factory instituted a \$20 service fee for glasses for adults. However, the fee is waived on an as-needed basis for individuals that would be severely impacted by this charge.

Funding Request

1. What need or problem does your project work to address?

The Santa Barbara Vision Care Program addresses the issues of poverty and lack of healthcare in Santa Barbara County. SEE aims to mitigate poverty and provide a safety net by ensuring that disadvantaged individuals will not be prevented from attaining employment due to lack of eyesight. People who cannot afford eye care are at great risk of vision impairment and blindness. The visually impaired, and their families, face many challenges: daily activities become difficult, prospects for employment are significantly lower, and resulting low economic productivity is often coupled with a loss of self-esteem. For children, proper eyesight is essential to doing well in school. Uneducated, sight-impaired children are likely to grow into uneducated, sight-impaired adults, and the cycle of economic hardship continues. SEE International and its Santa Barbara Vision Care Program aims to break this cycle, and empower both adults and children through the ability to see.

"I owe you a debt of gratitude I can never repay. You gave me my life back. I cannot really express my gratitude to you in words what you have done for me." – Michael

When Michael was referred to Santa Barbara Vision Care program he was completely blind – he could see some light and shapes, but that was all. He had worked in an office on the computer, and due to the loss of his sight he lost his job and moved in with his mother and sister, who became his caregivers. He had become very depressed and given up hope of an independent future. However, after his cataract surgery, he "gained a second chance at life." He is currently in the process of completing his college education, which he had abandoned years ago, and has high hopes for his future.

Michael is one of 1,424 individuals to receive no cost vision care services through the Santa Barbara Vision Care Program in 2013. According to Census data, over 73,000 in the County are below federal poverty levels, with children under 18 accounting for 22%. Nearly 67,000 are uninsured though many work several jobs. In 2014, SEE is working to grow the program to meet community needs, while ensuring the correct internal resources are dedicated to meet program demands without developing a backlog of patients. Additional community partners are being sought to provide additional clinic hours and free glasses as necessary.

This program makes undeniable difference in the lives of so many of our community members who, without our services, would not receive basic eye exams, glasses, or corrective eye surgery. Furthermore, it would be a travesty for anyone living in our wealthy community to suffer from preventable blindness.

2. In a short paragraph, tell us your project's (or organization's) goals and the specific outcomes you project for the grant period.

The goal of SBVCP is to provide vision care to those in need, and to save eyesight through early detection. We seek to provide for the basic needs required by all, and special needs required by few. To achieve our goal, SBVCP employs a collaborative strategy with ties to more than 100 social service agencies that refer qualified patients. Our objectives are to continue conducting twice weekly individual vision screenings, as well as holding larger clinic events throughout the year - to strengthen our ability to provide preventative care, and improve access to services. Specifically, the program estimates serving 1,500 patients in 2014 and alleviating symptoms associated with visual impairments in 1,050 out of 1,100 adults seeking services and 390 out of 400 children. Also, in 2014, Kid's Day and Veteran's Day events are scheduled. Two other events are in the planning process – another eye exam clinic in cooperation with Sansum and a cataract surgery clinic in collaboration with the Santa Barbara Surgery Center.

3. Describe your project or the capital items requested, including:

- **Whether the project is new, ongoing or an expansion**
- **Target audience, including specific demographic information**
- **Activities/strategies that will be used to meet your stated outcomes**
- **General timeline for the main objectives of your project**

With appreciation for the St. Francis Foundation of Santa Barbara's previous support, we are requesting a new grant of \$10,000 to support the salaries and stipends of the key staff members involved in the Santa Barbara Vision Care Program, specifically this grant would go towards the salaries of the Ophthalmic Technician and the Santa Barbara Program Coordinator.

The Santa Barbara Vision Care Program is an ongoing project addressing the critical need for both preventative and corrective vision care services for Santa Barbara's lowest income populations. In order to meet the needs of the Santa Barbara community, the Santa Barbara Vision Care Program is working diligently to expand access to its services while balancing internal resources. Out of the 1,424 individuals receiving services in 2014 (1,218 in 2012), a total of 26 major eye surgeries were performed and 1,120 vouchers for eyeglasses were distributed. As community outreach efforts have increased, so has the demand for the program. As the community awaits the impact of the Affordable Care Act, SEE International's Santa Barbara Vision Care Program is committed to serving as a safety net for uninsured individuals offering free vision care services for as long as there remains a service gap need. It already appears that while people are obtaining basic healthcare coverage their vision needs are not being met.

While Santa Barbara is often seen as an affluent community, there are many in our community with considerably lower standards of living. Our goal is to provide vision care services to everyone in the community who needs, but cannot afford, to visit the eye doctor. The program's target population is indigent and uninsured adults who do not qualify for local or federally funded healthcare programs and children who have not been registered for available healthcare programs. In general, the demographics of Santa Barbara Vision Care Program participants are: 56% female, 44% male; 80% Hispanic, 18% Caucasian, 1% African American, 1% other; and 97% earn less than 30% of the Santa Barbara County median income per year (generally under \$23,900.) These are hardworking members of the Santa Barbara community and help support its infrastructure. When they develop severe vision problems, which is essential for most employment, jobs are lost and homelessness can become reality, thus negatively impacting the Santa Barbara community's infrastructure. When children are not treated, learning is obstructed and self-esteem suffers, hampering future healthy development.

Ophthalmologist George B. Primbs, MD, FACS generously volunteers his time and talents to the Vision Care Program one day per week serving up to 15 patients per week in Santa Barbara. Dr. Barry Mast, OD also works in the clinic one day a week for a small stipend, serving another 10-15 patients. The Santa Barbara Vision Care Coordinator utilizes a network of volunteer eye surgeons to coordinate intensive vision care surgeries, such as cataracts, pterygium, and strabismus, utilizing a network of volunteer eye surgeons. A limited number of patients are seen in North County through growing relationships with Shepard Eye Center in Santa Maria and Kendall-Shepard Eye Center in Lompoc. In order to address longer wait times for appointments in North County, patients are seen in the primary clinic location in the City of Santa Barbara and simultaneously SEE is working to build relationships with other ophthalmologists in North County.

In order to meet the goals of the project, the Santa Barbara Vision Care Program has several key activities planned. First, continue to hold the clinic 2-3 days a week. Second, seek additional community partners, especially in North County, to ensure that we can continue to provide eye exams and free/low cost glasses to increasing numbers of program participants. Third, throughout the year participate in local health fairs and hold the 3-4 clinic events mentioned above.

4. If this is a request for General Support, what are your organization's most pressing needs?

One of the most pressing needs for the program is to reduce the time that patients in North County wait for appointments. New partnerships are being sought to reduce the backlog and when patients are able to come into the City of Santa Barbara they are seen at the primary clinic site at Sansum Diabetes Research Institute. Key needs for the organization include funding for direct mail acquisition and technology upgrades such as a virtual file server.

5. How do you plan to evaluate the effectiveness or impact of the project?

After a patient completes the required registration forms and an eye examination is performed, optional patient satisfaction surveys are to be given to all patients in English and Spanish. A variety of demographic statistics are tracked by the Santa Barbara Vision Coordinator, including, the ease and length of time in which scheduling takes place. All of these areas are reviewed by the Santa Barbara Vision Care Committee (composed of eight board members), program staff and the Board of Directors on a quarterly basis.

6. Summarize the skills and relevant experience of key staff/volunteers essential to the project.

Randal Avolio, President/CEO, has over 30 years of experience working in physician practice management in a medical and hospital setting at Cedars-Sinai, USC, and UCLA. His track record demonstrates an ability to lead organizations to achieve high levels of success through a collaborative approach, creating effective, lasting coalitions and partnerships. He has made great strides in gaining stability and towards community awareness of the Vision Care Program. His role is to raise the bar of the program in securing a more sustainable infrastructure.

Michael J. Paveloff, MD, FACS, heads the Santa Barbara County Vision Care Committee of the SEE Board of Directors, and is responsible for evaluating program functions.

George B. Primbs, MD, FACS, has provided in-kind services for program patients on a weekly basis for over 25 years. He is a researcher at the Neuroscience Institute at UCSB; Clinical Professor of ophthalmology at UCLA; and, President/Medical Director of the Santa Barbara Eye Foundation.

Dr. Barry Mast, O.D., is the newest member of the program, and staffs the clinic one day per week.

Maria Escareno-Delgado, Ophthalmic Technician, assists Dr. Primbs and Dr. Mast in the clinic twice a week.

Lara Rich, Program Coordinator, is responsible for scheduling eye exams and surgeries. She is instrumental to the program, communicating in English and Spanish to patients in need. Lara coordinates all clinic events, such as Kids' Day and Veteran's Day as well.

A variety of additional of volunteer ophthalmologists, optometrists, and surgical teams throughout the community also volunteer for the Santa Barbara Vision Care program by providing specialized eye care treatments and surgeries.

7. If full funding is not available, what is the contingency plan for securing additional support and/or how can you modify your proposal?

If full funding is not available from the St. Francis Foundation of Santa Barbara, those needing eye care services may experience longer wait times before being able to receive corrective lenses, treatments or surgeries. However, any lost ground would be eventually made up through soliciting foundations and corporations, along with our new focus on obtaining individual major gifts.

We greatly appreciate your consideration of this proposal. Thank you.

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Board of Directors/Governing Body

Directions: Attach additional sheets if necessary.

Name	City	Affiliation/Profession	Board Position	Yrs. of Service
Lauren Ackerman	Napa, CA		Board Member	1
Harry Brown, MD, FACS	Santa Barbara, CA	Retired Medical Director, Cottage Hospital	Board Member / Founder	40
Caryl O. Crahan	Santa Barbara, CA	Chair/Trustee, The Julia S. Dockweiler Fdn.	Board Member	5
John I. Crowder, MD	Santa Barbara, CA	Retired Ophthalmologist, Sansum Medical Clinic	Chief Medical Officer	40
Andrew Doraiswamy, Ph.D.	Santa Barbara, CA		Board Member	1
Kenneth D. Gack	Santa Rosa, CA		Board Member	1
Barbara Gaughen-Muller	Goleta, CA	Public Relations Consultant	Board Member	3
Scott W. Groff	Santa Barbara, CA	President, Repeated Signal Solutions, Inc.	Chairman of the Board	5
Howard Hudson, CPA	Santa Barbara, CA	CPA, President of Howard Hudson and Co.	Treasurer & Secretary	11
Col. Brian Kelly	Camarillo, CA		Board Member	11
Michael J. Paveloff, MD	Santa Barbara, CA		Chief Medical Officer	9
Dante Pieramici, MD	Santa Barbara, CA		Chief Medical Officer	5
George B. Primbs, MD, FACS	Santa Barbara, CA		Board Member	40
George Rudenhauer	New York, NY		Board Member	1
Wright Watling	Santa Barbara, CA		Board Member	1
Patrick T. Welch	Alisa Viejo, CA		Board Member	2

Quarterly

How often does your governing body meet?

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Project Budget

Note: Check with each foundation to see if this form is required.

Organization Name: SEE International

Name of Project (if different): Santa Barbara Vision Care

Budget dates for grant period: 1/1/14-12/31/14

NOTE - Do not use commas as thousand separators in any of the numerical fields

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

Source	Total Project (\$)	Pending (\$)	Secured (\$)	Notes
Individuals	12500	12500	0	
Corporations & Foundations	180084	180084	3000	Most SBVCP arrive in Q3 and Q4.
TOTAL INCOME	192584	192584	3000	

List the In-Kind (non-cash) contributions: Approximately \$192,000 worth of in-kind medical services and supplies are expected in 2014.

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, capital items, etc.

Item	Total Project (\$)	This Request (\$)	Notes
Salaries	111543	16052	
Benefits & Taxes	22309	3210	
Contract Services	9010	339	accounting and financial services
Facility	20135	4216	a portion of rent, utilities and maint. costs
Insurance	2507	78	
Office Supplies	1500	373	
Equipment Lease	680	98	copier
Marketing	2000	0	
Education/Training	300	0	
Equipment Purchase	3500	0	new laptops
Anesthesia/ Surgery	4100	1040	includes \$100 for misc. medical supplies
Retina/Cornea Sur	15000	0	
TOTAL EXPENSES	192584	25406	

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Organization Financial Summary

Note: Check with each foundation to see if this form is required.

Organization Name: SEE International Fiscal Year Dates: 1/1/14-12/31/14

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

Source	Prior Year's Actual	Projected Annual Budget (\$)	YTD Actual (\$) as of [2/28/14]
Clubs & Associations	9748	20000	3857
Corporations	7271	150000	250
Individuals	295270	690000	28811
Foundations	344350	400000	11000
SEE Doc Dues	13972	37500	4902
Workplace Giving	12489	17000	1049
Planned Giving	118320	0	129
Other - Online Store, Online Auction, Training Fees	0	24000	0
TOTAL INCOME	801420	1338500	49998

List the In-Kind (non-cash) contributions: Approximately \$20 million in-kind medical services and \$7 million in-kind medical supplies are donated each year.

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, etc.

Item	Prior Year's Actual	Annual Budget (\$)	YTD Actual (\$) as of [2/28/14]
Personnel	828514	830574	123973
Facility	95591	93500	15089
Administration	84423	83550	10644
Program Direct Expenses	127635	139225	13147
Development & Marketing Expenses	355817	191100	33369
TOTAL EXPENSE	1491980	1337949	196222
NET PROFIT OR LOSS	-690560	551	-146224

Total Capital Expenses	13892	28500	0
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i.e., computers, vehicles, building improvements, etc.:

Notes:

In 2013, SEE spent some of its endowment to invest strategically in its Development and Marketing efforts. Due to some staffing changes the original revenue budget was not met, but 2014 is expected to come in on target. The SEE Board of Directors is carefully watching 2014 cash flow to ensure the success of the organization. It is typical for SEE to experience a net loss in the beginning of the year, but it is expected to balance out by Q3.

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Organization Balance Sheet Summary

Note: Check with each foundation to see if this form is required.

ASSETS	MOST CURRENT (\$) as of [2/28/14]	PRIOR YEAR CLOSE (\$)
Current Assets		
Cash and Equivalents	77359	258238
Accounts Receivable	1510	2180
Prepaid Expenses	14191	14191
Inventory	1111835	1111835
Grants/Pledges Receivable	15300	50000
Other	10079	39238
Fixed Assets (Net)		
Property	0	0
Buildings	0	0
Equipment	345293	345293
Investments		
Endowments	542351	549906
Other	0	0
TOTAL ASSETS	2117918	2370881
LIABILITIES		
Current Liabilities		
Accounts Payable	0	68582
Accrued Expenses	13718	43040
Long Term Debt (Current Portion)	5101	5101
Short Term Debt	0	0
Other	51	
Long Term Debt (over a year)		
Loan	0	0
Other	1345	2552
TOTAL LIABILITIES	20215	119275
Net Assets		
Unrestricted	2056234	2056234
Temporarily Restricted	69483	69483
Permanently Restricted	58792	58792
TOTAL LIABILITIES AND NET ASSETS	2204724	2303784

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JUL 12 2004

SURGICAL EYE EXPEDITIONS
INTERNATIONAL
C/O KAREN GREATHOUSE
27 E DE LA GUERRA STE C-2
SANTA BARBARA, CA 93101-0000

Employer Identification Number:
31-1682275

DLN:
17053094791024

Contact Person: ID# 31122
DAN W BERRY
Contact Telephone Number:
(877) 829-5500

Public Charity Status:
170(b)(1)(A)(vi)

Dear Applicant:

Our letter dated JUNE 2000, stated you would be exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code, and you would be treated as a public charity, rather than as a private foundation, during an advance ruling period.

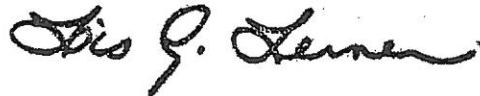
Based on the information you submitted, you are classified as a public charity under the Code section listed in the heading of this letter. Since your exempt status was not under consideration, you continue to be classified as an organization exempt from Federal income tax under section 501(c)(3) of the Code.

Publication 557, Tax-Exempt Status for Your Organization, provides detailed information about your rights and responsibilities as an exempt organization. You may request a copy by calling the toll-free number for forms, (800) 829-3676. Information is also available on our Internet Web Site at www.irs.gov.

If you have general questions about exempt organizations, please call our toll-free number shown in the heading between 8:00 a.m. - 6:30 p.m. Eastern time.

Please keep this letter in your permanent records.

Sincerely yours,



Lois G. Lerner
Director, Exempt Organizations
Rulings and Agreements

Letter 1050 (DO/CG)