

*This is you.*

**THIS IS SIGHT**

*With Us.*

**ANNUAL REPORT 2016**

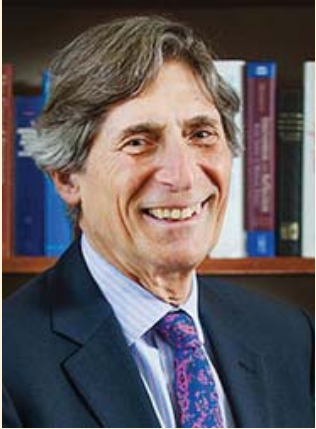


**BOSTON SIGHT**



Our mission is to provide quality of life by transforming the understanding, treatment and care of the ocular surface.

# View From The Chair



One of the biggest challenges BostonSight faces is to create innovative pathways for thousands of patients from all over the world to receive treatment, most of whom have been given no hope by their eye care specialist of regaining sight or finding relief from the unrelenting and disabling pain of corneal disease.

It is my hope – one that I share with all the members of BostonSight’s Board of Directors – that collectively, we can continue to provide guidance to our colleagues at BostonSight, working together to serve our patients and their families, allowing them the gift of sight so that they can return home and reclaim the lives that have been impacted for so long by sight-robbing corneal disease.

I do want to acknowledge and thank our partners in this venture – our donors. Whether from corporations, foundations or individuals, our donors make a critical difference in our present and to our future.

## From Our President & CEO



BostonSight’s purpose is to improve sight-related quality of life for people around the world. While our primary focus in 2016 was to restore the sight and the hope of patients with BostonSight PROSE treatment, we moved forward with the development of a new, scalable solution for corneal disease sufferers.

BostonSight SCLERAL (BSS) is our scleral lens solution offered through licensed practitioners around the United States. It offers patients comfortable lenses and improved ocular health with an accurate and dependable fit. In keeping with our mission, practitioners can take advantage of our lens voucher program which provides assistance to those with a financial need. We are now recognized as the thought leader in the advancement of ocular surface technology and treatment.

However we must never forget the heart of what we do. We have refocused our efforts on our core values. For every patient who walks through our doors, we offer a compassionate, patient-centered experience, with excellence and integrity in everything that we do. It is our honor to give our patients the opportunity to return home and fully engage in their lives.

We believe that anyone who needs a scleral lens anywhere in the world should be able to easily get one and we will do everything possible to continue to be the solution for those who suffer with corneal disease.





**REBECCA L. CIOTA, ESQ.**

## “I Call it Do-Goodery”

The word philanthropy means the love of humanity, in the sense of caring, nourishing, developing and enhancing what it means to be human.

“I call it do-goodery,” said Rebecca L. Ciota with a smile that lights up her face. You might say that helping others is in her DNA.

Rebecca’s twin sister, Hope, was born with Down Syndrome and Rebecca learned from her family at an early age about the personal satisfaction that you feel from making a conscious decision to help others.

Rebecca is on the board of directors of two nonprofit organizations. The first, SPHERE, Inc., enriches the lives of adults with disabilities through education, recreation and the arts; and the second, The Prospector Theater, provides meaningful employment opportunities for adults with disabilities through the operations of a movie theater. She also is a certified volunteer coach in track and field for the Special Olympics and is on the advisory council for the Women’s Center of Greater Danbury.

Rebecca graduated from Cornell University with a BS in Policy Analysis and Management and then attended Fordham Law School, graduating in 2005 with a JD. Currently she is a private practice attorney in Connecticut offering concierge services to intact families. Even with such great accomplishments, there was one thing missing in her life: Good vision.

Rebecca was diagnosed with keratoconus, a condition which results in distorted corneas. She also suffered with nystagmus, a condition of involuntary eye movement that may result in reduced or limited vision. Rebecca said “I’ve never know what it would be like to have perfect vision. I can explain what I can see but can’t compare it to someone who has perfect sight.”

Rebecca was fit with commercial scleral lenses, but as her keratoconus worsened, it affected the fit of the lenses and caused them to dig into her corneas. Things deteriorated to the point where she could no longer wear them, inhibiting her ability to drive, work and volunteer. She had gotten a taste of 20/40 vision with the scleral lenses, and now was back to 20/70 with glasses. In order to bridge that gap, she needed a better option.

Rebecca’s search took her from Cleveland to Boston and finally to Wills Eye Hospital in Philadelphia. There she met with Christopher Rapuano, MD. After examining her, Dr. Rapuano said that there were no other traditional medical interventions that could help her. Then he referred her to BostonSight.

Rebecca arrived at BostonSight with Donald, her father, and started PROSE treatment February of 2015. She worked with Alan Kwok, OD, FAAO, and BostonSight Network Provider, Major C. Kelly Olson, OD, MBA, FAAO, (then in training to be a PROSE Clinical Fellow at Brooke Army Medical Center). The first time that the PROSE devices were inserted in her eyes, she could see without pain. Rebecca said “The fitting process reflects the culture at BostonSight. Everyone is so agreeable about answering questions and they are really invested and passionate about the work they are doing. It was really the best decision I’ve ever made.”

The other decision Rebecca made was to financially support BostonSight. She said “I chose to give to BostonSight because of what I received. Without my PROSE devices, I would still be jumping through hurdles trying to find a solution. There’s no question that supporting this good work was the right thing for me to do. There is good to be done in the world; the least I can do is to make it easier for someone to receive treatment.”

BostonSight is proud to play a role in helping Rebecca return to her philanthropic work.



**KENN KIPCHILLAT**

## Getting Back Into the Game

Kenn Kipchillat is experiencing the freedom to follow his dreams. Now, at 32, he recently relocated to Washington, DC area from Boston for a new job opportunity and to be nearer family – but leaving behind his beloved New England Patriots.

Kenn received his undergraduate degree in Computer Science and Business from Piedmont College in Georgia. He works professionally as a software engineer and is currently working to help the government transition their services to the cloud.

Originally from Nairobi, Kenya, Kenn’s medical challenges started many years ago. “I couldn’t really see out of my right eye. I have an early memory of having to adjust to using my left eye when I was six years old. I still attribute that to my inability to read super-fast.”

Kenn isn’t sure when he was diagnosed with keratoconus (a condition where the cornea thins out and bulges like a cone), but he recalls making trips to an optician and wearing corrective glasses around age eleven. He said “I experienced I don’t know how many visits to eye specialists. While in Kenya, I was fitted with hard contacts, which slightly improved my vision, but were very uncomfortable to wear.” Kenn also went through two surgeries, including a vitrectomy, a surgery to remove the vitreous gel in the central cavity of the eye so that vision can be corrected, and also had a cataract removed. Both surgeries offered only a marginal improvement in his vision.

In Boston, Kenn was referred to BostonSight by Juan Qu, OD, PhD, from Boston Laser. She tried several scleral lens options in the effort to help Kenn, but nothing really worked. She then referred him to BostonSight. Kenn is grateful that Dr. Qu did so because he had practically given up trying to find a medical solution to his vision issues.

Dr. Chirag Patel is Kenn’s BostonSight PROSE clinician. At the beginning of the treatment process – when Dr. Patel inserted a trial PROSE device in his eye – Kenn was on the verge of tears at the difference it made. He could actually see from his right eye! It was literally an “eye-opening” experience.





“It will change the quality of your life significantly. Great people – great organization.”

– Kenn Kipchillat

PROSE has changed Kenn’s life. Now he can indulge in one of his passions – sports – playing basketball and watch the New England Patriots play football. “Things seem a lot clearer now. I am still adjusting as the cataract surgery makes objects larger in my right eye. But now I can play basketball without wearing big goggles, just wearing regular sunglasses – or even not wear my glasses at all. A lot has changed!”

He urges people who are suffering with ocular surface disease to go to BostonSight for treatment because “it will change the quality of your life significantly. Great people – great organization.”



**EDUCATE • EMPOWER • TREAT • INNOVATE • TRANSFORM**

# BostonSight® Global Strategy

## **The Global Magnitude of Visual Impairment**

The most recent World Health Organization (WHO) estimates on the global magnitude and causes of visual impairment confirm a major opportunity for change in the lives of millions of people: eighty percent (80%) of all causes of visual impairment are preventable or curable. The WHO estimates that Corneal Disease is the second largest cause of blindness in the world, affecting more than 285 million people. Additionally, about ninety percent (90%) of the world's visually impaired live in developing countries.

The Universal Eye Health Global Action Plan, 2014-2019, calls upon member states, international partners, and for profit and non-profit organizations to focus on making progress on three (3) major objectives.

1. Generating evidence on the magnitude and causes of visual impairment
2. Development and implementation of integrated national eye health policies.
3. Creation of effective partnerships to strengthen eye health

## **BostonSight® – Restoring Sight | Reclaiming Lives**

BostonSight® is a nonprofit eye healthcare organization, committed to fulfilling these goals through the execution of its mission “*to improve the quality of life by transforming the understanding, treatment and care of the ocular surface*” and through its vision “*to improve sight-related quality of life for people around the world*”.

For over 25 years, we have successfully treated thousands of patients - both in our clinic in Needham and at network locations around the world, with BostonSight® PROSE (*prosthetic replacement of the ocular surface ecosystem*) treatment. PROSE is a process by which visual function is restored to a patient with complex corneal disease and involves the use of a custom-designed and manufactured prosthetic device.

At our Needham clinic and network locations around the world, specially trained optometrists use processes we've developed to design each of the lenses that are then precision-manufactured in our laboratory.

**Several Factors Have Limited BostonSight's Global Growth.** The primary factor is the highly-specialized nature of the PROSE treatment process and of the intensive, nine-week clinical training program for prospective providers. Secondly is the iterative process by which PROSE devices are designed and manufactured; devices are designed in a proprietary software application, developed by BostonSight, and fabricated in our Manufacturing Lab in Needham. Devices are then shipped around the world, but subject to import/export constraints and medical device regulations, which vary by continent and country.



## Addressing the Global Eye Health Challenge

Moving forward, to address the global eye health challenge, our strategy at BostonSight will be to develop innovative and scalable scleral lens designs that are more easily adopted by practitioners, upgrade the technology platforms necessary to launch and support these solutions and partner with like-minded, global leaders in eye health.

The execution of this strategy will create the opportunities required for BostonSight to continue on its vision to improve sight-related quality of life for people around the world.

These ambitious, yet necessary activities require the commitment of a world class organization and its people, as well as the financial support of patients, corporations and foundations.

## Scalable, Innovative Treatment Solutions

BostonSight is the leader in the diagnostic and therapeutic uses of scleral lenses. Our challenge has been to transform our knowledge into a treatment that can be provided at scale and low cost throughout the world.

Our newest solution – **BostonSight SCLERAL** (patented) - leverages six years of PROSE treatment patient outcomes, from approximately 7,000 eyes. BostonSight SCLERAL offers the first quadrant-specific toric lens design with built-in scleral shape with right- and left-eye anatomical designs. It is also the first scleral lens to provide front-surface eccentricity options for aberration control, taking vision to the next level. As the architects of spline technology, every parameter change is independent of one another.

Available in 18.0mm, 18.5mm and 19.0mm, the organization has introduced a breakthrough innovation in the design and fitting process for large diameter scleral lenses. This **web-based design** and training technology allows scleral lens fitting optometrists to quickly learn and adopt scleral lens fitting into their practices and provide much needed eye health solutions to patients efficiently and at lower cost.

Since the introduction of the new BostonSight SCLERAL solution in March of 2017, BostonSight has been able to train over 150 optometrists and provide sight-saving solutions to more than 1,200 patients. By comparison, over 25 years of providing PROSE treatment, BostonSight has trained only 30 optometrists.

Patients get access to our sight-saving solutions only when their optometrists understand and adopt the latest scleral lens technologies.

BostonSight SCLERAL offers data-driven scleral lens design with a scalable, innovative treatment platform that positions BostonSight to fulfill its mission of expanding these sight-saving solutions to practitioners and patients throughout the world.

## IT Re-Architecture

**Design-to-Fit™ (DTF)** is a proprietary software application developed by BostonSight allowing practitioners to design custom PROSE devices. Our treatment solutions revolve around this critical piece of software. In 2017, BostonSight stabilized the production environment of DTF. Our next initiative is to map the

design architecture of DTF and integrate it with our BostonSight SCLERAL web-based fitting/order management system, **FitConnect™**. This will ensure that DTF is accessible for BostonSight practitioners around the world.

The re-architecture of this core piece of BostonSight intellectual property is a major technological endeavor that requires significant financial investment.

The impact of this upgrade to our software will be measured by the increase in the number of network affiliations, both domestic and international; the number of additional optometrists being trained and adopting both PROSE and BostonSight SCLERAL solutions; and last, but not least, the rapid global expansion of the number of patients being served around the world.

## Expanding our Network of Treatment Partners

BostonSight is committed to ensuring that anyone who needs a scleral lens – anywhere in the world, can easily get one. To fulfill that commitment, we must create deep footprints – both physical and virtual – in the worldwide market. We recently announced a partnership with L.V. Prasad Eye Institute, a well-recognized eye healthcare nonprofit based in Hyderabad, India. They will manufacture and distribute BostonSight SCLERAL lenses and PROSE devices to clinicians treating patients in India, South East Asia, the Middle East and Africa.

BostonSight will continue to explore opportunities to engage with global partners whenever it serves the best interest of our patients and providers.



## 2016 INCOME AND EXPENSES

	December 31, 2016	December 31, 2015
<b>INCOME:</b>		
Needham clinic revenue, net*	\$ 2,750,639	\$ 2,540,410
Network provider clinic revenue, net*	2,531,820	2,504,150
Contributions	262,729	393,538
Rental	-	231,761
Other	96,369	138,714
<b>Total income</b>	<b><u>\$ 5,641,557</u></b>	<b><u>\$ 5,808,573</u></b>
<b>EXPENSES:</b>		
Program services	\$ 4,590,868	\$ 4,225,074
Management and general	1,168,716	1,249,363
Rental	-	233,355
Fundraising	210,338	222,688
<b>Total expenses</b>	<b><u>\$ 5,969,922</u></b>	<b><u>\$ 5,930,480</u></b>
<b>Net income (loss)</b>	<b><u>\$ (328,365)</u></b>	<b><u>\$ (121,907)</u></b>

\* Net of financial assistance totalling \$594,844 and \$627,952 in 2016 and 2015 respectively





<b>Assets</b>	<b>December 31, 2016</b>	<b>December 31, 2015</b>
Current assets:		
Cash and cash equivalents	\$ 2,168,810	\$ 2,514,445
Accounts receivable – patients, net of reserve for doubtful accounts of \$126,500 and \$248,000 in 2016 and 2015, respectively	656,362	646,884
Accounts receivable – network clinics	589,050	742,850
Other receivables	20,930	12,800
Inventory	197,634	101,000
Prepaid expenses	120,857	74,878
	<hr/>	<hr/>
<b>Total current assets</b>	<b>\$ 3,753,643</b>	<b>4,092,857</b>
	<hr/>	<hr/>
Other assets:		
Restricted cash	185,000	185,000
Deposits	32,918	32,918
	<hr/>	<hr/>
<b>Total other assets</b>	<b>217,918</b>	<b>217,918</b>
	<hr/>	<hr/>
<b>Property and equipment, net</b>	<b>433,851</b>	<b>190,341</b>
	<hr/>	<hr/>
<b>Total assets</b>	<b>\$ 4,405,412</b>	<b>\$ 4,501,116</b>
	<hr/>	<hr/>
<b>Liabilities and Net Assets</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 617,137	\$ 384,476
	<hr/>	<hr/>
<b>Total current liabilities</b>	<b>617,137</b>	<b>384,476</b>
	<hr/>	<hr/>
<b>Total liabilities</b>	<b>617,137</b>	<b>384,476</b>
	<hr/>	<hr/>
Net assets:		
Unrestricted net assets	3,581,070	3,914,085
Temporarily restricted net assets	22,205	17,555
Permanently restricted net assets	185,000	185,000
	<hr/>	<hr/>
<b>Total net assets</b>	<b>3,788,275</b>	<b>4,116,640</b>
	<hr/>	<hr/>
<b>Total liabilities and net assets</b>	<b>\$ 4,405,412</b>	<b>\$ 4,501,116</b>
	<hr/>	<hr/>

# *With Gratitude to Our Valued Donors*

The following lists recognize donors whose gifts were received between January 1 through December 31, 2016.

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Visionary Circle of Hope donors make gifts of \$1,000 or more in a calendar year. This important support from these leadership donors helps us to restore our patients' sight, which in turn, helps them to regain their lives.

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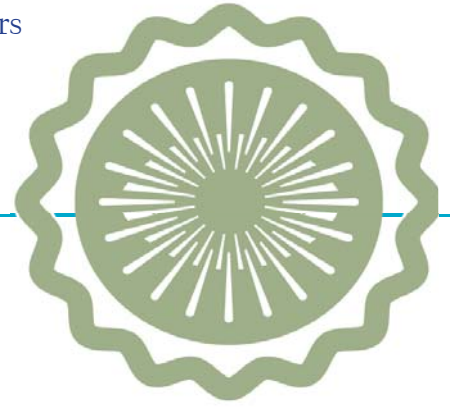
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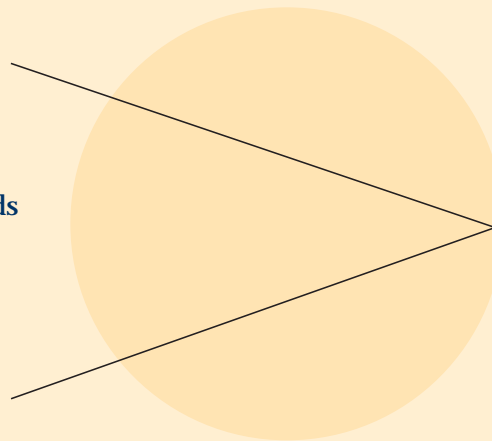
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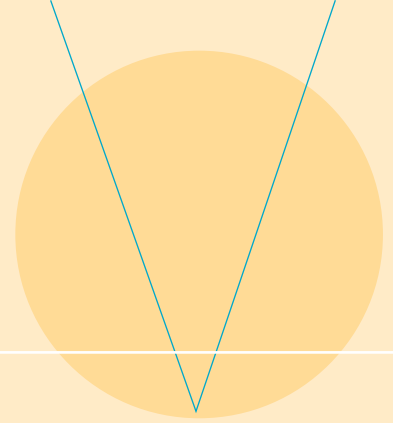


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