



## Programs Evaluation Fiscal Year 2021

### Program Operation

#### Programs Status At-A-Glance

Eye Surgeries	●	Low Vision Equipment	●
Eyeglasses	●	Vision/Hearing Screenings	●
Hearing Aids	●		

#### Status Legend

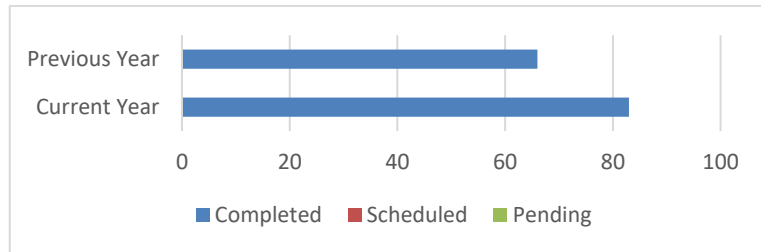
Fully Operational	●	Non-Operational/No Funding	●
Under-Resourced/Limited Ops.	●	Not Started/No Services TY	●

#### Eye Surgeries

Previous Year	66
Current Year	83

*Notes: Funding limited geographically; 28 waiting.*

Current Status: ●

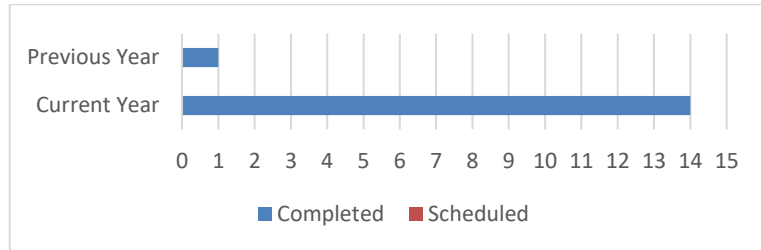


#### Low Vision Equipment

Previous Year	1
Current Year	14

*Notes: Limited funding but no wait list.*

Current Status: ●

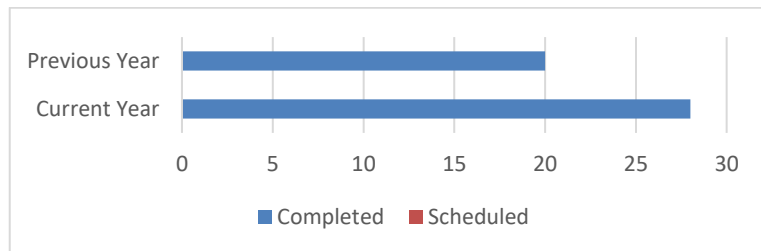


#### Hearing Aids

Previous Year	20
Current Year	28

*Notes: Program model under revision; no current wait list & funds available.*

Current Status: ●

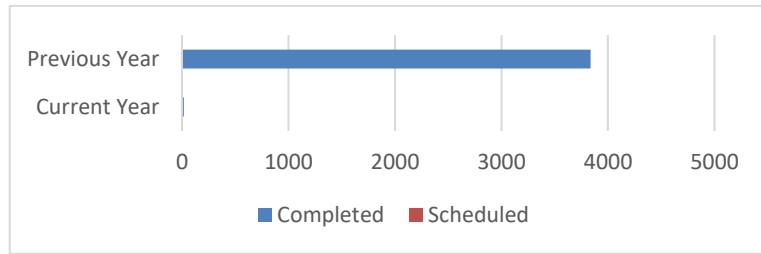


## Vision/Hearing Screenings

Previous Year 3,836  
Current Year 18

Notes: Protocol has been revamped for COVID-19, resuming summer/fall.

Current Status:

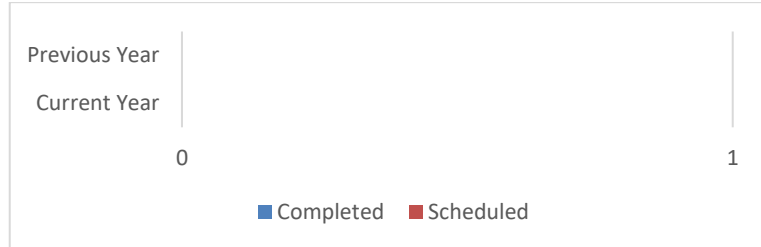


## Eyeglasses

Previous Year n/a  
Current Year n/a

Notes: New program beginning July 2021; needs funding.

Current Status:



## SWOT Analysis

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>Statewide network of providers</li> <li>1:4 ROI in services for every dollar donated</li> <li>Most comprehensive and inclusive eye surgery program in the state</li> <li>Flexible and accommodating client-centric application process</li> </ul>	<ul style="list-style-type: none"> <li>Many rural counties do not have local healthcare providers, requiring clients to travel for services</li> <li>We have a current waiting list for services</li> <li>Minimal staff to handle volume of programmatic duties</li> </ul>
Opportunities	Threats
<ul style="list-style-type: none"> <li>Grow our capacity through new individual donor relationships and corporate sponsors</li> <li>Increase healthcare provider partnerships in rural areas</li> <li>Joint ventures with other nonprofit organizations to increase access to vision health in low-income communities</li> <li>Increased access to data on vision health will better inform and drive resource allocation and service delivery</li> </ul>	<ul style="list-style-type: none"> <li>Projected increase in vision impaired persons over the next decade will continue to surpass available funding</li> <li>A lack of awareness of the importance and priority of vision health makes securing new sources of funding difficult</li> <li>A lack of access to healthcare and awareness of vision health resources in rural areas threatens the blind and visually impaired in those communities</li> </ul>

## Key Performance Indicators

	<b>QUANTITY</b>	<b>QUALITY</b>
<b>EFFORT</b>	<p><u>What did we do?</u></p> <p>Direct Services:</p> <ul style="list-style-type: none"> <li>• 83 eye surgeries</li> <li>• 14 low vision equipment items</li> <li>• 28 hearing aids</li> <li>• 1 screening event</li> </ul> <p>96 people served</p> <p>27 counties in SC served (23 LY)</p> <ul style="list-style-type: none"> <li>• 11 new counties</li> <li>• Down in 7 counties from LY</li> <li>• 3 high priority counties served (up from 2 LY)</li> </ul>	<p><u>How well did we do it?</u></p> <p>Achieved a \$1:\$4 ROI on programs through in-kind support (down from \$1:\$5 ROI last year due to the types of eye surgeries provided).</p> <p>60 healthcare provider partners engaged</p> <p>Average Cost Per Unit:</p> <ul style="list-style-type: none"> <li>• Eye Surgeries: \$1,429.20</li> <li>• Low Vision: \$464.18</li> <li>• Hearing Aids: \$300.00</li> </ul> <p>49% minority clients (down from 59% LY)</p>
<b>EFFECT</b>	<p><u>Is anyone better off (#)</u></p> <p>Direct Services:</p> <ul style="list-style-type: none"> <li>• 50 eye surgery clients have saved or restored sight</li> <li>• 14 low vision equipment clients can live safely and independently</li> <li>• 14 hearing aid clients have hearing restored</li> <li>• 17 individuals were referred to get glasses following a vision screening</li> </ul>	<p><u>Is anyone better off (%)</u></p> <p>An average of a 45% increase in quality of life for all LVS clients.</p> <p>A 75% success rate in clients seeking to pass a DMV vision test as a result of LVS services.</p> <p>A 75% increase in clients' understanding of vision health following participation in an LVS program.</p>

## Success

Successful and impactful program outcomes are a vital component of fulfilling our mission at LVS. Over the last year LVS provided 83 sight saving eye surgeries, 14 pieces of empowering low vision equipment items, 1 vision screening event, and 28 hearing aids, reaching nearly 100 South Carolinians in poverty.

Of all the LVS programs, the Eye Surgery Program represents the largest number of individuals served, the largest portion of programmatic expenses, and the most transformative services of any LVS program. We will focus on expanding upon the success of this flagship program for much of this report.

There are a variety of causes of vision impairment which vary by ethnicity in the United States. These distinctions remind us of the vast disparities in vision health as in many other fields of public health as well. Utilizing a 2016 study from the National Academies of Sciences, Engineering, and Medicine we can compare this national data with our program data in South

Carolina to gauge our success in addressing some of the most pressing vision health issues in our community.

Across the board cataracts are the most prevalent cause of low vision in every ethnic population (59.2% for White persons, 50.9% for Black persons, and 46.7% for Hispanic persons). Many of the LVS Eye Surgery clients fall into this category of “low vision” as they are not yet legally blind. Cataracts accounted for 66% of all LVS eye surgeries in the last year, underscoring the prevalence of this trend.

However, when we evaluate the causes of blindness by ethnicity, we see disparities begin to emerge. The most prominent cause of blindness in Black persons is cataracts (36.8%), in Hispanic persons is glaucoma (28.6%), and in White persons is age-related Macular Degeneration (54.4%).

We believe the trend in our program data indicates a particular success with regards to preventing blindness among African American clients. Last year 74% of all eye surgeries for Black persons at LVS were cataract surgeries. This means we are significantly decreasing the likelihood that Black persons who apply for eye surgery through LVS will ultimately succumb to the most prevalent form of vision loss within their ethnic population.

We have work still to do to achieve the same results for other ethnic groups at LVS, but this trend is encouraging to our staff that we are impacting social determinants of health in the communities we are serving.

### Sustainability

Lions Vision Services has kept its programs sustainable for nearly fifty years. A key component to the perpetuity of our services is the value of our healthcare providers across the state. It is imperative to maintain and grow these partnerships to continue program services. Each year Lions Vision Services establishes an average of five new healthcare provider partnerships to sustain and expand our impact across the state. In addition, we review our negotiated reduced fee schedules annually to ensure we are providing valuable vision healthcare services at an effective cost.

LVS regularly analyzes statistical data related to the causes of blindness, demographics impacted and access to vision healthcare in efforts to keep our program services relevant to the needs of the visually impaired residents of South Carolina. We are currently working on a Client Marketing Process to ensure individuals across the state, even in remote areas, are aware of the services Lions Vision Services can provide to them so that no one unnecessarily lives in darkness.

To further ensure our program sustainability, a Fund Development Plan is evaluated and updated annually to keep up with local trends in fundraising and to meet the ongoing needs of LVS programs for years to come. In addition, a permanent endowment ensures financial security for continued services in years when programmatic funding is impacted from economic hardships out of our control.