

# LETTER FROM THE CHAIRMAN AND CHIEF EXECUTIVE

## WHEN YOU ARE AT A CROSSROADS, IT'S A QUESTION OF CHOOSING THE RIGHT ROAD AHEAD.

The Royal New Zealand Foundation of the Blind was at a crossroads in the 2006-2007 fiscal year.

Our strategic planning process clearly showed that the volume of services we provide, the way we deliver them, and the historic way of funding them simply was not sustainable. In fact, when projecting to 2020, there was a huge gap between the future cost of service provision and our projected income from public donation, government funding, sponsorships, etc. (Just one-third of our annual \$22m cost of providing services comes from government sources.)

To ensure the Foundation's long-term sustainability, we began to make several significant changes, completed key pilot projects and, at the same time, continued to deliver a wide range of services to our approximately 11,600 blind, deafblind and vision-impaired members.

Our Digital Talking Books pilot proved that we can deliver talking books over the internet, and that members loved this option. And our "Seeing the Possibilities" pilot helped us better deliver services more efficiently and effectively to new members through a centre-based approach that also utilised the wisdom and support of existing members.

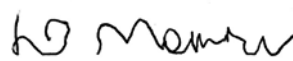
Major changes also involved successfully passing the "baton" to a new Chief Financial Officer and preparing for the

transition to a new Chief Executive, improving our planning processes so that activities were more closely linked to our goals and objectives, and working more closely with members and our consumer organisations.

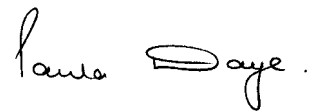
Yes, it was a challenging and successful year that saw the Foundation carefully, but boldly, choosing the correct road ahead.

To our staff, management team, volunteers and other stakeholders, we offer a heartfelt "thank you and well done". To our members, we pledge to continue doing our best to deliver the services that you require. To our donors, key sponsors and partners like Bayleys Realty Group and Vodafone, as well as our many other friends, we thank you for your ongoing support.

Sincerely



**Don McKenzie**  
Chairman



**Paula Daye**  
Chief Executive

# HIGHLIGHTS 2006-2007

## 70 years of talking books!

The Foundation's library lends more than 400,000 talking books and magazines annually, with some readers devouring a dozen a week. Foundation members, staff, narrators and VIPs celebrated the 70th anniversary of Talking Books in NZ. This photo shows Prime Minister Helen Clark, RNZFB Divisional Manager Mary Schnackenberg, RNZFB Chief Executive Paula Daye, and Minister Responsible for the National Library Judith Tizard.



## TALKS and mobiles

Mobile phones are everywhere. And thanks to our partnership with the Vodafone more than 75 RNZFB members were supplied with phones equipped with TALKS technology this year. TALKS software lets you text or even surf the internet over your mobile without needing to see the screen. Funding from the Vodafone New Zealand Foundation enabled our Adaptive Technology staff to provide training on how to use the TALKS enabled phones.



## Blind Sport teens bring home the medals

Five blind and vision-impaired teens, all aged 13-14 years, were hugely successful at the Rocky Mountain State Games in Colorado in August 2006. They competed against more than 6,000 of their sighted peers in swimming and athletics and brought home one gold, four silver and four bronze medals! Blind Sport New Zealand is one of eight Consumer Organisations funded by RNZFB. From left are Daniel Holt, Hamish Tahana, Lucy McLeod, Cameron Laken and Mary Fisher.



## Sir Ed and Yanche

Sir Edmund Hillary has supported Guide Dog Services for years, providing sketches and autographing \$5 notes. These always bring high bids at auctions from Kiwis wanting to own a bit of history and support a great cause. Sir Ed was recently photographed with guide dog puppy Yanche (pronounced yun-gee, which is a common female Sherpa name). Sir Ed and Lady Hillary named this very special puppy.



## 'Red Puppies' light up NZ

Guide dog puppy Stella had a million-dollar smile and big brown eyes to die for. Stella and the first Red Puppy Appeal raised a record \$1.1m in March/April. The Fundraising Department's clever multi-media campaign to attract new puppy sponsors was also a huge success. More than 3,800 new puppy sponsors had signed up by 30 June... and the sponsorships just kept rolling in!

## College completes Parnell site build-out

In 1890, when the Foundation opened for business, it was located in the "wop-wops". Today, this piece of prime real estate, nestled between Parnell and Newmarket, is in effect "the family silver." It is also a source of significant annual rental income. This year's opening of ACG Parnell College completed development of the Foundation's Parnell site.



## Three cheers for volunteers!

Volunteers are critical to the Foundation. The implementation plan for a review of Volunteer Services, approved by the Board in principle, will help us continue to attract dedicated volunteers like Katy Kapadia. She and sons Denzel and Cameron helped Foundation members John and Konini Glen with shopping and appointments. Mr Glen died in 2007 but Katy continues to help Mrs Glen.

Photo: Howick Times

## Changing CEs

Chief Executive Paula Daye (at far right) resigned in January, after eight years with the Foundation, the last four as CE. Paula continued to lead the organisation throughout the fiscal year and provided a smooth transition to new CE Sandra Budd. Sandra, who started at the Foundation on 16 July, has an impressive 35-year career in health, both in New Zealand and Australia.



# SUMMARISED FINANCIAL STATEMENTS

This page contains a summary of the full financial statements, on pages 45 to 58 of this report. The summary gives a breakdown of the sources of the Foundation's income this year, in comparison to last year, and how we spent that money. It also outlines our assets, investments and any liabilities, and shows how the Foundation manages to meet the demand for services, as well as plan financially for the future.

STATEMENT OF FINANCIAL PERFORMANCE AND MOVEMENTS IN EQUITY	Group	
	2007 \$000	2006 \$000
<b>Income</b>		
Government contracts	7,454	7,111
Donations and legacies	20,961	15,357
Less cost of fundraising	(4,227)	(4,340)
Property income	3,563	3,522
Investment income	411	624
Other income	728	897
<b>Net income for programmes</b>	<b>28,890</b>	<b>23,171</b>
<b>Expenditure</b>		
Supporting independent living	11,927	11,104
Supporting access to information and culture	5,664	5,512
Teaching technology skills, increasing employment and awareness	1,873	1,612
Assuring quality of services	297	314
Research, public relations and communications	649	696
Grants to special interest groups	831	906
Governance	211	177
Other expenditure	933	1,000
<b>Total expenditure on programmes</b>	<b>22,385</b>	<b>21,321</b>
Surplus from operations	\$6,505	\$1,850
Revaluation of property investment	6,706	3,747
<b>Net movement in equity</b>	<b>\$13,211</b>	<b>\$5,597</b>

STATEMENT OF FINANCIAL POSITION	Group	
	2007 \$000	2006 \$000
Current assets	9,174	4,348
Investments	71,332	63,720
Fixed and other long term assets	11,821	12,770
Subtotal	92,327	80,838
External borrowings	1,000	3,000
Other liabilities	2,964	2,686
<b>Net assets</b>	<b>\$88,363</b>	<b>\$75,152</b>
These assets are held for:		
Restricted purposes designated by donors	5,509	4,334
Special purposes designated by the Board	9,612	5,080
Capital	52,120	46,348
Endowed Capital Funds	21,122	19,390
<b>Total Equity</b>	<b>\$88,363</b>	<b>\$75,152</b>

## AUDIT REPORT TO MEMBERS OF THE ROYAL NEW ZEALAND FOUNDATION OF THE BLIND AND GROUP

We have obtained all the information and explanations we have required.

In our opinion the financial report on pages 45 to 58 fairly reflects the financial position of the Foundation and Group as at 30 June 2007 and the results of its operations and cash flows for the year ended on that date.

The service performance information of the Foundation and Group, presented in the tables headed Statement of Service Performance, on pages 19 to 22 fairly reflect the achievements in relation to the performance targets and other measures adopted for the year ended 30 June 2007.

Our audit was completed on the 24 August 2007 and our unqualified opinion is expressed as at that date.

**BDO SPICERS  
CHARTERED ACCOUNTANTS  
AUCKLAND, NEW ZEALAND**

# KEY TARGETS TABLE

SUPPORTING INDEPENDENT LIVING	Actual 2005-2006	Planned 2006-2007	Achieved 2006-2007
<b>Adult Services</b>			
Number of members learning new skills to connect to the world	915	950	*789
Number of members learning to adapt to everyday life with sight loss	2,371	2,250	*2,099
Number of members being supported with independent travel	1,313	1,350	*1,139
Number of members receiving counselling	746	620	633
Number of members participating in Recreation Services	365	420	**314
* The number of available hours that could be devoted to these services was reduced by specialist staff vacancies and the development of newly recruited staff.			
** A national sports event was not held this year.			
<b>Children's Services</b>			
Number of members learning to adapt to everyday life and be independently mobile	489	656	*354
Number of members being supported by Child and Family Social Work	76	209	281
Number of members participating in Recreation Services	365	522	**312
* Four positions were vacant (approximately a 25 percent vacancy rate) resulting in correspondingly lower levels of service delivery.			
** A national sports event was not held this year.			
<b>Assessment of members</b>			
Number of members whose needs were assessed	1,186	1,030	1,291
Number of members whose needs were reassessed	152	155	229
<b>Services to Māori and Pacific peoples</b>			
Number of awareness and prevention programmes delivered to Māori and Pacific peoples	55	40	60
<b>Services to the deafblind community</b>			
Number of deafblind members participating in Deafblind Services	300	250	*144
* We over-estimated the number of deafblind members that would require services from the Foundation this year.			

# REPORT AGAINST BUSINESS PLAN – KEY ELEMENTS

## MAJOR DONORS

In addition to the usual services the RNZFB delivers, and to take the Foundation forward strategically, the Foundation focussed on the following activities during the financial year. These activities are grouped under the goals and objectives contained in the Strategic Plan 2004-2007. The terms “achieved”, “mostly achieved”, “partially achieved” and “not achieved” are used to describe the stage of completion. A comment on the achievements for the past financial year is then provided for each planned activity.

### GOAL ONE: INCREASE THE PARTICIPATION OF BLIND AND VISION-IMPAIRED PEOPLE IN SOCIETY.

**OBJECTIVE 1.1:** We will provide services based on member priorities and evidence-based research.

**OBJECTIVE 1.2:** We will operate culturally relevant programmes for Māori, Pacific Island and other ethnic populations.

**OBJECTIVE 1.3:** We will provide better support for children, young people and their families.

**OBJECTIVE 1.4:** We will better meet the needs of our older members.

**OBJECTIVE 1.5:** We will provide services that meet the specific needs of people who are deafblind.

**OBJECTIVE 1.6:** We will assist members to secure or retain employment in their careers consistent with their skills, abilities and interests.

**OBJECTIVE 1.7:** We will reduce the isolation experienced by our members.

**OBJECTIVE 1.8:** We will evaluate and determine a replacement for audiocassettes and enhance the experience of reading.

### GOAL TWO: ENSURE CONTINUITY OF SERVICE DELIVERY.

**OBJECTIVE 2.1:** We will ensure that the new governance and related management processes are functioning effectively and efficiently.

**OBJECTIVE 2.2:** We will ensure the Foundation is sufficiently resourced and prudently managed.

**OBJECTIVE 2.3:** We will reflect current best practice, and a culture of continuous improvement.

**OBJECTIVE 2.4:** We will lobby government to fund essential habilitation, rehabilitation and literacy services for blind and vision-impaired people.

### GOAL THREE: RAISE COMMUNITY AWARENESS OF BLINDNESS AND WORK

The Foundation is indebted to its sponsors, donors and many other supporters whose voluntary donations of time and money make it possible for us to deliver essential services to blind, deafblind and vision-impaired people. A sincere thank-you to all of you.



A & S Flavell Charitable Trust  
ACE Shacklock Charitable Trust  
Air New Zealand Ltd  
Ashburton Trust Charitable Foundation  
Avis Mauger  
B R Thorp Trust  
BayTrust  
Beatrice Georgeson Trust  
Bendigo Valley Sports & Charity Foundation  
Beverley Ethne Pearson Trust  
Bikram Yoga Auckland  
Bodmin Charitable Trust  
Mrs J Bristow  
Canterbury Foundation  
Carr Endowment Trust  
Castle Trust  
Caversham Foundation  
Century Foundation  
Chartwell Trust  
Clyde Graham Charitable Trust  
Community Trust Of Southland  
Cuesports Foundation Limited  
D B Laxton  
D.M. Partridge Trust  
Dr Marjorie Barclay Trust  
Mr & Mrs Dunn  
East Tamaki Community Charitable Trust  
Eastern & Central Community Trust  
Ellesmere Lions Club  
First Sovereign Trust  
Frances Skeet Charitable Trust  
G & E Stanbury Family Trust  
Mr Des Hunt  
Hutter Charitable Trust  
Infinity Foundation Limited

Jack Jeffs Charitable Trust  
JDS Roberts Trust  
Jones Foundation  
Kimberly-Clark New Zealand  
Kiwi Community Trust  
L W Nelson Trust  
Lady Fisher  
Mr Ian M Lang  
Lorna & Ian Wilkinson  
Mana Community Grants Foundation  
Manna Family Trust  
Manukau City Council - Dog Registrations  
Marjorie M Stead Trust  
Mayfield & District Lions  
Mazda Foundation  
Mike & Ann Thompson  
Miller Charitable Trust  
Mt Wellington Charitable Trust  
New Zealand Community Trust  
Noel & Melva Yarrow Charitable Trust  
NZ Lottery Grants Board  
NZ-TS Alsco  
Opportunity Shop, Taumarunui  
P H Vickery Charitable Trust  
Pamela McDonald  
Pelorus Trust  
Portage Trust  
Powell Family  
Prime Community Trust  
Pub Charity Inc  
Mrs Olwyn Purvis  
Rangiora High School  
Mr S Reading  
Roadstar Transport Ltd  
Rose Posthuma  
Rotorua Energy Charitable Trust

Scottwood Trust  
Selwyn Robinson Foundation  
Miss Adrienne Sheddan  
Sir Ernest Davis Endowment Trust  
SKYCITY Auckland Community Trust  
Mr Ken Smith  
South Auckland Charitable Trust  
Southern Cross Building Society Charitable Trust  
Staples Rodway Trust Account  
Ms Olive Stoddard  
Stuart Rain & Clare Jones  
Sunset Foundation (Inc.)  
The Anchorage Retreat Charitable Trust  
The Canterbury Community Trust  
The Community Trust of Otago  
The Gama Foundation  
The Jim McLaughlan Family Trust  
The Lion Foundation  
The Margaret M. Blackwell Bequest  
The New Zealand Herald Foundation  
The Trusts Charitable Foundation  
The Victoria League Inc. - Auckland  
Thomas George Macarthy Trust  
Tonkinson Charitable Trust  
Trust Waikato  
Vodafone New Zealand Foundation  
Waitakere Licensing Trust through the Trusts Charitable Foundation  
Waitakere Trust through The Trusts Charitable Foundation  
WEL Energy Trust  
Wellington Region Foundation  
West Coast Community Trust  
Win Skellerup Library Trust  
Winton & Margaret Bear Charitable Trust

# FUNDRAISING RESULTS ETC...

## BLIND WEEK APPEAL 2007

Deafblind and 100% active

A Big Thanks To All Who Supported Our Blind Week Appeal 2007

The Royal NZ Foundation of the Blind would like to thank everyone who supported our Blind Week appeal in October 2007, especially the thousands of kiwis who volunteered their time as street appeal collectors. Their time and dedication are invaluable, and we simply could not run this campaign without them.

“The time I spent (collecting for the Blind Week appeal) was very enlightening and restored my faith in the generosity of the ordinary person. I was amazed at the number of donations and the smiles on people’s faces. If I am allowed to, I will be happy to do a collection next year. Thank you for the opportunity.”

## RED PUPPY APPEAL 2008

Thank you for giving power to the puppies!

Thank you to everyone who donated during Red Puppy Appeal on 4-6 April. We’ve already tallied over \$1 million and we’re still counting! A woofin’ big thanks from guide dog puppy Stella and her friends.

The Red Puppy Appeal is all about giving power to our guide dog puppies, so, as guide dogs, they can empower blind, deafblind and vision-impaired New Zealanders. You might have seen our puppies around - they’re the ones in the red coats that guide dog puppies in training wear.

The difference a guide dog makes in a blind, deafblind or vision-impaired person’s life is immeasurable, opening up a whole new world. Find out more about guide dogs and the RNZFB’s Guide Dog Services.

