ANNUAL REPORT 2020

Seeing our way through a global pandemic

BOSTONSIGHT®

ABOUT BOSTONSIGHT

BostonSight® is a nonprofit healthcare organization that advances the treatment of diseased or damaged corneas and dry eye.

Our ongoing commitment to research and achieving optimal patient outcomes through innovative scleral lens design, education, and technology has saved the sight of thousands of people around the world.

VISION

A world where no one suffers loss of sight from diseased or damaged corneas and dry eye.

MISSION

To improve quality of life by transforming the understanding, treatment, and care of the ocular surface.

Moving Forward While the World Pauses

Sara Yost, MBA
President and CEO

David Rosenbloom, PhD
Board Chair

The global pandemic presented challenges to every aspect of BostonSight. Throughout the pandemic, our goal was to provide hope to our patients around the world that we would be there to relieve their pain and restore their sight; hope to our staff that we would preserve their jobs and provide them with a safe work environment; and hope to the scleral lens community that we would continue to innovate and educate in the field. In 2020, we found new ways to connect with and support patients and practitioners, and we continued to grow. This report shows we succeeded through the efforts of our staff, patients, and donors, along with help from a PPP loan from the government.

In our Needham clinic, measures, including protective equipment, new state-of-the-art imaging technology, and revised treatment protocols ensured the safety of our staff and patients while reducing time spent in the clinic. Our clinical staff hosted round tables with our treatment partners to help develop best practices to safely see patients. In the early stages of the pandemic, most people went online, and we met them there. We expanded our education and leadership activities. Our Facebook FitGroup, where we foster a community of hundreds of BostonSight SCLERAL lens fitters, became a vital link for the field. We brought together future optometry leaders in a virtual setting for our 2nd annual FitAcademy, an intensive training program on scleral lenses and ocular surface disease.

Remarkably, we were able to lay the foundation for future innovation and growth. Our newly established Scientific Advisory Board prioritized research initiatives to drive scleral lens innovation. Four new research projects were launched in 2020. We continued our practitioner network expansion so that patients would have greater access to BostonSight PROSE™ treatment and scleral lenses—when they were once again able to see their doctors—by establishing three new PROSE Network sites in the U.S., growing our BostonSight SCLERAL networks by 20 percent, and distributing BostonSight SCLERAL in Latin America through a new partnership with Spectrum International.

The pandemic continues to affect all of us personally and professionally in many unforeseeable ways. The resilience and dedication of our staff, patients, and generous supporters through 2020 showed that BostonSight will endure and grow stronger. We are humbled and will be forever grateful to you all.

Thank you for being with us.

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VP, Clinical and Professional Affairs

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Director of PROSE Network Clinical Relationships

Bita Asghari, OD, FAAO
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Chirag Patel, OD, FAAO
Associate Director of Innovative Technologies

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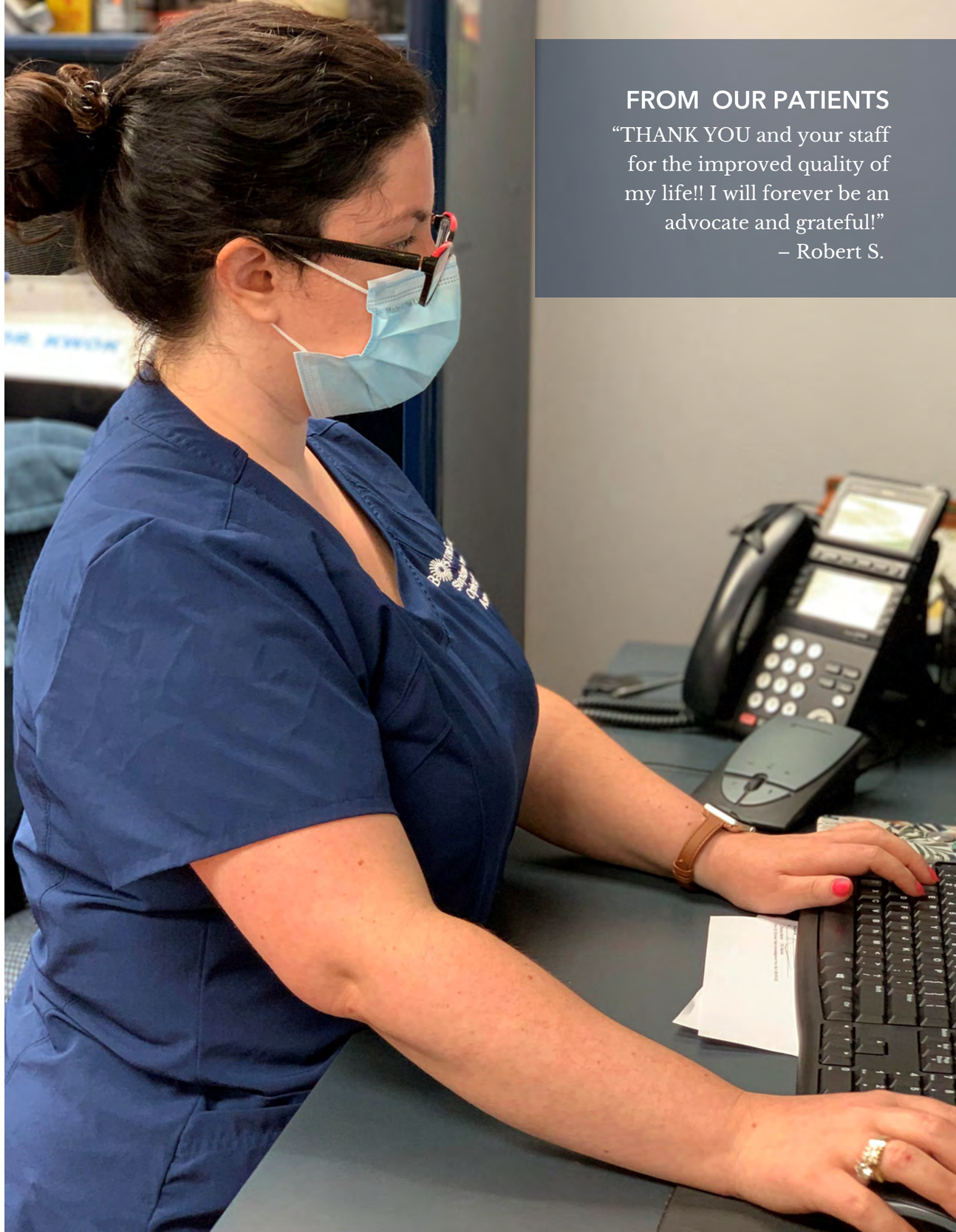


FROM OUR PATIENTS

"THANK YOU and your staff for the improved quality of my life!! I will forever be an advocate and grateful!"
– Robert S.

Patients rely on BostonSight to save their sight.

Our work is not complete without providing the resources our patients and families need to live well with diseased or damaged corneas or dry eye.

This year we raised $367,000 in donations to help more patients.

Donations support the education of the public, patient, and professional eye health communities; support research and technological innovation that advance the design, manufacturing, and application of PROSE devices and scleral lenses; and provide financial assistance to patients in need.

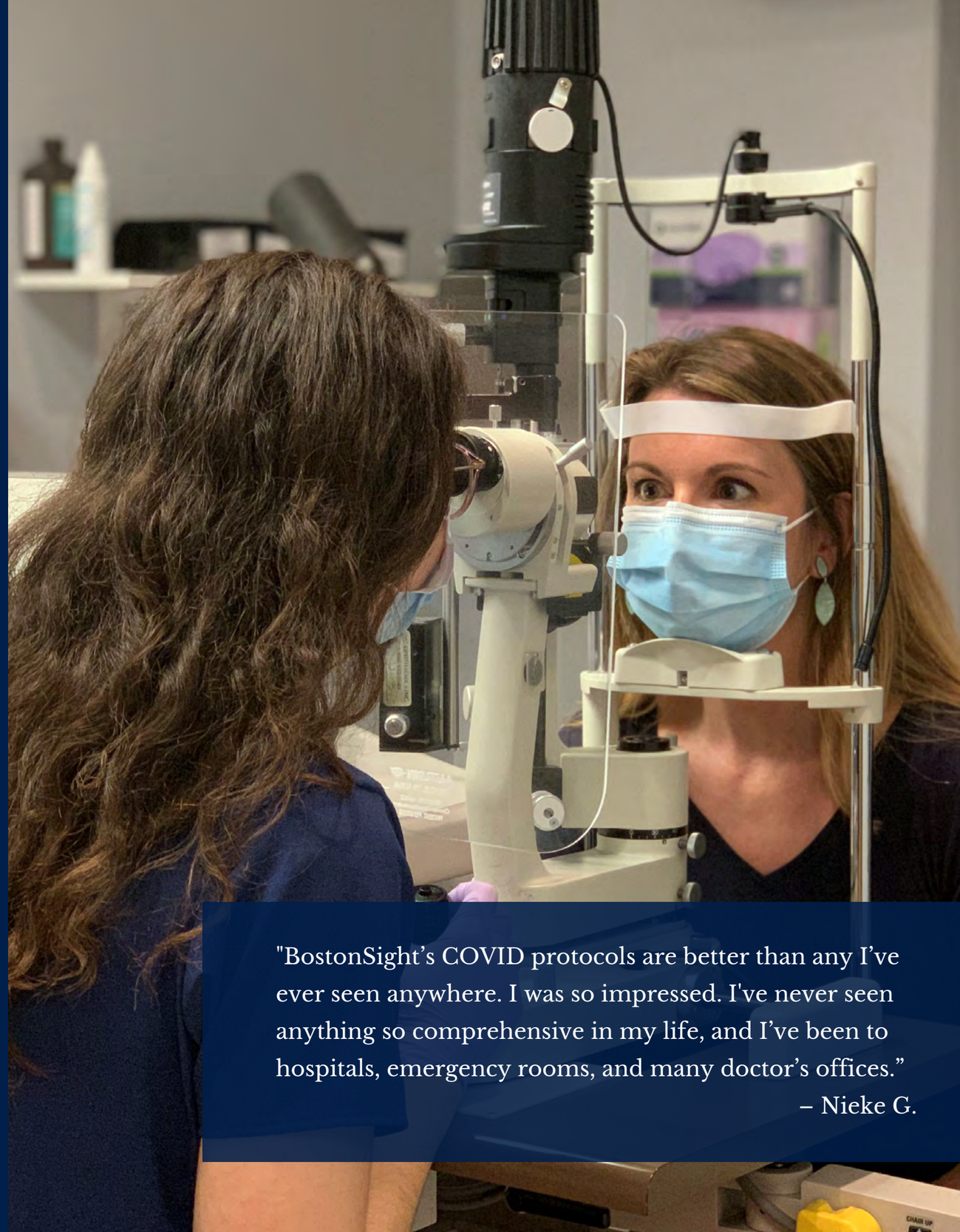
Read on to see some of the amazing things your generosity accomplished in 2020.

The clinic during a pandemic

Delivering patient care, safely

To maintain clinic operations, Daniel Brocks, MD, BostonSight's Chief Medical Officer, and the clinic team developed stringent Standard Operating Procedures that ensured staff and patient safety. Newly added safety measures included:.

- Personal protective equipment worn by staff
- Limiting patient time in the clinic
- Extra sanitization of each clinic room using EPA-approved disinfectants that eliminate COVID-19
- Taking temperatures of all patients and staff
- Administrative staff working remotely
- Lab closed to all but the manufacturing staff
- Physical modifications to clinic rooms and main office, including installation of plexi-glass barriers



"BostonSight's COVID protocols are better than any I've ever seen anywhere. I was so impressed. I've never seen anything so comprehensive in my life, and I've been to hospitals, emergency rooms, and many doctor's offices."

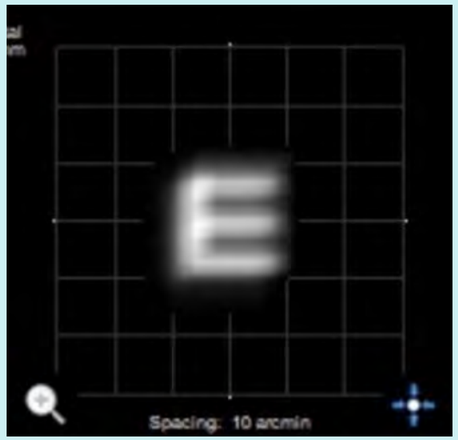
– Nieke G.

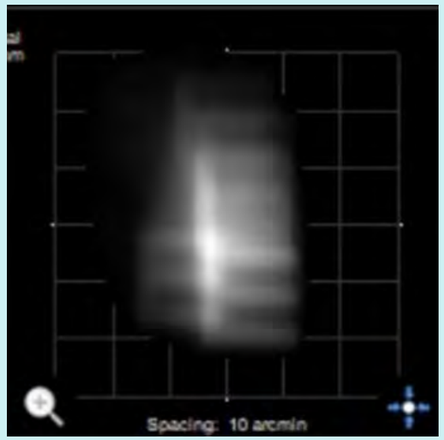
INNOVATION AND RESEARCH

Always striving for better results and patient comfort, BostonSight staff advanced PROSE device and scleral lens fitting and treatment this year.

In 2019 we introduced HOA (higher-order aberration) technology, and in 2020 Dr. Brocks led our HOA Collaborators Program, working with more than 20 practitioners from leading eye institutions across the U.S and Canada to test our HOA technology. HOA technology has exciting applications as it works to minimize aberrations that can impede crisp vision. The images below show the vast improvement patients can experience when HOA technology is applied to PROSE devices.

We also embarked on four research studies, including “An Evaluation of Tangible Boost (Hydra-PEG) at Home Lens Coating System for Patients with Dry Eye Syndrome, Stevens Johnson Syndrome, Sjögren’s Syndrome, and Graft versus Host Disease.” This study looks at the feasibility of having patients recoat their PROSE devices at home with Hydra-PEG, rather than having to send them into the BostonSight lab. This is an important step in ensuring the ongoing quality of life for patients.





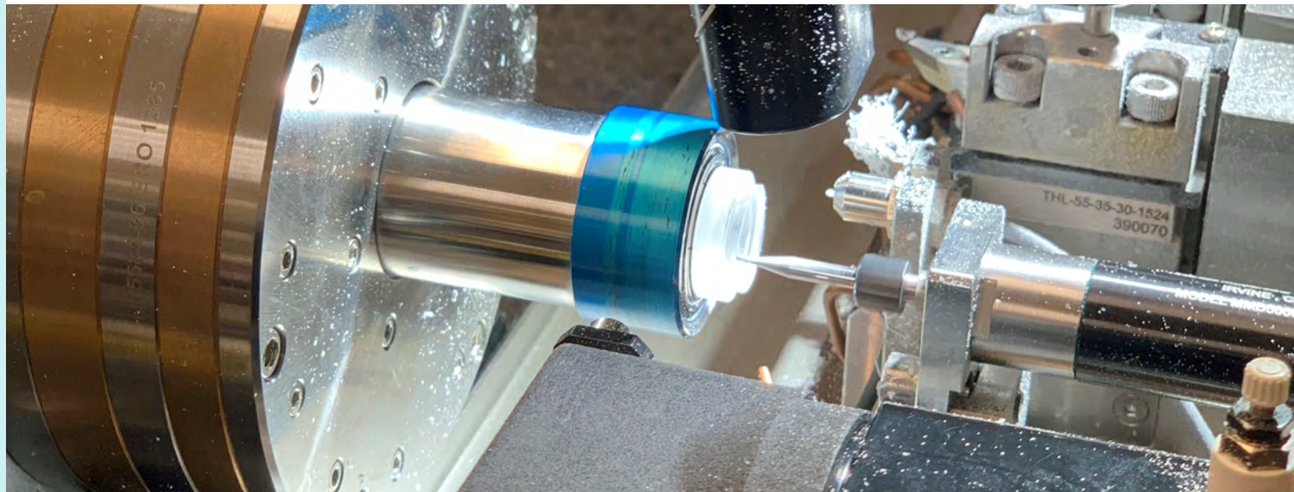
DESIGN AND MANUFACTURE

A tomographer and corneo-scleral profiler are two different types of machines, both of which provide imaging data by scanning a patient's eye.

In 2020, we began re-engineering our image-guided lens design technology, which will allow practitioners with a scleral tomographer (Pentacm CSP) or corneo-scleral profiler (Eaglet ESP) (see blue box above) to scan patients' eyes and transmit the data to FitConnect™, BostonSight's proprietary lens design and ordering platform. The data in FitConnect then instructs the lathes in our manufacturing lab how to cut the lens. Image-guided design is intended to reduce the number of device cuts and, therefore, the number of patient visits required to obtain an optimal fit.

While PROSE devices can be custom designed from 14mm to 23mm in diameter, commercially available scleral lenses are more restricted in size. One of the most exciting updates at BostonSight in 2020 was the introduction of an expanded range of diameters of BostonSight SCLERAL lenses to our Indian and Latin American markets. This launch sets the stage to offer a range of 16mm to 19mm lenses in the U.S. and Canada in 2021, broadening the profiles of patients who could benefit from our scleral lens technology.

We also began manufacturing lenses with built-in oval optic zones in 2020. BostonSight patient data indicate that the cornea is shaped more like a football rather than being perfectly round. By designing and manufacturing our lenses with an oval shape, practitioners obtain exceptional lens stability, and improved fit and patient outcomes.



EDUCATION

In 2020, BostonSight strengthened its commitment to educating practitioners about ocular surface disease, treatment, and innovation.

Through online meetings, webinars, emails, and publications, we stayed at the forefront of practitioners' minds, providing them with education and research they could read or watch as their clinical work went on hold and inviting them to share their own challenging cases. We also worked diligently to expand our FitGroup on Facebook, a dedicated group for practitioners around the world to learn fitting tips and share cases. When clinics began to reopen, practitioners were more than ready to address their patients' eye challenges.

Our annual FitAcademy Retreat for Residents, in its second year, went fully virtual. Residents from across the country met online for a full weekend of didactic training in scleral lens fitting and treatment. Our team sent nearly 40 FitAcademy Toolkits to our attendees, with training guides, "brain food", and a special gift. Our generous sponsors, the John W. Henry Family Foundation and Contamac, made this event possible.

As all of us increased our screen time, eye health became a hot topic. Dry eye and blurry vision became an issue for the first time for many people. This unfortunate side effect of online life has elevated the need for scleral lenses and will continue to do so into the foreseeable future.

FitAcademy™ virtual
SEPTEMBER
26 & 27, 2020

Thank you to our sponsors

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EMPOWERING YOUR VISION

PROSE PROVIDER SPOTLIGHT

Dr. Gloria Chiu, USC Roski Eye Institute

This story was written by USC Roski Eye Institute.

Three years ago, an outside clinic diagnosed Maria Contreras with keratoconus, a degenerative eye disease that causes thinning and bulging of the cornea. Though the clinic followed her for years, Maria saw no improvement in her vision and continued to suffer from poorly corrected irregular astigmatism, a lack of depth perception, and significantly decreased vision in both eyes. Her deteriorating vision was affecting her daily activities, especially at night. She was even told by her doctor that she might have to give up her driver's license.

“Eventually, I knew their treatment wasn't working and I needed to do my own research,” Maria said. “There had to be other options for me.”

A friend, who'd received treatment for a similar condition at the USC Roski Eye Institute, recommended that Maria schedule a consultation with Dr. Gloria Chiu. Dr. Chiu is an optometrist who focuses on prescribing specialty contact lenses for various eye conditions, including keratoconus. Although the prevalence of the eye disease ranges from about 1-4% globally, a high volume of patients who seek care and treatment from Dr. Chiu have this condition.

With Maria's diagnosis established, Dr. Chiu learned that Maria had only been prescribed glasses to correct her vision. “This surprised me because for many keratoconus patients, glasses don't work adequately once the condition becomes more advanced and the eye shape has become distorted,” said Dr. Chiu. “This is when specialty contact lenses or scleral lenses are required to best correct the vision.”

Dr. Chiu at first fitted Maria with rigid gas permeable (RGP) contacts, and although Maria's vision improved, she remarked that the bulky lenses were uncomfortable. “I felt like I had an eyelash stuck in my eye,” Maria recalled.

Dr. Chiu then presented Maria with another option, PROSE treatment. PROSE (Prosthetic Replacement of the Ocular Surface Ecosystem) utilizes a special software program to create scleral devices that are customized to match the unique contour of a patient's eye.

“The moment I put them on, I started to cry,” Maria said. "I knew this was something amazing.”

Although PROSE offered a way to improve her vision, Maria faced another hurdle: her insurance would not cover the devices. Fortunately, Dr. Chiu offered a new solution.

Maria and Dr. Chiu together. Credit: University of Southern California

In 2011, a former grateful patient of hers helped to establish the PROSE Care Fund, which was created to provide financial assistance for PROSE treatment to low-income patients or to those whose insurance denied coverage.

“The moment I put them on, I started to cry,” Maria said. “I knew this was something amazing.”

Within weeks of submitting her application for assistance, Maria was approved and fitted with her custom PROSE lenses. “It has been a month now and I am able to drive comfortably and travel outside. I see the colors, details of flowers, people's faces, and how beautiful the world is. I cannot express how grateful I am.”

Dr. Chiu will continue to monitor and treat Maria's eyes to ensure that the keratoconus does not progress or worsen. Although advanced keratoconus is currently a degenerative eye disease that cannot be reversed, the PROSE lenses have given Maria her life and sight back.

PATIENT STORY

NICOLETTE FACED A TERRIBLE DECISION: have a stem cell transplant or die within two to eight months. She chose the stem cell transplant, although she says, “it wasn’t much of a choice.” She had the transplant in December of 2019 and 6 months later was in remission. However, Nicolette developed Graft versus Host Disease (GvHD), a common complication of stem cell transplants, with more than 70% of survivors developing the disease.

GvHD occurs when the new immune system created by the stem cell transplant attacks the organs and tissues of the patient. According to the Meredith Cowden Foundation, “it can be fatal if not controlled and currently there is no cure.” Treatment for GvHD includes immunosuppressant drugs, which also have side effects. Nicolette developed ocular GvHD, too, which produces significant inflammation of the ocular surface and conjunctiva, the mucous membrane that covers the front of the eye and lines the inside of the eyelids.

Nicolette G.

Every time she blinked, she was in severe pain as the eyelids scraped across the damaged cornea. On average, humans blink between 15,000 and 19,000 times per day.

“My eyes and every mucous membrane of my body was affected,” she says. “My tear ducts scarred over, I stopped producing tears, I had severe dry eye, and my corneas developed abrasions.” Nicolette describes her corneas as feeling “chewed up.”

The graft blood she received doesn’t recognize where it is and so it starts eating away at the foreign mucous membranes, and in Nicolette’s case, her corneas, which can develop holes if not treated. Every time she blinked, she was in severe pain as the eyelids scraped across the damaged cornea. On average, humans blink between 15,000 and 19,000 times per day.

By June of 2020, Nicolette was putting a patch over her left eye, which was slightly worse than her right eye, to keep the lid closed and stop blinking. It was so inflamed she couldn’t see out of it. “I was dealing with so much already and my eyes became another thing to manage. I even had to stop driving.”

Her retinal specialist referred her to an ocular GvHD expert, Dr. Mina Farahani at Ophthalmic Consultants of Boston. Nicolette started using serum tears, eye drops made from a patient's own blood and which provide healing properties beyond commercial tear products. The serum drops had to be used constantly, and although they helped, they weren’t a long-term solution and can be prohibitively expensive for many patients, costing upwards of three hundred dollars per month. Dr. Farahani referred her to BostonSight to learn about PROSE Treatment.

A “Martini Glass” on your eye

Nicolette met with Dr. Bita Asghari, a PROSE Provider at BostonSight in Needham, MA, and felt comfortable right away. After countless hospital, ER, and office visits in 2020, the year of the global pandemic, Nicolette says, “the COVID protocols at BostonSight are better than any I’ve ever seen, anywhere. I was so impressed. And Dr. Asghari was amazing. She said, ‘I want to get this 100% right.’ She is a rare combination of kindness and expertise. I’m really grateful to her for being so on top of the experience and making sure I had a good outcome,” says Nicolette.

And while the patient experience was excellent, Nicolette doesn’t mince words when it comes to the PROSE devices.

“The PROSE devices are big. I say I have martini glasses on my eyes,” she says over laughter. I admit I was kind of down on the devices at first. I thought, ‘this is just another thing I have to do.’ But I knew I had to get past it.”

Read Nicolette's full story on our website at https://www.bostonsight.org/gvhd-nicolette-story/

"With all the challenges I’ve had to deal with, PROSE devices are probably one of the best things in my life.”

PARENT STORY

Sometimes fate has a way of playing a part in our lives.

Dave Seyfert was studying to be an English teacher when, during his last year of college, a bell choir came to his college to perform. The choir was composed of children with Down Syndrome and Dave was immediately taken with their performance. His interest in special education began that day. He completed a master's degree in special education and was certified to teach children with visual impairments, and a few years later earned a second master's degree at Boston College in orientation and mobility. While earning this degree, Dave lived, worked, and took classes at Perkins School for the Blind in Boston.

Today, Dave's an orientation and mobility specialist who works with blind and low-vision children in schools and communities throughout Long Island. He teaches daily living skills including advanced travel training. Pre-pandemic he'd take children into New York City for trips to Kennedy Airport, the Bronx Zoo, and the Met Cloisters Museum. Once training is complete, the children may have 200 hours of subway travel, for instance, under their belt.

"I've taught children with visual impairments for almost 40 years," says Dave. "I've worked with ophthalmologists and optometrists and taught many students throughout their public-school careers so they can live more independently."

For someone without vision issues himself, Dave knows more about the effects of vision loss on daily living than most people.

"BostonSight PROSE preserved our son's vision. He's now untethered!"

In 2006, Dave's son was diagnosed with autoimmune polyglandular syndrome type 1 (APS-1), a rare disorder characterized by several autoimmune diseases. It's a "Sjögren's-like" syndrome, producing the dry eyes and dry mouth that Sjögren's patients experience. Between 80 percent and 99 percent of people with APS-1 have visual impairment and/or photophobia. His son also developed immune-mediated keratitis (IMMK), a corneal condition where the immune system attacks corneal tissue.

His visual acuities diminished, and he developed photophobia and extreme eye discomfort, with cold, dry, windy days being most challenging to withstand.

To combat the discomfort and photophobia, his son took to staying inside. On the most difficult days, he required a humidifier running constantly and lubricating eye drops for continual relief.

Dave's son received PROSE devices at age 16. With his devices, his photophobia diminished, and he was able to go outside in any weather condition. Additionally, he regained his depth perception thanks to his PROSE devices. "In short, he became untethered!" says Dave.

As with any treatment, patient compliance is one of the biggest barriers to success. PROSE device application and removal is a learned process. Today, Dave's son is an expert at applying and removing his PROSE devices.

"He can insert his lenses in 15 seconds while riding as a passenger in a moving car," Dave says. His son is now a college student studying studio art, where his classes can top 3 hours at a time.

"BostonSight has preserved our son's vision. Our corneal specialist calls BostonSight 'eye-savers'. We call them a game-changer. I don't know where my son would be without BostonSight. From our experience, APS Type 1 patients with Sjogren's-like symptoms would benefit from PROSE devices. I encourage patients to reach out to their vision specialist about the many benefits of PROSE devices or to contact BostonSight directly."

Read Dave's full story and learn about the Foundation on our website at https://www.bostonsight.org/bostonsight-prose-preserved-our-sons-vision/

In 2020, we exceeded our fundraising goal, thanks to YOU. Your support allowed us to provide financial assistance to patients in need, grow our research initiatives, and continue to educate practitioners.

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FROM OUR PATIENTS

"Four-year-old Michael is doing great with his scleral lens! Thank you very much for giving him the chance to keep a functioning eye and caring about him."
– Deanne C.

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Dr. Bita Asghari in front of BostonSight's thank you wall

FROM OUR PATIENTS

"My first day at BostonSight is momentous for me both personally and professionally. My unique regard for you and your team gives me the hope that someday I may bypass eye surgery and be fitted for the prosthetic device. Until that time, my small contributions to your team's efforts will result in an improvement in the gift of sight for others."
– Arnold K.

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Thank you

FROM OUR PATIENTS

"Since being fitted with the BostonSight prosthetic lens I have irritation and pain-free vision for the first time in years. As a bonus, I have perfect distance vision."

– Gai T.

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Shahzad Saleem
Delia Sattin
Tedd Saunders
Neal Schull
Margo Schulman
Maureen Seith
Laura Senft
Robert Sennott
Carolyn Sertich
Robert Seyler
Sue Sharer
Donna Sherman
John Sheskey
Anna Siekierski
Melinda Silver
Robyn Simmons
Paul Skiver
Robert Smanik
Loni Smith
Sherri Smith
Darlene Smolak
Susan Solomon
Chris Sprague
Bernard Stecher
Marc Steingesser
Tara Stepanian
Howard Stoner
Robert Strom
Michael Sullivan
Peter Swanson
Matthew Teague
Nancy Tepper
Alfred Thoman
Karen Thomas
Bill Tolles
Robert Tommasino
Jian Tong-Clark
Monica Unger
Robert VanGrol
Tatleen Vassell
Paul Villers
Manuel Viveiros
Jean Vnenchak
Sharon Voli-Kelly
Anonymous
Dorothy Waldron
Jeanne Walker
Roland Ware
Steven Weber
Jonathan Weber
Claudia Weber
Robert Weber
Irwin Weiss
Mark Willett
James Willis
Kathleen Wilmarth
John Wilson
Manira Wilson-Bassett
Margie Worthington
William Wright
Daniel Wywoda
Craig Yarnell
Margie Zawacki
Michael Zisk

Finance Report

FOR THE YEAR 2020

$6,212M
Operating revenue

$6,322M
Operating expenses

INCOME AND EXPENSES ($ in 000's)

	December 31, 2020	December 31, 2019 (as adjusted)
INCOME		
Needham clinic revenue, net*	$ 2,534	$ 3,661
Network provider clinic revenue, net*	2,410	2,739
Contributions	1,163	433
Other	105	134
Non-Operating Revenue	-	588
Total Income	**$ 6,212**	**$ 7,556**
EXPENSES		
Program services	5,174	5,689
Management and general	1,024	801
Fundraising	124	172
Total Expenses	**$ 6,322**	**$ 6,663**
Net Income	**$ (110)**	**$ 893**

* Net of financial assistance totaling $435,227 and $584,588 in 2020 and 2019 respectively

The information has been extracted from the IRS form 990 and the financial statements of Boston Foundation for Sight for the years ending December 31, 2019 and 2020 that were audited by the independent certified public accounting firm AAFCPAs.

BALANCE SHEET ($ in 000's)

	December 31, 2020	December 31, 2019 (as adjusted)
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	$ 2,055	$ 2,207
Accounts Receivable Needham	758	798
Accounts Receivable, Network	317	382
Accounts Receivable, other	134	64
Inventory	359	261
Prepaid expenses	69	87
Total current assets	**$ 3,691**	**$ 3,799**
OTHER ASSETS		
Restricted Cash	185	185
Deposits	33	33
Total other assets	**$ 218**	**$ 218**
Property and equipment, net	**$ 1,278**	**$ 1,372**
Total assets	**$ 5,186**	**$ 5,389**
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable and accrued expenses	656	551
Current portion of note payable	91	86
Deferred revenue	490	644
Total current liabilities:	**$ 1,236**	**$ 1,281**
Note Payable, net of current portion	**265**	**312**
Total liabilities:	**$ 1,501**	**$ 1,593**
Net Assets:		
Without donor restrictions	3,477	3,533
With donor restrictions	208	262
Total net assets:	**$ 3,685**	**$ 3,795**
Total liabilities and net assets:	**$ 5,186**	**$ 5,389**

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