The New England College of Optometry (NECO) prepares the next generation of eye care providers, teachers, and innovators. Located in the heart of Boston, the College is a small, independent graduate institution that currently enrolls students from 20 states and three countries. NECO graduates 10 percent of the country’s new optometrists each year and supervises 10 percent of the nation’s optometric residents.

NEW ENGLAND EYE

New England Eye (NEE) is the patient care and clinical education subsidiary of the College. It is the largest provider of optometric services in Massachusetts with nearly 85,000 patient visits annually in 44 locations – including 80 percent of Boston’s community health centers. Using mobile vans, NEE clinicians and students provide eye care to children and the elderly as well as to disabled and homeless persons who are unable to travel to a clinic.

NECO and NEE faculty and clinicians are committed to improving access to care, preventing blindness, enhancing quality of life, and developing innovative, economically viable, and reproducible models of eye care.

NEW ENGLAND EYE

ON THE COVER

The rings of a corneal topographer (detail, left), used during contact lens fittings to map the curvature of the cornea, are echoed in the arcs of the stained glass dome above the rotunda at 424 Beacon Street (right). Designed as a single-family dwelling by Boston architect J.A. Schweinfarth, the 1904 building was first owned by Ralph B. Williams, a trustee and director of numerous Boston organizations including National Union Bank and Park Square Trust. The skylight is original to the building.

GLO B A L

The innovative collaboration between NECO and Wenzhou Medical School has transformed China’s perception of eye care, introducing a new model of optometry to the country and offering students from both institutions a cross-cultural education in optometry and ophthalmology.

P A R T 5

NATIONAL

Paul Ajamian’s tireless commitment to optometry has had a far-ranging impact on the profession, from the creation of the co-managed eye care model to online continuing education courses for eye care specialists worldwide.

REGIONAL

New England Eye’s On-Sight mobile clinic has exceeded expectations during its first year of operation, providing access to comprehensive vision care for hundreds of children and older adults throughout Massachusetts.

2011 ANNUAL REPORT
During orientation, I advise incoming students at New England College of Optometry (NECO) that the patient is more than a pair of eyeballs; in order to be an effective optometrist, you need to understand the whole person and the breadth of factors – ocular and otherwise – that impact an individual’s eye health.

I apply that same philosophy to optometric education. As leaders in the profession, we at NECO need to emphasize how the field of optometry fits into the broader healthcare system and work together with other organizations and individuals to help frame the discussion at the regional, national, and international level.

To that end, NECO fosters partnerships with other leading optometry schools, clinical centers, research organizations, and practitioners around the world. Starting in our own backyard, one of NECO’s longest and most important partners is our clinical subsidiary, New England Eye (NEE). This past year, NECO and NEE took a major step toward eliminating barriers to eye care in Massachusetts by launching On-Sight, a mobile eye clinic that delivers high-quality, comprehensive care to underserved populations across the state (story on page 12).

Outside Massachusetts, our 4,000+ alumni are active in a wide variety of clinical positions across the country, extending NECO’s presence nationally as well as our collaboration with practitioners in the development of new clinical and educational approaches. Many of our alumni hold important leadership positions, such as Dr. Paul Ajamian (profile on page 10), who serves as both director of educational programs at the Southeastern Educational Congress of Optometry and chairman of the American Board of Optometry.

Moving beyond America’s borders, NECO maintains active affiliations with institutions in six countries, including the Wenzhou Medical College in China, where NECO alums Drs. Guan-Ji Wang and Lu Fan have been instrumental in shaping both optometry training and eye care policy in China (story on page 5).

Taken as a whole, these connections at the regional, national, and international level help position NECO at the leading edge of optometry and continue to play an important role in our growth and impact as an educational institution and pioneer.

From this position of strength, the board of trustees and other key stakeholders within the NECO community continue to develop a plan for the College’s long-term sustainability and success. As I reported last year, one of the challenges we face as an institution is our physical plant and the high costs associated with maintaining – not to mention upgrading – our aging facilities. These costs constitute a significant portion of our annual operating budget, restricting the investments we can make in other areas vital to our advancement, such as technology and clinical outreach. Given this reality, we continue to investigate potential scenarios for addressing our facilities-related challenges over the long term.

Another question related to our sustainability focuses on whether NECO should continue to function as an independent institution. As illustrated in this year’s annual report, NECO has a long history of partnering with other leaders in optometry and the broader healthcare sector to further its educational and clinical missions. Creating a formal affiliation with a larger school would not only alleviate many of the issues that threaten small private colleges like ours, but also increase our capacity for growth. Given that such an affiliation would also have a direct impact on our physical plant, we must consider both issues simultaneously.

Although the decisions we face are complex, the fact that we have sustained fiscal stability in this challenging economy allows us to proactively and strategically plan for NECO’s future from a position of strength. As always, the financial support of our alumni and friends contributes considerably to that stability – this year and every year. Together, we can navigate the changes ahead and ensure that NECO maintains its position as New England’s leading center of optometric excellence.

Thanks to prudent fiscal management and the willingness of faculty and staff to adopt leaner budgets, I’m happy to report that 2011 was one of the best financial years in NECO’s recent history.

“NECO’s affiliations at the regional, national, and international levels position us at the leading edge of optometry worldwide.”

“Steven P. Manfredi
Chair of the Board

“NECO’s affiliations at the regional, national, and international levels position us at the leading edge of optometry worldwide.”

“Clifford Scott, OD ’68, MPH
President

“Thanks to prudent fiscal management and the willingness of faculty and staff to adopt leaner budgets, I’m happy to report that 2011 was one of the best financial years in NECO’s recent history.”

“Steven P. Manfredi
Chair of the Board

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CLASS OF 2015 Students who entered NECO last fall arrived from 20 states, Canada, and China, prepared to begin their pursuit of successful careers in optometry. Their dedication and commitment are reflected in their outstanding GPA and OAT scores – 3.4 and 330 respectively, according to Dr. Taline Farra, assistant dean and director of NECO’s office of admissions. They received their undergraduate degrees from leading schools including Smith College, McGill University, UCLA, Wesleyan University, Boston College, Brandeis University, College of the Holy Cross, College of William and Mary, Wellesley College, University of Waterloo, University of Toronto, and University of British Columbia. The 118 members of the Class of ’15 were selected from 922 applicants, a 4 percent increase over last year, demonstrating NECO’s position as a preeminent institution of eye care delivery, research, and education.

Andrew Asgarpour
Calgary, Alberta, Canada
Biological sciences major, University of Alberta

“Eye health is not only about the eye, but the health of the entire body. I’m proud to be entering a field where I can help people with such an important part of their lives.”

• Chose to attend NECO in part on the recommendation of his brother – also a NECO student – who holds the school in high regard
• Balances academic life with working out at the gym and volunteering with community service organizations

Stacy Hu
San Dimas, California
BS, Molecular, Cell, and Developmental Biology, University of California, Los Angeles

“As an optometrist, I can help increase access to eye care, especially for children. Eye health will have an effect on their learning and a positive impact on the world.”

• As an undergraduate, researched the effects of human liver modifications on hepatitis C viral proteins
• Her hero: her father, who, knowing little English, came to the U.S., earned an associate degree, and established his own business

Kevin Cornwell
Melbourne, Florida
BS, Marketing & Accounting, University of Central Florida

“NECO provides so many activities outside class. I’ve already begun my volunteer hours necessary to participate in a VOSH trip.”

• Shadowing optometrists in their practices led to his decision to pursue optometry
• Has participated in several triathlon races and enjoys biking and running along Boston’s Esplanade

Jenna Willard
Neshannock, New York
BS, Health Sciences, Gettysburg College

“The diversity of NECO’s clinical rotation sites will prepare me to one day give the best possible care to any patient who walks through my door.”

• Recipient of NECO’s Presidential Scholarship
• Attended six weeks in a summer abroad program in Madrid, taking courses taught in Spanish

Ting Zhang
Pueblo, Colorado
BS, International Relations, University of Colorado Boulder

“NECO gives students the opportunity to administer screenings at area elementary schools. That practice will only culminate in greater passion for optometry and the confidence to be a good clinician.”

• Participated in an ethnographic study of a farming village in Mexico through Hampshire College
• Enjoys discovering live music acts in Boston’s subway stations

CLAss OF 2015

BS, Physiology, University of Arizona

“NECO students work hard, enjoy life, and help each other to do well. The Class of 2015 feels like a family.”

• Coordinates alumni relations and plans events as a work study student in NECO’s Office of Institutional Advancement
• Favorite book: Gone with the Wind

CAity Morrison
Tempe, Arizona

“Because of the collaboration between NECO and Wenzhou Medical College, people in China now recognize the importance of seeing doctors not only for disease, but for health.”

Guang-Ji Wang, OD ’92

With four boxes of outlines, notes, and curriculum plans among his checked baggage, Guang-Ji Wang, OD ’92, journeyed from Boston to Wenzhou, a city on the East China Sea. Along with the parcels, he carried a dream.

Soon after graduating from NECO, Dr. Wang had traveled to China with then-president Larry Clausen and board director Dr. Joseph Bickford, OD ’65, to ink an agreement to form a cooperative program between NECO and Wenzhou Medical College (WMC). Now, short months later, he was returning to China to establish and head Wenzhou’s optometry program and make his dream a reality.

“Before that time, eye care had not been part of health care in China,” Dr. Wang explains. “The country’s large population made it difficult for the few optometrists there to provide comprehensive care. “There were also no regulations controlling the quality of primary eye care,” he continues. “High school graduates with little training could take jobs in an optical store, caring for people who needed glasses or contact lenses.”

Consequently, eye disease in China was widespread – not only the number of cases, but the range of diseases. Patients with trachoma, retinitis pigmentosa, retinal detachment, cataracts, and closed-angle glaucoma too often weren’t diagnosed and sought care only when worsening symptoms led them to the hospital.
Dr. Wang’s mission led to the establishment in 2000 of China’s first modern optometry program, a joint effort of WMC and NECO providing graduates with both master’s of science and doctor of optometry degrees. Supported by China’s Ministry of Education and Ministry of Public Health, the collaboration has altered the perception of optometry throughout the country. “Now, people in China recognize the importance of seeing doctors not only for disease, but for health,” says Dr. Wang.

The realization of Dr. Wang’s dream is due in no small part to the dedication of his WMC students who assisted him with initial planning and curriculum development – students whose careers were shaped by his vision. “He is my mentor,” says Lu Fan, OD ’02, a former student of Dr. Wang who today serves as WMC vice president and dean of ophthalmology and optometry.

From the outset, Dr. Wang and his team – including Dr. Qu Jia, now WMC president – worked closely with China’s minister of public health, minister of education, and ophthalmology society to create an educational framework that integrates traditional and modern optometry practices and philosophies. They also launched a government-backed media campaign to present optometry and ophthalmology as part of the larger medical realm and encourage the Chinese public to embrace the concept of primary eye care.

Wenzhou students receive five years of medical training, based on the curriculum design and course content of U.S. models, culminating in their becoming licensed doctors. “Students who have gone through this program are physicians first,” explains Dr. Lu Fan. “As optometrists, they are respected members of the medical community.”

In 1998, an eye clinic was established at Wenzhou with funding from the Chinese government, and the impact was immediate. Patient volume has increased steadily at 35 percent each year, and about 1,000 patients visit the clinic daily. Outpatient visits number about 370,000 per year, and inpatients receiving surgery for cataracts, glaucoma, and other eye conditions account for another 30,000 visits annually. “The clinic is so successful that we are now building another eye hospital in Hangzhou, the province capital,” says Dr. Lu Fan.
Each quarter, up to two NECO final-year students are assigned to the three-month clinical rotation at WMC that includes practice in the Wenzhou eye hospital. “Students learn not only about primary eye care and surgery, but also gain valuable insights into cultural differences in eye care practice and hospital management,” says Dr. Lu Fan.

While in China, NECO students also participate in Wenzhou’s volunteer programs, traveling to remote regions of the countryside to provide screenings and arrange follow-up care for those requiring treatment. “They have the opportunity to observe a unique group of patients, immerse themselves in another culture, and deal with a variety of eye diseases,” says Dr. Lu Fan.

In 2002, Dr. Lu Fan became the first MS/OD student to take advantage of the newly established clinical externship site at NECO. Since then, 16 Wenzhou students have taken their rotational turn in Boston. “In China,” explains Dr. Wang, “very few optometrists give a comprehensive eye exam. Here, they check everything more thoroughly, and the Wenzhou students take that knowledge back with them.”

In 2012, Dr. Lu Fan will embark on a neurological study in collaboration with researchers in MIT’s department of brain and cognitive science. The three-way effort between NECO, MIT, and Wenzhou Medical School will examine areas of the brain responsible for losses in ocular perception. “MIT has documented these perceptual losses, but lacks a well-organized patient base,” says Dr. Thom, who spent three weeks last June helping select that patient base in China. “This collaboration will maximize the strengths of the individual partners.”

“The involvement of our professors in the Wenzhou program opens NECO to a world of new ideas and interests,” says Frank Thom, OD ’79, the first NECO professor to lecture at Wenzhou in 1992 and recently named director of international research and development. “When they come back, they’re even better teachers than before, with insights about ways to contribute to the future of the profession.”

“We love this profession,” says Dr. Lu Fan, “and we’re continually working together to make our college and this program better.” Dr. Wang concurs. “Whatever our ideas, we support and trust each other 100 percent. That shared commitment and mutual respect are what make the NECO-WMS collaboration a success – one with continued impact on the field of optometry and the health of patients worldwide.”

THE ROAD AHEAD
NECO plans to expand and enhance the Wenzhou program, increasing the number of MS/OD students to 10 over the next few years.

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CLASSROOMS WITHOUT BORDERS

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NECO professors visit China as well, to share their expertise and expose students there to the NECO approach. “At Wenzhou, undergraduates memorize facts,” says Dr. Wang. “But at the PhD-level, they have the chance to learn methodologies and research methods from NECO instructors.”

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Dr. Ajamian credits his own successful career to the inspiration of his NECO professors and the unique clinical experience offered by the school. It was through his NECO internship at Miami’s Bascom Palmer Eye Institute that he gained exposure to the treatment of eye disease, surgical co-management, and postoperative care — areas most optometrists weren’t involved in at the time. “I saw first-hand the inner workings of an ophthalmology program,” he says. “My experience there dramatically changed the direction of my career.”

And what became Dr. Ajamian’s life work impacted not only the lives of his patients, but ultimately, the profession of optometry itself.

**A VISIONARY IN PRACTICE**

There aren’t many unfilled slots in Dr. Paul Ajamian’s appointment calendar. A typical week might include a meeting on optometric education, writing a piece for a national optometry journal, and delivering a lecture in the NECO classroom. “I enjoy being a preceptor at various schools of optometry,” he says, “but I especially enjoy working with NECO students. We put them through their paces, but they’re quality students and motivated to learn.”

Omni Eye Services shifted that dynamic, assembling optometrists, ophthalmologists, and surgeons under an umbrella of co-managed patient care. Patients are treated by Omni surgeons and then returned to their optometrist for postoperative care.

Omni Eye was so successful in Atlanta that 14 more centers opened across the country. “Now it’s commonplace for ophthalmologists and optometrists to work together,” says Dr. Ajamian. “They understand the value to patients in having an integrated eye care team, and it gives both groups the chance to learn from each other and stay abreast of new procedures and treatments.”

**A FAR-REACHING IMPACT**

After graduating from NECO in 1980, Dr. Ajamian was invited by a group of Georgia optometrists to join them in establishing one of the nation’s first eye care referral centers — a move that would forever alter the relationship between optometry and ophthalmology.

Naming their practice Omni Eye Services, they included the Latin word for “all” to emphasize the collaborative nature of the project. “The relationship between ophthalmology and optometry was one-way at that time,” explains Dr. Ajamian, who has served as Omni’s director since its inception. “Optometrists would send patients to the ophthalmologist for a red eye or cataract surgery, and in all likelihood, the patient wouldn’t return to the optometrist for ongoing care. Optometrists were basically referring their practices away.”

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**THE WORLD AS CLASSROOM**

Dr. Ajamian saw another opportunity to impact the profession when he volunteered with Atlanta’s Southern Council of Optometrists (SECO), an organization committed to advancing optometric education. In 2002, he was named general chair of SECO’s education committee. Under his leadership, what began as a 12-state regional council today sponsors one of the world’s most respected optometry conferences, annually attracting as many as 10,000 attendees from across the globe.

Ajamian was also instrumental in extending SECO’s reach through a series of online courses available to optometrists anywhere with an Internet connection. Now known as SECO International, the organization hosts conferences in countries around the world and has sparked partnerships among optometrists from England to South Africa to Trinidad and Tobago.

Recently named chair of the American Board of Optometry (ABO), Dr. Ajamian has been instrumental in furthering the goals of that organization as well, working to institute a board certification process for optometrists. “Most other health professionals are board certified,” he says. “Patients should expect that all their doctors, nurses, and dentists have met certain requirements and have maintained their certification by staying up-to-date on the latest issues that affect health care.”

Thanks in part to Dr. Ajamian’s tireless advocacy, the ABO administered its first certification exam last fall. “We’ll look back 10 years from now and know that this was the right thing to do for the profession – and for patients,” he says.

His commitment to optometry is Dr. Ajamian’s nod to the NECO influences that set him on that career path. During even the most important of getaways, he devotes what time he can to the advancement of optometric awareness and education. In celebration of their 25th wedding anniversary next year, he and his wife, Susan, plan to enjoy some well-earned R&R in Hawaii. “While we’re there,” he admits, “I’ll be speaking at an optometry conference.”
OPTOMETRY IN MOTION

Over the years, she’d helped countless children learn to read. But for a long time, macular degeneration had kept the retired elementary teacher from enjoying a book or magazine or deciphering favorite family recipes. The closest low-vision doctor was miles away, and she was unaware of treatments or devices that could help with her diminished vision.

But last April, all that changed. Gary Chu, OD ’95, MPH guided her to an exam room in New England Eye’s new On-Sight mobile clinic and made sure she was comfortable before the desktop video magnifier. He adjusted colors and contrast until the images on the screen resolved themselves into the clear words and sentences of a newspaper story. She smiled. For the first time in a very long time - thanks to On-Sight’s visit to her Western Massachusetts neighborhood - she could read.

A MATTER OF ACCESS

“Often, older adults think nothing can be done to improve their vision,” says Dr. Chu. “We take for granted cooking, reading a book, or going to a restaurant and reading the menu — until those abilities are lost. Those things can still happen if a person receives appropriate treatment, devices, and rehabilitation.”

Dr. Chu’s longtime dream had been a service that would break down the geographic, economic, and social obstacles that prevent people from accessing eye care by bringing vision screenings, comprehensive eye exams, and education programs to people in their own communities. Over the past year, the On-Sight clinic has begun to realize that dream, delivering quality eye care to older adults and children right in their own back yards.

Staffed by NECO faculty members, a patient care coordinator, a case manager with the Massachusetts Commission for the Blind (MCB), and NECO students, the clinic operates four days a week and provides eye exams and low-vision rehabilitation to adults and children throughout Massachusetts – diagnosing eye diseases, prescribing glasses and low-vision aids, and educating patients in the correct use of low-vision devices.

The solution to a vision problem may be as simple as a new pair of eyeglasses, and patients may choose from a wide selection available on the van. If their condition requires follow-up treatment, the On-Sight staff refers them to the appropriate specialist, arranges transportation to the treatment location, and assists in deciphering the ins and outs of insurance coverage.

BETTER TOGETHER

Initial funding from the MCB and the Carl and Ruth Shapiro Family Foundation enabled the retrofitting of the 38-foot van to include a wheelchair lift and two exam rooms equipped with state-of-the-art technology.

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Such collaborations continue to be key to the clinic’s success. On-Sight schedules its visits in partnership with local housing authorities, senior centers, schools, and health centers in communities across the state. The mobile eye clinic staff welcomes on board community members who might not otherwise have access to vision care.

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Every autumn, students gather crayons, pencils, and backpacks in anticipation of the new school year. For Massachusetts kindergartners, that preparation includes a state-required vision screening to make sure they can work with the books and art materials awaiting them and accurately see what their teacher writes on the whiteboard.

Nearly 25 percent of those children are identified with visual issues that require a visit to an optometrist for more comprehensive tests or treatment. But because the closest eye care provider might be miles away or the family insurance plan lacks vision coverage, only about 10 percent of those children receive the care they need. That’s where New England Eye’s mobile clinic comes in.

“On-Sight’s goal is to close the gap between screening and comprehensive care,” says Stacy Lyons, OD ’88, NECO professor and chief of NEE’s Pediatric Outreach Services. “One of the reasons the mobile clinic was implemented was to improve access and remove barriers to vision care for children.”

During On-Sight’s first year of operation, more than 1,000 children across the Commonwealth received comprehensive eye exams that assessed visual acuity, depth perception, and binocular vision. “We also look at eye health,” says Dr. Lyons. “We examine the front of the eye and then dilate the pupils and make a thorough evaluation of the retina. Reports are prepared for parents and the school nurse so everyone understands the test outcomes. If a child needs glasses, we provide them.”

Thanks to a partnership formed last September between NEE and Boston’s Benjamin Franklin Institute of Technology (BFIT), the glasses are brought directly to the children. “Students in BFIT’s opticianry department fabricate the prescription glasses under the guidance of their faculty, deliver them to the school or preschool, and fit and adjust the spectacles for each child,” says Dr. Lyons. Parents are given a copy of the prescription so they can easily order an additional pair.

“Approximately 80 percent of the learning material in school is visual,” says Dr. Lyons. “When a child’s vision improves, their performance improves not only in the classroom but in athletics and play—and they become more self-confident. On-Sight helps optimize all learning by providing children with the complete spectrum of eye care.”
A CLASSROOM ON THE MOVE

A clinical rotation site for NECO students, the mobile clinic is one more opportunity for tomorrow’s optometrists to gain hands-on experience. “On-Sight gives students a chance to learn practice management and delivery of patient education,” says Dr. Jamara. “We are training a new generation of doctors who see the possibilities of eye care in the future.”

That education extends beyond the classroom, increasing the possibility of innovative eye care delivery models. During On-Sight’s inaugural visits to cities across the state, local optometrists were invited aboard the clinic to learn about NEI’s goals and the needs of local residents. Several local optometrists have since expressed interest in providing low-vision services within their own practices to better serve the local population.

“The value of On-Sight lies in its ability to restore hope for patients who have limited access to eye care,” says Dr. Frank. “The clinic has not only met but exceeded our expectations for its first year, providing quality vision care to children and older adults across the state.” Approximately 438 older adults and 700 children visited the clinic during its first nine months of operation, and 417 pairs of eyeglasses were distributed.

The most tangible measure of On-Sight’s success, though, is the response of patients once they receive quality, local eye care. “The patient is the most important person in the room during an eye exam,” says Dr. Chu. “When individuals receive the care they’ve needed, everything changes. Our providers see it in the smiles on their faces when they discover they can read again.”

FUNDING

On-Sight funding is provided by the Massachusetts Commission for the Blind, the Carl and Ruth Shapiro Family Foundation, the Luriecke Foundation, the Sunshine Lady Foundation, the Bank of America Trustee of the John W. Boynton Fund, and donations from NECO students, alumni, and friends.
Annual Fund 2011

We gratefully acknowledge the generosity of our many supporters. The following list reflects gifts received between July 1, 2010 and June 30, 2011. We apologize for any errors or omissions.

Diamond

($100,000-$500,000)
Jean T. and Pasquale Palomba, OD ’38* Massachusetts Commission for the Blind

Emerald

($25,000-$49,999)
Christine and Steven P. Manfredi Alcon

Silver

($10,000-$19,999)
Marion and Dr. Eugene Feldman, OD ’50

Bronze

($1,000-$2,499)
Brian Klinger, OD ’97

Gold

($5,000-$9,999)
CIBA VISION

Patron

($500-$999)
Joseph M. Alger, OD ’57

Vistakon®, Division of Johnson & Johnson Vision Care, Inc.

Walmart

The Foster Namias Legacy Society 2011

The Foster Namias Legacy Society honors individuals who have remembered the New England College of Optometry in their estate plans. We recognize this esteemed group of individuals with deep gratitude for their commitment to the future success of the College.

Dr. Alton W. Lamont and Joan C. Lamont
Lester Marcus, OD ’54*
Joseph Molinari, OD ’74, MEd
Harvey Rapoport, OD ’75
Maurice Savai*
Gilbert Sellars, OD ’60*
Norman Spector

Jane E. Fisher
Kristen Kay Griebel, OD ’97
Donald Korb, OD ’57
Jean T. and Pasquale Palomba, OD ’38*
Terry Chin, OD ’76
Yui-King Gao, OD ’95
Michael Cohn, OD ’77
James Casamenti, OD ’78
Concordant
Joseph D’Amico, OD ’63
and Zabelle D’Amico
Frank DeSalle, OD
Joseph Donatelle, OD ’51
Sylvia Dupuis, OD
and Cecile Dupuis
Matthew Elbert, OD ’86
Paul Elliott, OD ’85
Stephen Feltz, OD ’72
Ronald Ferruci, OD ’74
Jody Flatt
Robert Gordon
Howard Greensberg
Harvard Pilgrim Health Care, Inc.

Drs. Julianne Rapalus
Harry I. Zeltzer, OD ’52
Arthur W. Baker, OD ’67

Dr. Joseph F. Bentivegna

The Philanthropist’s Society 2011

(Cumulative giving of $50,000 or more)

Members of The Philanthropist’s Society are recognized for their cumulative giving to the New England College of Optometry and New England Eye. This distinguished group has demonstrated their exceptional commitment. We are pleased to express our gratitude for their philanthropic leadership.

Visionary

($500,000 and greater)
Bausch & Lomb
Lester Marcus, OD ’54*

Humanitarian

($250,000-$999,999)
Alcon Laboratories
Stella Beider*
CIBA Vision

Alcon Laboratories
Stella Beider*
CIBA Vision

Leader

($50,000-$99,999)
Anonymous

Family Foundation

Polymer Technology

Clinton Wilson, OD ’43*
Maurice Savai*
G. Burtt Holmes, OD ’52
CIBA Vision

Stella Beider*
Alcon Laboratories
($250,000-$499,999)
humanitarian
Bausch & Lomb
($500,000 and greater)
leadership.

has demonstrated their exceptional commitment. We are

Members of The Philanthropist’s society are recognized

for their cumulative giving to the New England College of

Optometry and New England Eye. This distinguished group

of this prestigious group are among the College’s most loyal supporters. They are recognized at the following giving levels.

The President’s Circle recognizes alumni and friends whose gifts to the 2011 Annual Fund totaled $1,000 or more. Members of this prestigious group are among the College’s most loyal supporters. They are recognized at the following giving levels.

The President’s Circle 2011

The President’s Circle recognizes alumni and friends whose gifts to the 2011 Annual Fund totaled $1,000 or more. Members of this prestigious group are among the College’s most loyal supporters. They are recognized at the following giving levels.

Diamond

($100,000-$500,000)
Jean T. and Pasquale Palomba, OD ’38* Massachusetts Commission for the Blind

Emerald

($25,000-$49,999)
Christine and Steven P. Manfredi Alcon

Silver

($10,000-$19,999)
Marion and Dr. Eugene Feldman, OD ’50

Bronze

($1,000-$2,499)
Brian Klinger, OD ’97

Gold

($5,000-$9,999)
CIBA VISION

Patron

($500-$999)
Joseph M. Alger, OD ’57

Vistakon®, Division of Johnson & Johnson Vision Care, Inc.

Walmart

The Foster Namias Legacy Society 2011

The Foster Namias Legacy Society honors individuals who have remembered the New England College of Optometry in their estate plans. We recognize this esteemed group of individuals with deep gratitude for their commitment to the future success of the College.

Dr. Alton W. Lamont and Joan C. Lamont
Lester Marcus, OD ’54*
Joseph Molinari, OD ’74, MEd
Harvey Rapoport, OD ’75
Maurice Savai*
Gilbert Sellars, OD ’60*
Norman Spector

Jane E. Fisher
Kristen Kay Griebel, OD ’97
Donald Korb, OD ’57
Jean T. and Pasquale Palomba, OD ’38*
Terry Chin, OD ’76
Yui-King Gao, OD ’95
Michael Cohn, OD ’77
James Casamenti, OD ’78
Concordant
Joseph D’Amico, OD ’63
and Zabelle D’Amico
Frank DeSalle, OD
Joseph Donatelle, OD ’51
Sylvia Dupuis, OD
and Cecile Dupuis
Matthew Elbert, OD ’86
Paul Elliott, OD ’85
Stephen Feltz, OD ’72
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Frances Rucker, PhD
Donald Salzman, OD ’46
Cathy Stern, OD, FCODS
Paul A. Torracca, DMD
Timothy Wilson
Lynn F. Wittman, OD ’76
Pano Yerasakis, MD, MPH
Harry I. Zeltzer, OD ’52

Friend

($250-$499)
Arthur W. Baker, OD ’67
Kaya Birth Baker, OD ’03
Douglas P. Benoit, OD ’83
Dr. Joseph F. Bentivegna

Frances Rucker, PhD
Donald Salzman, OD ’46
Cathy Stern, OD, FCODS
Paul A. Torracca, DMD
Timothy Wilson
Lynn F. Wittman, OD ’76
Pano Yerasakis, MD, MPH
Harry I. Zeltzer, OD ’52

Friend

($250-$499)
Arthur W. Baker, OD ’67
Kaya Birth Baker, OD ’03
Douglas P. Benoit, OD ’83
Dr. Joseph F. Bentivegna
### New England College of Optometry Consolidated Statements of Financial Position

**June 30, 2011 and 2010**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,537,517</td>
<td>$619,219</td>
</tr>
<tr>
<td>Cash on deposit with trustee</td>
<td>163,504</td>
<td>162,641</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>1,109,466</td>
<td>1,087,898</td>
</tr>
<tr>
<td>Prepayments and other assets</td>
<td>401,626</td>
<td>389,131</td>
</tr>
<tr>
<td>Contributions receivable, net</td>
<td>147,929</td>
<td>219,380</td>
</tr>
<tr>
<td>Student loans, net</td>
<td>7,357,093</td>
<td>7,156,511</td>
</tr>
<tr>
<td>Investments, at market value</td>
<td>13,142,266</td>
<td>11,135,994</td>
</tr>
<tr>
<td>Property, plant, and equipment, net</td>
<td>12,018,105</td>
<td>12,835,314</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$35,877,504</td>
<td>$33,606,088</td>
</tr>
</tbody>
</table>

| **Liabilities and Net Assets** |             |            |
|                               | 2011       | 2010       |
| **Liabilities:**              |            |            |
| Accounts payable and accrued expenses | $1,103,090 | $1,235,457 |
| Annuity obligations | 148,933 | 154,626    |
| Interest rate swap, at fair value | 369,911 | 397,291    |
| Lines of credit | 323,103 | 839,716    |
| Deferred revenue | 2,028,252 | 2,145,635  |
| Bonds payable | 8,900,000 | 9,235,000  |
| Refundable U.S. government grants | 6,487,345 | 6,326,875  |
| **Total liabilities** | 19,360,634 | 20,334,600 |

| **Net assets:**                | 2011       | 2010       |
| Unrestricted | 9,852,245 | 7,422,738  |
| Temporarily restricted | 4,484,247 | 3,708,111  |
| Permanently restricted | 2,180,378 | 2,140,639  |
| **Total net assets** | $16,516,870 | $13,271,488 |

| **Total liabilities and net assets** | 2011 | 2010 |
| $35,877,504 | $33,606,088 |

### New England College of Optometry Consolidated Statements of Activities

**Years Ended June 30**

<table>
<thead>
<tr>
<th><strong>Operating revenues</strong></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition and fees</td>
<td>$16,434,994</td>
<td>$16,134,621</td>
</tr>
<tr>
<td>Less scholarships and grants</td>
<td>(363,176)</td>
<td>(420,777)</td>
</tr>
<tr>
<td><strong>Total operating revenues</strong></td>
<td>22,215,802</td>
<td>21,622,551</td>
</tr>
</tbody>
</table>

| **Net assets released from restrictions** | 2011 | 2010 |
| — | — |

| **Total operating revenues and net assets released from restrictions** | 22,215,802 | 21,622,551 |

<table>
<thead>
<tr>
<th><strong>Operating expenses</strong></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clinical instruction and patient care</td>
<td>6,707,303</td>
<td>6,831,886</td>
</tr>
<tr>
<td>Instruction</td>
<td>4,935,117</td>
<td>4,642,766</td>
</tr>
<tr>
<td>Research</td>
<td>1,451,767</td>
<td>1,696,417</td>
</tr>
<tr>
<td>Academic support</td>
<td>1,309,176</td>
<td>1,450,516</td>
</tr>
<tr>
<td>Student services</td>
<td>1,231,910</td>
<td>1,279,575</td>
</tr>
<tr>
<td>Institutional support</td>
<td>5,025,702</td>
<td>5,882,660</td>
</tr>
<tr>
<td>Auxiliary enterprises</td>
<td>156,751</td>
<td>153,808</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td>20,817,726</td>
<td>21,937,630</td>
</tr>
</tbody>
</table>

| **Change in net assets from operating activities** | 2011 | 2010 |
| — | — |

| **Total change in net assets** | 22,215,802 | 21,622,551 |

| **Non-operating activities** | 2011 | 2010 |
| Investment return | 1,813,373 | 1,138,141 |
| Change in value of annuity obligations | (20,077) | (137,862) |
| Change in value of life income funds | 26,630 | 8,188 |
| Change in fair value of interest rate swap | 27,380 | (244,269) |
| Reclassification of net assets | — | — |

| **Total change in net assets** | 22,215,802 | 21,622,551 |

| **Net assets as of beginning of year** | 2011 | 2010 |
| $16,516,870 | $13,271,488 |

| **Net assets as of end of year** | 2011 | 2010 |
| — | — |

| **Total net assets** | $16,516,870 | $13,271,488 |
New England College of Optometry 2011-2012

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* Deceased