



— OREGON LIONS —
Sight & Hearing Foundation

**Lions Eyeglass Assistance Program (LEAP) Optical Finishing Lab
KEX Kids Fund
Partnership Proposal**

Background:

The Oregon Lions Sight & Hearing Foundation's (OLSHF) Lions Eyeglass Assistance Program (LEAP) Optical Finishing Lab is built on the premise that vision is a right for all people, not a privilege. Of the thousands of calls received through our statewide Lions in Service (LIS) line, the majority are adults seeking help for an eye exam and can't afford new eyeglasses. Many are underinsured or they lack vision coverage. Often the problem is uncorrected refractive error, easily fixed with an eye exam and glasses.

The LEAP Lab created a solution to fix this problem. By building our own optical finishing lab, we have provided, **in just the first year, over 650 brand new high quality, low cost glasses for people in Oregon.** Its success stems from the 32 participating Oregon Lions Clubs and 27 statewide partnering vision providers who believe that everyone deserves access to vision health. Through this network, qualifying adults are referred to a local optometrist for their exam. With a choice of 9 frames, the client is fitted for eyeglasses and the provider sends the order to our LEAP Lab to manufacture brand new eyeglasses.

In working with these providers throughout the state, some have inquired whether or not our lab can produce the glasses for their KEX Kids recipients. Providers have shared that our lab is easier to work with than their large corporate labs, our quality is great and there is less paperwork for them. Central Oregon Eye Care is working with the Bend Sunrise Lions Club and would like to become a KEX Kids Fund provider. Their request is to use the LEAP Lab for the children since the partnership to serve adults has been so successful.

Proposal and Request:

We are proposing that the KEX Kids Fund covers the start-up cost for the LEAP Lab to partner with current and future KEX Kids Fund providers. We will invite all current KEX providers to use the LEAP Lab as well as encourage our existing LEAP Lab providers that serve adults to become KEX providers. We would like to make the partnerships as seamless as possible and appealing to the providers as well as the children they serve. **The total request is \$9,000 which would cover frame display kits for 100 providers.** The following outlines what each of these kits will entail as well as what each KEX Kids recipient will get with their brand new, high quality eyeglasses. We have also included how this partnership will allow the program to be a more economical and sustainable choice for KEX as well as their partnering optometrists.

100 Frame Display Kits

Projected Cost: \$9,000

Our mission is to screen, treat, save and restore sight and hearing for those in need, in partnership with Lions Clubs.

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Each provider would receive a red frame tray with the KEX and OLSHF logos printed on the top. The tray is a convenient way for providers to display the 12 frame choices¹, available in two colors each, to the children served by KEX. Rather than rummaging through a drawer consisting of an unorganized assortment of frames in various sizes, colors, shapes, brands, quality, etc., this allows for a clean, enjoyable and consistent option for the children when choosing their frame. Each kit would include the 12 frames, each with a tag describing the other color option. The kits would also have samples of the cleaning cloths which will allow the KEX children to choose their design. This same concept is used for the providers that partner with the LEAP Lab to serve adults in Oregon. The feedback we get is that the selection of frames is great and that it's a very efficient process for the opticians when fitting the individuals.

What the KEX Kids recipients will receive:

Each pair of glasses are sent back to the provider for them to dispense to the children. Along with the glasses, they will receive a hard clamshell case and a cleaning cloth. The cleaning cloths are kid friendly, colorful and high quality microfiber cleaning cloth. There are five designs available including a butterfly, puppy & kitten, parrot, dolphin or race car.

Program Impact and Timeline:

Within three years, the goal is to create successful partnerships with 50 current KEX providers and 50 new providers. At this point, the 90 KEX providers serve approximately 600 children on a yearly basis. **In the first three years, the LEAP Lab anticipates making 1,000 pairs of glasses through partnerships with KEX Kids Fund providers.**

There will be significant savings to KEX thanks to the LEAP Lab's ability to offer a much lower rate for specialty lenses for children with atypical needs. For instance, in May 2015, the LEAP Lab was able to make a pair of polycarbonate amber photochromic lenses with additional tint for indoors, to help a child with albinism. These eyeglasses retail for over \$450 but the LEAP Lab made them and charged KEX just \$80.

Currently, the reimbursement rate is \$45 for the exam and \$80 for the glasses. We propose continuing to reimburse the optometrists \$45 for the exam and an additional \$20 for a fitting fee, if they are using the LEAP Lab. The fitting fee compensates the provider for the measurement and/or adjustment of frames as well as any follow-up needs the KEX recipients have once the glasses are dispensed. The LEAP Lab will be asking for a reduced reimbursement rate of \$40 for polycarbonate single vision glasses and \$50 for polycarbonate bifocal glasses. With these reimbursement rates, KEX would be saving, on average, \$20 per client. This would allow KEX and the LEAP Lab to extend partnerships and services to areas and populations not yet addressed.

¹ Please note our frame selection is subject to change based on the response we receive at our upcoming April events at the Boys and Girls Club in Salem and the Portland Community Transitional School.

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T-12M (1 1/4"H) Logo Size and Placement:



Logo Size: 4"x 3" (W x H)



Logo Size: 2"x 2.25" (W x H)



Spunky



Shown in black/red, also available in black/blue

Buzz



Shown in tortoise, also available in black

Feline



Shown in teal, also available in black

Hector



Shown in black, also available in brown



Logan

Shown in black, also available in burgundy



Patches

Shown in purple, also available in black



Sprinkles

Shown in bubblegum, also available in grape



Data

Shown in brown, also available in black

Keynote



Shown in plum, also
available in brown

Shortstop



Shown in blue, also avail-
able in black

Special



Shown in violet, also
available in brown

Tactic



Shown in brown, also
available in gunmetal



