A Salute to
Jim and Ginger Kutsch
When is the right time to retire from a job you love?

That’s a question all of our Seeing Eye® dogs face. Our dogs truly love their jobs – what dog doesn’t want to go everywhere with his or her person?

Of course our dogs can’t tell us when they think it would be the best time to cash out their proverbial 401(k). But what our graduates say is you just know. You just know when the dog is ready to retire… even if she still eagerly gets into the harness, even if his tail wags against your leg as he’s guiding you. Your dog still loves the job, but maybe would enjoy a pampered retirement even more.

And the same goes for the President & CEO of The Seeing Eye. I still truly love my job – it’s the best job I’ve ever had – but after 13 years at the helm, and eyeing a milestone birthday next year, it’s time for me to pass the leash on to my successor. After a nationwide search considering a field of many intriguing candidates, the Board of Trustees selected Glenn Hoagland, the former President of the Mohonk Preserve in Gardiner, New York. Glenn brings a fresh perspective to this position to help guide us over the next decade, into our 100th anniversary year and beyond.

I say us because I will still be very much a part of The Seeing Eye. I’ll remain here in an advisory capacity during a transition period, and of course I will always be a proud supporter – and graduate – of The Seeing Eye.

And speaking of retirement… Vegas, my eighth Seeing Eye dog, has beaten me to the finish line. He retired in mid-August and I’ll soon be training with a successor dog. So as I pass the leash to Glenn, Vegas passes his harness to an as of yet unidentified successor, and The Seeing Eye continues.

My wife Ginger and I appreciate all the warm wishes and congratulations we’ve received. Thanks to you and so many other supporters, The Seeing Eye is a magical place… one that will be here as long as people need Seeing Eye dogs.

Sincerely,
James A. Kutsch, Jr.
President & CEO
The Seeing Eye
Dear Jim:

Congratulations, I have no doubt that you and Ginger will thoroughly enjoy your retirement. We have certainly appreciated working with you. Wishing you and Ginger all the best.

Warm regards,
Sally H. Mode, Senior Trustee
The Arthur L. & Elaine V. Johnson Foundation

Dear Jim:

I just wanted to wish you congratulations on your soon-to-be retirement. Godspeed to you on this exciting new journey, and I hope it’s happy, energizing, relaxing, and all that you want it to be! Ike and Checkers, my two Seeing Eye career changers, send you woof-woofs.

Kathleen Underwood

Dear Jim:

Congratulations. You are leaving a terrific legacy of service to a great organization. It was a privilege serving with you.

All the best,
Herbert Lurie
Former Seeing Eye Trustee

Dear Jim:

Just wanted to say I hope you and Ginger have a great retirement. I have really enjoyed working with you over the years – especially on the board of the International Guide Dog Federation.

Take care,
Jane Thornton
C.O.O. & Co-Founder
Canadian Guide Dogs for the Blind

The Seeing Eye Announces New President & Chief Executive Officer

The Seeing Eye is pleased to announce that Glenn Hoagland has been selected to serve as the organization’s next President & CEO.

For nearly 26 years, Glenn Hoagland has served as the President of the Mohonk Preserve in Gardiner, N.Y., New York’s largest non-profit nature preserve with over 8,000 acres of protected lands.

“My mother was blind and she was an inspiration and compass to me. She also made me keenly aware of the importance of independence to people who are blind,” Hoagland said. “It will fulfill a deeply personal goal for me to apply what I have learned in leading other excellent non-profit organizations toward advancing the mission of such a distinguished and vibrant institution as The Seeing Eye.”

Hoagland, a New Jersey native, will be returning to the Garden State and assuming his responsibilities on October 1.

“Glenn Hoagland was selected from an impressive field of candidates and we are confident that his personal and professional experience, combined with his vision for the organization’s future, has prepared him to lead The Seeing Eye forward,” said Thomas Duffy, Chair of The Seeing Eye Board of Trustees. “The Seeing Eye staff and Board of Trustees extend a warm welcome to Glenn as he joins our Seeing Eye family.”

In December 2018, Jim Kutsch, The Seeing Eye’s President & CEO, announced his plans for retirement. He will remain through November 2019 to ensure a smooth leadership transition. Kutsch assumed the role in 2006 after serving on The Seeing Eye Board of Trustees for 10 years.

“Although my tenure will soon end as The Seeing Eye’s President and CEO, I will always remain connected through my Seeing Eye dogs and the many friends I’ve made through the Seeing Eye, especially my wife, Ginger,” said Kutsch. “I look forward to a great future for The Seeing Eye under Glenn’s leadership.”
Jim Kutsch is retiring after heading The Seeing Eye since 2006.

There’s no such thing as perfection when it comes to human beings, or organizations, or dogs. (Though dogs do come closest.) But one of the organizational values Jim Kutsch instilled at The Seeing Eye is the pursuit of excellence, with a commitment to ongoing improvement in every facet of our operations.

“One of my goals, when I came here, was to take a great organization and help make it even better, across every dimension,” Jim said. “And that doesn’t mean there were problems – after all, it was the gold standard! The Seeing Eye was already the best place in the world you could get a guide dog. But my goal was to improve it, and my suggestion to my successor is that he strives for that as well.”

Soon after Jim took the helm as President & CEO in August 2006, the organization took a look at its long-range future, and identified three intertwined areas of concern: its expenses were growing but fundraising was largely flat; the Washington Valley campus, which it moved into in 1965, was in need of renovation; and the organization’s endowment, created to ensure the school would be here tomorrow for those who are getting Seeing Eye dogs today, was in danger of being overtaxed.

Escalating costs coupled with the worldwide economic downturn of the late 2000s and early 2010s were a double whammy that the organization needed to address. A study found that, unless The Seeing Eye could simultaneously cut costs while increasing revenue, the organization’s financial reserves would dry up in as soon as 10 years.

“We needed to improve our financial trajectory,” Jim said. The organization tightened its belt and reduced costs, and at the same time, bulked up its fundraising efforts. In 2007, Jim’s first full year as
president, The Seeing Eye raised $3.99 million through donations; this year, the organization is on track to raise approximately $9.4 million, an increase of more than 135 percent!

Improvements to the Washington Valley campus began in 2013 with the completion of renovations to the Main House, which houses our student dormitories and dining hall as well as offices for instructors and management, and to the Jenks House, which houses administrative offices and the Puppy Development department. Not only did these improvements mean better, more modern amenities for students, but also improved efficiency to the heating and cooling systems and plumbing would further reduce costs. In addition, a parking deck was built with an escalator, to enable instructors to expose dogs in training to the rather unusual experience of stairs that move. The final component of the campus improvement plan was achieved this summer with the completion of the Robert H. Harris Canine Pavilion, which houses dogs in training.

“All Seeing Eye facilities are now in a condition where, unless there is significant program or staff growth, only routine maintenance and internal space reconfigurations should be required for the next 10 to 20 years,” Jim said.

The third goal was to grow The Seeing Eye’s financial reserve. Soon after our founding in 1929, Dorothy Harrison Eustis and Morris Frank realized the school would have to provide successor dogs to graduates of the program; dogs, unfortunately, do not live as long as people.

But how can you ensure that a non-profit organization, one that relies on the generosity of others, will be here in the future? The reserve would enable The Seeing Eye to weather economic downturns; it also would pay for administrative and fundraising costs, enabling every dollar we receive from donations to go directly toward our mission of breeding and training the world’s best guide dogs and instructing people from across the United States and Canada how to care for and safely use Seeing Eye dogs.

“To ensure our long-term survival, a conservative 5 percent draw on the reserve should cover about 50 percent of our annual budget; but by 2006, that 5 percent draw only covered 35 percent,” Jim said. “Reducing costs and increasing fundraising would help, but the reserve needed to grow.”

A five-year campaign was launched in 2012 and was successfully completed, raising $10 million. By 2016, The Seeing Eye had crossed the goal for financial reserve improvement.

The Seeing Eye also continued to enhance its partnerships with other guide dog schools as Jim became the first blind person, and the first graduate of a guide dog school, to serve as chair of the International Guide Dog Federation.

“Glenn is coming into an organization that is in very good shape, but as with all great things, it’s one that needs ongoing attention to remain the premiere guide dog school in the world,” Jim said. “We will always be the first, no one can take that away from us. But being the best? That is challenged every single day. And Glenn, and all members of the organization, need to be constantly asking the question: ‘Is what we did yesterday, that made us the best, still going to keep us the best tomorrow? Or is there a better way to do it?’

“We will always be committed to the mission that has remained unchanged for 90 years: to provide increased independence, mobility, and self-confidence to people who are blind through the use of Seeing Eye dogs. But how? What is the best way to do that? The training of dogs, the instruction of students, the equipment we use, the facilities we have. All of those things are constantly evolving, and must continue to evolve, for us to remain the best.”

“One of my goals, when I came here, was to take a great organization and help make it even better, across every dimension.”
Sixteen years ago this August, Jim Kutsch and Ginger Bennett happened to be in the same class at The Seeing Eye. There was an immediate connection... between their dogs!

“My dog Payton and his dog Anthony were trained by the same instructor, so they always wanted to be together,” Ginger said. Payton, a female yellow Labrador/golden retriever cross, was Ginger’s second Seeing Eye dog; Anthony, a male German shepherd, was Jim’s sixth.

Years later, the joke became “we had to get married so our dogs could be together again.”

At the time, Jim was an executive with Convergys; he also was a member of The Seeing Eye Board of Trustees. Ginger, a former business owner with a B.S. degree in nonprofit leadership and management, had recently moved to Morristown, New Jersey, to start working at The Seeing Eye in Donor and Public Relations.

Three years later, Ginger – now as an associate manager in that department – stepped down to pursue a master’s in Public Relations when Jim joined The Seeing Eye as its president and CEO. But Ginger also continued donating her time to The Seeing Eye as a volunteer. Her many accomplishments since then include introducing The Seeing Eye’s first online auction (the 12th annual auction will be held next spring); strengthening The Seeing Eye’s advocacy program through work with graduates, business owners, and government regulators; designing and conducting a national survey on attacks and interference on guide dogs; and based on those findings, designing and implementing the Guide Dog at Work campaign (http://www.GuideDogAtWork.org), which includes a video, the website, outreach materials, and a lesson plan to educate the public about the importance of keeping pet dogs away from working guide dogs.

This year, Ginger was chair of the 90th anniversary Graduate Reunion committee and authored the school’s 90th anniversary graduate cookbook, Pawsitively Delicious Recipes from The Seeing Eye.

At the reunion, Ginger was recognized for her many years of service with the Morris Frank Award. She is just the ninth recipient since the award’s inception in 1994. The Morris Frank Award honors a graduate of The Seeing Eye who personifies, through personal and professional accomplishment, the vigor, ideals and commitment of Morris Frank, and whose efforts and achievements help to open the doors to independence and opportunity for people who are blind.

Ginger is now working with her fourth Seeing Eye dog, a black Labrador retriever named Willow. After Jim retires, she and her husband will continue to support The Seeing Eye.

“We haven’t figured out what comes next, but we’re looking forward to spending more time together,” Ginger said.

Ginger Kutsch: Advocate for Guide Dog Handlers

Ginger Kutsch being guided by Willow on the leisure path at The Seeing Eye. Photo by Jacqui Wyatt.

Ginger Kutsch receives the Morris Frank Award from David Johnson, The Seeing Eye’s Director of Instruction & Training. The award is a miniature harness mounted on a plaque. Photo by Ron Wyatt.

Ginger Kutsch: Advocate for Guide Dog Handlers

Ginger Kutsch being guided by Willow on the leisure path at The Seeing Eye. Photo by Jacqui Wyatt.
The Seeing Eye welcomed more than 200 graduates and their guests back to Morristown for an alumni reunion from August 22-25.

Festivities included tours of Morristown, the Washington Valley campus, and the Downtown Training Center; seminars given by Seeing Eye staff and volunteers; an exhibit by Seeing Eye puppy raisers; and demonstrations of Seeing Eye dog training techniques.

At the event’s banquet, held on Saturday, retired Seeing Eye instructor Drew Gibbon was presented with the Juno Award. (Instructors give prospective Seeing Eye dog users a “Juno walk,” where the instructor guides the applicant using a harness handle to simulate being guided by a dog.) The Juno Award recognizes The Seeing Eye’s outstanding instructors for lifetime service. The award is a hand-carved wooden box, topped with a replica of a Seeing Eye dog, which has a list of the names of every student Drew taught as an instructor.

Long-time Seeing Eye volunteer Ginger Kutsch was presented with the Morris Frank Award, which recognizes a graduate of The Seeing Eye who personifies, through personal and professional accomplishment, the vigor, ideals and commitment of Morris Frank, and whose efforts and achievements help to open the doors to independence and opportunity for people who are blind.

What’s Cooking at The Seeing Eye?

The Seeing Eye brings people from across the United States and Canada to live on our campus for up to three and a half weeks, and while they’re here, they eat freshly prepared meals in The Seeing Eye’s dining room along with staff.

For many years, students have asked for a cookbook containing some of The Seeing Eye’s recipes. Now, in celebration of The Seeing Eye’s 90th anniversary, there is one!

Pawsitively Delicious Recipes from The Seeing Eye contains over 100 recipes, most from our kitchen and several “tried and true” favorites from staff members. A committee of Seeing Eye graduates met with our kitchen staff to pick out the best recipes, and they were then tested by 27 volunteers across the country. All of the proceeds from the sale of the cookbook will directly benefit The Seeing Eye mission.

To order yours, go to SeeingEye.org/cookbook. It’s available as a spiral-bound book or in an electronic format for screen readers and Braille displays. To order a printed Braille version, call us at (800) 539-4425 and ask for Graduate Services.
When Ann T. Hardiman died in November, she wanted to be sure her bequest would help people… but she wasn’t sure where it should go. She left that decision to two of her closest friends: Sister Catherine Patten of the Religious Sacred Heart of Mary, who had been one of her high school students; and Susan Mamis, her financial planner for 35 years.

After teaching English and journalism at Perth Amboy High School, Ann became a guidance counselor at McGinnis Middle School, also in Perth Amboy, New Jersey.

“Ann was full of life,” Sister Catherine said. “She was a vibrant, independent, feisty woman. When she was my teacher in high school, we were all crazy about her. She was young, she was vibrant, she was brilliant. I remained close to her for the rest of her life.”

Neither occupation comes with a particularly high salary, but Susan said Ann was “very prudent” with her money… and Sister Catherine said Susan had done very well for Ann in saving for her retirement.

“She accumulated and accumulated,” Susan said. “She was a very good caretaker for her assets, and she was quite surprised with how much she had saved over the years.”

Ann didn’t have children and wanted to leave her money to a worthy cause, but she couldn’t decide on one. She asked Susan and Sister Catherine to make that decision for her.

“I was absolutely stunned to be in this position,” Sister Catherine said.

“We’re honored by it,” Susan said. “I kind of marvel at it, but I recognize it as a smart decision. Because she knew we would get together and talk and think very seriously about what to do with her legacy.”

After discussing it, the two women agreed The Seeing Eye was a perfect fit.

“Ann loved her dogs, especially her Airedale, Blitzen,” Sister Catherine said. “And she had difficulty with her eyes, and she was very, very concerned about losing her sight. She was a photographer and an avid reader, and very dependent on her eyes.”

“Ann was familiar with The Seeing Eye for many, many years,” Susan said. “A few years ago she went to one of The Seeing Eye galas with me, and she met Susan Gnall, who is on The Seeing Eye Board of Trustees, and is my former business partner from Morgan Stanley.”

The donation was made in recognition of The Seeing Eye’s 90th anniversary.

“I think she’d be absolutely delighted with this choice,” Sister Catherine said. “Now that she is in eternal rest, she can think with great joy about this money helping other people. She cared about dogs, she cared about eyesight, and she cared about doing good for the community.”

If you are including The Seeing Eye in your estate plans, please let us know by calling Davida Isaacson at (800) 539-4425 ext. 1735 or email DIsaacson@SeeingEye.org.

A Thoughtful Legacy

Ann T. Hardiman’s bequest to The Seeing Eye came through friends

She cared about dogs, she cared about eyesight, and she cared about doing good for the community.
Where better to celebrate The Seeing Eye’s 90th anniversary than at Ninety Acres, a farm-to-table restaurant located at the Natirar estate in Somerset County, New Jersey!

The Dinner Party, an annual event held since 2016, brings together Seeing Eye supporters and some of the area’s top chefs. The May 7 event raised more than $250,000 to benefit the newly established Jim and Ginger Kutsch Fund for Apprentice Development. Seeing Eye instructors, who train Seeing Eye dogs and then instruct people who are blind in their use and care, complete a three-year in-house apprenticeship.

“As graduates of The Seeing Eye, Ginger and I know firsthand that instructors are the lifeblood of The Seeing Eye mission,” said Seeing Eye President & CEO Jim Kutsch.

“We want to ensure tomorrow’s Seeing Eye students receive the same exceptional instruction that we did, and that comes from a sound apprenticeship program.”

The Dorothy Harrison Eustis Award, the organization’s highest honor, was presented to Dr. Gustavo Aguirre, chief of ophthalmology for the Department of Clinical Studies at the University of Pennsylvania School of Veterinary Medicine. Since 1985, he has served as an adviser to The Seeing Eye’s veterinarians; he also is a former member of The Seeing Eye’s Board of Trustees. His research has led to medical advances in the field of ophthalmology not just for dogs, but for humans as well.

Assemblyman Anthony Bucco presented The Seeing Eye a proclamation recognizing its 90th anniversary, a proclamation to Jim Kutsch in recognition of his upcoming retirement as President & CEO, and a proclamation to Dr. Aguirre.

The 250-guest event began with a cocktail reception followed by a five-course dinner with wine pairings. The chefs were Chef de Cuisine Martyna Krowicka of Felina Restaurant, Executive Chef Joseph Cuccia of 17 Summer, Executive Chef David Viana of Heirloom Kitchen, Chef Andrea Lekberg of The Artist Baker, and from host Natirar – Ninety Acres, Chef de Cuisine Sean Carner and Pastry Chef Lindsay Spinnato. The wine was provided by Banville Wine Merchants, Canopy Wine Selections, Vera Fine Wine, and Winebow.

The event was sponsored by Thomas and Deborah Duffy, Freshpet, Golden Dome Foundation, and former New Jersey Gov. Thomas Kean and his wife, Deborah. Guy Adami, host of CNBC’s Fast Money and a Seeing Eye puppy raiser, was emcee for the event, and the live auctioneer was Bob Milligan.

To support the Jim and Ginger Kutsch Fund for Apprentice Development, please call Melissa Casafranca at 800-539-4425 or go to www.SeeingEye.org/JimandGingertributefund to make a gift online.

Save the date! Next year’s Dinner Party will be held on May 5!
The Seeing Eye thanks its corporate partners

The Seeing Eye’s newest addition to its campus opened this summer. The Dr. Robert H. Harris Canine Pavilion, a $7.6 million kennel attached to the Vincent A. Stabile Canine Health Center, was dedicated June 13 with a celebration at the school’s Washington Valley campus that concluded with a luncheon in the kennel’s exercise area.

The facility houses dogs while they are undergoing four months of training to become Seeing Eye dogs; previously, they were housed at two separate locations on campus.

Dr. Robert H. Harris was the founder of the Golden Dome Foundation, which pledged $2 million in support of the project. Mary Ellen Harris, his widow and the foundation’s president, attended the dedication ceremony.

The new facility has open walls and a translucent roof to allow an abundance of natural light and fresh air, a state-of-the-art ventilation and air exchange systems, ice-proof floors, and covered all-weather exercise areas. In addition to the dog quarters, there are exam rooms, areas for dog grooming and dog food preparation, and break rooms for kennel staff.

“Training to become a Seeing Eye dog is very challenging, and it’s important to have a place for the dogs to relax, to be comfortable, and to have fun,” said Peggy Gibbon, The Seeing Eye’s Director of Canine Development. “Happy dogs make the best Seeing Eye dogs.”

A BETTER DOG HOUSE
Dr. Robert H. Harris Pavilion Is Open for Business!

The Seeing Eye Board of Trustees has elected three new members.

Michael Amoruso is the former president of the National Academy of Elder Law Attorneys and a graduate of The Seeing Eye. Since October 2018 he has been working with his third Seeing Eye dog, a male German shepherd named Inu.

Ira Fuchs, a member of the Internet Hall of Fame, is the co-founder of three pioneering technologies: BITNET, LISTSERV, and JSTOR. He is a director/trustee of The Philadelphia Contributionship and Ithaka Harbors, and with his wife, Karen, is currently raising a puppy for The Seeing Eye.

John Gogarty, president of Coyne Public Relations, one of the top independent public relations firms in the country, representing internationally recognized clients. He also heads Coyne’s PR’s crisis communications and issues management teams.

SEEING EYE ADDS THREE NEW TRUSTEES

TOP LEFT: Seeing Eye instructors and Seeing Eye dogs in training wait for the start of the ceremony.

TOP RIGHT: Following the ceremony, Seeing Eye staff and guests (and puppies) attended a luncheon in the Harris Pavilion’s covered dog exercise yard.

RIGHT: There were plenty of Seeing Eye dogs as well as puppies on hand for the building dedication ceremony. Photos by Victoria Alfonzo.
The Seeing Eye thanks its corporate partners

Benjamin Moore® is proud to support The Seeing Eye® in its efforts to enhance the lives of people who are blind.

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The Seeing Eye is proud to recognize our corporate partners who have made a significant commitment to providing independence for people who are blind or visually impaired through Seeing Eye® dogs.

If your company would like to get involved, please visit SeeingEye.org/Partner for more information.

www.SeeingEye.org


Transforming Lives™
NOW AVAILABLE!
The 2020 Seeing Eye Puppy Raiser Calendar has arrived!

This beautiful wall calendar features pictures of Seeing Eye puppies, taken by Seeing Eye puppy raisers. This photo shows Ponder, a black Labrador/golden retriever cross, chilling in the pool!

To order yours, go to www.SeeingEye.org/calendar, email us at PuppyCalendar@SeeingEye.org, or call us at (973) 539-4425 ext. 1802.

ALSO AVAILABLE on our online store are our new holiday cards.

Photo by Jeong Lee, Puppy Pals Puppy Club of Middlesex County, New Jersey.