



Fast Forward

2018 ALPHAPOINTE
ANNUAL REPORT





OUR MISSION

**Empowering people with
vision loss to achieve their
goals and aspirations.**

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Mike Stephens, *Vice President, Operations*

Ryan Williams, *Vice President, Sales & Marketing*

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A year of relentless momentum



In 2018, Alphapointe was constantly on the move.

We renovated our new facility in Queens, New York, in earnest and moved into completed sections throughout the year. The Mop Department moved in December, followed by the Assembly Department in March and the Plastics Department in July. All departments were operational after only a short transition.

The move was so successful because of partners such as the New York State Commission for the Blind and Lighthouse Guild, as well as BlindSquare “wayfinding” technology installed throughout the building by Bosma Enterprises, an effort funded by the Lavelle Fund for the Blind.

The BlindSquare app interfaces with an employee’s mobile phone by using strategically placed Bluetooth beacons throughout the facility, identifying a worker’s location through audio notifications.

The final move into the New York facility was completed on time in October, with every employee who is blind making the transition.

In Kansas City, Alphapointe reached an agreement with the Kansas City Area Transit Authority in the summer to sell approximately two acres at the corner of 75th and Prospect to permit the construction of a new bus terminal. This rapid transit bus line will provide our employees and the surrounding neighborhood an efficient transportation option. The partnership we envision with the KCATA will lead to new technologies on buses citywide and new jobs for people who are blind in our area.

Alphapointe grew by more than 14 percent for the year to attain a record high. Along the way, we enjoyed all-time record sales in several business lines, including Plastics, Office Products and NY Manufacturing. We opened a new base supply store at the Pine Bluff Arsenal and added new products such as tactical writing instruments.

One of 2018’s many success stories: the production of 120,000 tourniquets for the Army, which required that we increase production by nearly 400 percent. The newly patented Tactical Mechanical Tourniquet™ is gaining support within the military, creating new jobs in New York.

Meanwhile, several new products to complement the tourniquet are in development, a push that, alongside production of the tourniquets, will provide even more gainful employment opportunities for those who are visually impaired.

Rehabilitation services continued to grow: Alphapointe served more than 2,200 people who are blind or visually impaired, a new record. This included serving more Comprehensive Rehabilitation Services clients, Low Vision Clinic patients and youth than ever before.

As you review the accomplishments of this past year, know that it was the result of the efforts of many. And give thought to how you might help us further our mission. We value your advice and your support.

Sincerely,

Reinhard Mabry, President and CEO



Empowering more people than ever

EMPLOYMENT

Alphapointe employs **406** people in its operations.
225 of those employees are blind or visually impaired.
92 percent of employees work full time.
New employees hired in 2018: **103**
New employees hired in 2018 who are visually impaired: **41**

PEOPLE SERVED, BY DEPARTMENT

356 Comprehensive Rehabilitation Services
134 Senior Adult Services
343 Youth
72 Diabetes Education
326 Low Vision Clinic

2218* Total People *adjusted for people using multiple services

NEW AND NOTEWORTHY INITIATIVES

Served a record number of school districts in the KC metropolitan area (7).
Implemented graduations to celebrate the accomplishments of our clients as they finish training.
Started a cooking club for local students to gain confidence in the kitchen.

VOLUNTEER HOURS

8,840 Hours
2,457* Volunteers

*includes those who volunteered more than once



Motivated and mission-driven

ALPHAPOINTE'S EMPLOYEES OF THE YEAR



**PRESIDENT'S AWARD
KANSAS CITY**

JOEY JACKSON

A dedicated manager, Joey Jackson has gone above and beyond to keep the switchboard team at the Kansas City Veterans Administration successful. Joey worked six or seven days a week in 2018 while her department was understaffed, even sacrificing her time to let her staff take vacations. Thanks to her hiring and training efforts, the department is now staffed at 97 percent.



**PRESIDENT'S AWARD
NEW YORK**

SHIRAB SEARS

From his first day at Alphapointe, Shirab has been a highly motivated and creative force. As our training manager, Shirab dedicates himself to thoroughly preparing employees with a focus on safety. For example, before training employees on how to use fire extinguishers, Shirab didn't just learn how to use them, he learned the entire history of their invention.



**MILTON J. SAMUELSON
CAREER ACHIEVEMENT AWARD**

TED RIOS

Ted's commitment to Alphapointe is immeasurable, something that became even more clear this year as he helped the company with the New York move, putting in extra hours and going to the new building frequently. Ted's encouragement is vital whenever work seems overwhelming. He regularly meets with employees in all departments to address their concerns.



**PETER J. SALMON
EMPLOYEE OF THE YEAR AWARD**

MAURICE ATKINS

Maurice is always eager to learn and advance, with plans to pursue further education in the coming months. He takes pride in showing fellow employees how to do new tasks and how to do them the best, most efficient way possible. Maurice is always willing to step up to the plate, working overtime when needed. Always quality-minded, he tries his best to be a positive influence on those around him – and succeeds.

Jobs that make a difference

IN 2018, ALPHAPOINTE'S CALL CENTER ...

Worked for **12** unique clients.

Made or received **300,000** calls.

Had **23,500** calls monitored for quality and scored.

Clocked **31,684** direct labor hours. **87%** of those were blind labor hours.

CONTRACT MANAGEMENT SERVICES ...

Closed **2,171** contracts.

Worked for **three** agencies: The Naval Undersea Warfare Center, Naval Sea Systems Command HQ and the Naval Air Warfare Center.

De-obligated **\$213,355.00**.

Employed **three** closeout specialists, all of whom are blind. This marks the first time this department's direct labor has all been blind.

VETERANS AFFAIRS MEDICAL CENTER ...

Answered more than **411,000** calls.

Employed **10** workers, **eight** of whom are blind.

Look what we made this year

PRODUCTS FROM KANSAS CITY

- 71,269,900** Bottles
- 5,400,692** Micro-moldings
- 27,805,900** Plastic pen parts
- 2,129,762** Pens
- 1,985,544** Markers
- 693,454** Tape rolls
- 30,599** Locks
- 3,220,030** Envelopes printed



PRODUCTS FROM NEW YORK

- 32,897** Cold weather shirts
- 29,946** Litter straps
- 240,107** Tourniquets
- 426,520** Pilot relief bags
- 957,096** Mop heads and mops with handles
- 105,696** Speedy Scrubbers
- 62,670** Buckets
- 31,618** Portfolios and memo pads
- 277,168** Brushes
- 101,022** Brooms



▲ TACTICAL MECHANICAL TOURNIQUET SPOTLIGHT

The Tactical Mechanical Tourniquet (TMT) is a lifesaving medical device designed alongside the U.S. Army to improve survival rates for wartime troops. The result of eight years of development by Alphapointe, the TMT was awarded a U.S. patent in January 2018. Alphapointe is proud to have produced and sold 150,000 TMTs to various military and law enforcement units this past year, resulting in the employment of dozens of blind workers at our Queens facility.

◀ B3 AVIATOR PEN SPOTLIGHT

At the beginning of August, Alphapointe sold its one-millionth B3 Aviator pen. For most other pens, the “1 million” milestone may not be a significant achievement; however, most other pens are sold by the dozen or in packs. The B3 Aviator is a specialized writing instrument that is sold one at a time, and has thrived as a niche product in military aviation. While most people have never heard of our pen, it has quietly garnered a cult following. It can be found in nearly every flight suit in the Armed Forces. Alphapointe can take pride in knowing that our pen is an important tool used by U.S. military professionals around the world as they protect our freedom.



alphapointer

Going viral: Alphapointe makes headlines

Alphapointe was featured several times in the national media in 2018, boosting our profile and reach. More than 400 different news outlets picked up a story about the U.S. Government Pen, which has been produced by people who are blind for 50 years and is molded by Alphapointe in Kansas City. Coverage included USA Today, The Washington Post and CNBC, with a collective reach of 130 million people.

Three Alphapointe employees were also profiled for their accomplishments in the community.



CAMERON BLACK

NFL Network ("NFL 360")
Blue KC Chiefs Kingdom Champion



JAY BROWDER

The New York Times
"He Operates Molding Machines.
But He Can't See Them."



KIRBY HOUGH

The Kansas City Star
"Dating With a Disability"

What's new in New York

2018 was an exciting year for Alphapointe, but nothing was more exhilarating than seeing the transition into our new Queens facility successfully completed. Alphapointe employees are hard at work in an environment designed for success. We have even started offering employees training in English as a second language.

While we have much to be proud of, there is still work to be done to turn this into a permanent home for employees.

PROJECTS TO BE COMPLETED

- **LOBBY:** An open area to entertain guests, interview candidates and greet potential donors and benefactors.
‣ **COST: \$150,000**
- **SENSORY GARDEN:** An accessible outdoor space for employees to eat lunch or take a break from work.
‣ **COST: \$100,000**
- **PEDESTRIAN ELEVATOR:** Unlike the freight elevator, this would be used exclusively to transport employees between floors.
‣ **COST: \$200,000**



**INTERESTED IN HELPING TO
MAKE THESE PROJECTS POSSIBLE?**

Contact Gina Gowin at ggowin@alphapointe.org.

TRAINING ROOM



BEFORE



AFTER



A WORD OF GRATITUDE

Alphapointe would like to thank those supporters who made a donation to our New York facility and its programs.

Jack Muhlstein
Golden Fortune
Reinhard and Andrea Mabry
Cesar Agron
Joseph Gotti
Ann Mele
Minuteman Press
Veniamin Osiashvili
Andrew Tate
Adam Cosenza
Debbie Copelan
Thomas Barcia
Edward Carhart
Harris Plumbing
Stacey Huddleston
Anthony Luisi
Jessica Abrahams
Robert Albano
Mike Burgett
Ursula McCarthy
Han-Hsien Tuan
Reem Plumbing and Heating
Mendel Martin
Lawrence Davis

Matthew Baer
LMG Management
AI VIP Entertainment
Frank J. Antun Foundation
LRP Construction Corp.
New York Community Bank
Foundation
Patrizia's
James Sullivan Trust
Adrian & Rocky's Catering
Joe Danowsky
National Industries for the Blind
Stephen Paolino
Gerald Schwartz, Inc.
JPC Contracting, Inc.
Cathay Bank Foundation
The Hyde & Watson Foundation
New York Community Trust
LC Industries Foundation
Allene Reuss Memorial Trust –
BNY Mellon, N.A. – Co-Trustees
Lavelle Fund for the Blind, Inc.
Lighthouse Guild

Taking navigation to the next level



FINDING THEIR WAY TO WORK

With the sale of two acres of land at 75th and Prospect in Kansas City, Alhapointe joined the effort to turn KC into a Smart City – part of a larger collaborative effort between companies, nonprofits and city governments to upgrade public facilities through interactive technology.

In 2019, the site will be transformed into the KCATA Prospect MAX Hub and will incorporate features designed to ease transportation challenges for Alhapointe’s employees who are visually impaired as well as the general public. The innovative “smart hub” will include audible kiosks, GPS navigation, textured walkways and other features.

FINDING THEIR WAY AT WORK

Because Alhapointe’s new location in Queens consists of 140,000 square feet spread throughout 19 buildings, it represents a potentially difficult environment for people who are blind or visually impaired. The addition of new wayfinding technology has eased the transition.

To help Alhapointe employees adapt to the newly opened facility, Alhapointe worked with Bosma Enterprises, another nonprofit dedicated to helping those who are visually impaired. Bosma lent its expertise to install a system called BlindSquare.

BlindSquare is a mobile app developed by Finland-based MIPsoft. In outdoor environments, BlindSquare uses a mobile phone’s GPS in conjunction with data from third-party navigation apps like Foursquare to describe the environment and announce points of interest and street intersections.



The indoor version of the program, now in use at Alhapointe’s Queens facility, relies on beacons positioned throughout a building. These small Bluetooth devices provide data on specific navigation markers, such as restrooms or meeting rooms, while guiding workers with audio cues about their surroundings.



Gratitude...

A word we don't express often enough.

We want to express our gratitude to our donors, volunteers, companies, foundations and the communities where we call HOME. Our gratitude for keeping hope alive for so many, or for providing hope for the first time to people who are blind and visually impaired. It is the senior's hope that has been rejuvenated by optical devices to utilize their remaining vision and continue living independently. It is the child's hope that they will be able to do anything and be anything they want to be, regardless of sight.

Because of you, we have sent kids to camp for the first time, who never thought they could participate in outdoor adventures. Because of you, an adult who woke up one day with vision loss due to a disease was able to gain the skills, training and resources to be self-sufficient, independent and empowered in this new journey of life. Because of you, someone who is blind was able to become successfully employed. Because of you, hundreds of great things happen every day at Alphaspointe; from Kansas City to New York, and all our locations in between. We are grateful to all those who help fulfill our mission, support our programs and make each community a world where those with vision loss aspire to reach their fullest potential. Once again, THANK YOU!!!!

Gina S. Gowin

Gina S. Gowin, Executive Director

◀ 2018 VOLUNTEERS OF THE YEAR

Lailan & Phil Bressler for their commitment of service to Alphaspointe.

Shaping the cultural landscape

Alphapointe's Foundation is devoted to fundraising through events that are becoming KC staples.



2018 C&C GROUP ALPHAPOINTE PRO-AM GOLF TOURNAMENT

- Support of the C&C Group Pro-Am provides direct funding for programs for children and teens. This year's event allowed more children to attend our summer Adventure Camp than ever before.
- Guests of the golf tournament teamed up with a Midwest Section PGA professional in an 18-hole shootout for prizes on the exclusive Tom Watson-designed course at Loch Lloyd.
- June 4, 2018, Loch Lloyd Country Club

MONEY RAISED: \$92,695 ▶ ATTENDANCE: 229

BOOTS AND PEARLS WINE AND WHISKEY TASTING EVENT

- The wildly successful third annual Boots and Pearls fundraiser provided direct funding for rehabilitation services for children and adults who are visually impaired.
- The event featured wines and whiskeys for sampling, gourmet bites from local restaurants and a performance by Kansas City's Ida McBeth.
- February 23, 2018, Negro Leagues Baseball Museum

MONEY RAISED: \$119,414 ▶ ATTENDANCE: 426



Expanded experiences: Youth Services branches out

TOTAL YOUTH SERVED IN 2018: 346

ADVENTURE CAMP

Adventure Camp introduces kids ages 6-10 to a variety of traditional outdoor camp experiences, with a specific focus on the needs of youth with vision impairment. Campers are taught outdoor and recreational skills to complement their knowledge of the natural world in an environment that encourages friendships. The camp also helps kids learn the independence and social skills needed to develop into successful teenagers.

**NEW IN 2018:
A WEEKLONG OVERNIGHT CAMP FOR KIDS 11-18.**





TECHNOLOGY CAMP

At this weeklong day camp experience for middle and high school students with vision impairments, campers trained with Jaws or ZoomText software depending on individual visual needs. Campers also learned to utilize various technologies that impact academic development, advance internet navigation skills, develop social networking knowledge, and establish internet safety awareness.

Camp kids took the opportunity to work with mentors who have successfully used technology in their chosen fields as professionals with vision loss. All campers worked with a laptop equipped with Microsoft Pro Edition software, including Word, Excel, Access, Publisher, PowerPoint and Outlook. Campers were then able to take their laptops home after the five days of training.



NEW IN 2018: COOKING CLUB

This past year, Alphapointe's Braille and Academics instructor started a cooking club to teach local students confidence in the kitchen. This program offers children ages 12 and older with visual impairments with the opportunity to:

- Learn safe food preparation and cleaning skills
- Prepare a meal and serve the food
- Share the meal with peers, emphasizing proper table manners and social skills
- Take recipes home to share and re-create with their families

While traditional consumer science courses, which include a cooking component, are taught in schools, they are not geared to the unique needs of students with visual impairments. The lessons taught in Cooking Club allow these students to learn the same life skills in a safe, fun and inviting atmosphere.

Donors

\$100,000+

Lavelle Fund for the Blind, Inc.
LC Industries Foundation
Reuss Mem. Trust, Allene/BNY Mellon
N.A. Co-Trustee
M Redman Thompson Trust FBO Oscar
New York Community Trust

\$25,000-\$50,000

Developmental Disabilities Resource Brd.
of Clay Cty.
KC Digital Inclusion Fund @ GKCCF
Mid-America Regional Council
National Industries for the Blind
Speas Memorial Trust,
John W. & Effie E. BOA N.A. Trustee
State Street Foundation
United Way of Greater Kansas City

\$10,000-\$24,999

American Printing House For the Blind
Bank Midwest
C & C Group
Calkins Trust, Ina -
Bank of America, N.A. Trustee
Express Scripts Foundation
Healthcare Foundation of
Greater Kansas City
The Hyde & Watson Foundation
Linscomb Foundation Fund,
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Royals Charities
Major Brands
Menorah Heritage Foundation

Zimmerman Foundation,
Robert E. & Polly A.
Rust Charitable Foundation
Victor E. Speas Foundation -
Bank of America N.A.
Trozzolo Communications Group

\$5,000-\$9,999

Bennett Packaging
Blue Cross and Blue Shield
of Kansas City
Cathay Bank Foundation
Cooper Foundation, Constance
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Delta Innovative Services
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Mariner Foundation Fund
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Plaza Catering
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Steel City Media
Union Broadcasting - 810 WHB
Bauke Foundation, Inc.,
Walter E. and Barbara A.

\$2,500-\$4,999

Allied Construction Services, Inc
Alphapointe Foundation
Atha Family Charitable Fund
Belleville Boot
Benevity Fund
Berlin Packaging
Blue Scope Foundation, North America
Claridge Court
Commerce Bank
Delta Gamma Foundation
Gerald Schwartz Inc.
Barrows Foundation, Geraldine & R A
Hawg Jaws Que & Brew
JPC Contracting Inc.
Keller and Owens
Loch Lloyd Country Club
Long Foundation, R.A.
Lukas Wine & Spirits Superstore
Jeff & Maria Lynch
M. Holland
Midwest ATC Services
Midwest Section of the PGA
Missouri Council of the Blind
Jack Muhlstein
Mutual of America
Phoenix Closures
Sprint Business
Starlight Theatre
The Commerce Trust Company
United Way Donor Choice
US Transactions Corp.

\$1,000-\$2,499

Adrian & Rocky's Catering
Antun Foundation, Frank J.
BKD, LLP
Bank of America Merrill Lynch
Bella Curious
Susan and Jim Bridges
Jack Chaffee
Children's Mercy Hospitals & Clinics
CHUBB Insurance
Citizens Bank and Trust
Company Kitchen/Treat America
Paul Denzer
Joe Danowski
Edwin Watts Golf Shop
Em Chamas
Linda & Phil Endecott
Faro International Inc
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Sheri and Jim Johnson
Greg Kallos
Kansas City Elks Lodge #26
Kansas Gatorade Boys Soccer
Player of the Year
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Lori McConnell
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Patrizia's

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Susanne Christopher Shutz
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Slap's BBQ
Summit Litho
The Deuce @ the National
The National
Gene Thomas
VanTrust
Waddell & Reed Financial, Inc.
Mike Williams

\$500-\$999

James Barry
Bartoszek & Assoc.
Billie Bayles
Belton Host Lions
Robert & Kathy Bender
Robert Broomfield
Lailan & Philip Bressler
Central Bank of the Midwest
Children's Center for the
Visually Impaired
D1D Art Entertainment
Danny Davies & Stacie Wright-Davies
Don & Carla Duryee
Kathy Dusenbery
Enterprise Bank & Trust Foundation
Brian Findley
Fiorella's Jack Stack Barbeque
First Citizen's Bank
Francis Families Foundation -
discretionary award
Kenneth Goetz
Todd & Diane Harrington

Heartland Combined Federal Campaign
Shelley Hecht
Jane Hinkle
Melissa Jobe
Susan & Richard Kastner
Lippert Mechanical
LMG Management
Lukas Liquor
Kara McBurney
Amy & Rob McCaslin
Richard McCulley
Nicklaus Golf Club At Lionsgate
Nothing Bundt Cakes
David Oliver
Mark O'Neill
Lyn & Soren Petro
Gale Pollock
PRP Wine Consultant
Cheryl & Curtis Rayburn
Daniel Reardon
Ronald Sanders
Janice Thompson
Travel Unrivaled
Truist
United Beverage Company
Daniel Walker, PhD

\$250-\$499

A1 VIP Entertainment
Jessica Abrahams
Robert Albano
Allied Workers for the Blind
AmazonSmile
Matthew Baer
Marc Bailin

Jeanne & Jack Bangert
Jacob Bohbhorst
Matthew Brown
Sharon Brown
Mike Burgett
Thomas Burton
Amy Campbell
Jack Campbell
Jon Carpenter
Central Bank of the Midwest
Michael Cillessen
Adam Cosenza
Creekmoor Golf Club
Delta Gamma Kansas City
Alumna Group
Jennifer Farrell
Gina Gowin
Jill Harmon
Ron & Susan Hazelrigg
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Kelly Holland
HoneyBaked Ham Co.
Amber Hughes
InterContinental KC @ the Plaza
Archie Kangethe
Robert Kendrick
Christopher Kosiorek
Jefferson City Host Lions Club
Lake Winnebago Lions Club
Tracy Landing
Brian Laverack
George Lopez
Mendel Martin
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Deborah Niemann
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Gina Petelin
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Martin Phillips
Reem Plumbing & Heating
Dennis Ridenour
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Misty Shepker
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April Smith
Snyders/Lance
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Cliff Trager
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Melissa Turner
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Ryan and Cari Williams
Martin Zhang

\$100-\$249

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Fred Arbanas Golf Course
Kristina and John Freeman
Mark & Debbie George
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Bennett Johnson
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Kind Soap Company
Jennifer H Kraenzle
Kristen Lamont
Tony Liberty

Donors

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Tickets For Less LLC
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Vistage
Garrett Welch
Mitch & Amy Wheeler
Flora Whisler
Rose Windham
Don Wrathford
Callie Wyrsh
Tom Wyrsh
Lacey Yates

UP TO \$100

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Tim and Krystal Ahders
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Joe Anderson
Korri Anderson
Paul Andres
Jonathan Arnold
Nancy Ayers
Jill & Norman Bamber
Daniel & Carol Barry
Teresa Bartoszek
Laura Battle
Jessica Beaver
Patrick Berrigan & Justine Del Muro-
 Berrigan
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Dean Best
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Joan Bittner
Black Walnut Bistro
Ida & Noah Bland
Shelly Blomstrom
Brent Bloss
Marshall Blount
Debra & Lucas Borgman
Claudiaq Botts
Angela Bowers
K. Newell Bowman
Don Breashears
Kai Breeden
Bristol Seafood Grill
Jerry Brokaw

Browne's Irish Marketplace
Thuy Bui
Tanner Burns
Melanie & Beau Burris
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Kaleigh Capra
Scott Caprio
Tim Carmann
Michael Carter
David Chang
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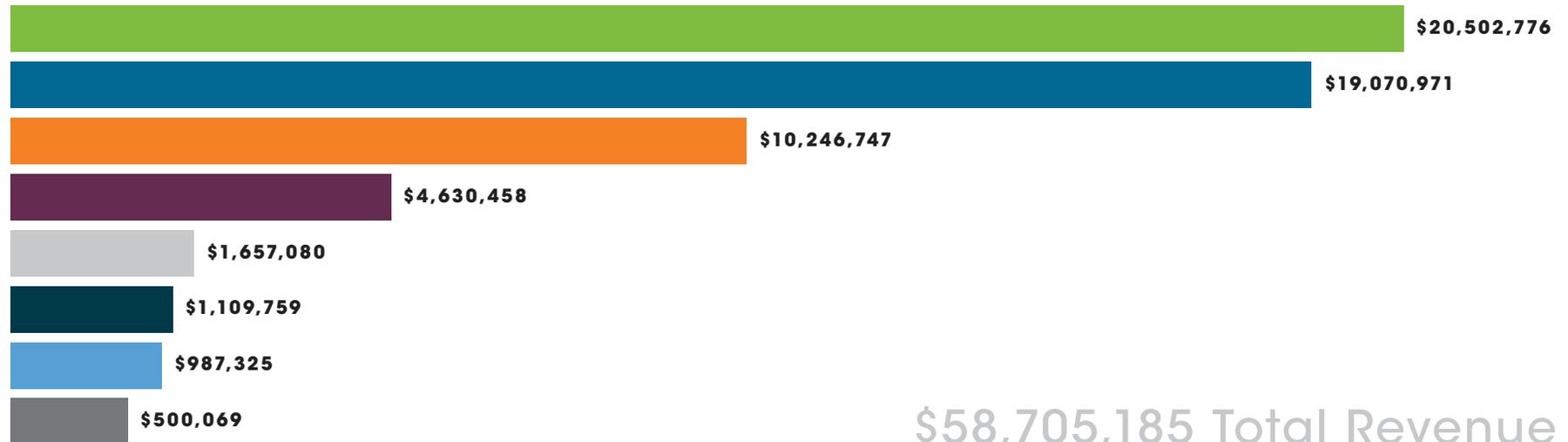
**Thank you to all the corporations, foundations, organizations and individuals who made our impact possible! It is through your continued support that we are able to assist people who are blind and visually impaired to achieve their own goals and aspirations.*

Every effort is made to ensure our list is complete and accurate. Please contact us at 816-237-2099 with any errors or omissions. Thank you!

2018: By the numbers



- 35% Manufacturing, KC
- 32% Manufacturing, NY
- 17% Base Stores & Retail
- 8% Contracted Services
- 3% Other Income
- 2% Fundraising/Events
- 2% Rehabilitation & Education
- 1% Investments/Trust



\$58,705,185 Total Revenue



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