2012 Report to the Community
Alphapointe Board of Directors

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Michael Williams

Alphapointe Executive Staff

Reinhard Mabry
President and CEO
Brent Harlow
Director of Manufacturing
Clay Berry
Director of Rehabilitation
Jerry Maloney
Director of Contact Center Services
Amy Campbell
Director of Human Resources
Mike Stephens
Vice President, Sales and Marketing
Gina Gowin
Director of Development & Public Relations
James E. Van Winkle
Vice President & CFO
Dear Friends:

This is a very exciting time for Alphapointe. As we begin our second century of service, we are debuting a new name, a new look and a renewed commitment to all people with vision loss.

In 1993, to convey the organization’s goal of being the first point of contact for anyone experiencing vision loss, the Kansas City Association for the Blind became Alphapointe Association for the Blind. This name change helped the organization evolve from strictly manufacturing to the role of provider of rehabilitation, service and education to the community.

Now, nearly 20 years later, we once again are evolving to meet the current needs of all people with vision loss. In January of 2012, the Board of Directors unanimously voted to change the name of the organization to simply Alphapointe.

The reason for this change is simple: we are committed to serving all people with vision loss, including those with low vision. Just as the organization evolved in 1993 to provide therapeutic services to people with no vision, we are once again evolving to embrace the over 5 million Americans living with low vision.

This year, Alphapointe took a major step forward in our commitment to serving the community through the creation of the Alphapointe Foundation. The Foundation’s sole mission is to serve as a supporting organization for the programming needs at Alphapointe. Through the hard work of dedicated board members and community volunteers, the Alphapointe Foundation will raise both much needed funds as well as community awareness for the mission of Alphapointe.

We look forward to sharing many more changes with you in the coming months, and I invite you to join me as we begin our second century of service to people with vision loss.

Truly,

Reinhard Mabry  
President and CEO

Sheri Johnson  
Alphapointe Board Chair 2012-2012
For 101 years, manufacturing has been the backbone of Alphapointe’s business operations. Starting in 1916, when Catherine Hale helped to incorporate the Kansas City Association for the Blind, people without vision were able to obtain competitive employment at the Association’s workshop in downtown Kansas City. Workers made brooms, mats and other hand goods, and then sold those goods door to door throughout the city.

During the 1940’s, with support from lawmakers and community leaders including Helen Keller, the Association for the Blind began partnering with other similar agencies to sell products to the Federal government. Formerly known as the Javits-Wagner-O’Day Act, The Ability One Program helped the Association experience unprecedented growth through the sales of products to the government during both WWII and the baby boom that followed.

Today, Alphapointe is still a proud partner with the Federal government through the Ability One Program. Alphapointe produces 13 different writing instruments, a variety of plastic products and has partnerships with numerous brands including 3M, Kensington, and Sealed Air.
Office Supplies
In FY 2012, Alphapointe produced:
• 5 million writing instruments
• 830,000 rolls of tape
• 450,000 paint markers
• 30,000 computer locks
• 1.7 million printed envelopes

Plastics
In FY 2012, Alphapointe produced:
• 38 million pharmaceutical bottles
• 96,000 medical testing bottles
• 180,000 million cleaning supply bottles
Alphapointe has always been the leader in employment for people with vision loss. As the largest employer of people who are blind in the state of Missouri, the organization has worked hard to create a variety of opportunities for competitive employment.

In recent years, the demand for a larger variety of white collar, non-production jobs has steadily increased as access to both education and adaptive technology training has improved. While manufacturing jobs are a good choice for many people, many others are seeking jobs in which they can use the education and skills that they have worked hard to develop.

In December of 2011, Alphapointe hired 22 new employees with vision loss through the Contracted Management Support and Guarded Exchange programs. These positions are all competitive, white collar jobs that require specialized training and experience. Both the Guarded Exchange Program and the Contract Management Support program are clear examples of the changes in employment available for people with vision loss. Alphapointe is committed to providing even more opportunities to meet the demands of the changing workforce of the future.
The Contract Management Support program is in partnership with the Department of Defense to fulfill a critical need for the federal government to efficiently close out government contracts. Employees in CMS utilize technology such as screen readers and magnifiers to review thousands of government contracts awaiting closure. Contracts are reviewed to ensure that products were received in a timely manner, that the products met government quality standards and that all billing and invoices have been paid. Once all of these criteria have been reviewed, the contract is sent back to the Department of Defense for closure.

The Guarded Exchange Program is another innovative government partnership, this time with the State of Missouri. Through this program, employees utilize specialized computer software to monitor communications for the State. The program began in February of 2012, and the team of visually impaired employees has already surpassed many of the initial expectations of the program.

“I used to be afraid to do things because of my vision loss. I used to say ‘I can’t’ all of the time. Now, I say I can.”
-Chris Montavon, Quality Control Inspector
Comprehensive Rehabilitation

The Comprehensive Vision Rehabilitation Program, a multi-discipline approach to vision rehabilitation, is the only one of its kind in the region. In 2012, Alphapointe provided comprehensive rehabilitation services to 243 people with vision loss. Clients typically spend about three months in the program learning a variety of skills to maximize their independence in the sighted world.

Adaptive Technology Training

Technological advances including screen readers, pocket sized scanners and CCTV’s, and magnification devices have opened doors to both employment and higher education that were once closed to people with vision loss. Alphapointe provides specialized training on these devices and much more in two computer labs at the Life Skills Campus, as well as training onsite for employees of private companies who are experiencing a loss of function at work due to vision loss. In 2012, Alphapointe provided over 3000 hours of Adaptive Technology training.

Work Adjustment Center

In 2012, the Work Adjustment Center at Alphapointe provided a safe, therapeutic working environment to nearly 50 adults with multiple developmental disabilities. All of these individuals have some level of vision impairment, ranging from complete blindness to partial vision loss. Many employees at the WAC have cognitive and physical disabilities, and most live in group homes. They spend their time at Alphapointe completing a variety of projects, including assembling pens and other project work. They are paid for their work, and receive incentives and rewards for a job well done.
This year, Alphapointe continued to strengthen a commitment to the future generations of children and teens living with vision loss. Through innovative programming focused on both college preparatory and vocational skills development, Alphapointe served 151 youth last year. The college PREP program provides training and support for both college bound and currently enrolled teenagers so that they have the resources necessary for success in the competitive world of higher education. The Student Transitional Employment Program provides similar support for those teens preparing to enter the workforce.

In 2012, Alphapointe once again hosted two summer camps for kids and teens with vision loss. Alphapointe Adventure Camp, in partnership with Camp Fire USA, hosted 19 kids ages 9-14 for a week of hiking, canoeing, crafts, ropes courses and other confidence building activities. Alphapointe Technology Camp, attended by 25 teens with vision loss, centered on adaptive technology and the possibilities that exist with the right technology and training. Tech campers spent the week learning how to utilize the Apple iPad, and the various music, ebook and social media applications attached to the iPad.

In 2012, the Senior Adult Services program at Alphapointe served 146 senior adults in the Kansas City area who want to live more independent and productive lives with their remaining vision. Through specialized assessments in the Low Vision Clinic as well as through individualized occupational therapy in their homes, seniors living with vision loss learned how to adapt everyday tasks such as cooking, taking medication and navigating their homes safely. Licensed occupational therapists provided over 5000 hours of service to the seniors living in our community in 2012.
90.9 The Bridge
Ms. Susan Adams
Mr. & Mrs. Jerry Adriano
American Century Companies Foundation
Mr. Rex Anderson
Ms. Karen Anderson
Mr. William Anderson
Mrs. Susan Angulo
anonymous
Aramark
Ms. Goldie Arnold
Mr. Charlie Arnot
Mr. Robert Arocho
Assurant Employee Benefits
Mr. & Mrs. Carolee & Russell Atha
Mr. & Mrs. Matthew Baer
Kimberly Baggette
Shelley & Steve Baker
Mr. & Mrs. Trey Barnes
Mr. & Mrs. James Barry
Mr. Clark Beason
Mr. Brian Belanger
Belton Lion’s Club
Bennett Packaging
Berlin Packaging
Mr. Clay Berry
Mr. Terry Bickham
Birch Communications
BKD Foundation
Mr. Joseph Blasko
Mr. Kevin Blayney
Blue Cross and Blue Shield of Kansas City
BlueScope Buildings North America
BlueScope Steel
Mr. & Mrs. Cornelius Boersma, IV
Mr. Ivan Bowlin
C Bradford
Mr. Garrett Bradley
Ms. Sharon Brown
Mr. Gary Bussing
C&C Group
Ms. Joan Carhart
Children’s Center for the Visually Impaired
Children’s Mercy Hospitals and Clinics
Mr. & Mrs. Laura Chisholm
Citizen’s Bank and Trust
Ms. Mary Beth Clark
Mr. Charles Clay
Ms. Netha Cloeter
Ms. Joanne Collins
Commerce Bank
Ms. Paula Conrad
Dr. John Cowan
Mr. Trent Cox
Mr. Marc Craig
Mr. Ben Craig
Ms. Amy Crippen
Mr. & Mrs. Edward Cunningham
CVS Caremark
Mr. Jason Darby
Mr. & Mrs. James & Karen Day
Mrs. Serena Dehoney
Ms. Trish Delich
Delta Gamma Kansas City Alumna Group
Mr. & Mrs. Paul Denzer
Ms. Chrystal Defweller
Ms. Constance Dougherty
Ms. Deborah Drofts
DST Systems Inc.-Main
Ms. Susan Durbian
Mr. & Mrs. Doug Duty
DVS Group
Ms. Cynthia Egger
Elavon
Enterprise Holdings Foundation
Estate of Laura George

Fiscal Year 2004-2012 Revenue

Fiscal Year 2012 Revenue

Retail services 47.70%
Office Products 19.48%
Endowments & Investments 4.66%
Fundraising 1.38%
Medical 20.35%
General/Administrative 0.05%
Service Contracts 2.85%
Other Mfg 0.63%

As of September 2012
- Assets to Liability: 3.6:1
- Debt to Equity: 38%
Sean Everhart  
Elisabeth Fanniel  
Faro International Inc  
Mr. Shawn Ferguson  
Mr. Louis R. Ferril  
Finish Line Foundation  
First Citizen’s Bank  
Mr. & Mrs. Wayne Foraker  
Ms. Barbara Funk  
Mr. & Mrs. Jeffrey Garthoff  
Ms. Rebecca Gatapia  
Gates, Shields & Ferguson, P.A.  
GE United Way Campaign  
Mr. & Mrs. Kent Gedman  
Mr. & Mrs. Louis Gendernalik  
Ms. Julie Genovese  
Mr. Elton Gibson  
Mr. Kelly Goodburn  
Ms. Gina Gowin  
Mr. Jerad Henkel  
Mr. Steve Heggem  
Ms. Maria Hedrick  
Heartland Health  
Federal Campaign  
HealthCare Foundation  
of Greater Kansas City  
Heartland Combined  
Hallmark Employee  
Volunteer Program  
Mr. Allan Hallquist  
Mr. & Mrs. Darin Hall  
Harvest Ball Society  
Mr. Scott Harvison  
Mr. Mark Hastert  
Health Care Foundation  
Harley Racon  
Hartley Racon  
Harvest Ball Society  
Cindy Harris  
Natalie Hoagland  
Mr. Scott Harvison  
Mr. Mark Hastert  
Health Care Foundation  
of Greater Kansas City  
Heartland Combined  
Federal Campaign  
Healthcare Foundation  
Ms. Maria Hedrick  
Chad & Kelli Heggem  
Mr. Steve Heggem  
Mr. Jerad Henkel  
Mrs. Fran Hershey  
Mr. & Mrs. Steve Hilliard  
Mr. & Mrs. W.A. Hirsch  
Mr. Daniel Hofferbert  
Mr. Linda Holloway  
Honeywell Hometown Solutions  
Ms. Debra Houston  
 Lexus  
Mr. John Duane Hubble  
Mr. Mark Hubble  
Ms. Rhonda Hughes  
Mr. Roger Hunwitz  
IMA  
Independence Eastview  
Lions Club  
Independence Host Lions Club  
Integrity Products  
Mr. Dave Israel  
Jim & Sheri Johnson  
Mr. Jim Johnson  
Gregory & Kay Kallos  
Mr. Michael Kalny  
Kansas City  
Manufacturing Network  
Kansas City Royals  
Kansas City World Outreach,  
Lions Club  
Kansascity Zoo  
Mr. James Kasper  
Keller and Owens  
Mr. Robert Kendrick  
Mr. Charles Key  
Ms. Karen Kidd  
Charles & Lucinda Kincaid  
Ms. Del Kingan  
Mr. Rodney Knox  
Ms. Jennifer Kraenzle  
Mr. Pete Krsnich  
Kutak Rock  
Lamar Outdoor Advertising  
Mr. John Lathrop  
Mr. Richard Leadfield  
Leawood Family Eye Care  
Mr. Terry Lee  
Lee’s Summit Downtown  
Lions Club  
Mr. Greg Lever  
Mr. Kevin Lindsey  
Linescomb Foundation, Irven E.  
& Nevada P  
Lions Clubs, District 26G  
Mr. Andre Logan  
Ms. Lynn Logan  
Reinhard & Andrea Mabry  
Mariner Wealth Advisors  
Nelson & Paulette Markel  
Mr. & Mrs. Ed Marquette  
Ms. Nancy McConnell  
Mr. Tracy McConnell  
Mr. & Mrs. Thomas McKee  
Ms. Ann Meling  
Mr. & Mrs. Jay Menlove  
Merit Packaging  
Mr. Scott Michelson  
Mr. & Mrs. Mark Miller  
Stephen & Marsha Mock  
Ms. Leuticia Moore  
Eric Shanny Morgenstern  
Mike & Kate Mulligan  
Mutual of America  
Mark & Janice Nauthton  
Neighborhood Tourist  
Development Fund  
Ms. Barbara Neufeld  
Nexus Resin Group  
Mark Nicholson  
Mr. & Mrs. Jimmy Nickell  
Ms. Linda Nissen  
Madonna O’Deil  
Outdoor Foundation  
Mr. Robert Owens  
Mr. Steve Ozark  
Pabulum Productions  
Padgett Family Foundation  
Mr. & Mrs. George Pagels  
Mr. Wilfred Palm  
Dr. & Mrs. Joseph Peralman  
Ms. Linda Parkinson  
Mr. Robert Payne  
Mr. Seth Peatlie  
Mr. George Penniston  
Philadelphia Insurance  
Companies  
Dr. & Mrs. Larry Piebenga  
Mr. Terry Pinne  
Mr. Ronald Pittman  
Mrs. Lisa Placke  
Mr. Daniel Pilecki  
Ms. Jennifer Pultsman  
Ms. Kathryn Pruessner Peters  
Ms. Lisa Prutsman  
Mr. J.F. Pryor  
Mr. Gregory Radke  
Ms. Linda Ray  
Ms. Jennifer Reynolds  
Mr. Troy Rinke  
Mr. & Mrs. LaMonte Roach  
Mr. David Robbins  
Mr. Kenneth Roberson  
Mr. Brad Roderick  
Mary & B. Paul Roper  
Ms. Cheryl Ross  
Ms. Carol Roth  
Mr. Douglas Rushing  
Ms. Colleen Russo  
Mrs. Ann Rutherford  
Mr. Gary Scarborough  
Sealed Air  
Ms. Margaret Shouse  
Ms. Susanne Shutiz  
Richard & Beryl Silberg  
Phil & Rebecca Smith  
Mr. Archie Smith  
Mr. Horace Smith  
Mr. Christopher Snell  
Denise Hamilton & Michael Soller  
Mr. Richard Sosinski  
Mr. & Mrs. Johnny Stabno  
Mr. & Mrs. Jim Stacy  
State Street Foundation  
Mr. Carl Stephens  
Ms. Monica Stephens  
Summit Litho  
Super Family Foundation, GKCCF  
Suture Express  
Mr. & Mrs. Monroe and  
Helen Taliaferro  
Gary Tartick  
Mr. Rick Taylor  
Dr. John Taylor  
Ms. Rebecca Terry  
Rob & Denise Thacker  
The Independent  
The Mutual Fund Store  
Mr. Gordon Thiedfeld  
Ms. Annette Thomas  
Mr. William Thomas  
Ms. Blanca G Tobey  
Trollzolo Communications Group  
Truist  
United Healthcare Services, Inc.  
United Stationers Supply  
United Way Donor Choice  
United Way of Greater  
Kansas City  
Universal Convention  
Mr. Frank Vail  
Jim and Shirley Van Winkle  
Mr. Kevin Vanderweide  
Victor L. & Helen B. Regnier  
Family Fund, GKCCF  
Ms. Cecilia Vigliaturo  
Mr. Frank Vokv  
Mr. & Mrs. Daniel Walker  
Mr. Clint Walker  
Doug & Karen Washburn  
Ms. Karen Way  
Mr. & Mrs. Robert Weed  
Mr. Mike Whippes  
Ms. Gretchen Wildrick  
Mr. Carl Wilhite  
Mrs. Brooke Wilken  
Willies Broadcasting  
Mrs. Katherine Williams  
Mike & Sally Williams  
Mr. & Mrs. Craig Wilson  
Ms. Kari Woyak  
Mr. Jonath Wright  
Ms. Diane Yearns  
Mr. Sergio Zaderenko  

Please accept our apologies  
for any errors or admissions.