OUR MISSION

EMPOWERING PEOPLE WITH VISION LOSS TO ACHIEVE THEIR GOALS AND ASPIRATIONS.
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ALPHAPOINTE FOUNDATION
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Sheila Seck, 2nd Vice-Chair
Stephen Mock, Treasurer
Danny Davies, Secretary
Michael Lynch, At Large
Lailan Bressler
James Day
Kathryn A. Dusenbery
Sheri Johnson
Jack Muhlstein
Mark O’Neill
Gale S. Pollock
Kenneth Roberson
Janice Thompson
Michael Williams
David Westbrook
Richard Bland
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Greg Kallos
Jimmy Nickell

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Dr. Dan Walker
Reinhard Mabry
Ed Marquette
Melissa Jobe
Carrie Rezac
Dennis Ridenour
Rick Taylor
Laurent Roy

ALPHAPOINTE EXECUTIVE STAFF
Reinhard Mabry, President & CEO
Jeff McHenry, Vice President, CFO
Amy Campbell, Vice President, Human Resources
Gina Gowin, Vice President, Program Services & Development
Mike Stephens, Vice President, Operations
Ryan Williams, Vice President, Sales & Marketing
Stan Wright, Vice President, Information Technology

GABINA BATISTA New York sewing division
This has been a record-breaking year.
As I reflect on 2017, I am proud of our staff, partners and supporters.

In 2017, Alphapointe embarked on a Herculean effort to invest in the future of our employees in New York. We purchased a facility that will lead to long-term growth and sustainability for New Yorkers who are blind. We invested $22 million in a property in Queens, launching the Home. Made. capital campaign to raise the additional $3 million needed to finish renovations. We will move into the building in stages as work is completed. Right now it is an industrial facility under renovation, but with your help, we will transform it into a place to call home.

We continue to make quality products that protect those on active duty, helping them do their jobs and ensuring they return home safely to their loved ones. In 2017, we launched our patented Tactical Mechanical Tourniquet (TMT).

Alphapointe has always supported America’s men and women in uniform. With piddle packs for pilots, lighted pens, prescription bottles, tourniquets, litter straps and uniforms, our employees – who may not have been able to serve because of their own vision loss – are proud to contribute to our military’s efforts.

Alphapointe now has employees in seven states. We achieved all-time record sales for office products, plastic molding and service contracting. Our call center business increased by more than 40 percent, and nonfederal business now represents 20 percent of our total business.

Alphapointe helped 20 percent more Low Vision Clinic patients and served more than 300 kids in our youth programming. We achieved record fundraising results and secured the agency’s largest gift in our history. In 2017, Alphapointe received more philanthropic support for our programs than ever before.

These results happen because of the hard work of everyone involved. Record sales and generous support from the community will continue to create jobs and provide services for those with vision loss.

Thank you for continuing on this journey with us.

Sincerely,

Reinhard Mabry, President and CEO
Alphapointe employs 392 people in its operations, and 225 of those employees are blind or visually impaired. Ninety-four percent of employees work full time.

Alphapointe utilizes volunteers in all of its operations. Volunteers are critical to Alphapointe and serve in various aspects of the agency, including daily volunteers for our Audio Reader Program, recording local news and information, books and other items for people who are blind. Volunteers work in administrative roles, in our children and youth programs, summer camp, technology camp and low vision clinic. Volunteers also serve on various committees and boards of directors, and at major events.

A YEAR OF SERVICE

Over 1,800 people provided 7,930 hours of volunteer service to Alphapointe last fiscal year.

Hired 87 employees.
59 were visually impaired.

Ended the year with 225 blind employees, compared to 214 last year.

Blind labor ratio ended at 82.5%.

PEOPLE SERVED, BY DEPARTMENT

227 Comprehensive Rehabilitation Services
160 Senior Adult Services
301 Youth
73 Diabetes Education
237 Low Vision Clinic

1,778* TOTAL PEOPLE

*adjusted for people using multiple services
ALPHAPOLITE’S BEST: EMPLOYEES OF THE YEAR

PRESIDENT’S AWARD, KANSAS CITY
KRISTIN STEPHENSON
Kristin displays an authentic love of her job, with genuine thought and care for the employees at Alphapointe. She makes a point to visit each department daily, saying hello to people, ensuring employees know that HR cares and is available whenever needed.

PRESIDENT’S AWARD, NEW YORK
MANNY LORENZO
Manny’s ability to rise to any challenge makes him invaluable to Alphapointe. He continually maintains a positive attitude and is capable of picking up the pieces when things don’t go as planned.

MILTON J. SAMUEL CAREER ACHIEVEMENT AWARD, KANSAS CITY
CHERYL RAYBURN
Cheryl, who first came to Alphapointe for help with her own vision loss, is now a valuable asset to the Rehab team. With her help, the clinic is on pace to double the number of people it serves in 2018. Cheryl’s frequent acts of kindness put smiles on others’ faces.

PETER J. SALMON EMPLOYEE OF THE YEAR, NEW YORK
DAVID BROWN
David hasn’t let his own limited vision stop him from being one of our most versatile workers for almost 10 years. Well liked, trusted and hardworking, he is exactly what we look for in an Alphapointe employee.

KANSAS CITY
DEPARTMENT EMPLOYEES OF THE YEAR
Office Products – Rickey Gonzalez
Contact Services – Robert Brown
Warehouse/QA/Maintenance – Sam Shipp
Rehab – Sharon Brown
BSC – Sarah Blackburn
Plastics – Bob Miller
Admin – Thuy Bui

NEW YORK
DEPARTMENT EMPLOYEES OF THE YEAR
Army Sewing – Sam Mau
USPS – Keith Grant
Broom/Brush – Ying Jie Chen
Mops – Su Ping Chen
General Factory – Richard Villardi
Shipping – Alvaro Pedraza
Needlecraft – Xue Yun Chen
Assembly – Jing Zheng
Plastics – Leomary Pena
## A PRODUCTIVE YEAR

### WHAT WE MADE

<table>
<thead>
<tr>
<th>Products From Kansas City</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bottles</td>
<td>157,326,096</td>
</tr>
<tr>
<td>Plastic pen parts</td>
<td>29,900,030</td>
</tr>
<tr>
<td>Micro-moldings</td>
<td>21,664,870</td>
</tr>
<tr>
<td>Pens</td>
<td>2,470,992</td>
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<tr>
<td>Markers</td>
<td>1,707,540</td>
</tr>
<tr>
<td>Tape rolls</td>
<td>635,877</td>
</tr>
<tr>
<td>Locks</td>
<td>28,229</td>
</tr>
<tr>
<td>Envelopes printed</td>
<td>3,080,590</td>
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</tbody>
</table>

<table>
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<tr>
<th>Products From New York</th>
<th>Quantity</th>
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</thead>
<tbody>
<tr>
<td>Cold weather shirts</td>
<td>56,077</td>
</tr>
<tr>
<td>Litter straps</td>
<td>11,576</td>
</tr>
<tr>
<td>Tourniquets</td>
<td>21,285</td>
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<tr>
<td>Pilot relief bags</td>
<td>486,043</td>
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<tr>
<td>Mop heads &amp; mops with handles</td>
<td>1,100,484</td>
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<tr>
<td>Speedy scrubbers</td>
<td>143,263</td>
</tr>
<tr>
<td>Buckets</td>
<td>58,032</td>
</tr>
<tr>
<td>Portfolios &amp; memo pads</td>
<td>33,816</td>
</tr>
<tr>
<td>Brushes</td>
<td>314,015</td>
</tr>
<tr>
<td>Brooms</td>
<td>88,749</td>
</tr>
</tbody>
</table>
CALL CENTER

+96,904 outbound calls made

+8,122 inbound calls received

1.54% improvement in data quality

Launched California call center

Remote/work-at-home staff peaked at 35% of call center employees

CLAY SIPES  Blind machine operator, Kansas City
Alphapointe’s new location in Richmond Hill, Queens, is already changing the lives of New Yorkers who are blind or visually impaired. Once fully renovated, the wholly owned space will create major savings and financial stability, freeing up more resources for job creation.

While the building’s initial purchase and construction costs were completed using NYC-based tax-free financing, renovations are dependent upon future fundraising dollars.

To contribute to the ongoing transformation at Alphapointe’s Queens facility, visit alphapointe.net/nyhomemade.

Alphapointe is the only remaining industrial employer of people who are visually impaired in NYC. The Queens location employs 196 people, 123 of whom are legally blind. Its location in a safe, mixed-use neighborhood a block away from a subway station will allow employees to maintain their independence on an everyday basis, and Alphapointe’s compliance with New York City’s minimum wage mandate is already having a huge effect on workers’ lives.
A $700,000 gift from the Lavelle Fund for the Blind, Inc., will allow Alphapointe to create a specialized training space where manufacturing employees can build workplace skills according to their abilities using the latest computers and equipment, as part of its Home.Made. capital campaign for its new building in Queens.

L-R Reinhard Mabry, Alphapointe CEO; Dr. Andrew Fisher, executive director, Lavelle Fund for the Blind, Inc.; Dan Callahan, Lavelle board president; John Caffrey, Lavelle board vice president and treasurer.

TIMELINE

JUNE 2017
Warehouse space renovations for occupancy begin.

JULY 2017
Warehouse operations are transferred to the facility.

AUGUST 2017
Renovations of key areas begin.

SEPTEMBER 2017
A kickoff event for community leaders marks the official start to renovations for the whole facility.

2018
With your help, renovations will be completed and remaining personnel will be transitioned to our new home.
Upon completion of training, he was awarded the Military Occupational Specialty (MOS 92A), Automated Logistical Specialist. During his tenure in the military, before retiring in July 2017, he was deployed to Bosnia as a member of the “Bosnia Herzegovina” and to Afghanistan for “Operation Enduring Freedom.”

Throughout his 25-year career in the Army, he held several jobs within logistics, ranging from warehouse supervisor to managing various programs and teams.

During his final year, he was selected to participate in the Hiring Our Heroes Corporate Fellowship Program, helping service members find employment in the corporate sector. This much-needed program assists service members in writing resumes and interviewing and with overall job placement.

The Hiring Our Heroes Corporate Fellowship Program selected 18 service members from Fort Riley, Kansas, and Fort Leavenworth, Kansas, to pair up with various companies for 12 weeks to understand what it’s like to work in a corporate environment. Sergeant First Class Randolph was paired with Alphapointe.
At the end of the 12-week program, Randolph was offered a permanent position as the supply chain project manager. “I’m glad I accepted the job with Alphapointe because the environment and the people are what make it a positive experience. I enjoy learning new things and adapting to the corporate world. Alphapointe made me feel like I was a part of the team from day one!” he said.

VETERANS ON STAFF

ANTONIO ARBELO
Legally blind, 2nd shift plastics packer in Kansas City, served for eight years.

DAVID MORROW
Job coach, served in the military and was honorably discharged in 1970.

AARON (A.J.) JOHNSON JR.
Legally blind office products machine operator in Kansas City, served for four years.

KEN BRYANT
CMS site supervisor, served in the Army from 1996-2004 and is currently active in the Army reserves.

WARREN “SCOTT” WALTERS

BRET ARNOLD

CHRISTOPHER KOSIOREK
Senior manager in the Tactical and Medical Division, served in the Army from 1994-2008.

MICHAEL YOUNG

WT SMITH

RYAN WILLIAMS
Vice president of Sales and Marketing, served in the Army from 1995-1999.

RICHARD VILLARDI

ANDREW CUNNINGHAM

BERNARD SHANDS
Legally blind mail bag sorter at USPS Department in New York City, served in the military from 1979-1984. He was honorably discharged due to an injury that resulted in his loss of vision.
WHO WANTS TO GO CAMPING?

Dajanee Faison, now 19, first encountered Alphapointe in the summer of 2012, when she attended Technology Camp. There, she learned to use adaptive tech to help her navigate the world from a digital perspective. She’s been an Alphapointe success story ever since – working in our call center as a teen, taking advantage of our College Prep program (hello, dean’s list!) and nurturing her love of dance – all while being an inspiring big sister. Today, she’s a college student on track for a lifetime of success.

“\nYou don’t feel like a burden at Alphapointe, and it’s a beautiful thing not to feel judged by anyone.”
– Dajanee Faison
Lee’s Summit, Missouri

Youth Programs Reap Rewards

In 2017, Alphapointe’s camps served more youth than ever before. In fact, demand for our Adventure and Technology camps has grown so much, we will be adding an additional week of camp next year to provide the older kids with an overnight experience.

301 Youth served
49 Adventure Camp attendees
28 Technology Camp attendees
Our Foundation never wavers in its commitment to provide resources needed for Alphapointe’s mission, with fundraising efforts that are making a mark in Kansas City’s rich culture.

2017 C&C GROUP ALPHAPONTE PRO-AM GOLF TOURNAMENT

Held July 17 at Loch Lloyd Country Club in Belton, Missouri, this sellout event has allowed us to expand our summer camp program from nine kids in its first year in 2011 to 50 in 2017. Summer 2018’s Alphapointe Adventure Camp will expand to two camps: an overnight camp for ages 11 to 18, and a day camp for ages 6 to 10.

Over $620,000 raised to date through C&C Group Pro-Am to support programming for children and youth who are blind.

BOOTS & PEARLS WINE & WHISKEY TASTING EVENT

More than 300 people attended Alphapointe’s second annual wine and whiskey tasting fundraiser April 4 at the Negro Leagues Baseball Museum in Kansas City’s historic 18th and Vine District. The event will be held again this year with even more live music and entertainment.

Nearly $200,000 raised at this new event to support rehabilitation for adults and seniors losing vision.
DONORS

3M
Robert Albano
Alphapointe Foundation
Dustin Allie
AmazonSmile
Amigoni Urban Winery
Kori Anderson
Andrew Golub CPA
Louis Anunziata
Aramark – Royals Stadium
Argosy Casino
Avnest Bank Theatre at the Midland
Jessica Ashby
Aramark – Royals Stadium
Argosy Casino
Associated Restaurant Group
Carolee Atha
Associated Restaurant Group
Jessica Ashby
Alphapointe Foundation
Robert Albano
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Amigoni Urban Winery
Kori Anderson
Andrew Golub CPA
Louis Anunziata
Aramark – Royals Stadium
Argosy Casino
Associated Restaurant Group
Carolee Atha
ANNUAL REVENUE BY SOURCE / FISCAL YEAR ENDED SEPTEMBER 30, 2017

$51,087,341

2017 BY THE NUMBERS

PERCENT OF TOTAL REVENUE

- 66.8% Manufacturing Services
- 14.0% Base Store Sales
- 9.2% Contracted Services
- 2.9% Fundraising & Contributions
- 2.3% E-Commerce Sales
- 2.1% Gain on Investments
- 1.6% Rehabilitation & Education
- 1.1% Other Income

Total Revenue

$51,087,341

$34,140,405

$7,139,814

$4,700,295

$1,490,203

$1,196,745

$1,053,284

$798,663

$567,931
OUR VISION

A WORLD WHERE EVERYONE WITH VISION LOSS RISES TO THEIR DESIRED FULL POTENTIAL.