A MESSAGE FROM OUR LEADERSHIP

This growth – in all directions – propels us forward and makes us greater in many ways while preparing Alphapointe for a rapidly changing business climate.

With a strategic plan and refocused energies on expanding services for those who are visually impaired, Alphapointe’s work and diversification continue developing. This has been a year of record-breaking achievement for us. In 2014, we served, employed and found work for more people than any year previous, while recording our highest revenue in the organization’s history.

In May, after nearly a year of planning, we acquired New York City Industries for the Blind, a nonprofit enterprise located in Brooklyn, New York, with a similar mission of service to the community. We are honored that the board and management of our sister nonprofit agency had confidence in Alphapointe’s ability to integrate their organization into our own.

The federal marketplace is evolving, too, adding an element of complexity to our business that makes job creation more challenging. To counter these headwinds, we opened a 60-seat call center in Kansas City, and secured new business in Jefferson City and new customers for our injection molding business. Ford Motor Company, Motorola and OptumRx have bolstered operations and added new jobs for people who are blind.

And, with the support of a grant from the Hall Family Foundation and our many donors, Alphapointe expanded youth services to offer year-round programming, which served more than 200 youth who are blind.

This annual report demonstrates our commitment to the ultimate goal of a world where everyone with vision loss rises to his or her full potential. We value the contributions of our sponsors, community partners and many friends throughout the nation who support our mission. On behalf of the board of directors of Alphapointe, we thank you.

Sincerely,

Reinhard Mabry, President and CEO

Paulette Markel, Board Chair

Alphapointe Board of Directors
Paulette Markel, Chairman
Ed Marquette, 1st Vice Chairman
Stephen Mock, Treasurer
Ken Roberson, Secretary
Sheri Johnson, Immediate Past Chairman
David Westbrook, Chairman, Foundation

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Alphapointe Foundation
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Chad Heggem, Vice Chairman
Doug Lange, Treasurer
Gina Gowin, Executive Director

Jim Day
Jill Forrest
Dan Gedman
Reinhard Mabry
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Carrie Rezac
David Shapland
Rick Taylor
Michael Williams

Alphapointe Executive Staff
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President and CEO

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Vice President, Human Resources

Gina Gowin
Vice President, Program Services

Dr. John Cowan
Vice President, Program Services

Jeff McHenry
Vice President, CFO

Vice President, Sales and Marketing

Mike Stephens
Vice President, Operations

Stan Wright
Director of Information Technology

Jeff McHenry
Vice President, CFO
A BIGGER DIFFERENCE IN MORE LIVES

Mergers can be challenging and often disruptive. However, when Alphapointe joined forces with the New York City Industries for the Blind (NYCIB) this past year, the two organizations blended easily, perhaps because of their common goal: creating aspirational careers for the blind and visually impaired. The merged organization now has more than 400 employees operating in nine locations across four states.

“I am extremely proud of how well these organizations worked together to create a seamless transition,” said CEO Reinhard Mabry. “The smooth process is a testament to the conscientiousness of all our employees.” As of May 1, 2014, NYCIB began operating under the Alphapointe name. Rick Bland, former CEO at NYCIB, is serving as an Alphapointe adviser and remains in New York City.

Based out of a 140,000-square-foot facility located in Brooklyn, Alphapointe (NYCIB) is the largest provider of jobs for the blind or visually impaired and employs almost 200 men and women in the New York City and surrounding areas. Alphapointe (NYCIB) also operates a satellite operation near JFK airport, servicing the United States Postal Service.

The merged organization plans to continue critical partnerships with several New York agencies. NYCIB’s affiliation with the New York State Preferred Source Program (NYSPSP) helped provide a broad range of products and services to New York state, city and local government agencies. NYCIB also manufactured AbilityOne/Skilcraft products under the AbilityOne Program, supplying the Federal government and military personnel with quality products.

Big things continue to happen in the Big Apple. Since the merger, Alphapointe secured new business to package homeland security kits for the state of New York, renewed a sewing contract for the U.S. military and opened a call center, ensuring job opportunities for people who are blind in New York will be protected and continue to thrive.
ALPHAPointe 2014 Revenue by Source

Fiscal year ended September 30, 2014.

**Percent of Total Revenue**

- 1.4 Fundraising
- 1.9 Rehabilitation Service Revenues
- 2.5 Investment & Endowment Income
- 6.4 Ecommerce Sales
- 9.3 Other Service Revenues
- 25.9 Retail Sales
- 52.6 Manufacturing Sales (36.8 KC and 15.8 NYC)

Net Assets Years 2010-2014

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NYC $5,595,263* KC $13,079,155

*NYC Revenue from May to September only
**Fiscal year 2014 includes partial year results from addition of sales from merger with NYCIB

$35,563,599**

Total Revenue

\[ \text{Net Assets Years 2010-2014} \]
131 people were served through the Low Vision Clinic

388 senior adults were served by Alphapointe

140 people were trained to use adaptive technology

45 people who are blind were placed in community employment

More than 1,800 clients in a multistate region were served in the past year

“My patients have received great support from the professional staff at Alphapointe in learning to adapt to their visual difficulties.”

— Dr. Gregory Fox, Retina Associates, PA.

80 people with diabetes were trained in disease management
FROM AGES 2 TO 92, ALPHAPOINTE EMPOWERS

As a part of an ongoing commitment to enriching lives and communities, Alphapointe’s services and outreach programs continue to grow.

Low Vision Services

Alphapointe’s low vision services go beyond glasses and surgery. With a focus on daily living and self-sufficiency, the Low Vision Clinic’s services help people establish their independence. And with a dramatic rise in diabetic retinopathy, macular degeneration and glaucoma, Low Vision Clinic services are in higher demand.

Following evaluations at the clinic, training begins in the usage of optical devices and adaptive equipment and techniques. Improved access to these services and resources advances individuals with vision loss and their families and creates a healthier community.

Comprehensive Rehabilitation Services

Comprehensive Rehabilitation Services (CRS) provide people who have lost vision, or are in process of losing vision, the chance to learn new skills and maximize their independence. Optometrists, occupational therapists and staff provide hands-on, practical solutions to everyday problems. Adapting daily living techniques, such as handwriting and cooking, help compensate for low vision and make the biggest impact on one’s ability to live independently.

After 81-year-old Karen was diagnosed with macular degeneration, she was referred to the Low Vision Clinic to help her maintain her independence. An occupational therapist introduced Karen to a handheld video magnifier, task lighting and positioning, and benefit filters, for reading. Karen also learned how to use various guides for writing. She believes that both the magnifier and the writing guides have helped her greatly. Karen credits Alphapointe with helping to keep her independent and active. “Being able to keep doing what I love has made all the difference,” she said.

Senior Services

Vision loss affects nearly every aspect of a senior’s health and well-being, including properly taking medication, tripping and falling, and dealing with other illnesses. The program conducts assessments and provides optical devices, adaptive technology and occupational therapy to seniors in the metro area, allowing them to live more independent and productive lives with their remaining vision.

Adaptive Technology Training

Adaptive devices have opened doors to employment and higher education that were once closed to people with vision loss. Alphapointe provides technical training as well as on-site training for employees of private companies who are experiencing minimized function at work due to vision loss.
37,993,250 pharmaceutical bottles

3,802,334 writing instruments

351,902 paint markers

15,242 computer locks

4,000,450 printed envelopes

188,681 cleaning supply bottles

4,473,720 urinalysis testing bottles

185,000 elongated mop heads

600,000 brooms and brushes

96,000 notepads

2,200,000 mailbags

36,000 army combat shirts

763,361 rolls of office tape
Training
Alphapointe continues to train and provide a skilled workforce for nonprofit, business and higher education communities through the state-of-the-art Life Skills Campus, as well as training on-site for employees of private companies who are experiencing minimized function at work due to vision loss. By providing specialized training on devices such as screen readers, pocket-sized scanners and more, Alphapointe has opened doors to both employment and higher education that were once closed to people with vision loss. The Blue Power Program provides similar assistance in the New York City area.

Manufacturing
A strong, ongoing partnership with the federal government through the AbilityOne Program means continued production of a line of 13 different writing instruments, a variety of plastic products and pharmaceutical packers, and partnerships with numerous brands including 3M, Kensington and Sealed Air. In 2014, Alphapointe began offering assembly, packaging and kitting services at the New York City facility. Alphapointe also uses its secure warehouse in Brooklyn to assist with storage, fulfillment and distribution as well as the sale and shipment of these premiums and products. New York’s Military Apparel division is also an exciting addition to the Alphapointe family of products.

Contact & Contract
Alphapointe’s Contracted Services Division includes the newly expanded Kansas City call center site as well as the Contract Management Support (CMS) services program. The CMS team conducts contract research and analysis for the Department of Defense. Over the past two years, the Alphapointe CMS team has de-obligated an excess of $530 million and closed out more than 5,700 contracts. The team leads the nation in the number of de-obligations and supported four different Department of Defense buying agencies with a notable closeout rate of 93 percent.

With an ear for music, Leol Williams wanted a job in the field of piano tuning. Despite previous experience, Leol hadn’t done this work in quite some time and needed to fine-tune his skills before he could start applying for work. Alphapointe set up Leol with local churches to practice tuning. “The church pianos helped me prepare for interviews and I used the experience to update my resume, too,” he said. In time, Alphapointe connected Leol with Steinway Piano Corporation, where he’s happily employed as a professional, contracted piano tuner.

KEEPING UP THE GOOD WORK
Creating opportunities within the workforce continues to be a service Alphapointe proudly offers. For more than a century, Alphapointe has helped people with vision loss find successful careers. The future of this mission continues to grow with expanded services and markets.
30 Samsung Galaxy Android tablets were generously donated by Sprint and Samsung for use by Alphapointe’s Tech Campers

678 people were reached through community outreach programs

227 young people used Youth Services

48 children attended Alphapointe camps

“Alphapointe helps me know that I can overcome anything with a little strength and confidence in myself.”

— J.T. Hawthorne, age 15
COMMITMENT TO GROWING UP STRONG

Alphapointe remains committed to the future generations of children and teens living with vision loss. Services to young people who are blind help them achieve their goals of full independence.

Youth and Education Services
Through innovative programming focused on both college preparatory and vocational skills development, the College PREP program provides training and support for young adults who are college bound or currently enrolled high schoolers, a necessary resource for success in the competitive world of higher education. The Student Transitional Employment Program (STEP) provides similar support for teenagers preparing to enter the workforce. Visiting with the ALCS Champion Royals and the CEO of Sprint were STEP highlights this year.

Alphapointe once again hosted two summer camps for kids and teens with vision loss. Alphapointe Adventure Camp, in partnership with Camp Fire, hosted kids ages 9-14 for a week of hiking, canoeing, crafts, ropes courses and other confidence-building activities. Alphapointe Technology Camp centered on adaptive technology and the possibilities that exist with the right technology and training. Tech Campers spent the week learning how to utilize Samsung tablets, donated by Sprint and Samsung, and the various music, e-book and social media applications on the tablet.

Community Outreach
Alphapointe frequently gives presentations at assisted living facilities on low vision examinations and adaptive devices. Presentations are also given to civic and social groups, including high-risk groups, such as Hispanics and African-Americans, who have a higher incidence of diabetic retinopathy. Events such as Dining in the Dark and the Pro-Am Golf Tournament raise awareness and funding for people in the Alphapointe community.

On the recommendation of his ophthalmologist, Demarrius Young, a busy, athletic, high school student with ocular albinism, visited Alphapointe’s Low Vision Clinic. It was quickly identified that he would benefit from other Alphapointe services as well and they helped Demarrius find work as a counselor in the Summer Enrichment Day Camp for children. The placement gave him an avenue to demonstrate his self-initiative and reliability, while continuing to build his skills and capabilities for future work. While working, Demarrius maintained a high GPA and took honors classes. Demarrius also got a jump-start to college through Alphapointe’s PREP program before he began his newest adventure at Hampton University in Virginia, where he received an academic scholarship.
Empowering people with vision loss to achieve their goals and aspirations.