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On the cover: Alphapointe Adventure camper Jacob.

On the back: Alphapointe team member Jeff King.
Helen Keller was so resilient and an inspiration in so many ways. Her thoughts about optimism provide insight into how she overcame the challenges of a life without sight and sound. There is a lesson in her words and her perspective.

When viewed in the context of the year 2021, I appreciate her resiliency even more. Why is that? Well, to be certain, much of the world is still significantly affected by the pandemic. However, Alphapointe must look forward to a bright future and we’re taking steps to ensure we remain one of the nation’s largest employers of people who are blind and one of the largest providers of training and rehabilitation services for people with vision loss.

And, once again, Alphapointe’s incredibly dedicated team proved they are the living embodiment of an indomitable spirit. While much of the world struggled during the pandemic, our employees proudly embraced their “essential” status and forged ahead.

That in and of itself gives me reason for optimism. The list of accomplishments from the past year underscores our incredible efforts. We manufactured nearly 160 million items – many of them essential or even lifesaving. For the third-consecutive year, our revenues soared past the $60 million mark. We helped more children and youth with low vision than ever before. We provided more training and rehabilitation services to adults with vision loss than at any time during our history. We even logged more than 7,000 hours from volunteers who share our passion and commitment to the blind community.

On top of those monumental feats, Alphapointe added two significant elements to our operations. We acquired the innovative Kansas City non-profit Rightfully Sewn to enhance our capabilities in the textiles industry, while also providing training opportunities for people who are blind. We partnered with KC Vision Performance to amplify our efforts in both Kansas and Missouri as well as establish the most comprehensive low vision clinic in the region.

Alphapointe also invested millions of dollars in equipment upgrades, including two massive storage silos and new production machinery that allows us to produce millions more plastic products every year. We installed a sophisticated elevator at our New York complex – just the beginning of significant facility enhancements that will allow us to extend the reach of our services to the blindness community in New York State.

We did all that during the second year of a global pandemic.

I always knew we were tough and could tackle any challenges encountered. But, in times of adversity, you quickly find out “what you’re really made of.”

I’m proud to say that our workforce is made from all the ingredients any person could wish for: dedication, creativity, enthusiasm, reliability – the list goes on and on.

This amazing team makes me confident about our future. I hope you feel the same way.

Sincerely,

REINHARD MABRY
President and CEO

“Optimism is the faith that leads to achievement.”
-HELEN KELLER
Our Impact
Resiliency Defined

- 44 new employees who are visually impaired
- 215 of 393 employees are visually impaired
- 514 people served through youth services
- 2,941 people served through rehabilitation services
- 7,473 volunteer hours from volunteer engagements
- 387,653 calls made/received through Contact Services
- 158,028,833 items manufactured
2021 Highlights
year in review

1. **Acquisitions**
Alphapointe expanded its operation by acquiring innovative Kansas City non-profit Rightfully Sewn and creating an alliance with KC Vision Performance. Rightfully Sewn allows the organization to expand its sewing capabilities, while KC Vision Performance adds another clinic and flexibility for patients to receive services in either Kansas or Missouri.

2. **Gov. Parson Recognizes Alphapointe**
Missouri Gov. Mike Parson toured Alphapointe’s complex on April 29 and recognized team members for their dedicated service during the pandemic.

3. **New Equipment**
Alphapointe invested more than $1 million to acquire new production machines (Arbug, Bekum & Jomar) as well as massive silos for plastic resin in order to boost capabilities in its Plastics Division.

4. **NYSPSP Employee of the Year**
There are more than 450 employees who are part of the New York State Preferred Source Program for People who are Blind (NYSPSP) and Alphapointe Lead Porter Cornell Williams was named the 2021 Employee of the Year for his hard work and dedication to his local community during the pandemic.

5. **Baseball History**
On Aug. 27, Alphapointe team member Cameron Black made history by becoming the first person who is blind to throw out the first pitch at a Kansas City Monarchs game.

6. **Another Patent**
The U.S. Patent and Trademark Office approved Alphapointe’s patent for its RISE (Rigid Immobilization System for Extremities) Splint, bringing the total number of patents/patent pending statuses for the organization to eight.

7. **Community Awards**
Several Alphapointe team members were recognized for their outstanding work. Ingram’s magazine named President and CEO Reinhard Mabry one of “50 Kansans You Should Know,” while the publication named Braille Instructor Helen Hahn an “Icon of Education.” Chief Financial Officer Jeff McHenry was honored by the Kansas City Business Journal as a non-profit “CFO of the Year.”

8. **Braille Challenge Champion**
Brooke Petro won her sixth Braille Challenge national title, while Emrie Wisner finished third in her first competition. Two other area students who have studied braille at Alphapointe, Charlie Bethay and Jude Nickson, also competed in the event.

9. **Media Coverage**
Alphapointe registered 504 media placements accounting for more than 600 million media impressions during the year. Highlights included being featured in the Dr. Oz Show, the New York Post and Stars and Stripes, while the organization was also highlighted as an outstanding non-profit through a “Community Day” partnership with KMBC/KCWE.
Youth Services
Providing children and teens with the skills they need to succeed

College Preparatory Program

Designed to provide students with vision loss with necessary skills to be successful in a college environment, the program includes tuition, books and supplies, reasonable transportation expenses and support services so that participants can achieve their goals and aspirations.

S.T.E.P. Program

The Student Transitional Employment Program provides students with a foundation for school-to-work transition as youth practice independence through work and goal setting, identifying preferences, interests and abilities regarding work and exploring vocational interests.

BY THE NUMBERS

541 Youth Served

Providing children and teens with the skills they need to succeed
Mission Moment: Isaac McBurney

Isaac has climbed mountains – both figuratively and literally! A long-time participant in Alphapointe youth programs, Isaac completed a 6.5 mile hike up a 12,500-foot mountain in Arapahoe Basin in Colorado with Erik Weihenmayer – the acclaimed mountaineer who became the first blind person to reach the summit of Mt. Everest. Last fall, Isaac also completed an Eagle Scout project to make a facility accessible to others with vision loss because he believes in advocating for equity and inclusion.

E.Y.E. Program

The Expanding Youth Experiences (E.Y.E.) Program aims to enhance social skills, critical thinking and physical well-being through activities such as the annual beep kickball league in partnership with Children’s Center for the Visually Impaired, skiing lessons at Snow Creek, sailing lessons with the Jacomo Sailing Club and much more.

Technology Camp

This week-long summer camp for middle and high school students with vision loss was both in-person and virtual. Nearly 30 students from as far away as Washington and Puerto Rico learned how to use adaptive software. Campers also were introduced to Code Jumper, an innovative device that allows people with vision loss to learn computer coding and programming.

Adventure Camp

Back after a one-year hiatus due to the pandemic, more than 40 youth ages 6-21 gathered for a one-of-a-kind experience designed to enhance functional, social, mobility and independent living skills. Among other activities, campers enjoyed cookouts, creative arts, archery, hiking, swimming, a ropes course, horseback riding and zip-lining.
Rehabilitation Services

Alphapointe offers a variety of services to help people with vision loss, including training on activities for daily living, learning braille, using adaptive technology, improving navigation skills through orientation and mobility training and much more. Collectively, clients spent 566 days during the year receiving comprehensive services, while more than 50 people took advantage of Alphapointe’s new series of weekly individual classes addressing these areas.

BY THE NUMBERS

2,941 Adults Served

Vocational Services

The unemployment rate for people with vision loss is 70 percent and Alphapointe aims to address the situation by offering career counseling, job search assistance, resume/cover letter writing and skills for networking, job interviewing and position placement. During the course of the year, Alphapointe placed 24 people who are blind into new positions in the community.
Low Vision Clinics

Alphapointe created an alliance with KC Vision Performance to enhance the efforts of both organizations in providing low vision rehabilitation and therapy. Now with clinics in both Kansas and Missouri, Alphapointe’s team has greater flexibility in working with clients to help them regain their independence. During the past year, the clinics provided life-changing services to nearly 1,000 people.

Mission Moment: Itto Outini

Born and raised in Morocco, Itto Outini’s parents both died when she was young. She was abused by family members and never had an opportunity to attend school. When she was 17 years old, her uncle’s wife threw a sharp object into her face, causing blindness. She was abandoned — blind, penniless and without any prior education. Despite these enormous obstacles, Itto started school for the first time at the age of 17 while still homeless. She managed to graduate from high school and eventually earn her bachelor’s degree in Morocco. She became a Fulbright Scholar and earned her master’s degree in the U.S. She came to Alphapointe to receive rehabilitation training in the areas of adaptive technology, orientation and mobility, braille, and more. Following her training, Itto continued to pursue her dream as a journalist advocating for disability rights as a content producer for ABILITY Magazine and as an intern for the United Nations Development Programme.
Creating good jobs for people with vision loss

Janitorial/Sanitation Products
Since the organization’s inception more than 100 years ago, janitorial-related products have been a focus of Alphapointe. In 2021, dedicated team members manufactured more than 1 million products such as mops, brooms and buckets. Alphapointe also created partnerships with RESPECT of Florida and the Lighthouse for the Visually Impaired and Blind that have the potential to expand the number of available items.

Plastic Products
Alphapointe manufactures tens of millions of plastics products annually utilizing multiple machines and materials. In 2021, the organization expanded its agreement with Express Scripts Pharmacy to start producing more than 30 million plastic prescription bottles every year.

Tactical/Medical Products
Alphapointe provides medical products to the U.S. military and in the commercial market. In 2021, the organization added two products to its lineup – a civilian version of the Tactical Mechanical Tourniquet and the Tactical Pneumatic Tourniquet. Through 2021, Alphapointe produced more than 500,000 life-saving tactical/medical devices.
Mission Moment: Omar Rodriguez Taveras

A native of the Dominican Republic, Omar became completely blind at the age of 12. He attended a special school for youth where he acquired essential skills necessary for him to be successful, including securing college degrees in psychology and law. On a trip to the U.S., Omar met and fell in love with his future wife. With the promise of a new job, in early 2020, he permanently relocated to the U.S. Then, the pandemic struck. Without employment, Omar didn’t know what to do. Through a friend, he contacted Alphapointe and now Omar assembles pilot relief bags for American military personnel – something that makes him incredibly proud. In the future, Omar plans to attend a U.S. university and earn his master’s degree so he can help people with vision loss as a psychologist.

Office Products

A longtime staple, Alphapointe continues to manufacture a variety of office products, including sophisticated pens, markers, wax pencils, tape rolls and more. In 2021, revenue from the area surpassed more than $7 million, an increase of nearly six percent compared to the previous year.
Contact Center

Providing premier customer support for businesses, government agencies and universities

Superior Communications Specialists

Leading universities, government entities and companies throughout the U.S. rely on Alphapointe’s Contact Center to deliver consistent cost-effective communication. In 2021, our staff made/received 263,640 calls on behalf of organizations around the country.

Partners

Alphapointe provided exceptional support to a number of organizations in 2021, including Callcap, Central Christian College of the Bible, Controltec, Emporia State University, Home State Health, Kensington, Missouri E-Pay, Penn Credit, RedMane Technology, State University of New York (SUNY), Stewart 360 and Sun Life.

Website Accessibility Testing

After launching a team dedicated to providing organizations with instruction on how to comply with U.S. government regulations on website accessibility, Alphapointe logged nearly 2,000 hours of labor by team members with vision loss in 2021.

BY THE NUMBERS

20,000+ hrs. of labor logged by vision-impaired employees in 2021

Cameron Black

Bozena Olson
When you purchase any of the thousands of competitively priced items available at alphapointeonline.org, you are making a difference because purchases support our mission. In 2021, the online store generated $2.3 million in revenue – an increase of 99 percent compared to the previous year.

BY THE NUMBERS
Online revenue increased
99% in 2021

Base Supply Centers
Utilizing a team of 12 staff, Alphapointe operates Base Supply Centers at Fort Leonard Wood in Missouri and Little Rock Air Force Base in Arkansas where the organization provides essential items and one-stop shopping to military personnel/federal employees. Despite a number of challenges due to the pandemic, the BSCs generated $8.1 million in revenue in 2021.
BERNARD SHANDS | Peter J. Salmon Award
Employee of the Year
Bernard’s dedication and professionalism have been evident since his first day more than 10 years ago. Bernard has always displayed a quiet leadership that set a standard and example for the productivity and conduct within his department. He served in the military from 1979-84 and in the reserves from 1984-88. Bernard was honorably discharged due to an injury sustained while selflessly training a fellow soldier on gun usage. The weapon unfortunately discharged and the injury led to Bernard’s vision loss. Rather than let his vision loss deter him, Bernard accepted this new challenge and made his way to the Alphapointe family where he continues to thrive in his role.

SCOTT THORNHILL | Milton J. Samuelson Award
Employee of the Year
Scott has been instrumental in advancing Alphapointe’s public policy agenda. He has developed relationships with elected officials in New York and Missouri and he secured the visit of Missouri Governor Mike Parson to tour Alphapointe in April 2021. Scott engaged New York State Representatives David Weprin and Andrew Hevesi to support Alphapointe’s grant application, which resulted in funding for a new elevator in the Richmond Hill, N.Y., location. Scott has managed the New York Advisory Committee to assist with awareness and identifying opportunities in the market. On the federal level, he has been able to engage members of Congress to assist with issues that have the potential to impact Alphapointe.

CHRIS KOSIOREK | President’s Award, Kansas City
Since his hiring in 2015, Chris has brought new and exciting product development ideas to Alphapointe. Many of these projects were in a completely new business area. Chris is listed as the primary inventor on four patents (and one more that is pending) that are all owned by Alphapointe. In the past year, Alphapointe sold 92,000 Tactical Medical Tourniquets, bringing the overall lifetime total of the project to 500,000 units sold. During the past two years, Chris was responsible for bringing the Service Vehicle Service Kit (SVSK) to Alphapointe, which resulted in significant revenue. Since he started at Alphapointe, Chris is directly responsible for bringing projects to the organization that have equated to millions of dollars in revenue and several jobs for people who are blind.

SHARON SMITH | President’s Award, New York
Sharon’s knowledge, creativity and problem-solving techniques are matched only by her loyalty, dedication and unwavering strength in her approach to her duties and responsibilities. She possesses the unique ability to not only make vital decisions in the face of deadlines and adversity, but also the humility and humbleness to seek guidance and suggestions from superiors to assure that her instincts are correct. Sharon commands the respect of all those she interacts with and represents Alphapointe with the highest level of professionalism, class and prestige. Sharon’s importance to Alphapointe simply can’t be overstated and her selfless approach to her duties and the overall enhancement of the mission are an inspiration to all who have the privilege to work with her.
Partnerships

Alphapointe partners with hundreds of organizations around the nation

Alphapointe is proud to be a Defense Logistics Agency medical supply chain partner. This year, Alphapointe supplied more than six million medical-related products used by civilian and military personnel around the world.

Every year, Alphapointe makes nearly 15 million bottles per year for the St. Louis Express Scripts Pharmacy location as part of its service to military and government employees’ families utilizing the TRICARE insurance program.

The organization partners with Alphapointe on the Tactical Mechanical Tourniquet. So far, more than 250,000 life-saving TMTs have been distributed through this strategic partnership.

Annually, more than 50 million plastic prescription bottles are produced by Alphapointe and used by the agency’s Outpatient Pharmacy for veterans and their families.
Through a second year of the pandemic, we came through resilient! The incredible generosity of our donors on the following pages made our work possible. YOU gave your time and your dollars. YOU reached out to US to make sure we had the funds needed to serve nearly 500 kids this year. YOU wanted to make sure that we held our summer camps, that our kids participated in technology camp and received laptops to use at home and school, to ensure seniors were receiving the services they needed in our low vision clinics and in their homes.

Supporters like the Sunderland Foundation understood the importance of having equipment to expand jobs when so many have lost their jobs. The Dormitory Authority of the State of New York supported the installation of a new elevator in Alphapointe’s Queens facility to make us safe and efficient. These are just a few examples. So many, many others provided support for our critical services. YOU make our mission of empowering people with vision loss possible so people with vision loss can achieve their own goals and aspirations!

If we can remain resilient through a pandemic, imagine what we can do moving forward TOGETHER!

GINA GOWIN
Alphapointe Foundation
Executive Director
## Donors

### $250,000–$1,000,000
- Dormitory Authority of the State of New York
- Sunderland Foundation
- Alphapointe
- IMA
- Midwest ATC Services
- Missouri Council of the Blind
- Mos Family Foundation
- Phoenix Closures
- Robert E. & Polly A. Zimmerman Foundation
- Westlake Ace Hardware
- Mike Williams

### $50,000–$249,000
- Lavelle Fund for the Blind Inc.
- National Industries for the Blind
- New York Community Trust
- Allene Reuss Memorial Trust – BNY Mellon, N.A. Co-Trustee
- Gene D. Thomas

### $25,000–$49,999
- Louetta M. Cowden Foundation – Bank of America, N.A. Trustee
- Sarah K. deCoizart Article 10th Perpetual Charitable Trust
- KMBC/KCWE

### $10,000–$24,999
- American Printing House For the Blind
- Bank Midwest
- C&C Group
- Sally Firestone Foundation - UMB
- Irven E. & Nevada P. Linscomb Foundation Fund
- Liquid 9
- MO DESE CARES
- Harry L. & Helen M. Rust Charitable Foundation
- United Way of Greater Kansas City

### $5,000–$9,999
- Frank J. Antun Foundation
- Berlin Packaging
- BlueScope Foundation North America
- C.H. Robinson
- Constance Cooper Foundation
- James & Karen Day Essendant
- Grandstand Sports & Memorabilia Inc.
- Hawg Jaws Que & Brew

### $2,500–$4,999
- Cathay Bank Foundation
- CLF Strategic Consulting
- The Commerce Trust Company
- Computers for the Blind
- Gates Shields Ferguson Swall Hammond P.A.
- Integrity Products
- Kutak Rock
- R.A. Long Foundation
- Tracy McConnell
- Sheila Seck
- Standard Beverage
- Summit Litho
- Union Broadcasting - 810 WHB

### $1,000–$2,499
- Belleville Boot Benevity Fund
- Company Kitchen/Treat America
- Ruth Cove
- Joe Danowsky
- Delta Gamma Foundation
- Delta Innovative Services, Inc.
- Paul Denzer & Sue Bernstein Fund
- Developmental Disabilities Resource Board
- Givebutter
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- Michael Lynch
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- Joseph & Stacy Pareman
- Pogah’s Family Restaurant
- Gale Pollock
- Restless Spirits Distilling Company, LLC
- Carrie & David Rezac
- Dan Stanley
- Starlight Theatre
- Mack Tilton Charity Fund
- United Way Donor Choice

### $500–$999
- Marc Bailin
- Robert & Kathy Bender
- Blue Cross and Blue Shield of Kansas City
- John Brueckner
- Children’s Center for the Visually Impaired
- Delta Gamma Kansas City Alumna Group
- Facebook
- Joyce R. French
- Dan Gedman
- Amy Goode
- Paul Heddings
- Kastner Family Foundation
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- Rob & Jean Krof
- Loch Lloyd Country Club
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- Kara McBurney
- Meierotto Jewelers
- Jack & Linda Muhlstein
- Network For Good
- PRP Wine Consultant
- Cheryl Rayburn
- Pete Robbins
- Tiffany & Brent Sterner
- Mashawna Thompson
- Terry & Linda Tillotson
- Daniel Walker, PhD

### $250–$499
- Argosy Casino
- Lisa Billingsley
- Jaime Bluma
- Darrell Brown
- Charles Cannata
- Jon & Katie Carpenter
- Center for Universal Oneness
- Gregg & Jaime Cissell
- John & Linda Coccovizzo
- Lily Dickson
- Sara Fahring
- Mark Ferguson
- Brian & Beth Ferris
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Amber Hughes
Mark Hughes
Freda Humes
Pamela Hunt
Independence Eastview
Lions Club
Jack Stack BBQ
Karen Johnson Peltier
Patrick Berrigan & Justine Del
Muro-Berrigan
Shelley Kaibel
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George Kaiser
Kansas City Royals
Carla Keirns
Stephanie Kelly
Kristin Kelly
Virginia Kiemel
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Julie Klima
Charlie Koch
Kris & Adam Koehler
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Amanda Kumma-Reeves

Up to $250

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Mary Aldridge
Dustin Altic
AmazonSmile
Tai Anderson
Matthew Baer
Patrick Baker
Balls Food Store
Jeanne & Jack Bangert
Helen Barnes
Billie Bayles
Kelly Beck
Elizabeth Beckett
Belton Host Lions
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 or visually impaired to achieve their goals and aspirations.

Every effort has been made to ensure our list is complete and accurate. Please contact us at 816-237-2099 with any errors or omissions. Thank you!
2021 Financials

PERCENTAGE OF TOTAL REVENUE

- 34.6% Manufacturing, Kansas City
- 33.1% Manufacturing, Queens
- 15.7% Base Stores & Retail
- 6.2% Contracted Services
- 5.1% Fundraising/Events
- 2.4% Investments/Trust
- 1.7% Rehabilitation & Education
- 1.2% Other Income

TOTAL REVENUE BY CATEGORY

- $22,880,461
- $21,894,423
- $10,442,819
- $4,123,202
- $3,372,019
- $1,577,790
- $1,101,768
- $782,812
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Vice President, Program Services & Development
Executive Director, Alphapointe Foundation

STAN WRIGHT
Vice President, Information Technology
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