

2015 ANNUAL REPORT



alphapointe™

Vision. For Life.



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



Kirby assists Isabella and Logan as they prepare to zip line off the tower.

Adventure Camp, 2015

5648 in 2015

5460 in 2014

Community Education and Outreach

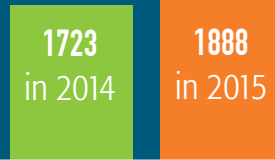
72

People Placed in New Employment

546

Seniors Received Low Vision Rehabilitation

Clients Served
Clients served by E&R



Learning & Growing

244

YOUTH SERVED

Community Awareness

365

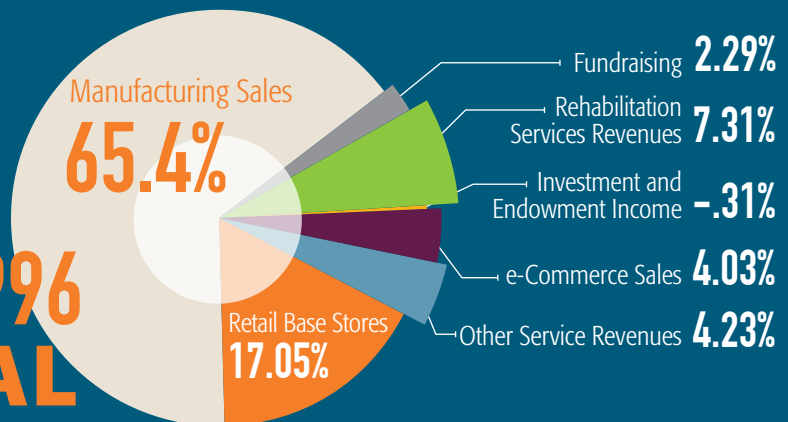
REFERRED

from Eye Care Professionals

Reaching our GOALS

Alhapointe Major Funding Sources

\$49,610,996
IN TOTAL



A Record Year of Achievement

In 2015, Alphapointe went above and beyond, creating and sustaining jobs and serving people who are blind in our communities. As an organization, we enjoyed record sales in plastics, office products, and services. Additionally, we proved we could compete with the best, achieving growth and net sales to commercial customers, including Wal-Mart and Home Depot.

Sales translate into jobs. In 2015, National Industries for the Blind awarded Alphapointe with the Employment Growth Award for its efforts to increase employment, retention, growth and upward mobility for people who are blind. Alphapointe employed a record number of people who are blind throughout our operations including our Call Center and Sewing Divisions.

In addition to our employment programs, we also provide an array of rehabilitation services to people with vision loss. This past year, we served more clients than ever before, including a record number of young people who are blind. Our summer camps were bustling with excitement, inspiring and empowering exceptional kids.

It's through financial support from the community that we continue to grow. Alphapointe received the largest single gift from a donor in our agency's 104-year history, The Lorelei L. Wrigley Trust. These endowed funds will provide a portion of the funding needed to support our orientation mobility services for people wanting to be partnered with a guide dog; enhancing ways to meet the changing needs of people with vision loss in our community.

Every department had a hand in these achievements. Every employee contributed.

Congratulations on a job well done!



Reinhard Mabry

Reinhard Mabry, President & CEO



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Foundation

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Brock Wood

Serving **Our Military** with Distinction

It may come as a surprise, but Alphapointe has been serving the United States Armed Forces with distinction for decades. Since World War II, Alphapointe has been an important supplier to our Armed Forces. In the ten months following the attack on Pearl Harbor, blind employees in Kansas City produced nearly 100,000 brooms for the Army and upwards of 6,000 whisk brooms for the Navy. And in 1942, Alphapointe supplied components for Army tents, many of which were made by women who were blind working in the basement of the Catherine Hale Home for Blind Women.

In 1945, the exceptional work of our blind employees was rewarded when Alphapointe received the coveted Army-Navy “E” Award for excellence in wartime production. Only five percent of factories producing wartime material across the country received this award and only three agencies for the blind received the award during the war (the other two recipients were nonprofit agencies in New York, one of which has now become the Brooklyn division of Alphapointe). We honored this achievement with a new display in our lobby of our Kansas City headquarters. The display features a 1944 vintage “E” Award pennant like the one presented to employees in 1945 as well as a vintage lapel pin that was given to each employee at that time.

Alphapointe’s service to America’s military continues to grow and evolve. 2016 will mark the 20th anniversary of our relationship with the U.S. Department of Veterans Affairs (VA). For the past



two decades, Alphapointe has supplied nearly 800 million prescription bottles to the VA. In many ways, it’s been a life-changing partnership, providing new job opportunities for people who are blind and allowing Alphapointe to demonstrate our capabilities while fulfilling the needs of many military retirees. We sincerely value the opportunity to serve America’s heroes and appreciate our longstanding partnership that has created jobs for people who are blind. We continue to expand our relationship with our Armed Forces when we will make a special presentation to the VA in Washington, DC, in appreciation of being our longstanding partner.

We continue our efforts to expand our relationship with our Armed Forces and have several exciting projects in development. I look forward to sharing news about these exciting new projects in the coming months. Stay Tuned!

Alphapointe Executive Staff

Reinhard Mabry, *President & CEO*

Amy Campbell, *Vice President, Human Resources*

Gina Gowin, *Vice President, Services & Development*
Executive Director, Alphapointe Foundation

Jeff McHenry, *Vice President, CFO*

Mike Stephens, *Vice President, Operations*

Ryan Williams, *Vice President, Sales & Marketing*

Stan Wright, *Vice President, Information Technology*

Working Today and Planning for the Future

Alphapointe NYC has manufactured the Speedy Scrubber, a simple kitchen sponge designed for military commissaries, for more than 25 years. The sponge is the No. 1 seller for the National Industries for the Blind (NIB)-Associated Agency and sells as many as 100,000 units a year!



In May 2015, Wal-Mart began selling Speedy Scrubbers at 114 stores in the northeast.

This is the first time a national retail chain has aligned with Alphapointe and the NIB to provide products for a national market.

The partnership is part of Wal-Mart's U.S. manufacturing initiative designed to kick-start the U.S. economy. The retailer aims to purchase an additional \$50 billion in U.S.-manufactured goods over 10 years, bringing Wal-Mart's total spending on American-made products to \$250 billion by 2023.

Reinhard Mabry, President and CEO of Alphapointe, added insights on the partnership's advantages. "With a company as large as Wal-Mart and as sophisticated in its logistics, we have to be on our toes, be at our peak level of performance. Working with a company like this makes us better, and that's going to benefit every customer we have, government and commercial."

Speedy Scrubber

Manufactured in New York and now sold in Wal-Marts around the nation.

Building Our Team

Tiffany Eddins, our Office Products Supervisor, who is legally blind was certified to operate the reach truck in our warehouse and currently pulls all of the orders for office products to produce.



Ted Rios, national sales manager for New York and the New York State Preferred Source Program (NYSPSP), joins the team for some Halloween fun!

Alphapointe named one of the Top 25 manufacturers.

– *Kansas City Business Journal*

Office Products Totals

3,554,485 Pens

540,060 China Markers

289,722 Paint Markers

4,408,400 Envelopes

607,780 Rolls of Tape

Injection Molding Totals

53,504,000 Plastic Bottles

23,285,000 Plastic Pen Parts

5,989,000 Other Injection Moldings



Bottling, Kansas City

Total Products from New York

406,000 Mops

12,000 Emergency "Homeland Preparedness" Kits

117,000 Speedy Scrubbers

428,200 Pilot Relief Bags

50,765 Litter Straps

63,070 Army Shirts

18,044 Mop buckets



Mops, New York



Military Shirts, New York



Brooms, New York



Tape Machine, Kansas City



Plastics, Kansas City

Expanding Talents and Upward Mobility

Alphapointe Contact Services division offers a professional, skilled workforce that provides office solutions, customer service and contact center operations to meet the requirements of federal, state, local and private business customers. Our staff are highly trained and capable. Contact centers are offered in Kansas City, MO and Brooklyn, NY and serve a diverse base of customers nationwide. Alphapointe creates lasting relationships for our customers built with enthusiasm, sincerity, listening skills, and experience with our team of experts.



Kaleb Tarry- Contract Closeout Specialist. Kaleb closes contracts for the Department of Defense and ensures that money was used properly and that any surplus is returned to the US government.

Deobligated

Alphapointe Contract Management Services (CMS) completed 3,496 contracts for three different customers The Naval Air Systems Command, U.S. Marine Corps and Army National Guard. Total savings returned to government was \$800,713,633.



On the cover we feature: Hunter H., Expanding Youth Experiences (EYE) program participant, scales the tower at Adventure Camp. Kirby Hough, Contract Closeout Specialist, CMS and Mike Huckaby, Contact Center Services employee. Monroe Perez, machine operator, Office Products Division.

Smart Minds and a Desire to Learn

Fast Track to Success

(NY) Job Assessment and placement in the community.

Overcoming Odds, He Earned A Bachelor of Science and a Career in IT.

Jose Santana, IT Specialist & Digital Programmer

This is Jose Santana. He is legally blind due to Achromatopsia, an inherited condition associated with color blindness and visual acuity loss. At one point his future looked bleak. Jose was homeless and without a job. Yet he had aspirations and determination to pursue a better life. Once accepted to Monroe College, Jose began working toward a degree in Computer Information Systems.

Upon the completion of his Bachelor of Science, the New York State Commission (NYSCB) referred Jose to Alphapointe's Blue Power job placement program for the Blind. After many practice interviews with organizations, Jose landed a job with the Northeast division of Triple A, in Mineola, NY, for the position of IT Specialist and Digital Programmer.



Jose found his career position in only three months after his referral to Alphapointe.

Not only has his situation turned around completely, he is exceeding all expectations. The phone message he left at Alphapointe was proof hard work does pay off, and a sense of humor always helps, "I just wanted to let you know that I received my first check! Thank you again so much!"

Contact Services

Over 36,000 hours of call volume on calls for universities, colleges, states of Missouri and New York, and corporations.

**SERVING OUR
MILITARY**

Alphapointe operates two Base Supply Centers at Fort Leonard Wood Army Base in Missouri and Little Rock Air Force Base, Arkansas.

Vision Rehabilitation Services

1888

Total Clients served through all programs

Client Satisfaction 96.6%

Exhibited new confidence while traveling in customary and new environments.

94%

Demonstrated improved ability to use adaptive technology for personal and vocational needs.

91%

Learned various activities necessary for everyday safe living in a home environment.

93%



“I just want you to know that I am a grateful 85 year old man, that can't see, and now I am going to be able to see, thanks to Alphapointe and especially my Occupational Therapist, Megan.”

Roy

“I have started walking to the mailbox by myself without anyone to guide me. Thanks to Jim in O&M I am more independent.”

David

“I used my cane much more effectively. I am enjoying my walks again. When we were on vacation last week, I ventured out on my own a little bit. I was able to use what I learned and get from my hotel room all the way across the resort to breakfast on my own. It was good to get my freedom back. I am naturally happy and confident again.”

Cheryl



Seniors with Vision Loss

546

Seniors Gained Independence to Age in Place

Skills for Independence



Orientation and
Mobility



Daily
Living



Assistive
Technology



Braille



Adjustment
to Blindness



Diabetes and Disease
Management

“I’m back to cooking. I’m cooking up a storm. It’s because of all the tools you (Becky) gave me. I can now play cards with my friends. I’m back to having fun again and laughing with the group. I love braille. I can read the bathroom and elevator signs.”

Don

“JAWS and Magic have brought me back to using a computer. I hadn’t use one in a year and I’m back. Just going out and googling something, job searches, and filling out applications. You <Jim> have been instrumental in helping me with that. On a scale of 1-10 I was a negative, and now I’m a 7 or an 8. My usage on the computer and iphone have skyrocketed.”

Susan

With Her Vision At Risk, Lucy Tackles Her Diabetes With Vocational Training

When Lucy first came to Alphapointe for evaluation of her diabetes, she ‘flunked’ the diabetes pretest, scoring just 35%. That’s because she found it difficult to administer accurate dosages of insulin; didn’t have a home exercise program; had difficulty choosing healthy meals and counting carbohydrates, and lacked the tools to manage her diabetes.

With vocational rehabilitation at Alphapointe, Lucy received education on nutrition and counting carbohydrates. She now has a 4x hand-held magnifier and a magnifier desk lamp to enable her to administer accurate dosages of insulin. She has developed her own home exercise program and checks her blood sugar before exercising and after to make sure her levels are okay. Given the diabetes pretest near the end of her training, she aced it, scoring a whopping 91%.

Lucy

Expanding Youth Experiences

In the summer of 2015, a local youth, who is totally blind, went on an outing to Fan Fest Day at Kauffman Stadium. Not only did she get to experience the museum by touch, but she participated in a game of beeper baseball in the Little K. She stated, "It made me feel normal, my physical education class at school excludes me from that kind of stuff. To be able to play is pretty cool."

Megan



Eric Hosmer, Kansas City Royals, signs hats for the kids.

244

Total number of kids that were helped by Alphapointe Youth Services

Ages 7-18 Expanding Youth Experiences (EYE) Program - provides kids with vision loss activities designed to challenge kids and to assist them to gain independence.

Ages 12-18 Technology Camp - teaches the most current tech devices so kids are prepared for tomorrow's world.

Ages 15-18 Summer Transition Employment Program (STEP) - an 8-week work program providing competitive job experience to teens with vision loss.

Ages 17-21 College Preparatory Program (PREP) - semester-long program for first-time college students to learn life skills needed for success in higher education.

Building Confidence for Tomorrow

70%

Enjoying New Activities

Before camp 37% felt comfortable and independent participating in outdoor activities, after camp that percentage almost doubled.



88%

Learning New Environments

Before camp 34% agreed they could navigate a new environment on their own, after camp nearly 90% agreed.



For ages 7-18, Adventure Camp is a chance to experience what it is like to be a kid and just play.

New Ways to Give to Your Community

Audio Readers

Volunteers

Golf Outing

Dining in the Dark

You can change lives everyday

Help us empower the children, working adults and seniors we serve each year.

The Alhaphointe Impact Maker (AIM) Society is a group of monthly givers whose money supports rehabilitation, adaptive technology training, orientation skills, youth programs and senior services. As an AIM Society member, your donations will go directly to helping those with vision loss in our community achieve their own goals and aspirations.

Become a member today. Contact the Alhaphointe Foundation to find out how you can make an impact! www.alhaphointe.org, 816-421-5848.



Dining in the Dark, 2015



**THANK
YOU**

L-R CEO: Reinhard Mabry, Board Members: David Westbrook, Jim Day, Dan Gedman, Jill Forrest, Paulette Markel, Trey Barnes

Foundation Board Members Reveal A Transformative Gift

The Alphapointe Foundation exists to support the mission and programming efforts at Alphapointe designed to empower people with vision loss to live, work and be independent. The foundation is led by a passionate group of community members, who understand the need for Alphapointe to continue to grow to meet the ever expanding needs of people in our community with vision loss.

In 2015, the Alphapointe Foundation received the largest gift in the history of the agency. The trustees of the Lorelei L. Wrigley Trust donated over \$600,000 to be endowed, and the interest utilized to support Lorelei's dream that those wanting and needing a guide dog to navigate throughout life to become a reality. The interest of the gift will be invested into our Orientation and Mobility components of our programming, which is a key skills training component to obtain a service dog. This financial support, and the support of others, is critical to continue to empower people with vision loss to achieve their goals and aspirations.

We wish to thank them, and the hundreds of others, who support Alphapointe with their time and financial support, and truly make a difference in the lives of people who are blind and visually impaired.

Gina Gowin

Gina Gowin
EXECUTIVE DIRECTOR
ALPHAPOINTE FOUNDATION

Thanks to all Our Donors

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Robert Lee Adams
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 Rose Windham
 Mr. Brock Wood
 Chris & Josi Wood
 Mr. Stan Wright
 David Youngstrom

National CMS **Employee of the Year**



Jennifer Perez, Contract Management Services (CMS)

The highest performing CMS employee in 2015, Jennifer is a key asset.

Her positive attitude, perseverance in difficult situations, and quality input to problem solving makes her an essential member of the CMS department. She not only closed the most contracts and deobligated more funds than her peers in her department, she also participated in several activities outside her CMS work responsibilities.

She is truly a cornerstone of Alphapointe, and continues to improve herself and her department.

As a graduate of the National Industries for the Blind (NIB) Business Management Training (BMT) program, Jennifer uses her training to help transition new supervisors and even created a new detailed training manual for current Close Out Specialists and new hires. Jennifer's passion and knowledge greatly helps to facilitate daily operations and keeps processes operating smoothly.



(L-R)- Kevin Lynch, CEO, NIB; Jennifer Perez; Sarah Nutter, Dean, GMU School of Business, and Roy Hinton, Assoc Dean, School of Business, GMU.

Colton, a youth participant, enrolled in the Arts Program at Arkansas State University in the fall.



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