



VIEWpointe

Changes for the Future Inspired By the Past

In case you haven't heard, there have been some changes at Alphapointe recently. But, as the saying goes, the only real constant is change, and around here it's something we



Reinhard Mabry

thrive on. We're not interested in "business as usual." We're interested in finding ways to do business better.

This drive to continuously improve is a part of our culture

going back more than a hundred years. Alphapointe started as a workshop that made brooms, mats and chairs. In the 1950s and '60s, we began providing the federal government with writing utensils, sanitary kits for soldiers and a wide variety of other office products. It's an ongoing legacy we're proud of to this day and one that continually inspires us to keep growing.

As time and technology have progressed, so has Alphapointe. In the past 20 years, we've focused our expertise on manufacturing plastics,

| continued on page 3 |

Alphapointe and NYCIB Merger Means a Bigger Difference in More Lives

The Big Apple and the BBQ Capital of the World now have even more in common than a tasty play on their names. Alphapointe is pleased to announce that the organization now has a presence on the east coast, joining forces with the New York City Industries for the Blind (NYCIB). The merger, which took place earlier this year, combined two organizations with one common goal: creating aspirational careers for the blind and visually impaired. The merged organization now has more than 400 employees operating in nine locations in four states.

"This will build upon and expand NYCIB's 18-year effort to create employment opportunities for legally blind New Yorkers," said Rick Bland, founder, president and CEO of NYCIB.

Based out of Brooklyn, the organization is the largest provider of jobs for the blind or visually impaired and employs almost 200 men and women in the New York City area. 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) helps supply a broad range of products and services to New York state, city and local government agencies. NYCIB also manufactures AbilityOne/SKILCRAFT products under the AbilityOne Program, supplying the federal government and military personnel with quality products.



Rick Bland, NYCIB CEO, and Reinhard Mabry, Alphapointe President

| continued on page 2 |



INSIDE

Alphapointe NYC 2011 Employee of the Year Returns From Retirement.....	2
CMS Program Provides Unique Opportunities in Specialized Field	3
Pointes of Interest	4

Alphapointe NYC 2011 Employee of the Year Returns From Retirement

In 2011, the institution formerly known as the New York City Industries for the Blind (NYCIB) named worker Gilbert Velez



Gilbert Velez

Employee of the Year. “It was a great honor and it made me very happy,” said Velez. “I went to New Orleans for the ceremony and I got to meet people from all over the world. It was so nice.”

Employee of the Year. “It was a great honor and it made me very happy,” said Velez. “I went to New Orleans for the ceremony and I got to meet

Velez, who announced that he would be retiring that same year, soon discovered that retirement wasn’t all it’s cracked up to be. “I got bored and decided I wanted to keep working,” Velez said. “I like the people here. I like to teach them how to do their jobs better, as long as they’re willing to learn.” That same willingness is why Velez has excelled.

Velez, who was born prematurely and with low vision, began working for Lighthouse International in 1968. There, he first learned how to make brushes and brooms. “I ran the machines, any kind of machine.

I did straight brooms, large street brooms, any kind you can imagine.” In 1996, Velez began working at NYCIB, one year after Rick Bland started the organization.

It’s a workplace he’s enjoyed for the past 18 years, and the recent merger with Alphapointe has been smooth for employees like Velez. “I like my job, I like my boss and I’m proud of what I do.” When he’s not at work, Velez likes spending time with his family, including two grandchildren. He also enjoys bowling and listening to classic rock ‘n’ roll music from the 1950s and ‘60s.

Alphapointe and NYCIB Merger Means a Bigger Difference in More Lives

| continued from page 1 |

“As the industry leader, with more than 100 years of experience in both employment and rehabilitation services for people who are blind, Alphapointe is uniquely positioned to expand and continue the great work being done by NYCIB,” said Reinhard Mabry, president and CEO of Alphapointe. Relationships will expand to include a broader network of business alliances, including Cardinal Health, Sanofi-Aventis, Rexam and the Department of Defense, among many others. “From the current products being manufactured to new products being developed, the impact to reduce joblessness for people who are visually impaired will be even greater,” Mabry said.

More than 70 percent of legally blind citizens are unemployed, and both NYCIB and Alphapointe have long been committed to reducing that number. By joining forces, the merged organization is better able to provide more resources, create more jobs and make a lasting, national impact.

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.

“Mergers can be challenging and often disruptive,” said Mabry. “I am extremely proud of how well these organizations worked together to create a seamless transition. The smooth process is a testament to the conscientiousness of



Milton Rivera, at Alphapointe’s New York location, prepares a cut-end wet mop for distribution.

all our employees. It is with excitement and confidence that the board, staff and supporters of Alphapointe look forward to this important next step in expanding our mission of empowerment for people with vision loss.” ●

CMS Program Provides Unique Opportunities in Specialized Field

Alphapointe's Contract Management Support (CMS) services program might just be one of its best-kept secrets. In December 2012, Alphapointe was contracted by the Department of Defense to provide contract closeout administration for the U.S. Air Force, the U.S. Marine Corps and the Naval Air Systems Command, among others.

The government faces a critical shortage of qualified contracting personnel due to a growing number of retirements and a larger-than-ever workload. Contract management is a very specialized field and includes tasks such as contract research and analysis, negotiation and follow-up, including compiling the close-out paperwork, preparing documentation, reconciling contract payments and digitally imaging contract documents.

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.

"What impresses me most about the program is that it offers a career opportunity to those who can discipline themselves to the requirements," said CMS site supervisor Maria Wilson. "It's not easy to learn but once you do, the rewards are great because it's an opportunity to be gainfully employed within the Department of Defense and earn a competitive salary."

These opportunities are what attract CMS employees. "I was working on the switchboard," said Jennifer Perez, "and it was a little boring. Working with CMS is anything but." Her co-workers Kaleb Tarry and Robert Crowe agreed. "It's unique, challenging work," said Tarry. "And, it's a place where you can really perfect your abilities," added Crowe.

Not just anyone can join this team. In addition to the typical job requirements, all applicants must complete a rigorous training at the Department of Defense's Defense Acquisition University – a federal program that provides high-level training in the field of contract management. They must also have Department of Defense clearance.

"I am so honored to be part of this team," said Wilson. "Almost everything they learn is committed to memory due to their limitations, and they surprise me every day. They work hard, but we also have fun working."

Recently, Alphapointe's CMS team completed its two-year contract. The Department of Defense exercised a one-year option with additional contracts through June 2015 – a vote of confidence for the impressive work the team has completed. ●

Individuals Who are Part of the CMS Services Program Have Met the Following Criteria:

- Four-year college degree or equivalent work experience
- Business education or experience preferred
- Visually impaired
- Proficient computer skills
- Highly proficient using adaptive technology such as screen readers and magnification applications
- Graduate of the Department of Defense's Defense Acquisition University
- Successfully passed a Department of Defense background check
- U.S. citizen

Changes for the Future Inspired By the Past

I continued from page 1 |

like our 100 percent recyclable spray bottles. A newer area for us is plastic injection micro molding. This is an area we are particularly excited about as it allows us to work with clients in new ways.

Several decades ago, Alphapointe packed nuts and bolts for Butler Manufacturing Company. In time, that company became BlueScope Steel and today, our team creates the plastic bracket clips that help BlueScope build the roofs of warehouses and distribution centers across the country. It's a partnership we are truly proud of.

Products aren't the only aspect of Alphapointe that continues to evolve. We strive to help make the lives of visually impaired people better. Our rehabilitation, senior and youth services are changing as well. The recent merger with NYCIB provides an opportunity for tremendous new learning environments and techniques from the state of New York's forward-thinking programs. We're excited to tell you more about these changes as they continue to develop.

What does all of this growth and change mean? It allows us to not only broaden our customer bases; we're also able to make more of a difference in the lives of the blind and visually impaired. The diversity of what we offer means more jobs and further advancements, and these are the kinds of changes we will always stand behind.

Truly,



VIEWpointe

is a publication of Alphapointe.



alphapointe™

Vision. For Life.

NONPROFIT ORG.
U.S. POSTAGE
PAID
Alpine Litho-Graphics
64131

IMPROVING LIFE FOR
THOSE WHO LOSE SIGHT.

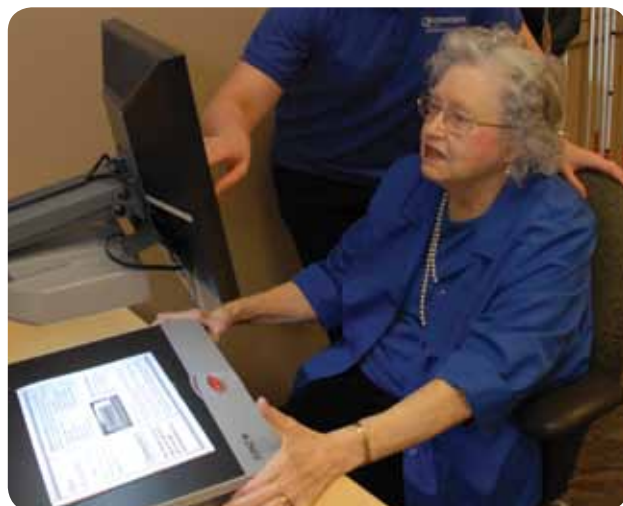
(816) 421-5848
www.alphapointe.org

© 2014 Trozzolo.com

7501 Prospect Avenue
Kansas City, MO 64132

Pointes of Interest

- Did you know that Alphapointe has a store on site at its Kansas City headquarters? Connecting Pointe is full of adaptive aids that the community can come in, try out and purchase.
- Each month kids with vision loss participate in a fun, adventurous activity. If you have a child who is blind or visually impaired, ages 8-18, who would like to participate in our monthly program, or even our summer Adventure Camp, please contact Jake McLaughlin at (816) 237-2059.
- Providing targeted, cost-efficient contact center services proven to deliver consistent results, the new Alphapointe Contact Center assists colleges and universities, businesses, government, hospitals and others across the country.



Alphapointe clients enjoy using the CCTVT at Connecting Pointe to enlarge reading materials.



Alphapointe's state-of-the-art Contact Center in Kansas City, Missouri, is in full operation.



Arts and crafts hour for kids at Alphapointe's monthly Youth Development Program.