

The Risk That Keeps on Giving

A single leap of faith from the past is still transforming our future.

It was a little over 20 years ago that the board of directors gave the go-ahead for Alphapointe to invest in plastics manufacturing. It was a risk: Our experience with plastics was nonexistent. The Department of Defense took a chance on us and it paid off. Since 1993, we have been producing specimen



Reinhard Mabry

containers for use by our military. The Department of Veterans Affairs took a chance, too, partnering with us on a deal in 1995 to make prescription bottles for their new mail order program.

Two decades later, Alphapointe provides state-of-the-art extrusion and injection molding for customers across the nation and has been listed as one of KC's top 25 manufacturers by the Kansas City Business Journal for two years in a row. Employees at our 110,000-square-foot Kansas City facility make 50 million plastic products each year, and that's not counting the millions of small and micro plastics components. Our work supports and protects Americans, sometimes literally –

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Alphapointe Signs Seven-Year Deal With Pharmacy Industry Leader

Alphapointe has filled a prescription for business growth through a new partnership with Express Scripts, America's largest pharmacy benefit management company.

The seven-year contract calls for Alphapointe to make 13 million prescription bottles a year at its Kansas City plastics manufacturing facility. To meet those numbers, Alphapointe will be adding new equipment at the plant, as well as hiring new employees, with production expected to begin in late spring.

"The opportunity to expand our plastics manufacturing services and to work with an industry leader like Express Scripts is wonderful news," said Reinhard Mabry, Alphapointe's president and CEO. "The proceeds from the contract will allow us to continue to expand our mission to serve the needs of people who are blind."

The Express Scripts partnership also means that Alphapointe can continue its long tradition of working with the U.S. military. Alphapointe has made plastic products for the U.S. Department of Veterans Affairs for 20 years, and now blind and visually impaired workers will provide bottles for Express Scripts' home delivery pharmacies catering to active military members and their families.

Express Scripts was drawn to Alphapointe because the organization's mission dovetails with Express Scripts' commitment to employing U.S. workers who can relate to its customer base.

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Alec Taylor, Mold Tech, KC Plastics Division



Speedy Scrubber Leads Alphapointe Into National Commercial Marketplace

Alphapointe's facility in Brooklyn, New York, 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, which sells as many as 100,000 units a year.

In May 2015, Wal-Mart began selling Speedy Scrubbers at 114 stores, mostly 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 that's 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.

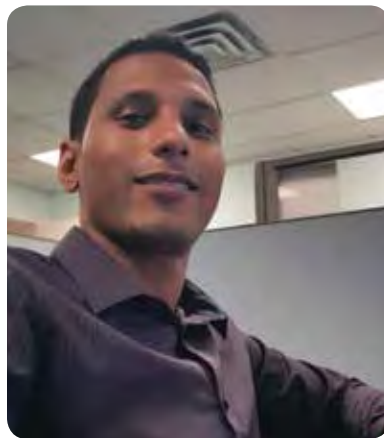
Reinhard Mabry, president and CEO of Alphapointe, added other insights on the partnership's advantages. "With a company as large as Wal-Mart and as sophisticated in its logistics, we have to be on our toes, be at our peak level of performance. Working with a company like this makes us better, and that's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

On the Fast Track to Success

Jose Santana's life is a testament to the power of education and hard work. He was accepted into college while he was living in a homeless shelter. A few short years later, with Alphapointe's assistance, Jose is a successful IT specialist with a clear career path ahead.

Jose has achromatopsia, an inherited condition associated with color blindness, visual acuity loss, extreme light sensitivity and nystagmus. When he entered college, he had to find the right dormitory at Monroe College to provide him with a secure place to live. After graduating with his Bachelor of Science degree in computer information systems, he was referred to Alphapointe's Blue Power job placement program by the New York State Commission for the Blind. It quickly became apparent that the challenges of job searching would pale in comparison to the obstacles Jose had already overcome.

Jose was the model placement client, always willing to try what was suggested and absorb as much information as possible. We were granted interviews quickly with organizations such as Grant Associates and the United Nations Federal



Jose Santana

Credit Union. These opportunities prepared Jose for an interview with the northeast division of AAA in Mineola, New York, which offered him a job as an IT specialist and

digital programmer. After having worked only in entry-level jobs, he was thrilled to earn an annual salary that is double the state's median income for single workers.

Jose is already exceeding expectations at his job. His daily commute is lengthy and includes navigating the Long Island Railroad, but he's considering moving from his relative's home in the Bronx to a closer location. Getting his own apartment would be a challenge, but considering his past, it is one he would relish.

Jose was so excited to get his first paycheck that he called Alphapointe and left a message, saying, "I just wanted to let you know that I received my first check! Thank you again so much ... and wow ... these taxes, huh? They really take a lot out!"

Taxes aside, Jose has found a solid career footing only three months after a referral to Alphapointe, where we're proud to have helped him turn his life around so completely. ●

Perez Completes NIB's Business Management Training

Jennifer Perez, an employee of Alphapointe's Contract Management Services, was selected to be part of a group of 20 BMT students from 15 other NIB agencies to take part in this challenging program last summer.

Business Management Training (BMT) is a 15-month program, taught by George Mason University (GMU), that develops critical business perspective and management abilities. BMT targets qualified, high-potential employees of NIB and NIB-associated agencies who are blind and who demonstrate leadership potential. Throughout the five classroom sessions, participants build critical business skills while earning a Certificate in Management from GMU.



Kevin Lynch, NIB CEO; Jennifer Perez, Alphapointe; Karen Pal, NIB; Roy Hinton, GMU

One of the program's many assignments is a yearlong capstone project. For Perez and her team, the project meant working with a sister agency to explore manufacturing a new product using recycled materials. This demanding venture required that Jennifer coordinate responsibilities with other teammates, manage deadlines, do product market research and feasibility studies, and learn all other aspects of assessing the practicality of introducing this new product to the market. And all this while communicating with the agency and her teammates via conference calls and emails across multiple time zones!

In September, Perez traveled to GMU in the Washington, D.C., area for the completion of BMT. She spent the week doing classroom work, followed by a formal team presentation of their findings for the capstone project to an audience of NIB staff and agency executives.

In addition to the capstone team project and completing other classroom assignments for BMT, Perez has continued working full time at Alphapointe's CMS department as well as taking extra business classes through a local university to strengthen her business acumen.

We would like to extend our most sincere congratulations to Jennifer for her hard work and dedication to making the most of her opportunity to participate in this special NIB program. She's done a great job of managing her time and responsibilities, and that is why the skills she's developed through this program will be extra arrows in her quiver as she aims higher each day. ●

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showing up in ankle splints, roof joists and car bumpers. Our engineers work with customers to design custom prototypes that move into production in just a few weeks.

High-tech extrusion is a far cry from Alphapointe's first days, when eight blind men made brooms and caned chairs in a small workshop near the West Bottoms. Our plastics capabilities have redefined expectations of what the blind and visually impaired can achieve in a manufacturing setting, and they continue to raise the bar three shifts a day, five days a week.

Because of the faith the VA placed in Alphapointe, we recently had the opportunity to forge a new partnership, one that also allows us to continue serving military families. Our seven-year deal with Express Scripts means we'll be making prescription bottles for a health care leader, and bringing more advanced technology and jobs for visually impaired workers to the plant.

The Express Scripts bottles will carry medications straight to the doors of the men and women now serving our country, but they represent more than just an opportunity for Alphapointe to touch the lives of current military members. Every shipment of the 13 million units set for production each year propels Alphapointe to an even higher status among manufacturers. Just like the VA work did, the Express Scripts relationship means more prospects for blind and visually impaired workers for years to come.

Here's to being proud of our past, grateful for today's advances and poised for the exciting prospects that await us tomorrow.

Truly,
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7501 Prospect Avenue
Kansas City, MO 64132

Pointes of Interest

May 19, 2016

Boots & Pearls –

A Wine & Whiskey Tasting
Negro Leagues Baseball Museum



June 6, 2016

C&C Group Alphapointe
Pro-Am Golf Tournament
Loch Lloyd Country Club



Become a Monthly Donor and Change Lives Every Day

Help us empower the more than 1,800 children, working adults and seniors we serve each year.

The Alphapointe 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, 100 percent of your donations will go directly to helping those with vision loss in our community achieve their own goals and aspirations.

Become a member today. You can rest assured that your recurring online donation is secure and flexible. You choose your monthly giving amount, and you can change or cancel your pledge at any time. Sign up now and make your first contribution by credit card online at alphapointe.org.

Questions? Contact Tamara with the Foundation at tchestnut@alphapointe.org or 816-421-5848.

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“Express Scripts seeks to create a workforce and a group of suppliers that are as diverse as the tens of millions of American patients we serve,” said Kendra Burris-Austin, the company’s director of Supplier Diversity.

“Alphapointe produces a terrific product at a competitive price, and we are excited to partner with them on this new initiative.”

Headquartered in St. Louis, Express Scripts employs 6,000 Missourians, 300 of them in Kansas City. Its services include claims processing, benefit-design consultation, drug utilization review, formulary management, and medical and drug data analysis services. ●