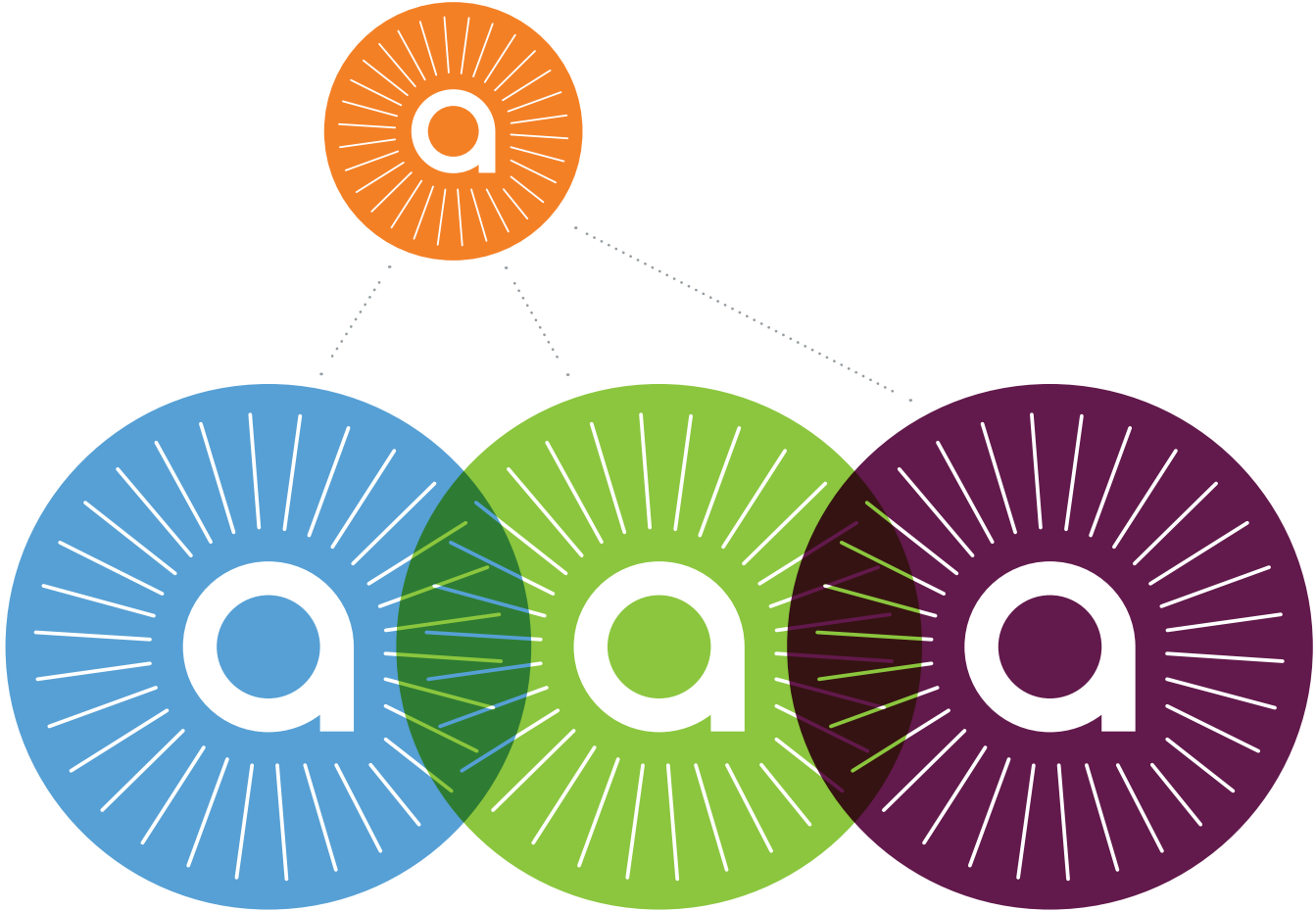


# alphapointe™



*Vision*

*Work*

*Community*

## 2012 Report to the Community



# Our Leadership

## Alphapointe Board of Directors

Paulette Markel,  
Chair

Ed Marquette,  
1<sup>st</sup> Vice Chairman

Stephen Mock,  
Treasurer

Ken Roberson,  
Secretary

Sheri Johnson,  
Immediate Past Chair

Trey Barnes

James Barry

Cornelius Boersma, IV

Dr. John Cowan

Jeffrey S. Lynch

Greg Kallos

Kent Gedman

Victor Hammonds

Robert Payne

Jim Day

Jimmy Nickell

Michael Williams

Archie Smith III

Sheila Seck

Dr. Joseph Maino,  
ex-officio, Chairman  
Medical Advisory Board

David Westbrook,  
ex-officio, Chairman  
Advisory Board

## Alphapointe Foundation

David Westbrook,  
Chair

Victor Hammonds,  
Vice Chair

Patti Aspenleiter,  
Secretary

Doug Lange,  
Treasurer

Gina Gowin  
Executive Director

Chad Heggem

Jim Day

Reinhard Mabry

Ed Marquette

Carrie Rezak

Rick Taylor

Michael Williams

## Alphapointe Executive Staff

Reinhard Mabry  
President and CEO

Clay Berry  
Director of Rehabilitation

Amy Campbell  
Director of Human Resources

Gina Gowin  
Director of Development & Public Relations

Brent Harlow  
Director of Manufacturing

Jerry Maloney  
Director of Contact Center Services

Mike Stephens  
Vice President, Sales and Marketing

James E. Van Winkle  
Vice President & CFO

## A Message from our Leadership

Dear Friends:

This is a very exciting time for Alphapointe. As we begin our second century of service, we are debuting a new name, a new look and a renewed commitment to all people with vision loss.



In 1993, to convey the organization's goal of being the first point of contact for anyone experiencing vision loss, the Kansas City Association for the Blind became Alphapointe Association for the Blind. This name change helped the organization evolve from strictly manufacturing to the role of provider of rehabilitation, service and education to the community.

Now, nearly 20 years later, we once again are evolving to meet the current needs of all people with vision loss. In January of 2012, the Board of Directors unanimously voted to change the name of the organization to simply Alphapointe.

The reason for this change is simple: we are committed to serving all people with vision loss, including those with low vision. Just as the organization evolved in 1993 to provide therapeutic services to people with no vision, we are once again evolving to embrace the over 5 million Americans living with low vision.



This year, Alphapointe took a major step forward in our commitment to serving the community through the creation of the Alphapointe Foundation. The Foundation's sole mission is to serve as a supporting organization for the programming needs at Alphapointe. Through the hard work of dedicated board members and community volunteers, the Alphapointe Foundation will raise both much needed funds as well as community awareness for the mission of Alphapointe.

We look forward to sharing many more changes with you in the coming months, and I invite you to join me as we begin our second century of service to people with vision loss.

Truly,

A handwritten signature in black ink that reads "Reinhard Mabry".

Reinhard Mabry  
President and CEO

A handwritten signature in black ink that reads "Sheri Johnson".

Sheri Johnson  
Alphapointe Board Chair 2012-2012



# Manufacturing

For 101 years, manufacturing has been the backbone of Alhaphointe's business operations. Starting in 1916, when Catherine Hale helped to incorporate the Kansas City Association for the Blind, people without vision were able to obtain competitive employment at the Association's workshop in downtown Kansas City. Workers made brooms, mats and other hand goods, and then sold those goods door to door throughout the city.

During the 1940's, with support from lawmakers and community leaders including Helen Keller, the Association for the Blind began partnering with

other similar agencies to sell products to the Federal government. Formerly known as the Javits-Wagner-O'Day Act, The Ability One Program helped the Association experience unprecedented growth through the sales of products to the government during both WWII and the baby boom that followed.

Today, Alhaphointe is still a proud partner with the Federal government through the Ability One Program. Alhaphointe produces 13 different writing instruments, a variety of plastic products and has partnerships with numerous brands including 3M, Kensington, and Sealed Air.







## Office Supplies

In FY 2012, Alphapointe produced:

- 5 million writing instruments
- 830,000 rolls of tape
- 450,000 paint markers
- 30,000 computer locks
- 1.7 million printed envelopes

## Plastics

In FY 2012, Alphapointe produced:

- 38 million pharmaceutical bottles
- 96,000 medical testing bottles
- 180,000 million cleaning supply bottles



## New Employment for a New Generation

Alphapointe has always been the leader in employment for people with vision loss. As the largest employer of people who are blind in the state of Missouri, the organization has worked hard to create a variety of opportunities for competitive employment.

In recent years, the demand for a larger variety of white collar, non-production jobs has steadily increased as access to both education and adaptive technology training has improved. While manufacturing jobs are a good choice for many people, many others are seeking jobs in which they can use the education and skills that they have worked hard to develop.

In December of 2011, Alphapointe hired 22 new employees with vision loss through the Contracted Management Support and Guarded Exchange programs. These positions are all competitive, white collar jobs that require specialized training and experience. Both the Guarded Exchange Program and the Contract Management Support program are clear examples of the changes in employment available for people with vision loss. Alphapointe is committed to providing even more opportunities to meet the demands of the changing workforce of the future.





**“I used to be afraid to do things because of my vision loss. I used to say ‘I can’t’ all of the time. Now, I say I can.”  
-Chris Montavon, Quality Control Inspector**



The Contract Management Support program is in partnership with the Department of Defense to fulfill a critical need for the federal government to efficiently close out government contracts. Employees in CMS utilize technology such as screen readers and magnifiers to review thousands of government contracts awaiting closure. Contracts are reviewed to ensure that products were received in a timely manner, that the products met government quality standards and that all billing and invoices have been paid. Once all of these criteria have been reviewed, the contract is sent back to the Department of Defense for closure.

The Guarded Exchange Program is another innovative government partnership, this time with the State of Missouri. Through this program, employees utilize specialized computer software to monitor communications for the State. The program began in February of 2012, and the team of visually impaired employees has already surpassed many of the initial expectations of the program.



# Rehabilitation and Education

Alphapointe is proud to continue a legacy of providing service to people who are blind or visually impaired in our community. Alphapointe is the only provider of comprehensive vision rehabilitation in the state of Missouri. In 2012, Alphapointe provided direct services to nearly 1700 clients in a multi-state region, ranging in age from 2 years to 92 years. Through innovative programs for teens, seniors and all ages in between, Alphapointe empowered people with vision loss to work, be and live independent.



## Comprehensive Rehabilitation

The Comprehensive Vision Rehabilitation Program, a multi-discipline approach to vision rehabilitation, is the only one of its kind in the region. In 2012, Alphapointe provided comprehensive rehabilitation services to 243 people with vision loss. Clients typically spend about three months in the program learning a variety of skills to maximize their independence in the sighted world.



## Adaptive Technology Training

Technological advances including screen readers, pocket sized scanners and CCTV's, and magnification devices have opened doors to both employment and higher education that were once closed to people with vision loss. Alphapointe provides specialized training on these devices and much more in two computer labs at the Life Skills Campus, as well as training onsite for employees of private companies who are experiencing a loss of function at work due to vision loss. In 2012, Alphapointe provided over 3000 hours of Adaptive Technology training.



## Work Adjustment Center

In 2012, the Work Adjustment Center at Alphapointe provided a safe, therapeutic working environment to nearly 50 adults with multiple developmental disabilities. All of these individuals have some level of vision impairment, ranging from complete blindness to partial vision loss. Many employees at the WAC have cognitive and physical disabilities, and most live in group homes. They spend their time at Alphapointe completing a variety of projects, including assembling pens and other project work. They are paid for their work, and receive incentives and rewards for a job well done.



## Youth Services

This year, Alhaponite continued to strengthen a commitment to the future generations of children and teens living with vision loss. Through innovative programming focused on both college preparatory and vocational skills development, Alhaponite served 151 youth last year. The college PREP program provides training and support for both college bound and currently enrolled teenagers so that they have the resources necessary for success in the competitive world of higher education. The Student Transitional Employment Program provides similar support for those teens preparing to enter the workforce.

In 2012, Alhaponite once again hosted two summer camps for kids and teens with vision loss. Alhaponite Adventure Camp, in partnership with Camp Fire USA, hosted 19 kids ages 9-14 for a week of hiking, canoeing, crafts, ropes courses and other confidence building activities. Alhaponite Technology Camp, attended by 25 teens with vision loss, centered on adaptive technology and the possibilities that exist with the right technology and training. Tech campers spent the week learning how to utilize the Apple iPad, and the various music, ebook and social media applications attached to the iPad.

## Senior Services

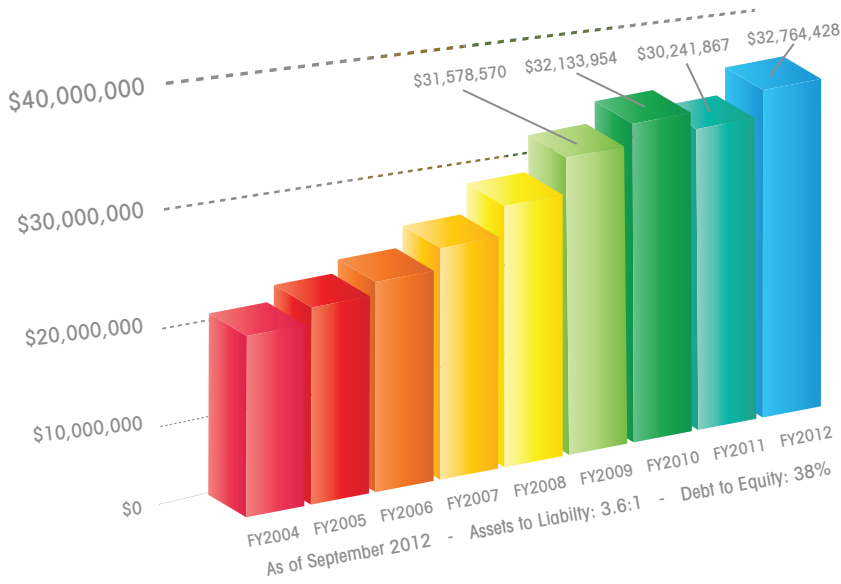


In 2012, the Senior Adult Services program at Alhaponite served 146 senior adults in the Kansas City area who want to live more independent and productive lives with their remaining vision. Through specialized assessments in the Low Vision Clinic as well as through individualized occupational therapy in their homes, seniors living with vision loss learned how to adapt everyday tasks such as cooking, taking medication and navigating their homes safely. Licensed occupational therapists provided over 5000 hours of service to the seniors living in our community in 2012.

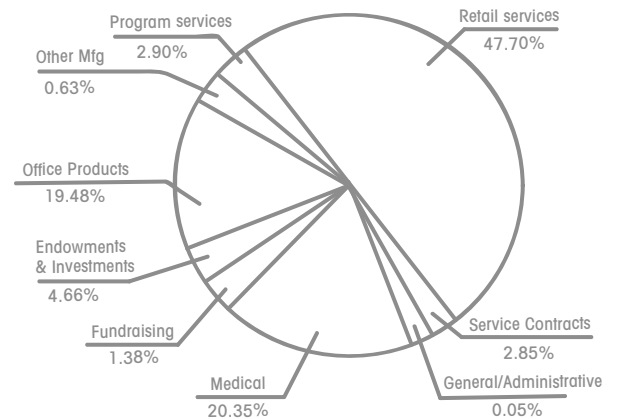


# Financials

## Fiscal Year 2004-2012 Revenue



## Fiscal Year 2012 Revenue



# Donors

90.9 The Bridge  
 Ms. Susan Adams  
 Mr. & Mrs. Jerry Adriano  
 American Century Companies  
 Foundation  
 Mr. Rex Anderson  
 Ms. Karen Anderson  
 Mr. William Anderson  
 Mrs. Susan Angulo  
 anonymous  
 Aramark  
 Ms. Goldie Arnold  
 Mr. Charlie Arnot  
 Mr. Robert Arocho  
 Assurant Employee Benefits  
 Mr. & Mrs. Carolee  
 & Russell Atha  
 Mr. & Mrs. Matthew Baer  
 Kimberly Baggette  
 Shelley & Steve Baker  
 Mr. & Mrs. Trey Barnes

Mr. & Mrs. James Barry  
 Mr. Clark Beason  
 Mr. Brian Belanger  
 Belton Lion's Club  
 Bennett Packaging  
 Berlin Packaging  
 Mr. Clay Berry  
 Mr. Terry Bickham  
 Birch Communications  
 BKD Foundation  
 Mr. Joseph Blasko  
 Mr. Kevin Blayney  
 Blue Cross and Blue Shield  
 of Kansas City  
 BlueScope Buildings North  
 America  
 BlueScope Steel  
 Mr. & Mrs. Cornelius  
 Boersma, IV  
 Mr. Ivan Bowlin  
 C Bradford

Mr. Garrett Bradley  
 Ms. Sharon Brown  
 Mr. Gary Bussing  
 C&C Group  
 Ms. Joan Carhart  
 Children's Center for the  
 Visually Impaired  
 Children's Mercy Hospitals  
 and Clinics  
 Mr. & Mrs. Laura Chisholm  
 Citizen's Bank and Trust  
 Ms. Mary Beth Clark  
 Mr. Charles Clay  
 Ms. Netha Cloeter  
 Ms. Joanne Collins  
 Commerce Bank  
 Ms. Paula Conrad  
 Dr. John Cowan  
 Mr. Trent Cox  
 Mr. Marc Craig  
 Mr. Ben Craig

Ms. Amy Crippen  
 Mr. & Mrs. Edward Cunningham  
 CVS Caremark  
 Mr. Jason Darby  
 Mr. & Mrs. James & Karen Day  
 Mrs. Serena Dehoney  
 Ms. Trish Delich  
 Delta Gamma Kansas City  
 Alumna Group  
 Mr. & Mrs. Paul Denzer  
 Ms. Chrystal Detweiler  
 Ms. Constance Dougherty  
 Ms. Deborah Drotts  
 DST Systems Inc. -Main  
 Ms. Susan Durbian  
 Mr. & Mrs. Doug Duty  
 DVS Group  
 Ms. Cynthia Egger  
 Elavon  
 Enterprise Holdings Foundation  
 Estate of Laura George



## Donors Continued

Sean Everhart  
Elisabeth Fanniel  
Faro International Inc  
Mr. Shawn Ferguson  
Mr. Louis R. Ferril  
Finish Line Foundation  
First Citizen's Bank  
Mr. & Mrs. Wayne Forkner  
Ms. Barbara Funk  
Mr. & Mrs. Jeffrey Garthoff  
Ms. Rebecca Gatapia  
Gates, Shields & Ferguson, P.A.  
GE United Way Campaign  
Mr. & Mrs. Kent Gedman  
Mr. & Mrs. Louis Gendernalik  
Ms. Julie Genovese  
Mr. Elton Gibson  
Mr. Kelly Goodburn  
Ms. Gina Gowin  
Mr. Greg Greason  
Mr. & Mrs. Jerome Hagstrom Jr.  
Ms. Paula Hahn  
Dr. Richard Halford  
Mr. & Mrs. Darin Hall  
Hallmark Employee  
Volunteer Program  
Mr. Allan Hallquist  
Brent & Mary Harlow  
Cindy Harris  
Hartley Racon  
Harvest Ball Society  
Mr. Scott Harvison  
Mr. Mark Hastert  
Health Care Foundation  
of Greater Kansas City  
Heartland Combined  
Federal Campaign  
Heartland Health  
Ms. Maria Hedrick  
Chad & Kelli Heggem  
Mr. Steve Heggem  
Mr. Jerad Henkel  
Mrs. Fran Hershey  
Mr. & Mrs. Steve Hilliard  
Mr. & Mrs. W.A. Hirsch  
Mr. Daniel Hofferbert  
Mr. Linda Holloway  
Honeywell Hometown Solutions  
Ms. Debra Houston  
HP  
Mr. John Duane Hubble  
Mr. Mark Hubble  
Ms. Rhonda Hughes  
Mr. Roger Hurwitz  
IMA  
Independence Eastview  
Lions Club

Independence Host Lions Club  
Integrity Products  
Mr. Dave Israel  
Jim & Sheri Johnson  
Mr. Jim Johnson  
Gregory & Kay Kallos  
Mr. Michael Kalny  
Kansas City  
Manufacturing Network  
Kansas City Royals  
Kansas City World Outreach,  
Lions Club  
Kansas City Zoo  
Mr. James Kasper  
Keller and Owens  
Mr. Robert Kendrick  
Mr. Charles Key  
Ms. Karen Kidd  
Charles & Lucinda Kincaid  
Ms. Del Kingan  
Mr. Rodney Knox  
Ms. Jennifer Kraenzle  
Mr. Pete Krsnich  
Kutak Rock  
Lamar Outdoor Advertising  
Mr. John Lathrop  
Mr. Richard Leafstedt  
Leawood Family Eye Care  
Mr. Terry Lee  
Lee's Summit Downtown  
Lions Club  
Mr. Greg Lever  
Mr. Kevin Lindsey  
Linscomb Foundation, Irven E.  
& Nevada P  
Lions Clubs, District 26G  
Mr. Andre Logan  
Ms. Lynn Logan  
Reinhard & Andrea Mabry  
Mariner Wealth Advisors  
Nelson & Paulette Markel  
Mr. & Mrs. Ed Marquette  
Ms. Nancy McConnell  
Mr. Tracy McConnell  
Mr. & Mrs. Thomas McKee  
Ms. Ann Meling  
Mr. & Mrs. Jay Menitove  
Merit Packaging  
Mr. Scott Michelson  
Mr. & Mrs. Mark Miller  
Stephen & Marsha Mock  
Ms. Leuticia Moore  
Eric & Shanny Morgenstern  
Mike & Kate Mulligan  
Mutual of America  
Mark & Janice Naughton  
Neighborhood Tourist

Development Fund  
Ms. Barbara Neufeld  
Nexus Resin Group  
Mark Nicholson  
Mr. & Mrs. Jimmy Nickell  
Ms. Linda Nissen  
Madonna O'Dell  
Outdoor Foundation  
Mr. Robert Owens  
Mr. Steve Ozark  
Pabulum Productions  
Padgett Family Foundation  
Mr. & Mrs. George Pagels  
Mr. Wilfred Palm  
Dr. & Mrs. Joseph Parelman  
Ms. Linda Parkinson  
Mr. Robert Payne  
Mr. Seth Peattie  
Mr. George Penniston  
Philadelphia Insurance  
Companies  
Dr. & Mrs. Larry Piebenga  
Mr. Terry Pinne  
Mr. Ronald Pittman  
Mrs. Lisa Placke  
Mr. Daniel Plecki  
Mr. David Pollock  
Mr. Chris Powers  
Ms. Kathryn Pruessner Peters  
Ms. Lisa Prutsman  
Mr. J.F. Pryor  
Mr. Gregory Radke  
Ms. Linda Ray  
Ms. Jennifer Reynolds  
Mr. Troy Rinke  
Mr. & Mrs. LaMonte Roach  
Mr. David Robbins  
Mr. Kenneth Roberson  
Mr. Brad Roderick  
Mary & B. Paul Roper  
Ms. Cheryl Ross  
Ms. Carol Roth  
Mr. Douglas Rushing  
Ms. Colleen Russo  
Mrs. Ann Rutherford  
Mr. Gary Scarborough  
Sealed Air  
Ms. Margaret Shouse  
Ms. Susanne Shutz  
Richard & Beryl Silberg  
Phil & Rebecca Smith  
Mr. Archie Smith III  
Mr. Horace Smith  
Mr. Christopher Snell  
Denise Hamilton & Michael Soler  
Mr. Richard Sosinski  
Mr. & Mrs. Johnny Stabno

Mr. & Mrs. Jim Stacy  
State Street Foundation  
Mr. Cort Stephens  
Ms. Monica Stephens  
Summit Litho  
Super Family Foundation, GKCCF  
Suture Express  
Mr. & Mrs. Monroe and  
Helen Taliaferro  
Gary Tartick  
Mr. Rick Taylor  
Dr. John Taylor  
Ms. Rebecca Terry  
Rob & Denise Thacker  
The Independent  
The Mutual Fund Store  
Mr. Gordon Thiesfeld  
Ms. Annette Thomas  
Mr. William Thomas  
Ms. Blanca G Tobey  
Trozzolo Communications Group  
Truist  
United Healthcare Services, Inc.  
United Stationers Supply  
United Way Donor Choice  
United Way of Greater  
Kansas City  
Universal Construction  
Mr. Frank Vail  
Jim and Shirley Van Winkle  
Mr. Kevin Vanderweide  
Victor L. & Helen B. Regnier  
Family Fund, GKCCF  
Ms. Cecilia Vigliaturo  
Mr. Frank Vovk  
Mr. & Mrs. Daniel Walker  
Mr. Clint Walker  
Doug & Karen Washburn  
Ms. Karen Way  
Mr. & Mrs. Robert Weed  
Mr. Mike Whipps  
Ms. Gretchen Wildrick  
Mr. Carl Wilhite  
Mrs. Brooke Wilken  
Wilkes Broadcasting  
Mrs. Katherine Williams  
Mike & Sally Williams  
Mr. & Mrs. Craig Wilson  
Ms. Kari Woyak  
Mr. Jonah Wright  
Ms. Diane Years  
Mr. Sergio Zaderenko

Please accept our apologies  
for any errors or admissions.



Empowering people with vision loss  
to maximize their independence.

