



VISIONS REALIZED

2017 ALPHAPOINTE ANNUAL REPORT



OUR MISSION

EMPOWERING PEOPLE
WITH VISION LOSS TO
ACHIEVE THEIR GOALS
AND ASPIRATIONS.



TABLE OF CONTENTS

We served. FIND OUT HOW MANY PEOPLE ALPHAPOINTE EMPLOYED IN 2017.	04
We recognized. MEET OUR EMPLOYEES OF THE YEAR.	05
We made. HIGHLIGHTS OF OUR INDUSTRIAL PRODUCTION FACILITIES.	06
We expanded. THE NEW SPACE IN QUEENS, NEW YORK, CAME TO LIFE IN 2017.	08
We honored. READ STORIES OF MILITARY VETERANS INVOLVED WITH ALPHAPOINTE.	10
We taught. CAMPS AND OTHER PROGRAMS ARE CHANGING THE LIVES OF YOUNG PEOPLE.	12
We supported. THE FOUNDATION'S FUNDRAISING EVENTS MADE THEIR MARK.	13
We added it all up. ALPHAPOINTE'S FINANCIAL YEAR BY THE NUMBERS.	16



KEITH GRANT USPS mailbag facility, Jamaica, Queens, NY

ALPHAPOINTE BOARD OF DIRECTORS

Ed Marquette, *Chair*
Jeffrey Lynch, *1st Vice-Chair*
Sheila Seck, *2nd Vice-Chair*
Stephen Mock, *Treasurer*
Danny Davies, *Secretary*
Michael Lynch, *At Large*

Marc Bailin
James Barry
Steve Cranford
Jim Day
Kathryn A. Dusenbery
Sheri Johnson

Jack Muhlstein
Mark O'Neill
Gale S. Pollock
Kenneth Roberson
Janice Thompson
Michael Williams

David Westbrook
Richard Bland
Kent Gedman
Greg Kallos
Jimmy Nickell

ALPHAPOINTE FOUNDATION BOARD MEMBERS

David Westbrook, *Chair*
Jill Forrest, *Vice Chair*
Lyn Petro, *Secretary*
Mike Williams, *Treasurer*
Gina Gowin, *Executive Director*

Lailan Bressler
James Day
Kathryn A. Dusenbery
Tanesha Ford

Dan Gedman
Dr. Dan Walker
Reinhard Mabry
Ed Marquette
Melissa Jobe

Carrie Rezac
Dennis Ridenour
Rick Taylor
Laurent Roy

ALPHAPOINTE EXECUTIVE STAFF

Reinhard Mabry, *President & CEO*
Jeff McHenry, *Vice President, CFO*
Amy Campbell, *Vice President, Human Resources*
Gina Gowin, *Vice President, Program Services & Development*
Mike Stephens, *Vice President, Operations*
Ryan Williams, *Vice President, Sales & Marketing*
Stan Wright, *Vice President, Information Technology*



RECORD GROWTH IS JUST THE BEGINNING

03

This has been a record-breaking year.

As I reflect on 2017, I am proud of our staff, partners and supporters.

In 2017, Alphasointe embarked on a Herculean effort to invest in the future of our employees in New York. We purchased a facility that will lead to long-term growth and sustainability for New Yorkers who are blind. We invested \$22 million in a property in Queens, launching the Home. Made. capital campaign to raise the additional \$3 million needed to finish renovations. We will move into the building in stages as work is completed. Right now it is an industrial facility under renovation, but with your help, we will transform it into a place to call home.

We continue to make quality products that protect those on active duty, helping them do their jobs and ensuring they return home safely to their loved ones. In 2017, we launched our patented Tactical Mechanical Tourniquet (TMT).

Alphasointe has always supported America's men and women in uniform. With piddle packs for pilots, lighted pens, prescription bottles, tourniquets, litter straps and uniforms, our employees – who may not have been able to serve because of their own vision loss – are proud to contribute to our military's efforts.

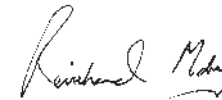
Alphasointe now has employees in seven states. We achieved all-time record sales for office products, plastic molding and service contracting. Our call center business increased by more than 40 percent, and nonfederal business now represents 20 percent of our total business.

Alphasointe helped 20 percent more Low Vision Clinic patients and served more than 300 kids in our youth programming. We achieved record fundraising results and secured the agency's largest gift in our history. In 2017, Alphasointe received more philanthropic support for our programs than ever before.

These results happen because of the hard work of everyone involved. Record sales and generous support from the community will continue to create jobs and provide services for those with vision loss.

Thank you for continuing on this journey with us.

Sincerely,



Reinhard Mabry, President and CEO

IT'S ALL ABOUT THE WORK

Alphapointe employs 392 people in its operations, and 225 of those employees are blind or visually impaired. Ninety-four percent of employees work full time.

Alphapointe utilizes volunteers in all of its operations. Volunteers are critical to Alphapointe and serve in various aspects of the agency, including daily volunteers for our Audio Reader Program, recording local news and information, books and other items for people who are blind. Volunteers work in administrative roles, in our children and youth programs, summer camp, technology camp and low vision clinic. Volunteers also serve on various committees and boards of directors, and at major events.

A YEAR OF SERVICE



Over **1,800** people provided **7,930** hours of volunteer service to Alphapointe last fiscal year.

Hired **87** employees.
59 were visually impaired.

Ended the year with **225** blind employees, compared to **214** last year.

Blind labor ratio ended at **82.5%**.

PEOPLE SERVED, BY DEPARTMENT

227 Comprehensive Rehabilitation Services

160 Senior Adult Services

301 Youth

73 Diabetes Education

237 Low Vision Clinic

1,778* TOTAL PEOPLE

**adjusted for people using multiple services*

ALPHAPOINTE'S BEST: EMPLOYEES OF THE YEAR



PRESIDENT'S AWARD, KANSAS CITY **KRISTIN STEPHENSON**

Kristin displays an authentic love of her job, with genuine thought and care for the employees at Alphapointe. She makes a point to visit each department daily, saying hello to people, ensuring employees know that HR cares and is available whenever needed.



PRESIDENT'S AWARD, NEW YORK **MANNY LORENZO**

Manny's ability to rise to any challenge makes him invaluable to Alphapointe. He continually maintains a positive attitude and is capable of picking up the pieces when things don't go as planned.



MILTON J. SAMUEL CAREER ACHIEVEMENT AWARD, KANSAS CITY **CHERYL RAYBURN**

Cheryl, who first came to Alphapointe for help with her own vision loss, is now a valuable asset to the Rehab team. With her help, the clinic is on pace to double the number of people it serves in 2018. Cheryl's frequent acts of kindness put smiles on others' faces.



PETER J. SALMON EMPLOYEE OF THE YEAR, NEW YORK **DAVID BROWN**

David hasn't let his own limited vision stop him from being one of our most versatile workers for almost 10 years. Well liked, trusted and hardworking, he is exactly what we look for in an Alphapointe employee.

KANSAS CITY **DEPARTMENT EMPLOYEES** **OF THE YEAR**

Office Products – Rickey Gonzalez
Contact Services – Robert Brown
Warehouse/QA/Maintenance – Sam Shipp
Rehab – Sharon Brown
BSC – Sarah Blackburn
Plastics – Bob Miller
Admin – Thuy Bui

NEW YORK **DEPARTMENT EMPLOYEES** **OF THE YEAR**

Army Sewing – Sam Mau
USPS – Keith Grant
Broom/Brush – Ying Jie Chen
Mops – Su Ping Chen
General Factory – Richard Villardi
Shipping – Alvaro Pedraza
Needlecraft – Xue Yun Chen
Assembly – Jing Zheng
Plastics – Leomary Pena

PRODUCTS FROM KANSAS CITY



157,326,096	Bottles
29,900,030	Plastic pen parts
21,664,870	Micro-moldings
2,470,992	Pens
1,707,540	Markers
635,877	Tape rolls
28,229	Locks
3,080,590	Envelopes printed

PRODUCTS FROM NEW YORK

56,077	Cold weather shirts
11,576	Litter straps
21,285	Tourniquets
486,043	Pilot relief bags
1,100,484	Mop heads & mops with handles
143,263	Speedy scrubbers
58,032	Buckets
33,816	Portfolios & memo pads
314,015	Brushes
88,749	Brooms

WHAT WE MADE



CALL CENTER



+96,904 outbound calls made



+8,122 inbound calls received

1.54% improvement in data quality

Launched California call center



Remote/work-at-home staff peaked at **35%** of call center employees

08 A NEW YORK STATE OF MIND

Alphapointe's new location in Richmond Hill, Queens, is already changing the lives of New Yorkers who are blind or visually impaired. Once fully renovated, the wholly owned space will create major savings and financial stability, freeing up more resources for job creation.

While the building's initial purchase and construction costs were completed using NYC-based tax-free financing, renovations are dependent upon future fundraising dollars.

To contribute to the ongoing transformation at Alphapointe's Queens facility, visit alphapointe.net/nyhomemade.

Alphapointe is the only remaining industrial employer of people who are visually impaired in NYC. The Queens location employs 196 people, 123 of whom are legally blind. Its location in a safe, mixed-use neighborhood a block away from a subway station will allow employees to maintain their independence on an everyday basis, and Alphapointe's compliance with New York City's minimum wage mandate is already having a huge effect on workers' lives.





A GAME-CHANGING DONATION

A \$700,000 gift from the Lavelle Fund for the Blind, Inc., will allow Alphapointe to create a specialized training space where manufacturing employees can build workplace skills according to their abilities using the latest computers and equipment, as part of its Home.Made. capital campaign for its new building in Queens.

L-R Reinhard Mabry, Alphapointe CEO; Dr. Andrew Fisher, executive director, Lavelle Fund for the Blind, Inc.; Dan Callahan, Lavelle board president; John Caffrey, Lavelle board vice president and treasurer

HOME MADE



BUILDING FUTURES
FOR NEW YORKERS
WITH VISION LOSS

TIMELINE



10 HIRING OUR HEROES, HONORING OUR VETERANS

2017 ANNUAL REPORT

SERGEANT FIRST CLASS (RET) TIMOTHY RANDOLPH

Sergeant First Class (RET) Timothy Randolph was born in Pinetops, North Carolina. He joined the Army in July 1992 and attended Basic Training (BCT) at Fort Jackson, South Carolina, and later transferred to Fort Lee, Virginia, to complete Advanced Individual Training (AIT).

Upon completion of training, he was awarded the Military Occupational Specialty (MOS 92A), Automated Logistical Specialist. During his tenure in the military, before retiring in July 2017, he was deployed to Bosnia as a member of the “Bosnia Herzegovina” and to Afghanistan for “Operation Enduring Freedom.”

Throughout his 25-year career in the Army, he held several jobs within logistics, ranging from warehouse supervisor to managing various programs and teams.



During his final year, he was selected to participate in the Hiring Our Heroes Corporate Fellowship Program, helping service members find employment in the corporate sector. This much-needed program assists service members in writing resumes and interviewing and with overall job placement.

The Hiring Our Heroes Corporate Fellowship Program selected 18 service members from Fort Riley, Kansas, and Fort Leavenworth, Kansas, to pair up with various companies for 12 weeks to understand what it's like to work in a corporate environment. Sergeant First Class Randolph was paired with Alhaphointe.

VETERANS ON STAFF

ANTONIO ARBELO

Legally blind, 2nd shift plastics packer in Kansas City, served for eight years.

DAVID MORROW

Job coach, served in the military and was honorably discharged in 1970.

AARON (A.J.) JOHNSON JR.

Legally blind office products machine operator in Kansas City, served for four years.

KEN BRYANT

CMS site supervisor, served in the Army from 1996-2004 and is currently active in the Army reserves.

WARREN "SCOTT" WALTERS

Little Rock BSC assistant manager, served in the Air Force from 1983-2004.

BRET ARNOLD

Hazardous materials technician, served in the Marine Corps from 1978-1981.

CHRISTOPHER KOSIOREK

Senior manager in the Tactical and Medical Division, served in the Army from 1994-2008.

MICHAEL YOUNG

BSC regional operations manager, served in the Air Force from 1992-2000.

WT SMITH

BSC store clerk, served in the Air Force from 1981-2005.

RYAN WILLIAMS

Vice president of Sales and Marketing, served in the Army from 1995-1999.

RICHARD VILLARDI

Porter in Brooklyn, served from 1976-1989.

ANDREW CUNNINGHAM

Legally blind machine operator in the Brush Department in New York City, served from 1984-1988.

BERNARD SHANDS

Legally blind mail bag sorter at USPS Department in New York City, served in the military from 1979-1984. He was honorably discharged due to an injury that resulted in his loss of vision.

At the end of the 12-week program, Randolph was offered a permanent position as the supply chain project manager. "I'm glad I accepted the job with Alphapointe because the environment and the people are what make it a positive experience. I enjoy learning new things and adapting to the corporate world. Alphapointe made me feel like I was a part of the team from day one!" he said.

WHO WANTS TO GO CAMPING?

Dajanee Faison, now 19, first encountered Alphapointe in the summer of 2012, when she attended Technology Camp. There, she learned to use adaptive tech to help her navigate the world from a digital perspective. She's been an Alphapointe success story ever since – working in our call center as a teen, taking advantage of our College Prep program (hello, dean's list!) and nurturing her love of dance – all while being an inspiring big sister. Today, she's a college student on track for a lifetime of success.



“You don't feel like a burden at Alphapointe, and it's a beautiful thing not to feel judged by anyone.”

*- Dajanee Faison
Lee's Summit, Missouri*

YOUTH PROGRAMS REAP REWARDS

In 2017, Alphapointe's camps served more youth than ever before. In fact, demand for our Adventure and Technology camps has grown so much, we will be adding an additional week of camp next year to provide the older kids with an overnight experience.

- 301** Youth served
- 49** Adventure Camp attendees
- 28** Technology Camp attendees



A STRONG FOUNDATION

Our Foundation never wavers in its commitment to provide resources needed for Alphapointe's mission, with fundraising efforts that are making a mark in Kansas City's rich culture.



2017 C&C GROUP ALPHAPOINTE PRO-AM GOLF TOURNAMENT

Held July 17 at Loch Lloyd Country Club in Belton, Missouri, this sellout event has allowed us to expand our summer camp program from nine kids in its first year in 2011 to 50 in 2017. Summer 2018's Alphapointe Adventure Camp will expand to two camps: an overnight camp for ages 11 to 18, and a day camp for ages 6 to 10.

Over \$620,000 raised to date through C&C Group Pro-Am to support programming for children and youth who are blind.

BOOTS & PEARLS WINE & WHISKEY TASTING EVENT

More than 300 people attended Alphapointe's second annual wine and whiskey tasting fundraiser April 4 at the Negro Leagues Baseball Museum in Kansas City's historic 18th and Vine District. The event will be held again this year with even more live music and entertainment.

Nearly \$200,000 raised at this new event to support rehabilitation for adults and seniors losing vision.



3M

Robert Albano
 Alhappointe Foundation
 Dustin Altic
 AmazonSmile
 Amigoni Urban Winery
 Korri Anderson
 Andrew Golub CPA
 Louis Anunziata
 Aramark – Royals Stadium
 Argosy Casino
 Arvest Bank Theatre at the Midland
 Jessica Ashby
 Associated Restaurant Group
 Carolee Atha
 Naga Ayyavevara
 Matthew Baer
 Arnold & Maxine Baker
 Balls Food
 Bank Midwest
 Mary Baragay
 Mark Barkman
 Daniel Barry
 James Barry
 Michael Barry
 Breck & Rene Barton
 John B. Barton & Tracy R. Barton
 Charitable Fund
 Laura Battle
 Walter E. & Barbara A.
 Bauke Foundation
 Billie Bayles
 Belleville Boot
 Belton Host Lions
 Robert & Kathy Bender
 Benevity Fund
 Mike & Linda Benjamin
 Bennett Packaging
 Berlin Packaging
 Clay Berry

Dean Best
 Walter & Kristine Bethay
 Justin Biermann
 Gregory & Betty Bishop
 Ida & Noah Bland
 Blue Cross and Blue Shield of
 Kansas City
 BlueScope Foundation
 North America
 Jaime Bluma
 Cornelius Boersma, IV
 Gwendolyn Boone
 Debra & Lucas Borgman
 Angela Bowers
 Wm. J. Brace Charitable Trust –
 Bank of America N.A.
 Jeff Brackin
 Natalie Bramson
 Laillan Bressler
 Gary Bridges
 Susan & Jim Bridges
 Bristol Seafood Grill
 Darrell Brown
 Ed Brown
 Matthew Brown
 Sharon Brown
 Yvonne Brundrett
 David Buck
 Thuy Bui
 C&C Group
 Ben Camden
 Matthew Campagni
 Amy Campbell
 Doug Campbell
 Diana Castillo
 Castle Homes
 Central Bank of the Midwest,
 Leawood
 Central States Beverage Co
 Stan & Peggy Chappell

Charity Golf International
 Tamara Chestnut
 Children's Center for
 the Visually Impaired
 Children's Mercy Hospital
 Daniel Christopher
 Michael Church
 Mike Churchman
 Chad & Kristen Cillessen
 Michael Cillessen
 Citizens Bank & Trust
 CK Enterprises
 Betty Cline
 John Coccovizzo
 Stephen Collins
 Combat Medical Systems
 Commerce Bank
 Company Kitchen
 Michael Condon
 Constance Cooper Foundation
 Rebecca L Cook
 Dorothy Cooper
 Jim Cougheneur
 Courtney S. Turner Charitable Trust –
 John H. Mize
 Louetta M. Cowden Fdn., BOA, N.A.
 Marilyn Crews
 Camille Cubit
 Russell & Ronda Damron
 Anna Davidson
 Stacie Wright-Davies &
 Danny Davies
 Connie Davis
 James & Karen Day
 Dazium Design Solutions
 Delish!
 Delta Gamma Foundation
 Delta Gamma Kansas City
 Alumna Chapter
 Delta Innovative Services

Greg Dennis
 Paul Denzer
 Dean Desmarreau
 Developmental Disabilities
 Resource Board of Clay County
 Mike Dickerson
 Christen Diehl
 Discover
 Victoria Dixon
 Ted Duff
 Kathy Dusenbery
 Paula Dyches
 Victor Dyson
 Eastview Lions Club
 Edwin Watts Golf
 Elavon
 Empire Merchants
 Leah Enright
 Essendant
 Doug & Cynthia Evak
 Faro International
 Karen Fenaroli
 Mark Ferguson
 Michelle Fernandez
 Brian & Beth Ferris
 Financial Engines
 Brian Findley
 First Star Nail
 Derek & Tiffany Fisher
 Colleen Flanigan
 Daniel Flanigan
 George Foley
 Folly Theatre
 Tanesha Ford
 Jill Forrest
 Bob Fowler
 Aaron Franklin
 Joy Frazier-Boyle
 Susana Garcia
 Garozzo's

Gates, Shields, Ferguson,
 Hammond P.A.
 Earl & Nancy Gatz
 George H. Nettleton Foundation
 Renee Gioeli
 Kenneth Goetz
 Golf Tournament Management
 Grant Gooding
 Andrew Golub, CPA
 Chris Gorman
 Gorman's Heating and Cooling
 Gina Gowin
 Daniel Graves
 Michael Greenstein
 Andy Groth
 Janet Grow
 Anthony & Virginia Guma
 Chris Gummingier
 Michael & Carol Gunther
 Mary Gutierrez
 Susan Hagerman
 Joshua Haggard
 Helen & Steve Hahn
 Paula Hahn
 Hampton Inn
 Brent Harlow
 Jill Harmon
 Marc Harrell
 Corky Harris
 Hartley Racon
 Toby Hartong MD
 Adelaide Hartung
 Hawg Jaw Que & Brew
 JoAnn Hawthorne
 Ron & Susan Hazelrigg
 Heartland Combined Federal
 Campaign
 Hewlett Packard
 Scott Hill
 Carl Hinson

Pat Hoff
 Ann Holwick
 Holy-Field Vineyard & Winery
 Honeybaked Ham
 Honeywell Hometown Solutions
 Mike Horn
 Jack Hotz
 John Hovelsrud
 Amber Hughes
 Freda Humes
 Roger Hurwitz
 IMA
 Independence Host Lions Club
 Information Methods Incorporated
 J. Alexander's Restaurant
 Jaspers
 Jay Wolfe Acura
 Dawn R. Johnson
 Sheri & Jim Johnson
 Paul Jordan
 Jose Peppers
 Marcelle Kaiser
 Greg & Kay Kallos
 Kansas City Elks Lodge #26
 Kansas City Royals
 Kansas City Steak Company
 Kansas City T-Bones
 Kansas City Zoo
 Kansas City World Outreach
 Lions Club
 Keller & Owens, LLC
 Stephanie Kelly
 E. Kemper and Anna Curry Carter
 Community Memorial Trust
 Robert Kendrick
 Kevin Kenefick
 Kensington
 Debra Kimbell
 Susie Kirschbaum
 Ardie & Ken Klemish

Mike Koeppen
 Valerie Kondas
 Christopher Kosiorek
 Kutak Rock LLC
 Linda Laborde
 Lake Winnebago Lions Club
 Lamar Advertising Company
 Liane Lance
 Tracy Landing
 Lavelle Fund for the Blind Inc.
 LC Industries Foundation
 Terry Lee
 Lighthouse Guild Vision & Health
 Lions Club International
 Liquid 9
 Jenny & Brian Lohr
 R.A. Long Foundation
 Mary Lopez
 Lukas Wine & Spirits Superstore
 Jeff & Maria Lynch
 Michael Lynch
 M. Holland
 Reinhard & Andrea Mabry
 Loren Machina
 Julius Madas
 Thomas Maier
 Major Brands
 Maple Woods Community College
 Ed & Ansie Marquette
 Mendel Martin
 Kara McBurney
 Charles McCartney
 Amy & Rob McCaslin
 Tracy McConnell
 Ruby McDaris
 Jeff McHenry
 Matt McHenry
 Margie McKenzie
 Larry McManus

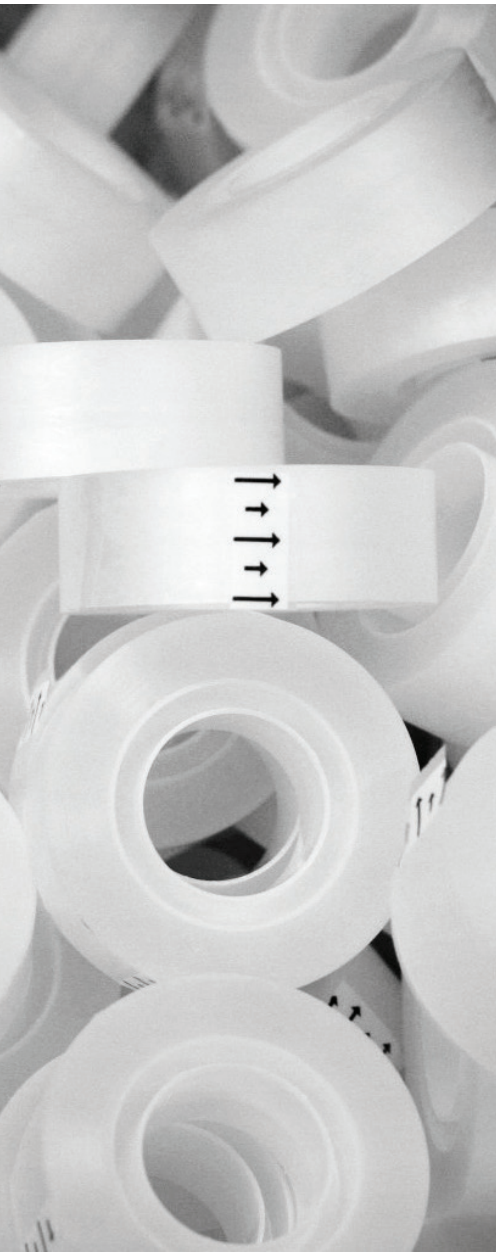
Pat Meads
 George Meiners
 Gretchen & Cliff Meinhardt
 Menorah Heritage Foundation
 Yoselin Meyreles
 Mid-America Regional Council
 MidwestATC
 Midwest Section PGA
 Miller's Professional Imaging
 Alan Miretzky
 Missouri Council of the Blind
 Stephen & Marsha Mock
 Mold-Rite Plastics
 Rebecca Morgan
 Morningstar Communications
 Gregg Morrison
 Matthew Morrow
 Mos Family Foundation
 Sharon Motta
 Paula Muetting
 Jack Muhlstein
 Regina Murray
 Katherine Murrow
 Mutual of America
 Life Insurance Company
 Tracey Nash
 National Industries for the Blind (NIB)
 Michaela Neel
 Negro Leagues Baseball Museum
 Betty Nelson-Ekey
 Network For Good
 Sandy Nichols
 Jimmy & Kaye Nickell
 Deborah Niemann
 John Nixon
 Brandon Norris
 Sarah Norris
 Christopher Norton
 Oakhill Day School
 Sara O'Connell

Kathleen O'Connor
 Mark O'Neill
 Omaha Henry Doorly
 Zoo and Aquarium
 Oncology Strategies
 Oppenstein Brothers Foundation
 Timothy Orrick
 John Orscheln
 Outdoor Restrooms Inc.
 Padgett Family Foundation
 Elizabeth Panko
 Dr. Joseph Parelman
 Marshall Parker
 Jan Parmenter
 Patrizia's Restaurant
 Brian & Nicole Pauls
 Robert Payne
 Patricia Pennington
 Gina Petelin
 Steve & Kathryn Peters
 Dennis Peterson
 Wesley Peterson
 Lyn & Soren Petro
 Pfizer Foundation
 Matching Gifts Program
 Philadelphia Insurance Companies
 Ken Phillips
 PierPoints @ Union Station
 Pinot's Palette
 Pizzeria Locale
 Brian Platt
 Platte County Optimist Club
 Gale Pollock
 PRP Wines International
 Joseph Pryor
 PSC Group, LLC
 Mark Radetic
 Cheryl & Curtis Rayburn
 Daniel Reardon
 Ian Redhead

Carrie Rezac
 James Rich
 Dennis Ridenour
 Douglas & Pamela Rinas
 Troy Rinke
 Pete Robbins
 Kenneth Roberson
 Wanda Rogers
 Mary & B. Paul Roper
 M P Roth
 Reagan Rouse
 Royals Charities
 Mike Rucker
 Kelly D Sandburg
 Marguerite Sanders
 Shirley Sanner
 Robert & Jennifer Sawyer
 Brandon Scarborough
 Sharon Scarcello
 David Schemm
 Cynthia Schenken
 Stuart Schlemmer
 Carl Schoenrock
 Mark Schuette
 Jeff Schuetz
 Caryll Schultz
 Betty Scott
 Sheila Seck
 Susan & Jeffery Sellon
 Misty Shepker
 Dorie Sheppard
 Daniel Sicard
 Prudence Sieg
 Ken Sigman
 SilverStreakers – GK DG Alumnus
 Gayle Simmons
 Kayla Sinkule
 Ryan Small
 April Smith
 Melvin Smith

Lance Snyder
 Richard Sosinski
 Jason Spalitto
 Victor E. Speas Foundation –
 Bank of America N.A.
 Scott Spillman
 Wyyette Spotts
 Sprint Business
 James M. & Jane H. Stacy
 Charitable Fund
 Starlight Theatre
 Steel City Media
 Michael Stephens
 Kristin Stephenson
 Frederick Sterle
 Tiffany & Brent Sterner
 Lisa Stewart
 Mary Strahan
 Harry B. & Anna C. Strauss
 Philanthropic Fund
 Renita Strickland
 Summit Litho Inc.
 Super Family Foundation-GKCCF
 Rick Sutcliffe
 Cheryl J. Swartz
 Greg & Nancy Swartz
 Monroe & Helen Taliaferro
 Tate Access Floors
 Rick Taylor
 Donna Teasley
 Todd Tenverink
 The Commerce Trust Company
 The U.S. Charitable Gift Trust
 Deborah Thomas
 Kay Thomas
 Mashawna Thompson
 Steve & Connie Thompson
 Todd Tiahrt
 Karolyn Tomasic
 Karen Trischler

Jan & Christopher Troester
 Jessica Troester
 Michelle Troppito
 Trozzolo Communications Group
 Truist
 Melissa Turner
 Union Broadcasting – 810 WHB
 United Beverage Company
 United Healthcare Services, Inc.
 United Way of Greater Kansas City
 United Way of Wyandotte County
 US Transactions Corporation
 Kevin Vanderweide
 Kristin Stephenson
 VanTrust Real Estate, LLC
 Jennifer Vogt Westlake
 Waitt Outdoor
 Daniel Walker, PhD
 Jason & Dori Walker
 Walmart
 Vane Warner
 Andrew Webber
 David Westbrook
 Mitch Wheeler
 Flora Whisler
 Mary & James Wilcox
 Marissa A Williams
 Mike & Sally Williams
 Ryan Williams
 James Willis
 Rose Windham
 Russ Wolfe
 Geoffrey Woodhead
 Stan Wright
 Stacey Wright
 Callie Wyrsh
 Jason Zaroor
 Robert E. & Polly A.
 Zimmerman Foundation

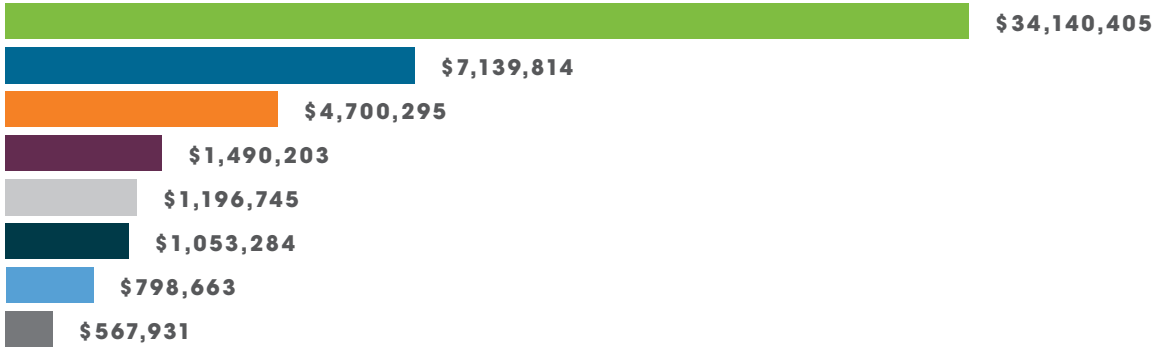


2017 BY THE NUMBERS

ANNUAL REVENUE BY SOURCE / FISCAL YEAR ENDED SEPTEMBER 30, 2017



- 66.8% Manufacturing Services
- 14.0% Base Store Sales
- 9.2% Contracted Services
- 2.9% Fundraising & Contributions
- 2.3% E-Commerce Sales
- 2.1% Gain on Investments
- 1.6% Rehabilitation & Education
- 1.1% Other Income



\$51,087,341 Total Revenue



OUR VISION

A WORLD WHERE
EVERYONE WITH VISION
LOSS RISES TO THEIR
DESIRED FULL POTENTIAL.



ALPHAPOINTE.ORG