Innovation: Our Key To The Future

2013 ANNUAL REPORT
A Message from the Chair & the CEO

who else can we serve in Greater Cincinnati
serve those who have severe vision loss and
the launch of our “Breakthrough Goal” to serve
service level began over four years ago with
2013 was a milestone year as CABVI touched
Michael Lichstein, Ph.D., Board Chair and John H. Mitchell, CEO
had the following rules for innovation posted
I recently read that the founders of the HP
sustainable way to deliver goods and services.
whoever choosing to be different, someone
changed and these changes came about from
trash cans? All of this and so much more has
Everyone wants
innovation.
• The customer defines a job well done.
• Radical ideas are not bad ideas.
• Believe that together we can do anything.
Annual budget cuts and spending reductions
continue, requiring CABVI to make additional
in agency operating revenue in 2013. These
Program employees and significant reductions
of products from CABVI’s Industries Program
by the General Services Administration
for CABVI’s products. This change coupled
which resulted in severe reductions in orders
Federal Agencies to immediately cut spending,
through budget sequestration forced many
CABVI produces in our Industries Program.
was negatively impacted by significant
changes in the way the Federal Government
budgets and purchases the products that
CABVI produces in our Industries Program.
of technology and will position the
agency for growth in non-Federal Government
industrial employment and will position the
new business model that will maximize our
sustainability. This will be accomplished by
addressing much needed development in
our social enterprises through investment in
business competencies for both service and
innovation and will include the
agency in the world’s most innovative and successful
technology companies:

• New Social Enterprise Development through
information services providing greater impact
ways we provide vision rehabilitation and
employment and revenue outcomes. We will
continue and develop new capacities in
the pursuit of vision rehabilitation service
outcomes and success in achieving
continuous evaluation to ensure mission
CABVI, moving CABVI’s organizational culture
to one that embraces continuous problem
solving, willingness to change and operational
innovation
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outcome...
Jasmin Leadon began receiving services from CABVI when she was 15 months old. She was born with a number of physical complications and spent her first six months in Children’s Hospital. Jasmin’s parents, Maria and Keith Leadon, learned about CABVI from Help Me Grow. During CABVI’s first home visit, Jasmin kept her eyes closed and although the family knew when she was awake or asleep, they weren’t sure to what level of clarity she was able to see things. The family’s goal is for Jasmin to be happy and enjoy her best life. Her parents also hope that she may learn to use a communication board and achieve many other goals along the way. “We have learned how to use light, sound and various colors to play to Jazzy’s interests and her strengths,” says Maria. “She really enjoys social interaction so she spends a lot of time with family members and friends. We also stand in different spots around the room and then call to her so that she can use her vision to find us. We use mixed media to encourage Jazzy to learn to focus and process what she is seeing.”

Jasmin has cortical visual impairment (brain-based issues with seeing) and needed seeing) and needed glasses. Previously, when she opened her eyes, she didn’t bother to look. Once Jasmin started wearing her glasses, CABVI staff taught the family how to recognize her visual responses and provide her with appropriate visual activities. With lots of time to see and respond, she is able to see without the glasses “CABVI is great,” says Maria, Jasmin’s mother. “They helped us learn about Jazzy’s eye condition and have been super flexible about sending team members to integrate with eye appointments and other types of service provider appointments.”

CABVI’s early intervention specialists recommended an eye doctor visit and acompañied the family to their follow up appointment at Children’s Hospital. They learned that Jasmin has cortical visual impairment (brain-based issues with seeing) and needed glasses. Previously, when she opened her eyes, she didn’t bother to look. Once Jasmin started wearing her glasses, CABVI staff taught the family how to recognize her visual responses and provide her with appropriate visual activities. With lots of time to see and respond, she is able to see without the glasses “CABVI is great,” says Maria, Jasmin’s mother. “They helped us learn about Jazzy’s eye condition and have been super flexible about sending team members to integrate with eye appointments and other types of service provider appointments.”

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Maria says she recommends early intervention as the best treatment and they have already recommended another family with a child who has vision loss to CABVI.
Kathryn Schierloh

CABVI employee, Kathryn Schierloh, was chosen as CABVI's 2014 Bradley L. Kaylor Blind Employee of the Year. Kathryn is a Contract Close-out Specialist at CABVI’s Contract Management Service (CMS) at the Defense Logistics Center (DLA) in Columbus, Ohio. She earned her Associate’s degree in Applied Business and Information Systems with a 4.0 GPA from Lakeland Community College.

Through the United States AbilityOne Program, agencies such as CABVI are providing contract close-out services to Federal customers to free up time for the contracting workforce to address more procurement duties, while facilitating the return of unused contract funds to the United States Treasury. CABVI now has seven contract close-out specialists who are blind or visually impaired working at DLA.

In fiscal year 2013, Kathryn took a leading role in meeting the team’s production goals for the number of contract close-outs prepared and completed. As a team member, she assisted with producing training materials and training new employees.

Gordon Dennis

Gordon Dennis has been volunteering with CABVI for more than 25 years. He remembers the days when Radio Reading Services (RRS) was in the transportation building in downtown Cincinnati with the manual style, metal cage elevator. As an RRS broadcast volunteer, he originally read the grocery ads, obituaries, recipes and cooking “stuff.” Now he reads the Cincinnati Enquirer on RRS on Tuesday mornings from 7-8am, including the local, national, and world news.

He has also been reading for Personalized Talking Print (PTP), CABVI’s voicemail information system, since 1995. Soon after the PTP service started, as a PTP reader, he currently reads the Friday Cincinnati Enquirer section headlines, National Geographic Magazine, and The New York Times headlines on Sundays. He also substitutes for numerous other PTP readers when they are unable to read and provides specific requests from PTP listeners in his voice mailbox. He responds by reading the requested material into the listener’s mailbox. CABVI is grateful that the PTP system was recently upgraded through a grant from The Frances R. Luther Charitable Trust.

Over the years, Gordon has become acquainted with George Lee through PTP. George has a wide range of interests and Gordon says that he truly enjoys interacting with listeners like George, who value his volunteer assistance that makes printed information accessible to them. “It’s wonderful to be able to volunteer from home, via the telephone, without needing to go anywhere or dress up at all,” says Gordon. “I’ve gotten to know some of the listeners who share similar interests, such as baseball and economics. We share comments about articles that I have read.”

Since he retired from P&G after 35 years in Finance, Gordon has become an even more avid volunteer. He is a board member for the Valley Interfaith Food and Clothing Center in Lockland, Ohio and is the treasurer on the board of trustees for non-profit Lads and Lassies Community Preschool in Wyoming, Ohio.
HIGHLIGHTS FOR THE YEAR 2013

Program Services

• CABVI served a total of 5,001 individuals in 2013 through all of its agency services. This fulfilled a four-year “Breakthrough Goal” that was accomplished, even with financial constraints during 2013.
• CABVI became the only agency low vision service provider in the Greater Cincinnati area, through an agreement with the Clovernook Center to close its low vision service in the spring of 2013.
• CABVI established a new Northern Kentucky Low Vision Service satellite location in Florence, in a collaborative effort with Northern Kentucky Senior Services.
• Several special support groups were provided for those who are blind/visually impaired including one for those with multiple sclerosis, and two working-age groups.
• CABVI successfully completed an Independent Living/Older Blind program for the State of Ohio, providing rehabilitation services and equipment to over 400 individuals over the age of 55, in the counties of Hamilton, Clermont, Brown, Butler, Clinton, Warren, Adams and Highland counties.
• CABVI hosted several events for clients in 2013, such as a Dog Guide Seminar in March, an ICanConnect workshop showcasing technology, and a panel discussion for parents of young children featuring several local working individuals who are blind.
• The Facebook page for the Early Childhood and Youth Services continues to be visited by families and other interested persons, and was utilized for sharing pertinent information about programs.

Community Relations

• CABVI received first-time grant funding from Hatton Foundation, Robert A. and Marian K. Kennedy Charitable Trust, and the Honor Project Trust.
• The 14th Annual CABVI’s “Know You Can” 5k was held in August with 420 participants in this event to benefit CABVI’s services.
• CABVI’s Holiday Open House and Volunteer Recognition Event was held in December with more than 200 people in attendance. The event featured CABVI’s Volunteer Award Presentation with 77 volunteers given special recognition as well as Stories of the Season read by local celebrities.
• CABVI partnered with the Foundation Fighting Blindness to host the Visions 2013 Charity Classic Golf Tournament in June to benefit both organizations with 107 players participating.

Industries Program

• In May 2013, CABVI’s Industries Program was recertified to the ISO 9001:2008 Standard. This program with its emphasis on quality has assisted in the addition of some new commercial business including the processing of specialty tapes and films with a local customer.
• The Industries Program has added the packaging and distribution of batteries to the Ohio State Use Program (ODAS). CABVI’s Industries program now supplies all of the State and cooperating municipalities within Ohio with AAA, AA, D, C, 9V, and 6V batteries.
• 3 new floor marking tapes and 3 new gadgets have been added to the product offering that CABVI’s Industries Program will supply to the Federal Government.

Base Supply Center

• CABVI’s Base Supply Center had an off year in sales from previous years due to government sequestration and Federal budget constraints.
• The Base Supply Center generated $649,864 in sales of AbilityOne products made by people who are blind and visually impaired. Sales of AbilityOne products support jobs nationally for people who are blind or visually impaired.

Contract Management Support Service

• Due to the success of the Contract Sales Management team, CABVI’s contract with the Defense Logistics Center in Columbus was extended and the staff expanded.
• Seven full-time employees who are legally blind are employed at the Contract Sales Management program in professional, salaried positions.

Administration

• CABVI’s Board of Trustees approved a new 3-year Strategic Plan for 2014-2016.
• CABVI and the Clovernook Center walked in support of the Greater Cincinnati Chapter of the National Federation of the Blind for White Cane Safety Day on October 15 with nearly 90 participants.
• CABVI’s e-newsletter has been reaching a growing digital audience of CABVI supporters along with CABVI’s Facebook page which has has well over 1,260 likes.
• CABVI received its largest single planned gift from the Louise Nippert Trust. Per CABVI’s Board Investment Policy, this gift will be added to the agency’s investments to provide funding for the future.
• CABVI received 22 grants from local foundations.
• CABVI received its first-time grant funding from Hatton Foundation, Robert A. and Marian K. Kennedy Charitable Trust, and the Honor Project Trust.
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CABVI and The Cincinnati/Northern Kentucky Chapter of the Foundation Fighting Blindness hosted the Visions 2013 Charity Golf Classic at Summit Hills Country Club in Crestview Hills, Ky. on June 3rd, 2013. This golf classic benefitted the work of both organizations.

Many thanks to our sponsors for a successful event:

Robert Abell; Robert L. Bauer; Bond Industrial; Boyle Jewelers, Inc.; Central Bank; Cincinnati Bell Technology Solutions; Cintas; Mark Corrado; Deaconness Associations; Drug Shoppe, Inc.; Jani-King; The Kroger Company; Legacy Financial Advisors; LexAir; David Pendery; Sator: Silverlake “The Family Place”, Teamsmsters Local No. 100; US Transaction Corp.; Tri-State Centers for Sight, Inc.; Philip Wehrman; C.W. Zumbiel Company

The newly renovated Commons was completed with the “Branding Wall” and accessible computers for use by agency employees. A formal dedication and ribbon cutting ceremony was held in late July.

The inaugural recipient of the Mark Foersterling Award, named in memory of the staff member who helped launch and develop CABVI’s Access Technology Service (ATS), was Judy Hale, CABVI’s Program Services Support manager with 36 years of service to CABVI.

A joint Board Dining in the Dark event was held in connection with the Clovernook Center for the Blind and Visually Impaired to help board members from both agencies experience sharing a meal without the ability to see their surroundings.

The Communication Center

- CABVI’s Communication Center launched CincySight.org, a new social enterprise selling office supplies in the greater Cincinnati area and providing additional support to the Base Supply Center at WPAFB.
- CincySight brought on 69 new customers while providing an opportunity for individuals who are visually impaired to train for professional ecommerce office positions.

CABVI’s “Know You Can” 5K

The 14th Annual CABVI’s “Know You Can” 5K was held on Sunday, August 11, 2013 at Spring Grove Cemetery and Arboretum. One of Cincinnati’s most inclusive races, this year’s event attracted 420 participants – walkers, runners, people who use wheelchairs, and people with vision loss who use sighted guides. Seventy-five volunteers were on hand to help with every aspect of the race. The Kids’ Fun Run made it a great event for families with young children. Benefits from the 5K provide support for CABVI’s services.

We greatly appreciate the support of our 5K sponsors:

GOLD SPONSORS
OXO International
Shurtape Technologies, Inc.

SILVER SPONSORS
Barnes, Dennig & Co Ltd.
Cincinnati Bell Technology Solutions
Frost Brown Todd Attorneys LLC
Midwest Financial Partners
Zeta Sigma Chapter of Delta Gamma at Northern Kentucky University

BRONZE SPONSORS
Burrow’s Paper
Cincinnati Alumnae chapter of Delta Gamma Fraternity
Cincinnati Eye Institute • Cincinnati Host Lions Club
Focal Pointe Eye Care & Dr. Michael J. Lyons
Kembra Credit Union
Kinker-Eveleigh Insurance Agency
Kohl’s Department Store • Messer Construction
Miami Valley Paper Tube Company
Milford Printers • Sheakley
Spring Grove Cemetery and Arboretum
Sunrise Advertising
Taft, Stettinius & Hollister LLP
UPS • VIBAC Group • Vorys Legal Counsel

CABVI 2013 Award Recipients

2013 Caroline F. Fibbe Award
Kim Shinkle-McCurdy
2014 Bradley L. Kaylor Blind Employee of the Year Award
Kathryn Schierloh
2013 Moser Award
Gael Fischer
2013 One on One Award
Caroline Lee
2013 Ronald J. Ott Award
Ann Mavicke
2013 Paul Silverglade Youth Volunteer Award
Emma Reed
2013 Volunteer of the Year Award
Bill Bross
2013 Samuel S. Sheffield Award
Kim Shinkle-McCurdy
2013 Caroline F. Fibbe Award
Caroline Lee
2013 Paul Silverglade Youth Volunteer Award
Emma Reed
2013 Volunteer of the Year Award
Bill Bross

2013 CABVI’s “Know You Can” 5K – Runners begin, walkers finish and trophies and awards wait to be presented!
Cincinnati Association for the Blind & Visually Impaired is very grateful for the financial support provided by our generous and caring community. We ask that you provide quality rehabilitation, counseling, and information services year round.

Members (donors of $25 or more) receive our newsletter, Viewpoint, our Annual Report and an invitation to our Annual Meeting held in the spring. Gifts made to honor friends or memorialize loved ones are also appreciated. If you have any questions about giving opportunities, please contact Kathy Gotschall, director of development and community relations, at 513-487-4233.

$600,000 +
Louis Diersterer Trust

$200,000 +
United Way of Greater Cincinnati

$100,000 +
Wittlinger Trust Fund
A. Richard Thomas

$25,000 +
The Erma A. Bantz Foundation
M. Patricia Conneighton

The Erma A. Bantz Ettlinger Trust Fund

$10,000 +
Anonymous

$5,000 +
Anonymous

$1,000 +
Anonymous

$100 +
Anonymous

$50 +
Anonymous

$10 +
Anonymous

$1 +
Anonymous
**IN HONOR OF**

Cathy Marshall
Kathy Ector-Possey

Jill Persons
Linda Hahn
Joanna Lounsbury
Ruth Richardson

Michael R. Peterson, M.D., Ph.D., Carol & Pat Ward

Ralph Sells
Mary Sells

Mr. & Mrs. Lemuil Sichel
Eileen & Paul Bloustein

Mrs. Dorothy McClara
William G. McConnell
Gary Morgan and
Morgan's Outdoor
Adventures, Inc.

Joe & Penny Totten

**GIFTS IN KIND**

Eileen & Paul Bloustein
Mr. & Mrs. Lemuel Sichel
Mary Sells
Ralph Sells
Carole & Pat Ward
M.D., Ph.D.

Michael R. Petersen,
Ruth Richardson

Linda Hahn
Jill Parsons
Kelly Ector-Posey
Cathy Marshall

**BEQUESTS**

Betty Bessenbach
Lola Louise Bonnell
M. Patricia Conneight
Rose Drucker
The Estate of Elizabeth
O'Neal Gibbsen
The Paula H. Gutwaller
Trust
Carrie and Herbert Haas
Fund of The Greater
Cincinnati Foundation
Florence S. Hirschman
Trust
The Estate of Linda
Hofmann
Harvey Hubbell Trust

Estate of Eleanor M.
Jeter
Thomas J. Lindsay
Judith Carol Louis
Charitable Remainder
Trust
Stanley and Agnes
McKeel
Louise Dieterle Nippert
Trust

Cora B. Schreiber
Dr. Fran G. & Dorothy
M. Smith Foundation
Lillian Sullivan
Estate of Dorothy C.
Wallace
Wayne E. Williams Trust

Suggested wording to remember CAVBI in your will or estate plan:

“I give to Cincinnati Association for the Blind & Visually Impaired the sum of __dollars $____ and the residual of my estate to use and expend as the same for the benefit of Cincinnati Association for the Blind & Visually Impaired in any manner it deems appropriate.”

**VISIONARY SOCIETY**

CAVBI established the Visionary Society to recognize planned gifts. Planned gifts include bequests in a will, charitable trusts, charitable gift annuities, or gifts or bequests of life insurance or retirement plan assets. Planned gifts help ensure that services are available in the future to meet the needs of people who are blind or visually impaired. In addition, planned gifts may provide income and tax benefits.

The Visionary Society members as of December 31, 2013 are listed below:

Anonymous (3)

Carl & Susan August
Hank & Pam Baud*
Bruce Bemo
Frank & Rosemary
Bloom*

David & Eva Bloom
Cyrla E. Carmel*
James N. Conyers*
Eunice C. Cordell
Harry Dornheggen
& Ora Forus
Arthur R.
Ehmshwender*
 Mildred R. Fredwest*
Mr. Robert Friedman
Roslyn Friedman
Mr. & Mrs. Henry C.
Gessing*
Barb & Lee Hite
Carolyn Hornbeck

Mr. & Mrs. William B.
Johnson*
Olga D. Kanuschak
Jerry E. Klein
Marcia A. Krendt*
Jan E. Larkins
Patricia D. Laub*
Joyce Leit
Dorothea N. Madrigal*
Ms. Jane McGraw*
John & Kathy Mitchell
David G. Perry*
Mr. & Mrs. Jerry C.
Reichert*
Mrs. Alice K. Roberts
Mr. & Mrs. Jerry K.
Tuten*
Mr. & Mrs. Ralph
Waldvogel*
Mrs. Harold J.
Woehrmyer*

* Founding Members

**VOLENTURES**

We thank all our volunteers for their generous donations of time and talents. Our Information Services Programs, such as Radio Reading Services, One on One and Personalized Talking Print, would not exist without volunteers.

In addition, volunteer staff drivers, office assistants, and interns enable us to offer more unique services to our clients.

We also thank the following organizations for providing outstanding volunteer support:

Boys Hope Girls Hope
Cincinnati Eye Institute
GE Senior Volunteers
Zeta Sigma Chapter of Delta Gamma at Northern Kentucky University

Become a volunteer! Share your time and talents with our clients by volunteering at CAVBI. Call the manager of Volunteer Services at 513-487-4217 to request an application and information on current volunteer opportunities.

Once the application and interview process is complete, you will be ready to attend a Volunteer Orientation and begin your new volunteer assignment!
Mission Statement:
Offering blind and visually impaired people the opportunity to seek independence

Vision:
CABVI will excel at fulfilling and responding to community needs by being the principal source and resource for people who are blind and visually impaired.

CABVI Core Values:
Integrity
Passion
Respect
Professionalism
Accountability
Service Excellence