

C.A.B.V.I.'s 2018 Annual Report

A Brand New Day

The Future Looks Brighter.

With time, comes change and so we introduce C.A.B.V.I.'s brand new logo! As a dynamic organization, we are innovating to meet the needs of an increasing number of people in the Greater Cincinnati area. Cincinnati Association for the Blind & Visually Impaired stands for more than 100 years of outstanding services to empower people with severe vision loss. The new modern logo with the abbreviated name is a welcomed update for the agency. The logo has a blue square with two text lines inside. The top line reads "C A" and the bottom line reads "B V I." Above the I is a yellow circle.

The Cincinnati Association for the Blind & Visually Impaired's mission is to empower people who are blind or visually impaired with opportunities to seek independence.

Services

C.A.B.V.I. services include Access Technology Service, Early Childhood & Youth Services, Low Vision Service, One on One Service, Orientation & Mobility Service, Personalized Talking Print Service, Radio Reading Service, Social Enterprise, Social Services, Talking Book Service, Vision Rehabilitation Therapy Service and Volunteer Services.

Employment Program

C.A.B.V.I. provides employment opportunities in our Industries Program (for people who are legally blind or visually impaired) and in our Communication Center. We sell office products and other supplies through VIE Ability, a social enterprise that provides employment for people with vision loss. C.A.B.V.I. also operates a Base Supply Center, called Office Runway, at Wright-Patterson Air Force Base that sells office products and employs people who are blind. We provide employment in Contract Management Support Services at Wright-Patterson Air Force Base and at the U.S. Marines Headquarters in Quantico, Virginia.

A Message from the Chair & CEO

It's "A Brand New Day" at C.A.B.V.I.!

We are introducing C.A.B.V.I.'s new logo with this Annual Report and are pleased to report another successful year in 2018, serving nearly 5,800 individuals who are blind or visually impaired. We established new services, expanded employment opportunities, reorganized our social enterprises and focused on enhancing our children's programs. We continued to pursue our strategic plan vision of becoming a Best in Class organization.

A new service that we began in 2018 is Pre-Employment Transition Services (Pre-ETS) for students beginning at age 14. This is intended to help students who are visually impaired get an early start in identifying their career interests. Working with schools, families and teachers in the eight Ohio counties that we serve, our goal with this service is to raise students' awareness of their potential and help them begin pursuing career options as early as junior high.

During 2018, we worked to enhance our Low Vision Service by adding the discipline of occupational therapy. The work completed in 2018 has positioned us to roll out this modified service in 2019 providing an enhanced experience for our Low Vision clients.

Starting in January of 2018, our Industries Program (IP) began a reorganization to provide improved customer focus and develop product managers to meet the needs of our customers. This leveraged the much improved efficiencies of our new Hornbeck Social Enterprise Center and helped to accommodate recent new Industry Program product lines (including photo luminescent exit signs, door hardware and LED lighting) enabling C.A.B.V.I. to continue to increase industrial employment. This change resulted in increased jobs and record program sales.

In mid-2018, C.A.B.V.I. expanded our Contract Management Support Service (CMS) employment through establishment of three new CMS Teams at the U.S. Marines Headquarters in Quantico, Virginia. With these new teams, a total of nine new Contract Closeout Specialist jobs were created. These positions for people with visual impairment often lead to career opportunities in the Federal service.

A new Board Task Force was developed to look at the space opened on Gilbert Avenue and review renovation options to enhance client services and find better ways to improve our services. During 2018, groundwork was laid for development of our new children's services area on the third floor of our Gilbert Avenue building. Renovation and development of this exciting new space are now scheduled for completion in the Fall of 2019.

Throughout 2018, C.A.B.V.I. continued on-going efforts to provide innovative services and successful outcomes for the people we serve. We continued to evolve our service offerings to meet the changing world and needs of people who are blind and visually impaired. What we were able to do was only through the generous support that we receive from so many generous supporters, foundations, and partners like United Way.

C.A.B.V.I.'s success is a direct outcome of our committed and talented board and committee members, our generous volunteers and our dedicated staff. We are grateful to all of our wonderful supporters that empower C.A.B.V.I. to make a real difference in the lives of many fellow members of our community.

Thank you!

John H. Mitchell, President/CEO & Dennis W. Dern, Board Chair

Look at what we accomplished together.

We raised over \$1 million for services that assisted an unduplicated count of 5,789 people throughout 11 counties. C.A.B.V.I.'s social enterprise employment hours for individuals who are blind or visually impaired totaled 130,505 in 2018.

BBB Torch Award Winner

A symbol of ethical practices, C.A.B.V.I. is honored to be the 2018 Torch Award Winner, non-profit category. Torch is a program of BBB Center for Ethics, designed to encourage and celebrate outstandingly ethical organizational practice. The team at C.A.B.V.I. was thrilled to receive this award.

Music motivates Eóin to use his vision

Eóin Dolan, age 6, likes to request the blue wrist bells for his music therapy. Eóin has cortical visual impairment which means that his brain has difficulty recognizing what his eyes see. Given enough time to process what he sees, Eóin is highly motivated by music to use his vision to reach for and grasp bells and shakers, and play the hand drums, as well as the piano. Eóin also has cerebral palsy so music is a good way for him to work on improving his fine and gross motor skills, body awareness, and intentional movements.

Referred by Children's Hospital to C.A.B.V.I. at 3 months old, Eóin received C.A.B.V.I.'s Early Childhood Intervention and Youth Services (ECYS) to help his parents, Matthew and Allison, learn about his eye condition as well as ways to help stimulate use of his remaining vision. For example, using a lightbox provides a high contrast environment for Eóin to work on learning and exploring new things, like colored letters and numbers.

C.A.B.V.I. staff have also helped the Dolans advocate for Eóin's educational needs by attending planning meetings with his teachers and other care providers.

Matthew says, "We don't know what we would have done without C.A.B.V.I.. Eóin is more mobile now than he ever was before and we attribute music as both the reward and the soother that has helped make this possible."

With space made available by moving C.A.B.V.I.'s social enterprises to the Hornbeck Center in 2017, C.A.B.V.I. is creating a dedicated music therapy space on the third floor at Gilbert Avenue. This will include acoustically correct music rooms and a family viewing area as well as office space for the ECYS staff.

For more information about our services, please call our intake specialist at 513-221-8558.

Individuals assisted through Vision Services in 2018:

Early Childhood and Youth Services: 316

Music Services: 69

Access Technology Service leads Mary to find her sister

Mary Palmer, age 79, lost touch with her younger siblings for 50 years since their father's funeral. She visited Facebook as part of her C.A.B.V.I. Access Technology training to learn to use VoiceOver, a gesture-based screen reader. Mary used the iPad she received through a Hatton Foundation grant, to locate and message her siblings by typing in their names and also their hometown in the search field. Happily, Mary's sister was able to reunite with her at Thanksgiving and a local news crew happened to video the reunion at the Cincinnati airport.

Mary went to nursing school in her 30's and retired as an LPN at age 72. She worked as a charge nurse at Drake Hospital and also worked in senior facilities around Cincinnati.

Mary has gradually been losing vision due to diabetic retinopathy. She received prescribed low vision aids and orientation and mobility training for safe travel from C.A.B.V.I.. A vision rehabilitation therapist came to her home to help her put tactile markers on her washing machine, oven and microwave. Mary likes to listen to her Bible on her tablet and enjoys walking in the neighborhood, using her white cane.

As Mary says, "C.A.B.V.I. has given me the ability to do more than just sit, I like to prove to myself that I can excel. The staff are so encouraging. They reminded me to have patience with myself. I am so grateful."

Individuals assisted through Vision Services in 2018:

Access Technology Service: 589

Low Vision Service: 1,149

Orientation & Mobility: 275

Social Services: 2,366

Vision Rehabilitation Therapy: 326

Recognizing Mary Ann for her hard work and leadership

Mary Ann Donelan was chosen as C.A.B.V.I.'s 2019 Bradley L. Kaylor Blind Employee of the Year. This award is presented to an employee who is legally blind, works in one of C.A.B.V.I.'s social enterprises, and demonstrates a solid work ethic, and a positive attitude.

Mary Ann provides Sleeve Wrap Support in C.A.B.V.I.'s Industries Program where she is considered to be an exemplary employee.

With a vocational school certificate in child care, she was employed as a Teacher's Aid for a child care center prior to C.A.B.V.I.. Mary Ann was born with Aniridia (without the iris in her eyes). She graduated from Our Lady of Providence in Newport, KY. With a generous grant from the Harold C. Schott Foundation in 2017, Mary Ann received a Nu Eyes head-borne vision device that allows her to do her job more easily, shrink wrapping plastic around individual rolls of tape.

Mary Ann is a member of C.A.B.V.I.'s Safety and Accessibility Committee. She is also the Secretary for the American Council of the Blind/Greater Cincinnati chapter and has recently joined the ACB /NKY chapter. Mary Ann participates in many local 5K's including C.A.B.V.I.'s 5K and is also a member of the TUKANDU tandem bicycle club.

C.A.B.V.I.'s association with the National Industries for the Blind (NIB) provides employment opportunities in our Industries Program, our Base Supply Center and our Contract Management Support Services. Mary Ann will serve as C.A.B.V.I.'s nominee for the NIB Peter J. Salmon Award and represent C.A.B.V.I. at the 2019 NIB National Symposium in Washington, D.C.

Industries Program Impact in 2018:

Employment hours (individuals who are blind or visually impaired): 91,036

Total Sales: *\$16,089,548

54 individuals who are legally blind were employed in our Industries Program in 2018.

Volunteers

In 2018, volunteer hours equaled the work of more than 19 full-time employees.

Total number of volunteers: 727

Total volunteer hours: 39,520

We thank all our volunteers for sharing their valuable gifts of time and talents with C.A.B.V.I.. Are you interested in becoming a volunteer? Give us a call at 513-487-4237 to speak with the Manager of Volunteer Services.

2018 Volunteer Award Winners

Dan Decker of Cold Spring, KY; The Samuel S. Sheffield Award

Mike Moskowitz of Amberley Village; The Caroline Fleming Fibbe Award

Diane O'Brian of Pleasant Ridge; The Jim Moser Award

Jan Costello of Cincinnati; Ron Ott Award.

Amanda Holbrook and Hannah Holbrook of New Richmond; The Paul Silverglade Youth Volunteer Award

Christine Andrew of Hyde Park; The One on One Award

In 2018, amazing corporate volunteers helped C.A.B.V.I. mail over 21,000 printed pieces to C.A.B.V.I. supporters.

Information Services

13,003 individuals who need access to current printed information were served by our Radio Reading Services.

1,653 radios were provided by our Radio Reading Service to individuals so they could listen to newspapers.

193 clients received personal reading and transportation support from C.A.B.V.I. One on One volunteers.

223 listeners were provided information by phone via our Personalized Talking Print Service.

Community Relations and Fund Development

In 2018, we raised over \$1 million with your support.

Event proceeds support our mission to empower people who are blind or visually impaired with opportunities to seek independence.

C.A.B.V.I.'s Yes You Can Run/Walk 5K

The 19th Annual Yes You Can Run/Walk 5K was held on Sunday, July 15, 2018 at Spring Grove Cemetery and Arboretum. One of Cincinnati's most inclusive races, C.A.B.V.I.'s 5K includes walkers, runners, people who use wheelchairs, and people with vision loss who use sighted guides. Jon-Jon Curl from Q102 and Norma Rashid were the 2018 event emcees.

C.A.B.V.I.'s 20th Anniversary 5K will be held on June 9, 2019 at Spring Grove, starting at 8:30 A.M. For more information about how you can participate, please visit www.cincyblind.org.

2018 Dining in the Dark

C.A.B.V.I. held its second annual Dining in the Dark event on Saturday, November 10 at The Madison in Covington, KY. More than 350 guests were guided through dinner's main course wearing a blindfold. The event had a lively circus feel, using the tag line "The Greatest Show on Earth."

Guests enjoyed a live auction, a silent auction, and much more. Cincinnati Bengals Alum Dave Lapham served as the Honorary Chairperson and Q102 DJ's Jon (Jon Jon) Curl and Natalie Jones served as the emcees.

The agency honored Barney H. Kroger Humanitarian Award recipient, Rosemary H. Bloom, who joined C.A.B.V.I.'s Board in 1998 and became an Emeritus Trustee in 2010. She was recognized for her leadership, dedication, and generosity to C.A.B.V.I. and the people we serve.

C.A.B.V.I.'s 3rd Annual Dining in the Dark event will be held on November 9, 2019 at Jack Casino Event Center from 6 - 10 P.M. For more information about table hosting and sponsorship opportunities, please contact Aaron Bley at 513-487-4233.

For the financial summary please contact C.A.B.V.I. or visit www.cincyblind.org.

C.A.B.V.I.'s Giving Circle of Honor

We have an exciting announcement to share with you! In the fall of 2018, we created C.A.B.V.I.'s Giving Circle of Honor as our official major gift giving society. As part of this very special group, donors make a total gift of \$1,000 or more per calendar year.

\$25,000+: A. Richard Thomas;

\$10,000+: Marta Bowling; Ann G. and Graham E. Marx Fund

\$5,000+:

Bill McKinley; John and Kathy Mitchell; Harold C. Schilling Foundation

\$2,500+”

Anonymous; Jennifer DuBois; Susan S. Friedlander; Douglas T. Jenkins; Maridot Long; William Naumann; Mr. Bill Neyer; Paul A. Pappenheimer, Jr. Fund of The Greater Cincinnati Foundation; Joseph A. and Susan E. Pichler Fund of The Greater Cincinnati Foundation; Mary L. Rust

\$1,000+”

Anonymous; Dr. & Mrs. Hisham H. Arar; Gerard & Susan Baillely; Rosemary H. and Frank Bloom; Mr. & Mrs. Omar Boraby; Caroline H. Davidson; Dennis W. Dern; William L. Diss; Stephen S. and B. Christine; Eberly Gift Fund; Dave and Jenny Franta; James Gangloff; Gary Groh; Brenda Gumbs; The Hahn Family Charitable Fund of the Bank of America Charitable Gift Fund; Joan & Art Hauser; George L. and Anne P. Heldman Fund of the Greater Cincinnati Foundation; Thomas A. Hicks; James R. and Karen Huesing Family Foundation; Walter Kauscher; Heidi Jark and Steven Kenat; Carole and Brad Kindem Fund of The Greater Cincinnati Foundation; Jerry and Nancy Klein; Mr. & Mrs. John E. Laufenburg, Jr.; Dr. Vincent Lucas; Marc McCollough; Steve and Gail Moore Fund of The Greater Cincinnati Foundation; Frank G. Morris; Irwin Mortman; Glen Plunkett; Timothy and; Jayme Powell; Dennis Pratte; Kim Ravenhall; Regina Reichard; Jerry and Laura Reichert; Manna Y. Sankar; Donna Shapleigh; Robert J. Watkins; Kirsty Winner; Paul Woosley

C.A.B.V.I. is very grateful for the financial support provided by our generous and caring community.

These funds ensure that we can provide quality rehabilitation, counseling, and information services year round. Members (donors of \$100 or more) receive C.A.B.V.I.'s newsletter, Viewpoint, Annual Report and an invitation to the Annual Meeting held in the spring. Gifts made to honor friends or memorialize loved ones are also appreciated.

In 2017, C.A.B.V.I. received: 538 gifts donated by individuals, organizations, companies and foundations; 163 gifts made in memory of 48 individuals; 19 gifts made in honor of 10 individuals and groups; 11 gifts in kind; and 14 gifts from estates and trusts.

If you have any questions about giving opportunities, please contact Aaron Bley, Vice President of Community Relations and Chief Development Officer, at 513-487-4233.

Opportunities to touch the future with C.A.B.V.I.'s Visionary Society

C.A.B.V.I. established the Visionary Society to recognize planned gifts. Planned gifts include bequests in a will, charitable trusts, charitable gift annuities, gifts or bequests of life insurance, or retirement plan assets.

The Visionary Society members as of December 31, 2018:

Anonymous; Mr. and Mrs. Carl Augusto; Hank & Pam Baud; Bruce and Karen Berno; Rosemary H. and Frank Bloom; Daniel P. Braun; Cyrilla E. Carmel; James N. Conyers; Cool Guy Fund of The Greater Cincinnati Foundation; Mrs. Eunice C. Cordell; Harry Dornheggen & Ora Forusz; Drs. Paul A. and Martha R. Feller; Roslyn Friedman; Irene J. Friedman; Mr. & Mrs. Henry C. Gessing; Barb & Lee Hite; Mr. & Mrs. William B. Johnson; Olga D. Kanuschak; Jerry and Nancy Klein; Marcia A. Krendl; Ms. Janet E. Larkins; Patricia D. Laub; Joyce Lell; Katja and David Lundgren; Mr. and Mrs. Jose Madrigal; Jane McGraw and Rick Stoerker; John & Kathy Mitchell; David G. Perry; Mr. & Mrs. Jerry C. Reichert; Mrs. Alice K. Roberts; Mr. Jim Roetenberger;; Mary L. Rust; Mrs. Thelma Schwer; Marie Stewart; A. R. Thomas; Ms. Lynda Thomas; Tom & Ruth Tierney; Regina Tippens; John W. Tolos; Mr. & Mrs. Richard K. Tuten; Mr. & Mrs. Ralph Waldvogel; Mrs. Harold J. Woehrmyer

Suggested wording to remember C.A.B.V.I. in your will or estate plan:

"I give to the Cincinnati Association for the Blind & Visually Impaired the sum of _____ dollars (\$_____). This bequest is unrestricted and the Board of Trustees or other governing body may use and expend the same for the benefit of the Cincinnati Association for the Blind & Visually Impaired in any manner it deems appropriate."

Providing employment for people who are blind or visually impaired

In addition to our Vision Services, C.A.B.V.I. also operates a variety of social enterprises to help provide employment opportunities for people who are blind and visually impaired in our community.

Need office supplies?

Through our office supply social enterprise, VIE Ability, C.A.B.V.I. is creating more service sector jobs for people who have vision loss. With 40,000+ items available, VIE Ability customers are pleased with our competitive prices, next day free delivery, and no minimums.

For more information, please visit www.VIE-Ability.org or call (513) 487-4515.

VIE Ability Impact

6 individuals who are legally blind were employed in our Communication Center in 2018.

Employment hours (individuals who are blind or visually impaired): 9,049

Office Supply Sales Growth: 26%

Contract Management Service

19 individuals who are legally blind were employed in our Contract Management Service in 2018.

Employment hours (individuals who are blind or visually impaired): 26,121

Base Supply Center

Employment hours (individuals who are blind or visually impaired): 4,299

Total customer transactions: 10,535

Total Sales of AbilityOne Products: *\$1,631,153 **These figures are based on unaudited information.*

Industries Program

C.A.B.V.I. produces over 200 different paper, tape and assembled products for the government and commercial market. C.A.B.V.I. has been assembling kitchen gadgets for over 30 years and now assembles batteries, locks and photo luminescent exit signs. C.A.B.V.I. has also been assembling dining packets for FEMA since 1977. C.A.B.V.I. is proud to partner with OXO, 3M, and MN8Foxfire, along with other companies, to provide more employment for people who are blind or visually impaired by producing high quality, competitive products. *See Industries Program statistics on page 11.*

Cincinnati Association for the Blind & Visually Impaired

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C.A.B.V.I. is an Affirmative Action Employer.

C.A.B.V.I. is an Equal Opportunity Employer and Services Provider.