



**Annual Report**  
**Fiscal Year 2019**  
Oct. 1, 2018 – Sept. 30, 2019

**BETTER  
TOGETHER**

A young girl at New York Institute For Special Education (NYISE) smiles into the camera as she stands in line with classmates.



# WELCOME TO APH

## Products and Services for Life

Founded in 1858, American Printing House for the Blind (APH) is a non-profit organization that believes in creating an accessible world with opportunity for everyone. APH is the oldest company in the United States dedicated to servicing people who are blind, and the largest organization of its kind in the world.

## Mandate and Corporate Status

Much of APH's mandate is from the federal *Act to Promote the Education of the Blind of 1879*. The Act designates APH as the official supplier of educational materials to all eligible students who are blind in the U.S. and who are studying at less-than-college level.

APH is a private, nonprofit 501(c)(3) corporation. For additional information, please visit: [aph.org](http://aph.org). APH also addresses the life-long learning needs of children and adults who are blind and visually impaired through the generosity of private donors and funders.



# THE POWER OF PARTNERSHIPS

Annual Report, Fiscal Year 2019

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### APH Mission:

Empowering people who are blind and visually impaired by providing accessible and innovative products, materials, and services for lifelong success.

On the Cover: Top from left to right: Older gentleman from McDowell Center in Louisville using a magnification device in focus group, EOTs posing in front of Wish Wall at Annual Meeting, close-up of girl from Alabama Institute of Deaf and Blind (AIDB) smiling at the camera. Bottom: Group of students from AIDB lined up in front of a shaved ice truck, with cups of shaved ice in their hands.



Two students at NYISE explore APH's tactile U.S. Puzzle Map.

# PRESIDENT'S MESSAGE



Anyone inspired by the life of Helen Keller is aware that she is quoted (and misquoted) often. A favorite quote of mine and of many is, “Alone we can do so little; together we can do so much.” It is one that is frequently cited to illustrate the potential of collaboration and the importance of working side-by-side toward a common goal. It shines a spotlight on the awesome power of partnership.

But there is another Helen Keller quote that also speaks to the value of working together: “Walking with a friend in the dark is better than walking alone in the light.” The future – the unknown – is much less daunting when approached with partners and friends. This year, the American Printing House for the Blind is recognizing our many partners – peer organizations, government agencies, educators, Ex Officio Trustees, APH Board members, manufacturers, funders, and generous individuals who bring our mission to life. Within this report, we are honored to shine a spotlight on some of them, and to thank our most cherished partners.

Every APH partner is instrumental in helping us to harness the goals of our new 2020 Strategic Plan. Our new mission – *APH empowers people who are blind or visually impaired by providing accessible and innovative products, materials, and services for lifelong success* – ensures that we bring to the forefront the impact of empowering individuals to seek the resources they need to live independently. APH’s strategic plan comprises four core strategies: 1) supporting our core mission; 2) building APH’s trusted brand; 3) pursuing targeted opportunities and; 4) nurturing partnerships. The key to accomplishing our goals in the coming year and beyond, is the nurturing of those who work with us to support these core strategies.

Just like Helen, we are not afraid to walk into the future as long as we have our partners by our side. With new initiatives, new products, and a new mission and strategic plan, we are prepared to face the future fearlessly. But, we will only get there with our most important partner: You.

We are deeply grateful that you are on this journey with us. Thank You.

Craig Meador, Ed.D., APH President

Photo above: AFB President, Kirk Adams and APH President, Craig Meador.

# PARTNERSHIPS



# PARTNERS IN TECHNOLOGY

APH believes that companies, agencies, and educators should work together to provide students and people who are blind with quality technology that meets their needs at affordable prices, and employs innovation to improve the likelihood of school, college, work, and life success. APH is dedicated to the development of a worldwide community of partners focused on the development of braille devices, magnifiers, and other tools for students and people who are blind or visually impaired, giving them the same opportunities for success.

Over the last year, we organized workgroups and focus groups to guide us in the development of the next generation of braille and low vision innovations. We brought in teachers, engineers, consumers, vendor representatives, product leaders, designers, and engagement experts together to develop the first refreshable braille device designed specifically for the education market. At the same time, teachers, students, vision specialists, and O&M instructors worked with APH research staff to provide insight and feedback on a new line of low vision magnifiers.

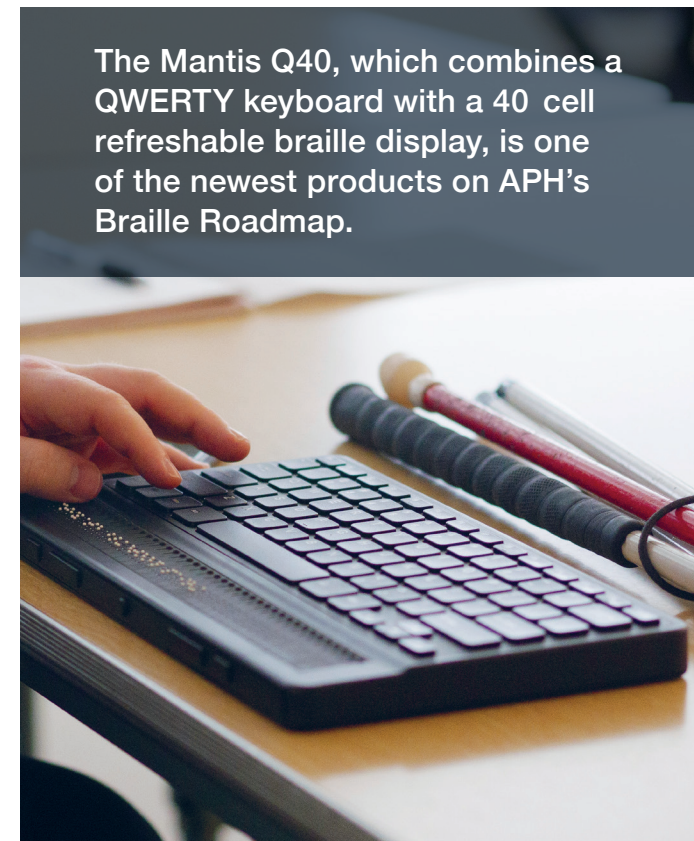
Through the feedback provided by these groups, we developed Braille and Low Vision Roadmaps to guide us on our journey to fulfill these critical missions.

APH is passionate about the future of braille, but we aren't alone in our commitment to providing the most advanced, high-tech braille devices to people who are blind and visually impaired. Our long-established partnership with HumanWare has transformed braille device development and led to the creation of new, innovative products – from braille displays and notetakers, to printers and embossers. HumanWare is an industry leader offering a wide-ranging line of products, but we remain particularly proud of the collaborative ideas and solutions we have shared to ensure the future of braille.

**“At HumanWare, we always innovate with a specific solution, and partnering with APH has been instrumental to our success in designing, improving, and marketing our products.”**

– Gilles Pepin, CEO of HumanWare

The Mantis Q40, which combines a QWERTY keyboard with a 40 cell refreshable braille display, is one of the newest products on APH's Braille Roadmap.





Vispero makes some of the world's most popular products for people who are blind or have low vision. From screen readers (JAWS®) to screen magnification software (Zoom Text), Vispero remains at the forefront, industrywide and among APH customers. For many years, APH has partnered with Vispero to provide magnifier developments that are invaluable to those who seek independence at home and in the workplace. Our most popular joint product, the Jupiter Portable Magnifier, is easy to use in the classroom, workplace, or at home.

**“ Working collaboratively to get the most innovative magnifying products into the hands of people who are blind or visually impaired is our shared goal, and we are proud to call APH a longstanding Vispero partner. ”**

— Jim McDonnell, Senior Vice President of Sales and Marketing

The Jupiter Portable Magnifier is a compact device that helps users of all ages, who are visually impaired, see the world in high definition.



# PARTNERS IN ADVOCACY

## Helen Keller Archives Overview and Future Plans

APH is privileged to be the custodians of the American Foundation for the Blind's renowned Helen Keller Archives. This historic collection celebrates Helen's courage and faith, and rightly recognizes her as a champion for people with disabilities, particularly those with vision loss. We plan to share her extraordinary legacy by housing the Helen Keller Archives right here in Louisville, to be visited by future generations from our city, our state, and around the world.



APH staff and visitors gather on the front lawn of APH to celebrate the Helen Keller Archives being housed at the Museum of the American Printing House for the Blind.

## American Foundation for the Blind (AFB)

In 1968, Helen Keller bequeathed her personal and professional belongings to the American Foundation for the Blind (AFB), where she worked for more than 40 years as an advocate and ambassador for people with disabilities. It was but one of the many jobs she had throughout her remarkable life as an author, social and political activist, world traveler, and champion for people who are blind. For more than 50 years, AFB has kept the enduring legacy of Helen Keller alive as caretakers of the Helen Keller Archive.

In 2019, APH was honored to officially become the new custodians of the Helen Keller Archive – the largest collection of writings, correspondence, photographs, and artifacts relating to Helen Keller.

***“ We hope that Helen Keller’s strength of mind and spirit will inspire the people of Louisville, and indeed, people from all over the world who will visit APH to learn about her extraordinary courage and determination. ”***

**— Kirk Adams, President  
and CEO of AFB**

Currently housed within the Museum of the American Printing House for the Blind, the Helen Keller Archive is free and open to the public.



Helen Keller working at her desk at Arcan Ridge, Easton, Connecticut, 1954. Photo Courtesy AFB, Helen Keller Archive

# PARTNERS ACROSS THE WORLD

## Accessible Indoor Navigation Symposium

In 2019, APH hosted the Accessible Indoor Navigation Symposium, bringing together business and thought leaders from 34 organizations from across the world to discuss the challenges of developing and implementing indoor navigation solutions. The panelists and symposium guests represented the public and private sectors, researchers and business leaders, developers and consumers. They came from the United States, the UK, Japan, Israel, Canada and other countries. The event consisted of one day of panel discussions (which included topics such as future technologies, mapping, and standards), followed by a day of roundtable discussions and product demonstrations. Attendees discussed the challenges they faced, and brainstormed recommended solutions. Existing partnerships were strengthened, and new partnerships were formed. There is, of course, much work to be done, and success depends on private and public sectors, government agencies, and accessibility companies working together for the greater good. This spring, APH will bring Symposium participants back together in Anaheim, California to discuss progress achieved over the last year.



Attendees at the Accessible Indoor Navigation Symposium.

***“ We have proudly partnered with APH to incorporate their indoor-navigation system into dozens of our public spaces, including the Louisville International Airport and several museums. ”***

— Mayor Greg Fischer

## The National Prison Braille Network (NPBN)

The National Prison Braille Network (NPBN) is a growing group of professionals working in the fields of vision and corrections who are forming partnerships to produce braille materials in prisons across the United States. Since 2000, APH has taken a lead role in developing the network with the primary goal of transcribing a greater number of books.

Currently, about 43 percent of the braille textbooks printed or embossed at APH are transcribed by inmates in the Prison Braille programs. A prison braille program is a braille production facility established within prison walls that utilizes the talents and abilities of inmates to transcribe print materials into braille for readers of all ages.

The nationwide shortage of braille transcribers means students who are blind and visually impaired have to wait to get important classroom textbooks. That delay can put them behind on their schoolwork and make it harder for them to keep up with their peers.

There are 40 prison braille programs operating in 28 different states in the U.S., and new programs are being established each year. Nine of the existing programs are in women's prisons, and 30 are in men's prisons. Roughly 1,000 inmates participate in these programs.

***“ The whole joy of the work is who we’re serving. To not only give back to somebody who really need it, but to give them a product that’s first-class. ”***

**— NPBN Participant**



Attendees at the Prison Braille Forum, an annual gathering of NPBN participants throughout the United States.

# PARTNERS IN PHILANTHROPY



## Lavelle Fund for the Blind

In Fiscal Year 2019, APH became the stewards of several well-known American Foundation for the Blind (AFB) online and direct service programs, which we united beneath the umbrella title, APH ConnectCenter. A comprehensive service hub, APH ConnectCenter brings vital information and resources to millions of Americans who are blind and visually impaired.

To ensure that APH remains competent curators of these critical programs, we sought the support of the Lavelle Fund for the Blind. The Lavelle Fund not only supported a feasibility study to develop a business plan for APH ConnectCenter, but upon learning of the positive feedback, awarded APH with a generous multi-year grant in support of FamilyConnect.

“We know that parents who first learn of a child’s visual impairment often feel isolated, overwhelmed, and unsure of the resources available to them,” said Susan Olivo, Executive Director of the Lavelle Fund for the Blind. “FamilyConnect and the APH ConnectCenter provide the essential information and community supports parents need to help them raise their child with vision loss.”

We are grateful for the Lavelle Fund for the Blind’s generous support, and we are honored to call them an APH Partner.

**“ I lost most of my independence in the last couple of years, and I’ve been searching and searching for resources and ways that I could learn to do for myself and continue to live on my own. Thanks to an hour on the phone with the ConnectCenter, I was able to regain the ability to use my phone to access e-mail, text, scan my mail, and identify food items in my pantry. ”**

— A caller to the ConnectCenter after finding VisionAware

# SHARE OUR MISSION

## Thank You for Your Gift

An accessible world is an inclusive world. Gifts to APH ensure that people who are blind and visually impaired are included – in education, in employment, and in the conversation. Your support brings our technology products, our critical programs, and our unparalleled resources into the hands of those who need them most. From 1858 to 2020, APH has remained the accessible design leader, but we can't do it alone. Working together, we can create a future that is accessible, inclusive, and filled with opportunity for everyone. There are many ways to partner with us. We look forward to helping you find a way that works best for you. Thank You.

### Corporate and Foundation Donors

(Gifts of \$10,000+)

American Legion Child Welfare Foundation, Inc.

Delta Gamma Foundation

J. Walton Bissell Foundation

Jessie Ball duPont Fund

Lavelle Fund for the Blind, Inc.

Lift a Life Foundation

Mildred V. Horn Foundation

Reader's Digest Partners for Sight Foundation

William M. Wood Foundation

The Wood and Marie Hannah Foundation

### Individual Donors\*

(Gifts of \$2,000+)

Noah J. Alonso

Elizabeth M. De Cuevas

Robert C. Dohmen

Antje R. Freygang

Gene P. Gardner

Lorraine H. Halladay

Susan Patterson Harding

Nancy W. Harris

Virginia T. Keeney

Kevin McGrath

Wilbur Mellema

Margaret L. Thomas

William E. Wrobel

*\*Anonymous donors at the \$2,000 level and above have contributed gifts in FY19 totaling approximately \$160,000.*

## Ways to Donate

<b>Gifts of Cash</b>	A gift of cash makes a direct, immediate impact on the community we serve – individuals of all ages who are blind or visually impaired.
<b>Tribute and Memorial Gifts</b>	Honor a friend or loved one by contributing a donation in his/her name.
<b>Charitable Gift Annuity</b>	Charitable gift annuities provide annual, lifetime payments at a rate that does not decrease, while offering favorable charitable tax deductions, and leaving a legacy that supports APH for generations to come.
<b>Support a Special Project or Program</b>	APH ConnectCenter? The Prison Braille Program? Code Jumper's Education Curriculum? Support a particular project or program of your choice and we will apply your gift toward your preference.
<b>Matching Gifts</b>	Double the amount of your monetary gift through your company's philanthropic matching program.
<b>Gifts of Stock</b>	APH can assist you in the process of contributing a generous gift of stock.

For more information about supporting APH and sharing in our mission, please contact us at 502.899.2362 or at [development@aph.org](mailto:development@aph.org).



Students learn how to emboss their names on a Perkins Brailier in the APH Museum during a tour.





## BIG IDEA

With the right tools and support of others — plus their own hard work and perseverance — folks who are blind and visually impaired overcome barriers to achieve their fullest potential.

solid|ght

AMERICAN PROGRESS SOCIETY FOR THE BLIND | EXPERIENCE CONNECTION

## THE FUTURE BELONGS TO EVERYONE

## BIG IDEA

With the right tools and support of others — plus their own hard work and perseverance — folks who are blind and visually impaired overcome barriers to achieve their fullest potential.

solid|ght



EPAC and ESAC members, Scholars, and EOTs pose in front of an APH “Welcome Everyone” banner. Seated in the front row, from left to right: Marjorie Kaiser, Donna Hultman, Pepper Watson, Marie Piquion Leach, and Scott McCallum.

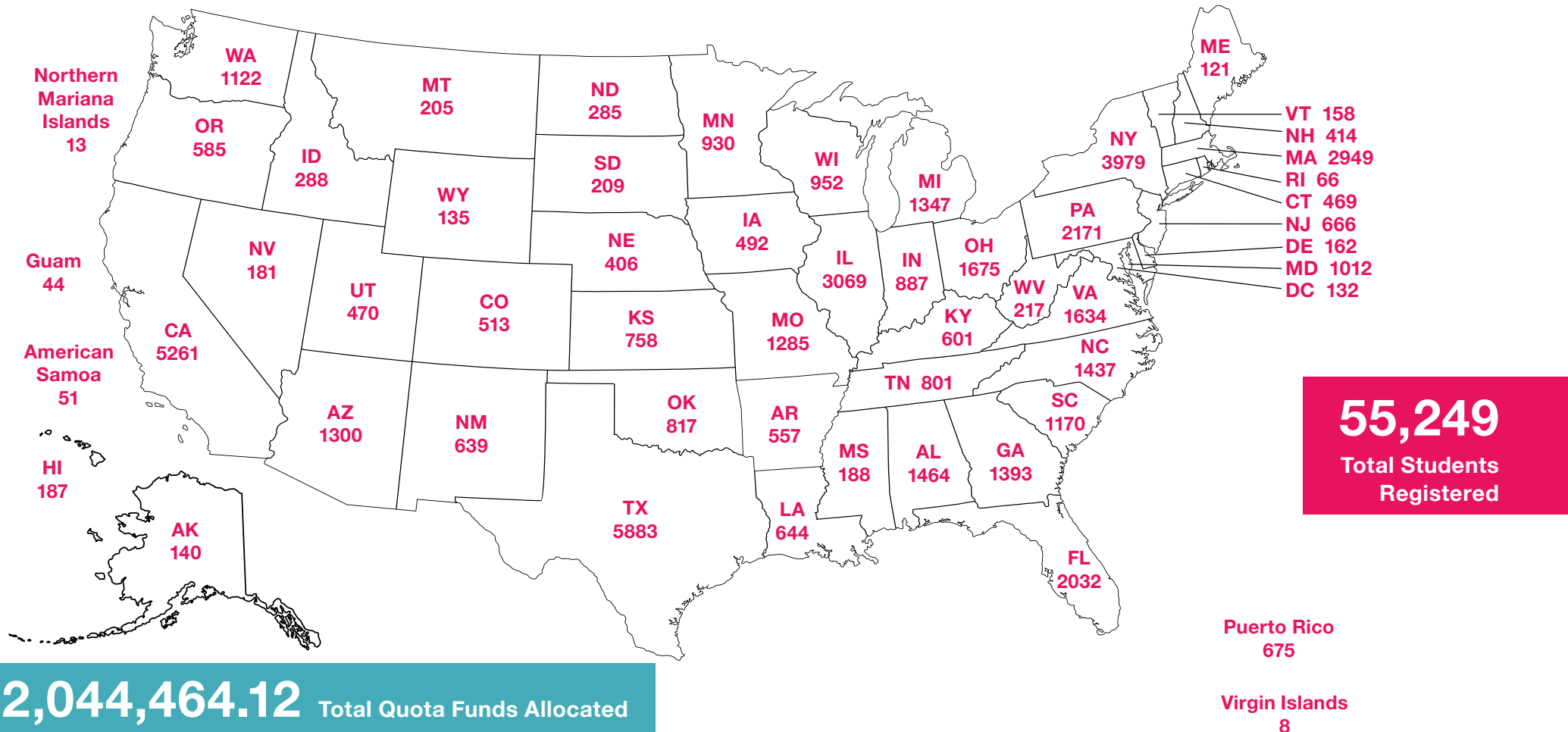


Standing in the middle, from left to right: Nancy Moulton, Carmen Willings, Donna Earley, Serena Preston, Mary Jo Wagner, and Mary Lane. Standing in back row, from left to right: Eric Shaw, Kathy Segers, Carson Cochran, Dan Wenzel, Paul Olson, and Rob Hair.

# FEDERAL QUOTA PROGRAM: Providing Vital Educational

The federal *Act to Promote the Education of the Blind* was enacted by Congress in 1879. This Act is a means for providing educational materials to eligible U.S. students who meet the definition of blindness. An annual registration of eligible students determines the per capita amount of money designated for the purchase of educational materials produced by APH. These funds are credited to the Federal Quota accounts which are maintained and administered by APH and its Ex Officio Trustees throughout the country.

**SUMMARY:** Federal Quota Funds Due Under the *Act to Promote the Education of the Blind*, Fiscal Year 2019 (as of January 2, 2018):



# Materials to Students Who Are Blind and Visually Impaired

## Appropriate Use of Federal Quota Census Data

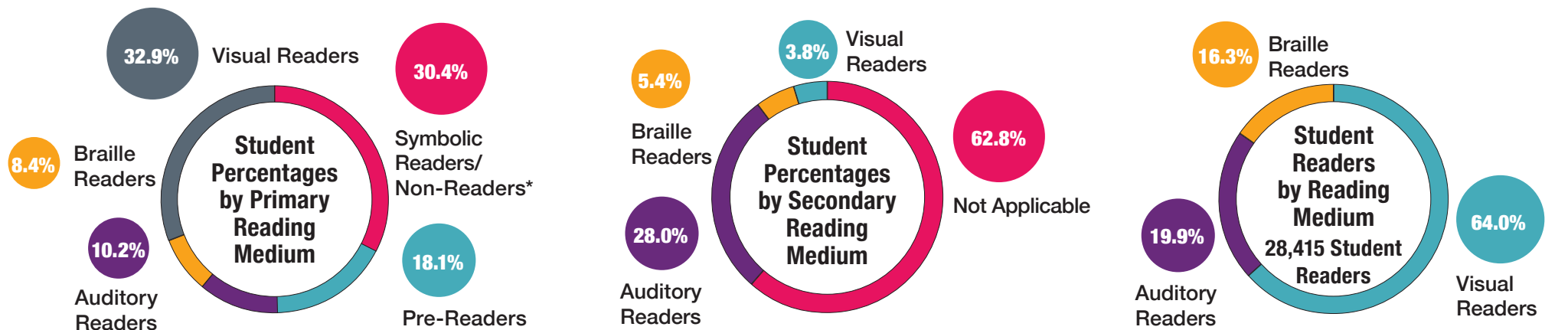
The specific purpose of the annual Federal Quota Census is to register students in the United States and Outlying Areas who meet the definition of blindness and are therefore eligible for adapted educational materials from APH through *The Act*. *Statements regarding student literacy, use of appropriate learning media, and students taught in a specific medium cannot be supported using APH registration data.*

## SUMMARY: Distribution of Eligible Students Based on the Federal Quota Census of January 2, 2018 (FY 2019)

	Visual Reader	Braille Reader	Auditory Reader	Pre-Reader	Symbolic Reader/Non-Reader*	TOTAL
<b>Grand Totals, FY19</b>						
State Departments of Education**	15,547	3,369	4,001	8,520	14,744	<b>46,154</b>
Schools for the Blind	1,127	845	586	1,190	714	<b>4,462</b>
Adult Rehabilitation Agencies	1,450	374	872	277	453	<b>3,426</b>
Multiple Disabilities Programs	48	29	167	35	901	<b>1,180</b>
<b>TOTAL REGISTERED STUDENTS</b>	<b>18,172</b>	<b>4,617</b>	<b>5,626</b>	<b>10,022</b>	<b>16,812</b>	<b>55,249</b>

\*\*State Departments of Education include public schools and private/non-profit agencies.

Full Distribution of Students Report: [www.aph.org/federal-quota/distribution-of-students-2019](http://www.aph.org/federal-quota/distribution-of-students-2019)



\* **Symbolic Readers/Non-Readers:** Students who do not demonstrate traditional print or braille reading potential (symbolic readers); non-reading students; students not working on or toward a readiness level; students who do not fall into any of the above categories.

# FINANCIAL REPORTS: Fiscal Year 2019 – Ended September 30, 2019

## STATEMENT OF FINANCIAL POSITION

<b>Assets:</b>	
Cash and cash equivalents	\$ 4,384,473
Investments	\$ 135,373,688
Net Receivables	\$ 8,461,126
Inventories	\$ 11,962,972
Property and equipment, net of accumulated depreciation	\$ 2,580,035
Other assets	\$ 1,031,458
<b>Total Assets</b>	<b>\$ 163,793,752</b>

### Liabilities and Net Assets:

Underfunded benefit plan obligation	\$ 17,272,368
Accounts payable and accrued payroll	\$ 6,356,218
Annuities Payable	\$ 959,650
Other liabilities	\$ -
<b>Total Liabilities</b>	<b>\$ 24,588,236</b>

Net Assets	\$ 139,205,516
<b>Total Liabilities and Net Assets</b>	<b>\$ 163,793,752</b>

Full audit report available on request.

APH voluntarily complies with the provisions of the Sarbanes-Oxley Act of 2002 that sets the business standards for corporate governance and financial disclosure.

## STATEMENT OF ACTIVITIES

<b>Revenues:</b>	
Products distributed and sold	\$ 30,599,658
Contributions and bequests	\$ 1,426,876
Investment-related activities	\$ 5,695,160
Other income	\$ 1,466,800
<b>Total Revenue</b>	<b>\$ 39,188,494</b>

### Expenses:

Cost of products distributed and sold	\$ 24,283,517
General, program, and development expenses	\$ 14,097,861
Other expenses	\$ -
<b>Total Expenses</b>	<b>\$ 38,381,378</b>

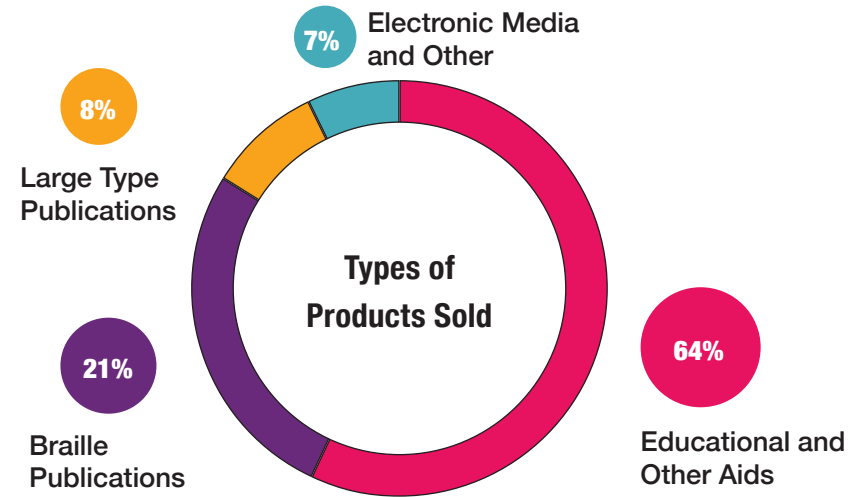
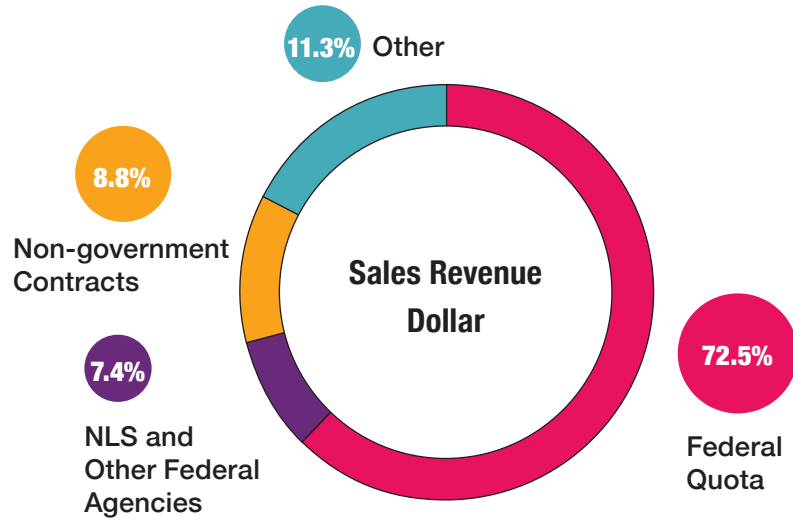
Net gain from operations	\$ 807,116
Net gain from change in retirement plan valuation	\$ (4,629,963)
<b>Net loss for year ended September 30, 2019</b>	<b>\$ (3,822,847)</b>

Net assets at September 30, 2018	\$ 143,028,363
<b>Total net assets at September 30, 2019</b>	<b>\$ 139,205,516</b>

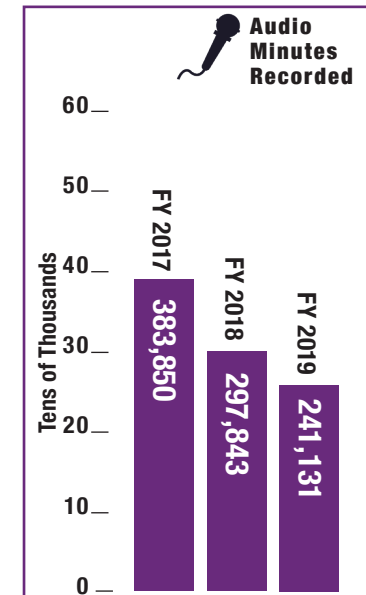
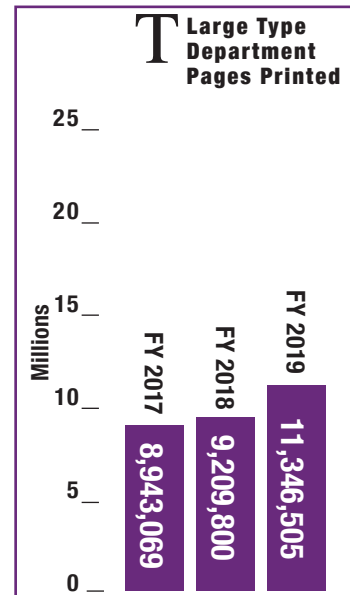
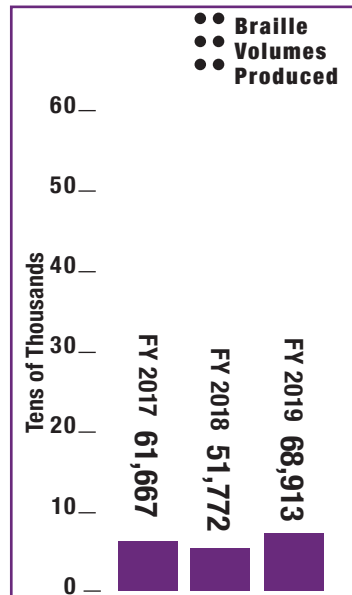
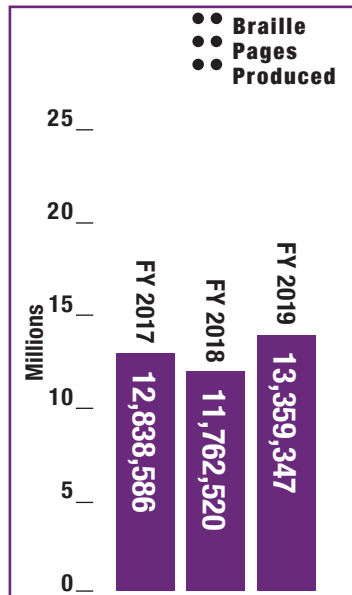
Full Financial Reports, FY19:

[www.aph.org/financial-2019/position](http://www.aph.org/financial-2019/position) [www.aph.org/financial-2019/activities](http://www.aph.org/financial-2019/activities)

# FISCAL YEAR 2019 HIGHLIGHTS



## APH PRODUCTION HIGHLIGHTS





i love to  
**learn**

Those Who Care  
Teach

The New York  
Institute for  
Special Education

Students and teachers from NYISE.





A boy at Alabama School for the Deaf and Blind (AIDB) smiles into the camera as he holds a block of modeling clay.

# PARTNERS IN OUR MISSION

## CORPORATE OFFICERS

as of  
September 30, 2019

Chairman  
Vice Chairman  
Treasurer  
President  
VP, Finance; and Secretary  
VP, Development  
VP, Human Resources  
VP/CO, Innovation  
and Strategy  
VP, Information  
and Technology  
VP, Government &  
Community Affairs  
VP, Production

Jane W. Hardy  
Phoebe A. Wood  
Darrell R. Wells  
Craig Meador  
William G. Beavin  
Robert Belknap  
Vicki Buns  
Anne Durham  
Alejandro E. Franco  
J. Gary Mudd  
Steve Paris

Jane W. Hardy  
Board Chair, FY 2019



Jane W. Hardy  
Dr. Charles Barr, M.D.  
Angie M. Evans  
Judge David Holton II  
Dr. Julie S. Lee  
W. James Lintner, Jr.  
Dr. Craig Meador  
W. Barrett Nichols  
Yung Nguyen  
Herbert W. Perkins III  
Darrell R. Wells

Chairman

## CORPORATE TRUSTEES

## **EOT Advisory Committees Elected in October, 2018 (FY 2019)**

The name of each member is followed by their term expiration date.

### **Educational Services Advisory Committee (ESAC)**

**Donna B. Earley**, South Carolina, Chair

**Carson Cochran**, Georgia, 2019

**Mary Lane**, New Hampshire, 2019

**Marje Kaiser**, South Dakota, 2020

**Serena Preston**, Illinois, 2019

**Donna Sorensen**, Montana, 2019

**Rob Hair**, Maryland, 2018

**Alternate: Dan Wenzel**, Minnesota

### **Educational Products Advisory Committee (EPAC)**

**Nancy Moulton**, Maine, Chair

**Scott McCallum**, Washington, 2019

**Marie Piquion-Leach**, North Carolina, 2019

**Kathy Segers**, Tennessee, 2019

**Mary Jo Wagner**, West Virginia, 2019

**Pepper Watson**, Oklahoma, 2018

**Alternate: Emily Coleman**, Texas

## **EX OFFICIO TRUSTEES (EOTs)**

EOTs are responsible for the administration of the federal *Act to Promote the Education of the Blind of 1879*.

The EOTs are the executive heads of schools for the blind, the chief state school officers of each state department of education, or the executive officers of other agencies serving people who are blind. If they choose, these executives may designate the trusteeship to an appropriate professional within their organizations.



AMERICAN  
PRINTING  
HOUSE 

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