

A WORLD OF LEARNING

SCHOOL, HOME, COMMUNITY



American Printing House
for the Blind, Inc.

ANNUAL REPORT, FISCAL YEAR 2017
OCTOBER 1, 2016 - SEPTEMBER 30, 2017

AMERICAN PRINTING HOUSE FOR THE BLIND

Products and Services for Life

APH is a unique nonprofit organization serving people of all ages who are blind and visually impaired.



Service Since 1858

Founded in 1858, APH is the oldest company in the United States dedicated to creating products for people who are blind and is the largest organization of its kind in the world.

Mandate and Corporate Status

Much of APH's mandate is derived from the Federal Act to Promote the Education of the Blind of 1879. This act designates APH as the official supplier of educational materials to all eligible blind students in the U.S. working at less than college level.

APH is a private, nonprofit 501(c)(3) corporation.

For additional information, please visit our informational website: www.aph.org or our shopping site: shop.aph.org

Examples of APH products:

- Braille, large print, and digital textbooks and tests
- Talking educational software
- Accessible mobile technology
- Tactile graphics tools
- Science and mathematics teaching kits
- Specialty products for commercial customers, including digital audio books and braille restaurant menus

APH services:

- **The *Louis* Database of Accessible Materials:** Allows users to locate hundreds of thousands of items in accessible media.
- **National Instructional Partnerships:** APH partners with Ex Officio Trustees and contracted experts to provide training events across the country.
- **Braille and Audio Magazines:** APH offers free subscriptions to accessible editions of *Reader's Digest*[®] and *Newsweek*[®].



On the Cover

Children explore the tactile 30 inch Floor Pedestal Globe displayed in the Museum of the American Printing House for the Blind. This globe was introduced by APH in 1954.

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American Printing House for the Blind, Inc.

Annual Report, Fiscal Year 2017

October 1, 2016 — September 30, 2017

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Mission Statement:

The American Printing House for the Blind promotes independence of people who are blind and visually impaired by providing specialized materials, products, and services needed for education and life.



Reach & Match Learning Kit & Inclusive Learning Program is an innovative system for students with sensory impairments and other special needs that helps them learn while engaging with their peers. Reach & Match was released by APH in Fiscal Year 2017.

PRESIDENT'S MESSAGE

Fiscal Year 2017



Learning opportunities are everywhere, and they are not always accessible to everyone. At APH, we are dedicated to making the world of learning available to children and adults who experience vision loss. This includes individuals who are blind, visually impaired, visually impaired with additional disabilities, and those with CVI.

Because learning happens across a lifetime, we offer products for people of all ages — not just students. Educational products are the core of our work, but APH also creates learning tools for homes, workplaces, and communities.

Over the years, our work has evolved beyond the embossed page and educational products. The expansion of our products and services in 2017 demonstrated our continued dedication to equity in the learning environment by removing educational, employment, and social barriers.

BrailleBlaster is a prime example. This revolutionary new software tool translates text into braille more quickly, easily, and accurately — giving students access to learning materials on the first day of class at the same time as their sighted peers. APH believes in putting learning opportunities in everyone's hands and that is why BrailleBlaster is available free of charge to anyone who needs it.

In Fiscal year 2017, we continued our groundbreaking work with the Graphiti dynamic multi-level tactile touch display and launched our Accessible Communities initiative. These and many other efforts give people who are blind or visually impaired the same opportunities to independently explore the world as everyone else. You can read more about these efforts in this report.

The future belongs to everyone. We are at a point where an accessible world is achievable. The dedicated staff of APH have placed us in a position to reach more individuals with vision loss through products and services than ever before. We look forward to working with our donors and partners as we expand this work and our impact.

A handwritten signature in black ink, appearing to read 'Craig Meador'.

Craig Meador, Ed.D., APH President

**MATT Connect: Smart
Tablet-Based Magnifier
released by APH in
Fiscal Year 2017.**



SHARING THE LEARNING EXPERIENCE

Graphiti puts the solar eclipse in people's hands

As the world came together to view the solar eclipse in August, people who are blind were able to experience it directly, for the first time in known history.

The delighted gasps and tears of joy of those who were able to “touch” the sun proved how meaningful inclusion is. The experience was made possible by Graphiti™, a device being developed by APH and Orbit Research. Graphiti combines an array of 2,400 movable pins with image software to create an immediate tactile representation. Graphiti can be used to create tactile displays of any image, such as charts, graphs, photos, and drawings — opening new doors to learning.

Employees of APH and students of the Kentucky School for the Blind gathered to experience the eclipse with friends, family, and co-workers, and it was a powerful opportunity to demonstrate the Graphiti prototype. A camera pointed at the sun provided the real-time eclipse image, and the shape of the moon and sun crossing paths refreshed every 10 seconds, creating tactile images on the Graphiti that everyone could experience.

Graphiti will eliminate other learning barriers for people who are blind or visually impaired. Students, for example, often get graphical information such as charts long after their sighted peers do, which can put them at an educational disadvantage. The potential applications of Graphiti include a variety of community settings, such as doctor's offices, museums, and workplaces, just to name a few. APH hopes to begin selling Graphiti in 2018.

Enjoy this video of Graphiti in action on the day of the solar eclipse: www.aph.org/eclipse

Graphiti provided a tactile image of the eclipse in real time.

“No one was sitting on the sidelines that day. Learning equality is not just about providing the same information that people who are sighted have. It's about providing the same social, historical, and other experiences that everyone else is enjoying.”

— APH President Craig Meador



EXPLORING OUR WORLD

Creating compassionate and inclusive communities

We live in a connected world. Our communities ensure full participation in school, work, civic engagement, and all the activities that make up a fulfilling life. They contribute to lifelong learning through experiences.

APH recognizes that in the 21st century, we learn in more places than classrooms. In this spirit, APH has made a commitment to transform our home city of Louisville, Kentucky into a worldwide leader in accessibility for people who are blind and visually impaired.

APH's partners in the Accessible Communities initiative include Mayor Greg Fischer and the Louisville office for Civic Innovation, the James Graham Brown Foundation which is supporting the effort with a \$250,000 grant, and a number of community entities that have installed APH's indoor wayfinding technology beacons. These beacons, using map data, feed information about points of interest into the APH Nearby Explorer™ app.

The app's new Indoor Explorer feature brings GPS-like capabilities indoors, creating an audio guide on a user's smartphone. Indoor Explorer empowers people who are blind or visually impaired to find their own way to ticket counters, boarding gates, baggage claim, emergency exits, restrooms, and more – when used with a cane or dog guide.

Guided by the results of APH's national survey showing that transportation was one of the top accessibility concerns of people who are blind or visually impaired (see next page), the Louisville airport was mapped and equipped with beacons, the first airport to use this technology in the world. Other Louisville destinations mapped for use with Indoor Explorer include Visually Impaired Preschool Services (VIPS), Crescent Hill Library, Frazier History Museum, Kentucky Center for the Performing Arts, Charles W. McDowell Rehabilitation Center, Kentucky Science Center, and the Kentucky Exposition Center. APH is preparing to make the technology available to other cities.

Nearby Explorer app with Indoor Explorer in use at the Louisville International Airport.

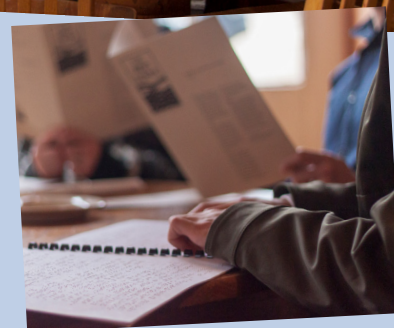


“We’re proud to be partners in this project, which removes barriers that some visitors and residents experience during travel. For many visitors, Louisville International Airport is the first experience of our city, and ‘Indoor Explorer’ underscores our city’s commitment to improving accessibility through innovation and collaboration.” – Mayor Greg Fischer

In another effort of the Accessible Communities initiative, APH transcribed braille menus for local restaurants. APH already embosses braille menus for large chains such as McDonald’s® and Subway®, but this recent effort focused on our own neighborhood and the sixty independent restaurants along Frankfort Avenue in Louisville.

Restaurants provided a copy of their menu, which was fed into the BrailleBlaster™ software developed by APH. BrailleBlaster translated the menus into braille, and they were embossed at APH. The braille menu project targeting restaurants close to APH headquarters has not only provided patrons with accessible dining; it has also educated business owners and patrons about the importance of accessibility and enhanced community pride in the work of APH.

The Accessible Louisville project continues to expand, with more enthusiastic partners signing on each month. As one city demonstrates that community belongs to everyone, others are beginning to take notice. It is a small step in a big world, but one that is making waves of positive change.



Learning how users think cities can be more accessible

In the largest study of its kind, APH surveyed people who are blind and visually impaired across the United States to learn what they need most to navigate communities independently. By the end of Fiscal Year 2017, more than 500 people from all 50 states had responded to the survey.

Respondents overwhelmingly stated that transportation/travel was their highest priority for accessibility improvements, citing limited or no public transportation options. Others mentioned a need for better pedestrian travel, such as crosswalk or sidewalk improvements. Priorities cited by respondents also included improvements to workplace/daily living and shopping environments. A lack of braille signage in public spaces was mentioned in every category.

APH is seeking expert assistance with the data analysis, so the information gathered can be used to support APH product development and future efforts to create accessible communities.

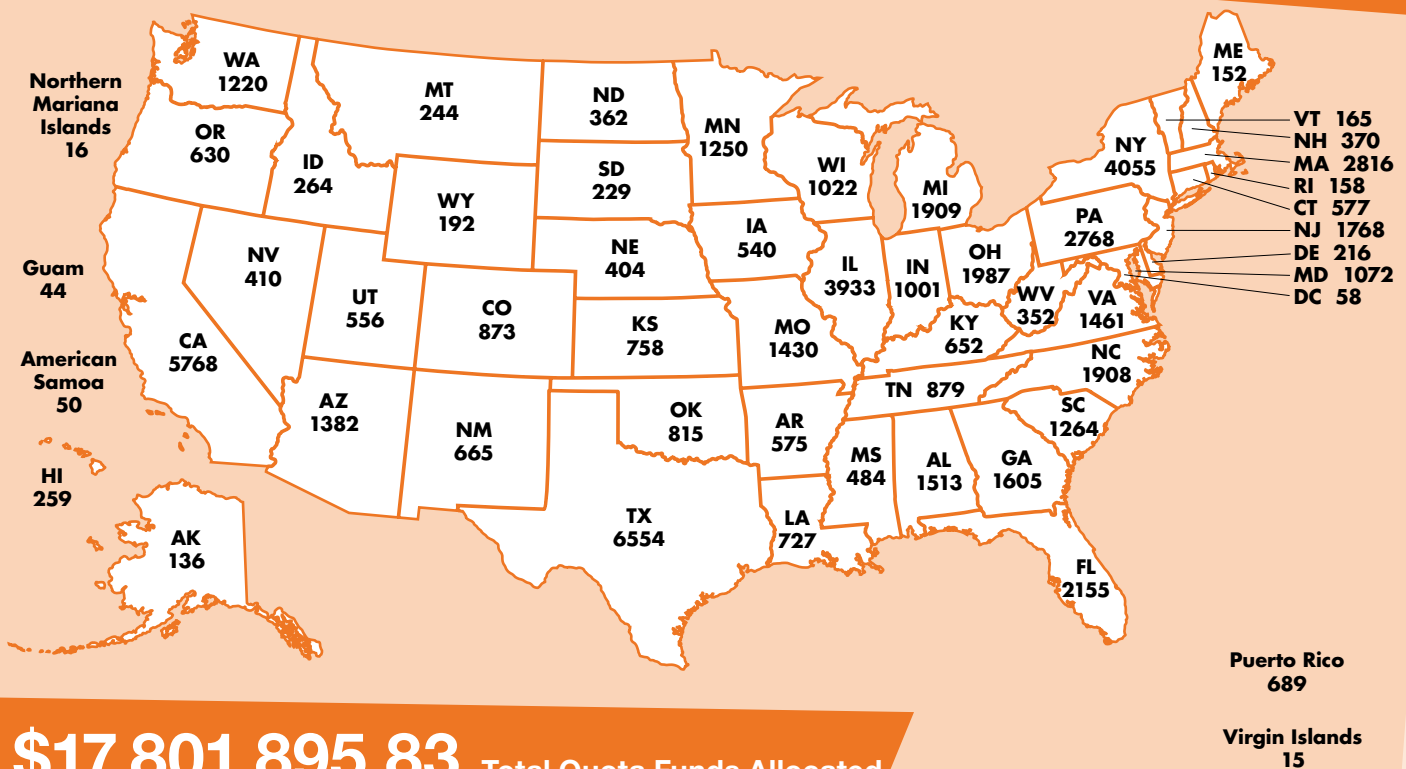
FEDERAL QUOTA PROGRAM:

Providing Vital Educational Materials to Students Who Are Blind and Visually Impaired

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

SUMMARY: Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2017 (as-of Date January 4, 2016):

63,357
Total Students Registered



\$17,801,895.83 Total Quota Funds Allocated

Full Federal Quota Funds Due Report: www.aph.org/federal-quota/agencies-receiving-funds-2017

Appropriate Use of Federal Quota Census Data

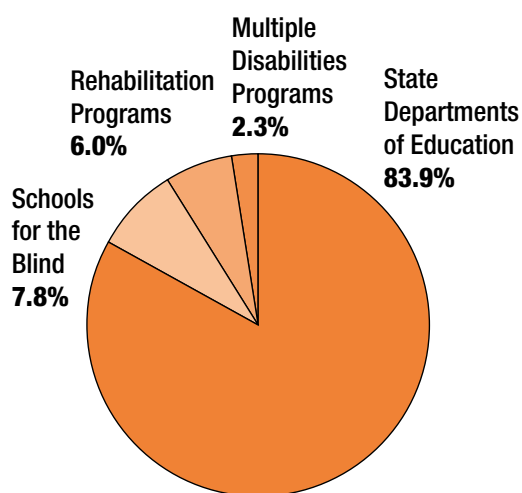
The specific purpose of the annual Federal Quota Census is to register students in the United States and Outlying Areas who meet the definition of blindness and are therefore eligible for adapted educational materials from APH through the Act to Promote the Education of the Blind. **Statements regarding 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 4, 2016 (FY 2017)

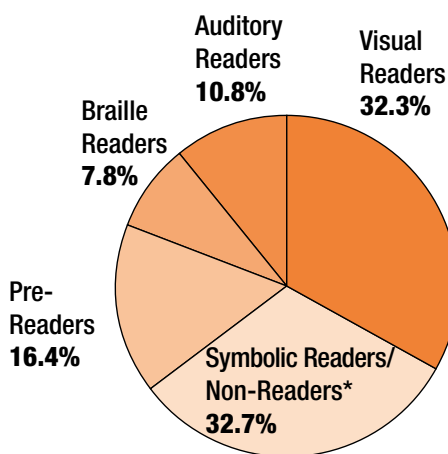
	Visual Reader	Braille Reader	Auditory Reader	Pre-Reader	Symbolic Reader / Non-Reader	TOTAL
Grand Totals, FY17						
State Departments of Education	17,777	3,649	4,848	8,653	18,228	53,155
Schools for the Blind	1,149	861	602	1,468	860	4,940
Rehabilitation Programs	1,491	431	1,230	186	462	3,800
Multiple Disabilities Programs	43	22	153	76	1,168	1,462
TOTAL REGISTERED STUDENTS	20,460	4,963	6,833	10,383	20,718	63,357

Full Distribution of Students Report: www.aph.org/federal-quota/distribution-of-students-2017

Student Percentages by Program Type

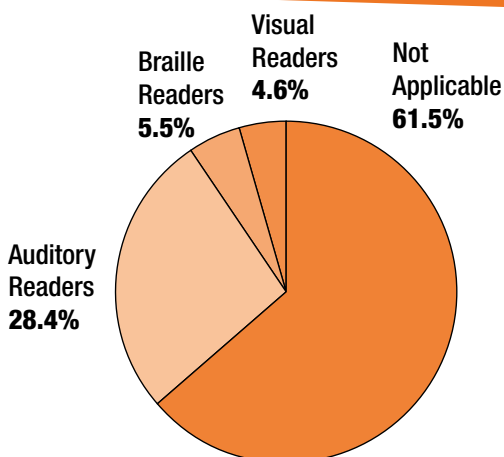


Student Percentages by Primary Reading Medium

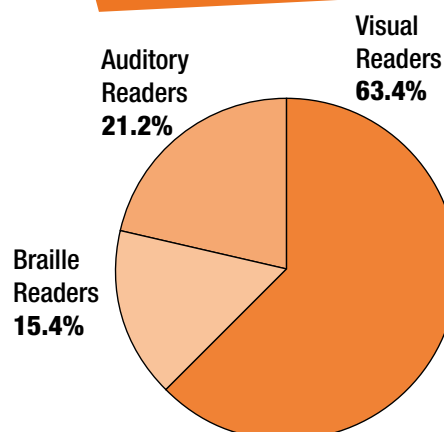


* **Symbolic Readers / Non-Readers:** Students who do not demonstrate traditional print or braille reading potential (symbolic readers); non-reading students; students not working on or toward a readiness level; students who do not fall into any of the above categories.

Student Percentages by Secondary Reading Medium



Student Readers by Reading Medium
32,256 Student Readers



THANKS

To Our Generous Donors

Braille Tales: Donors Support Early Literacy

Braille Tales is a free literacy program that began in 2011 in response to parents and educators who needed print/braille books to help prepare children who are blind and visually impaired for preschool. APH met that need through a partnership with the Dolly Parton Imagination Library. This collaboration helps APH serve families with accessible books, and deliver Braille Tales books at a lower cost by taking advantage of the Library's purchasing power. Braille Tales provides six free print/braille books per year to subscribers at an average production cost of \$72 per family enrolled. It is because of donations and grants from our wonderful donors and funders that we are able to continue to provide these free print/braille children's books to over 1,500 Braille Tales families across the nation!

One family, The Bentons, wrote to us about their experience and how Braille Tales impacts their lives. When Gina and David Benton's son passed away in 2014, they took over raising their grandson, Lucas. "Lucas was four months old when we found out that he couldn't see. We were totally at a loss," Gina told us.

The Bentons have been receiving free print/braille books for nearly two years. "As a former teacher, I know the importance of reading to children. Braille Tales has provided wonderful reading materials for my grandson. I am so appreciative of your organization and the books you have provided for Lucas. Thank you so much for all that your organization is doing for families like ours," added Gina.

You can refer children under age six who are visually impaired to the Braille Tales program by sending an email to development@aph.org, calling (502) 899-2387, or toll-free (800) 223-1839, ext. 387.

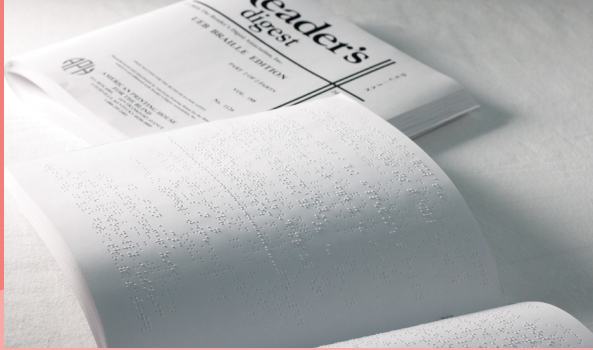
Receive Lifetime Income and Tax Breaks

There has never been a better time to start a **Charitable Gift Annuity (CGA)**. There are three benefits to a CGA: 1. A Charitable Gift Annuity provides annual, lifetime payments at a rate that will never decrease. 2. Favorable charitable tax deductions. 3. Leaving a legacy to support your charity for generations to come.

Say that Justin, 70, wants to make a contribution to APH that will support our work for generations to come, but he also wants to ensure that he has dependable income during his retirement years. He establishes a \$20,000 charitable gift annuity with us. Based on his age, he will receive a payment rate of 5.1%, which means that he will receive \$1,020 each year for the remainder of his life. He's also eligible for a federal income tax charitable deduction of \$8,304 when he itemizes. Finally, he knows that after his lifetime, the remaining amount will be used to support students who are blind and visually impaired across the nation.

The amount of annual income from a CGA is based on the age of the donor. For more information or to receive a free quote, call (502) 899-2362 or email development@aph.org





Helping People Become More Independent

Across the U.S., people who are blind and visually impaired receive **accessible magazines** free of charge from the American Printing House for the Blind (APH). These magazines contain vital information that helps readers become more independent. APH's magazine program is possible because of many generous donors.

Braille Reader's Digest®

Since 1928, readers have been able to receive *Reader's Digest* free of charge in braille from APH. *Reader's Digest* in recorded form has been offered by APH since 1939.

Newsweek® Talking Magazine

Newsweek in audio format has been offered by APH free of charge since 1959. Readers rely on the in-depth current affairs coverage contained in *Newsweek*.

Scholastic News® Series

Weekly Reader® in both braille and large print started in 1946. *Weekly Reader* is now *Scholastic News* – two respected names creating a fun and highly educational magazine series for students pre-K through grade 12. With the support of our donors, we are able to offer *Scholastic News* at the same rate as the regular print editions.

Do you know someone who might be eligible for accessible magazines? Contact APH for more information: 1-800-223-1839 or magazines@aph.org

Registered trademarks of The Reader's Digest Association, Inc; Newsweek, Inc; and Scholastic, Inc.

Thanks to the Many Foundations Supporting APH

Arthur H. Keeney Ophthalmic Foundation

Boston Foundation

Community Foundation of Louisville

Delta Gamma Foundation

Dollar General Literacy Foundation

Emma L. Snyder Charitable Foundation

Fred B. and Opal S. Woosley Foundation

Frederick S. Upton Foundation

Gilbert Foundation

H.W. Wilson Foundation

Irvin F. and Alice S. Etscorn Charitable Foundation

J. Walton Bissell Foundation

Jessie Ball duPont Fund

John C. and Maureen M. Pyner Family Trust

John E. and Sheryl M. Downing Family Charitable Foundation

Karston A. and Ethelyn O. Osmondson Charitable Fund

Kentucky Local History Trust Fund

Kings Daughters and Sons Foundation of Kentucky, Inc.

Klein Family Foundation, Inc.

Lawry Charitable Trust

Lift a Life Foundation

Louisville Downtown Lions Club

Margaret Thomas Redmon Charitable Trust

Mary P. Gill Foundation

Max and Victoria Dreyfus Foundation, Inc.

Patrick Calhoun, Jr. Trust

Reader's Digest: Partners for Sight Foundation

Sandra Atlas Bass & Edythe and Sol G. Atlas Fund, Inc.

Walter Henry Freygang Foundation

WHAS Crusade for Children

William E. Barth Foundation

William M. Wood Foundation, Bank of America, N.A., Co-Trustee

Wood and Marie Hannah Foundation

FINANCIAL REPORTS

Fiscal Year 2017 - Ended September 30, 2017

STATEMENT OF FINANCIAL POSITION

Assets:

Cash and cash equivalents	\$ 7,597,004
Investments	\$ 126,538,884
Net Receivables	\$ 7,717,203
Inventories	\$ 8,062,404
Property and equipment, net of accumulated depreciation	\$ 2,937,606
Other assets	\$ 345,182
Total Assets	\$ 153,198,283

Liabilities and Net Assets:

Underfunded benefit plan obligation	\$ 12,153,516
Accounts payable and accrued payroll	\$ 4,455,741
Annuities Payable	\$ 1,098,170
Other liabilities	\$ 257,055
Total Liabilities	\$ 17,964,482

Net Assets	\$ 135,233,801
Total Liabilities and Net Assets	\$ 153,198,283

STATEMENT OF ACTIVITIES

Revenues:

Products distributed and sold	\$ 25,064,106
Contributions and bequests	\$ 994,920
Investment-related activities	\$ 11,869,334
Other income	\$ 1,789,033
Total Revenue	\$ 39,717,393

Expenses:

Cost of products distributed and sold	\$ 19,680,160
General, program, and development expenses	\$ 11,092,480
Other expenses	\$ 239,345
Total Expenses	\$ 31,011,985

Net gain from operations	\$ 8,705,408
Net gain from change in retirement plan valuation	\$ 1,185,925
Net gain for year ended September 30, 2017	\$ 9,891,333

Net assets at September 30, 2016	\$ 125,342,468
Total net assets at September 30, 2017	\$ 135,233,801

Full audit report available on request.

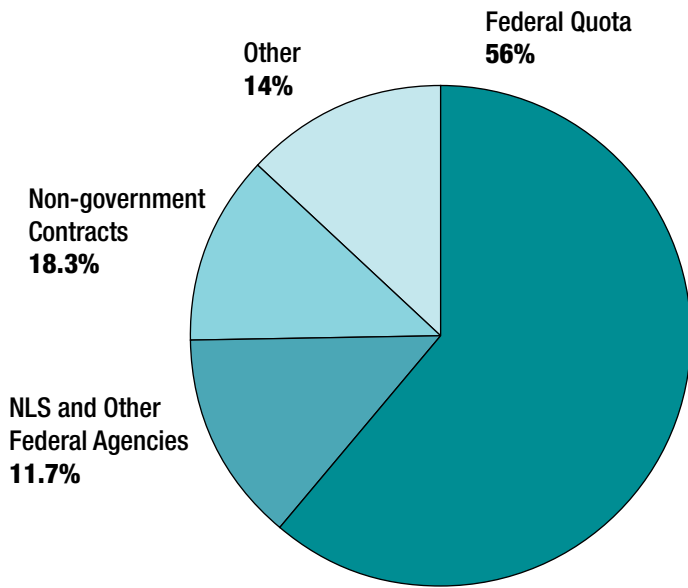
APH voluntarily complies with the provisions of the Sarbanes-Oxley Act of 2002 that sets the business standards for corporate governance and financial disclosure.

Full Financial Reports, FY17:

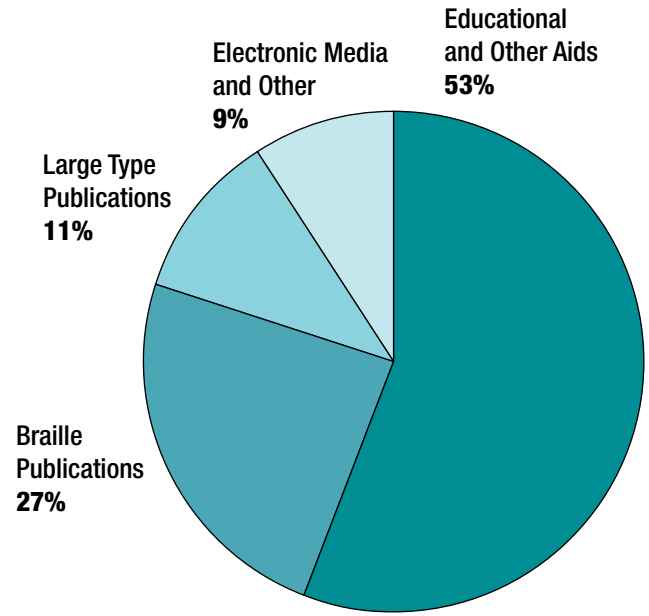
www.aph.org/financial-2017/position www.aph.org/financial-2017/activities

STATS FOR FISCAL YEAR 2017

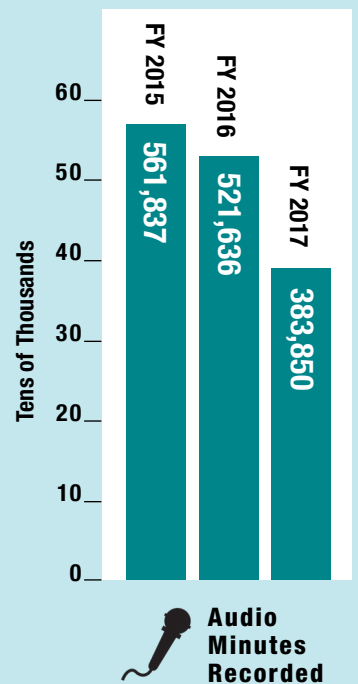
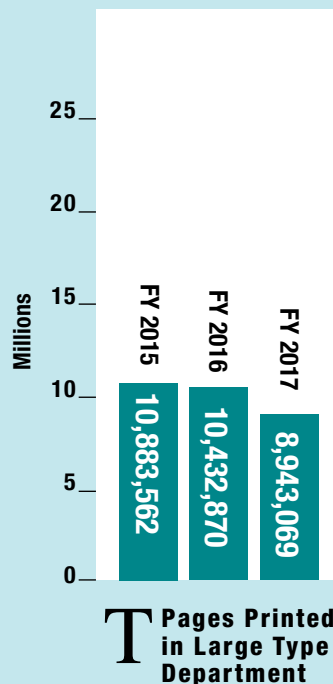
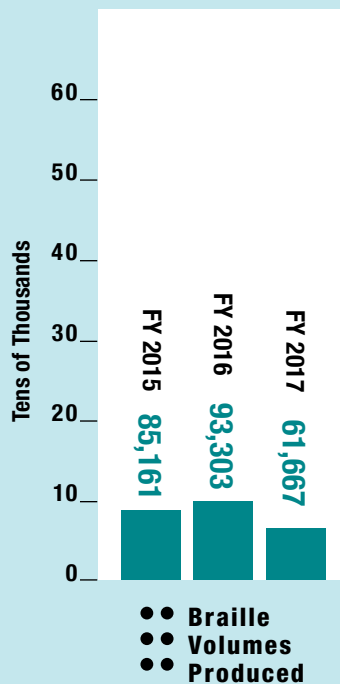
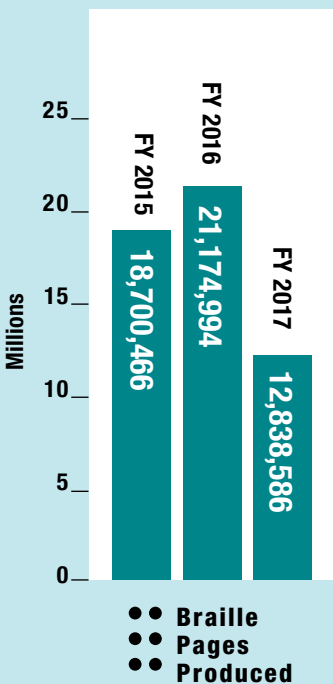
SALES REVENUE DOLLAR



TYPES OF PRODUCTS SOLD



APH PRODUCTION HIGHLIGHTS



BRINGING EDUCATION HOME

APH fosters family learning

When children have their education and learning reinforced at home, their chances for success in school and in life greatly improve. That's why APH offers a variety of educational resources ideal for learning at home, often including parents in the experience.

APH is making learning software available on “smart home” devices such as Google Home and Amazon Echo®. These personal assistant speakers are voice-activated and provide audio access to a world of information. They are fully accessible for people who are blind and visually impaired. APH's Math Flash™, a math flash card software, is available on any device that uses Google Assistant software, and the app is coming soon to Amazon Echo. APH is also developing an Orientation & Mobility (O&M) trivia game to help people of all ages improve their O&M skills.

In Fiscal Year 2017, APH introduced another valuable resource for parents, students, and teachers: BrailleBlaster™. This revolutionary tool translates text into braille more efficiently than ever before. The software is easy to use and free to download, so parents can give their children more opportunities to practice braille literacy at home. Parents can use BrailleBlaster to emboss braille task lists, put notes in their child's lunch box, or help with homework.

Having the appropriate learning tools at home empowers parents to be more active in their child's education and to advocate for the access they need to learning opportunities.



**MATH™
FLASH**

Action for Google
Home devices.

Educational games for smart home devices can be played together by all children.



GUIDANCE FOR OUR MISSION

Officers, Trustees, and Committees – Fiscal Year 2017

Corporate Officers as of September 30, 2017

Jane W. Hardy, Chairman
Phoebe A. Wood, Vice Chairman
Darrell R. Wells, Treasurer
Craig Meador, President
William G. Beavin, Vice President of Finance; and Secretary
Robert Belknap, Vice President of Development
Vicki Buns, Vice President of Human Resources
Anne Durham, Vice President of Marketing and Sales
J. Gary Mudd, Vice President of Public Affairs
Dorinda Rife, Vice President, Educational Services and Product Dev.

Ex Officio Trustees

Ex Officio Trustees are responsible for the administration of the federal Act to Promote the Education of the Blind of 1879.

The Ex Officio Trustees 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.

Ex Officio Trustee Advisory Committees Elected in October, 2016 (FY 2017)

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

Educational Services Advisory Committee

Robin King, Louisiana, Chair
Suzanne Dalton, Florida, 2017
Donna B. Earley, South Carolina, 2018
Mary Lane, New Hampshire, 2019
Marty McKenzie, South Carolina, 2017
Serena Preston, Illinois, 2019
Dan Wenzel, Minnesota, 2018
Alternate: Carolyn Lasater, Utah

Educational Products Advisory Committee

Eric Guillory, Louisiana, Chair
Doug Anzlovar, Illinois, 2018
Kristin L. Oien, Minnesota, 2017
Paul Olson, South Dakota, 2018
Christine Short, Iowa, 2019
Mary Jo Wagner, West Virginia, 2019
Angyln Young, Arkansas, 2017
Alternate: Stephanie Bissonette, Vermont



Jane W. Hardy
Board Chair, Fiscal Year 2017

Corporate Trustees

Jane W. Hardy, Chair
Charles Barr, M.D.
Angie M. Evans
Judge David Holton II
Virginia T. Keeney, M.D.
Julie S. Lee, M.D.
W. James Lintner, Jr.
Craig Meador, Ed.D.
W. Barrett Nichols
Herbert W. Perkins III
Darrell R. Wells
Phoebe A. Wood



American Printing House
for the Blind, Inc.

1839 Frankfort Avenue
Louisville, Kentucky 40206 USA

APH is dedicated to helping students of all ages learn about their world. Pictured are students and a teacher with APH's Tactile Town, an interactive, three-dimensional town model for teaching students about the community around them.

