

ANNUAL REPORT 2010

Empowering People. Empowering Community.



CENTRAL ASSOCIATION FOR THE BLIND AND VISUALLY IMPAIRED



JIM ARMSTRONG

The 2010 Annual Report is dedicated to the memory of Jim Armstrong.

We lost a very important member of our family in November 2010 when Jim Armstrong, Vice President of Administration, died after a courageous battle against cancer.

Jim came to CABVI in March 2005. Immediately Jim's love of people, professionalism and overall good nature endeared him to his fellow employees.

We are fortunate to have had such a kind and generous soul touch our lives. He will be dearly missed.



EMPOWERING PEOPLE. EMPOWERING COMMUNITY.

Our mission is to assist people who are blind or visually impaired to achieve their highest levels of independence.

Established in 1929, CABVI is a not-for-profit agency that serves people who are blind or visually impaired, from newborns to the elderly, usually at no charge.

We offer comprehensive vision rehabilitation, employment and technology services personally tailored to people with visual impairments.





EMPOWERING PEOPLE. EMPOWERING COMMUNITY.

By Rudy D'Amico, President and Chief Executive Officer

The Central Association for the Blind and Visually Impaired is many things to many people:

- A provider of the best vision rehabilitation services available for people experiencing vision loss,
- A manufacturer of high quality products needed by many agencies of the state and federal governments including our men and women in the military,
- A growing employer that has added 75 jobs over the past decade, most occupied by people who are blind or visually impaired,
- An economic force that had total revenue over \$35 million in 2010 compared to \$12 million in 2000.

I want to share CABVI's successes in 2010 with you in this annual report. The agency is remarkable for all of the reasons I have outlined already but our people make this organization

truly special – from the consumer in Gloversville, Watertown, Hamilton or Utica to the employee sewing pajamas supplied to the U.S. Department of Veterans Affairs for use in medical centers across the country.

It is this latter group of the CABVI family, our employees, whose inspirational stories I want to relate. I will concentrate on a specific group: participants in our *Progressive Career Paths: A Best Practices-Upward Mobility Initiative*.

This effort focuses on higher levels of consumer independence. For many, involvement in *Career Paths* starts well before they become an employee. It is an integral part of the vision rehabilitation process.

For middle school students with visual impairment it involves development of a belief system. Although challenged by vision loss you are still responsible for your future.

For teens, it is embracing the challenge and moving forward: volunteering, job shadowing, work experiences and first jobs.

For young adults, whether in college or experiencing their first job, it is about realizing you still have much to learn, seeking new opportunities, networking and putting forth one's best effort.

For adults who lose their vision after exiting school or while employed, it is acknowledging and accepting vision loss and forging ahead.

Career Paths instills the belief that despite loss of vision **you can achieve independence**. From our hourly workers to the boards of directors we remain steadfast in our support of individuals with vision loss as they work toward achieving upward mobility.

Meaningful employment is more than just a source of income it is a source of pride. With our partners at the New York State Commission for the Blind and Visually Handicapped (CBVH) we are committed to helping individuals find and retain jobs they value, whether it is employment in the community or employment at CABVI.

We truly empower people.

Success does not come overnight. Success comes from building a strong foundation. *Career Paths* is about embracing challenge and moving forward. It is about seeking new opportunities and giving one's best.

Career Paths helps cultivate the belief that, despite loss of vision, one can achieve independence and thrive. CABVI remains steadfast in our support of individuals with vision loss as they move towards and achieve upward mobility.

The *Career Paths* participants on the following pages are people who have worked to overcome the obstacles in their lives and move onward and upward. It is with great pride that I present to you these six individuals who have been strengthened, inspired, and have achieved empowerment.



Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, ambition inspired, and success achieved.
~Helen Keller

PAGE 06:	Mike Blake
PAGE 08:	Earl Holmes
PAGE 10:	Joe Merlan
PAGE 12:	Bob Porter
PAGE 14:	Victor Huitron
PAGE 16:	María Belén

MIKE BLAKE

Ours is a visual society. Movies. Television. The Internet. Magazines. Each medium's product is meant to catch and hold the eye; bold colors, quick cuts, fast pace.

Visual and graphic design is one of the last places you'd expect to find a person who has difficulty seeing his creations but that is exactly where Mike Blake resides as our Advertising and Communications Coordinator. Mike truly enjoys his work: the freedom to create – to use his imagination much more than any other job.

Mike's is a story of risk and reward.

As a high school student trying to find his way he enrolled in an automotive mechanics course at the Oneida-Herkimer-Madison Board of Cooperative Educational Services (BOCES). He discovered quickly that he was not cut out for auto mechanics. An instructor, detecting Mike's frustration, took him under her wing and introduced him to computers. He transferred into the Advertising Design Curriculum right away and looked forward to a bright future.

It was a future that nearly ground to a halt as quickly as it began. Bell's Palsy left him temporarily, partially paralyzed and when it eventually went away, it took Mike's sight with it. The bout with Bell's palsy was followed by the onset of Keratoconus, a progressive thinning of the cornea, and a failed surgery to correct the condition.

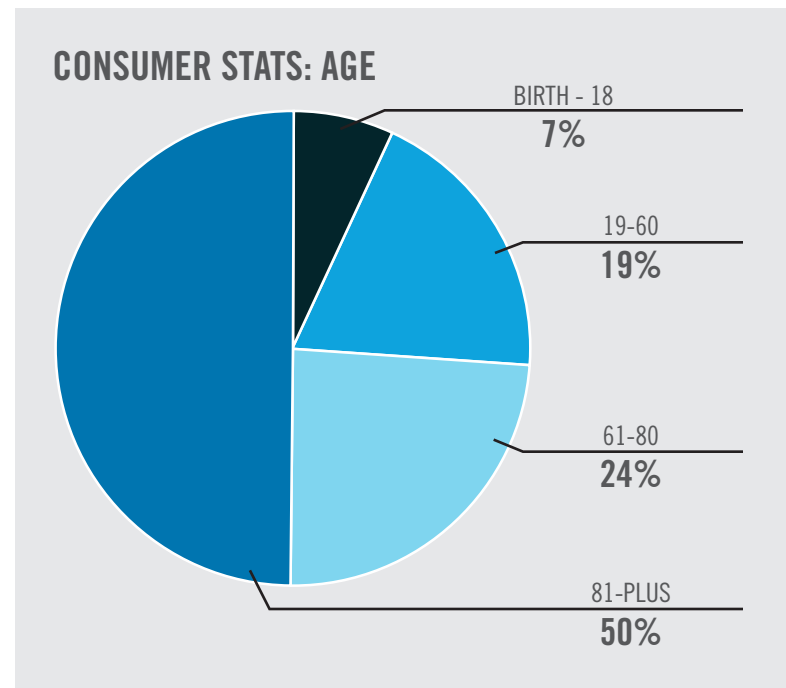
Mike's dream would not die. He enrolled in Mohawk Valley Community College's Advertising Design program eventually earning an associate degree. Unfortunately employers looking for people in Mike's desired profession were not knocking down doors for a graphic design specialist who was legally blind.

That is until we hired Mike but not in graphic design. He started at CABVI as the FedEx/UPS Shipping Clerk at CABVI's Dwyer Avenue warehouse – the leading member of a team that processed and shipped over 250 packages daily. He may have been shipping packages all over the country but he always kept the binder with his college design projects nearby.

Mike participated in a lengthy and coordinated community work experience, at a local printer supported by our Employment Department and CBVH. He built confidence, broadened his work experience and expanded his portfolio.

His portfolio caught the eye of Dennis Webster, our Vice President of Manufacturing. According to Dennis we "had to find a better way to utilize Mike's talent." Working with our Vision Rehabilitation Department and *Career Paths*, we promoted Mike because he was an ideal candidate for our efforts to recognize and reward employees who are blind and desire upward mobility in the workplace. He had the degree and the desire for an entry-level management position. He creates advertisements, catalogues, brochures and banners.

Mike's a solid member of the management group. We've grown to trust his eye for design.







EARL HOLMES

What do small- and medium-sized businesses have in common with larger organizations when it comes to technology needs?

Everything.

All businesses have the same basic fundamental requirements: productivity, security, reliability, mobility, connectivity, communications, customer relationship management, inventory management, accounting, and trained IT specialists to manage the technology.

The Central Association for the Blind and Visually Impaired possesses one of the very best Information Technology Managers around, Earl Holmes. Earl's blindness is the result of myopic degeneration and retinal detachment, an affliction since birth.

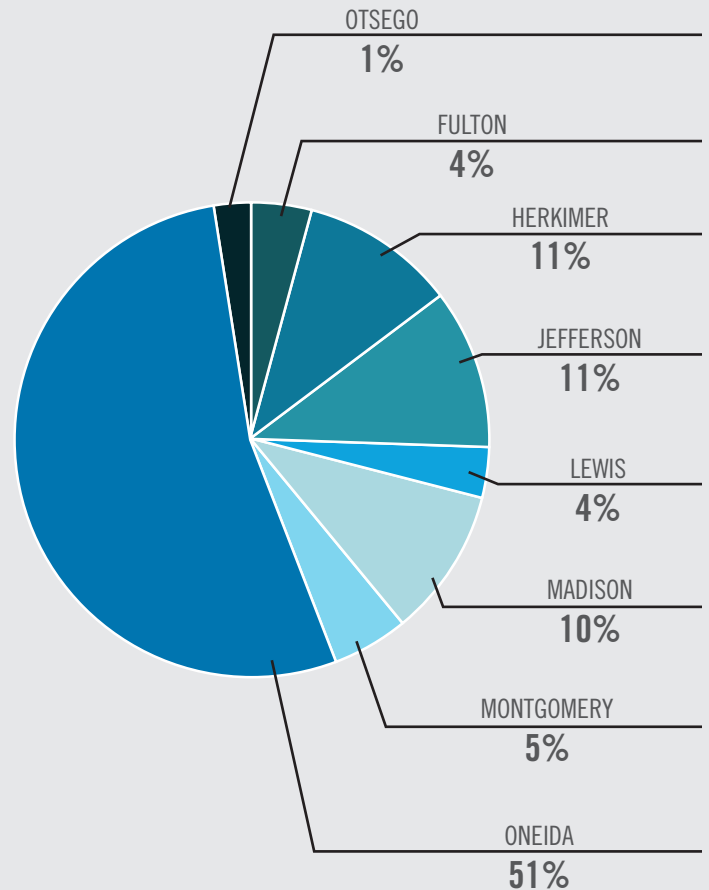
Earl is an authority on computers who seemingly knows-all and "sees-all" in what, to many laypersons, is the black art of computer science. What makes him exceptional is his ability to work very hard through his disability to keep humming the multi-million dollar machinery of CABVI something he has accomplished remarkably well for over a decade!

As a student at Remsen High School, Earl showed a noteworthy proclivity for the computer sciences, a stimulating vocation for a young man with severe vision trouble. He received many services from CABVI: Rehabilitation Teaching, Orientation and Mobility and Low Vision. His initial experience at the agency also exposed him to an organization experiencing 21st century growth using mid-1990s era technology. He demonstrated an ability to understand the circumstances and help develop solutions to the problem. When we hired Earl the agency owned nine computers. Networking seemed a concept of science fiction.

With our encouragement and the support of CBVH, Earl completed advanced training at I-Tech in Little Rock, AR in 2002 then returned to CABVI to tilt at the windmills of the archaic computer "network." He returned well armed with competencies as a MicroSoft Certified Support Engineer, Systems Engineer and Certified Professional.

Today, a sophisticated system of fiber optic and wireless components effortlessly drives 180 computers and 60 servers between five locations in Utica, one in Albany, NY and one each at Base Supply Stores in Connecticut, Massachusetts, Maine and Rhode Island, thanks in no small measure to Earl's knowledge and ability. One computer networking company in Utica marveled at the speed with which Earl configured the new network stating that what normally took them three weeks to accomplish Earl completed in four days. Earl also designed and programmed an e-commerce website for the Base Supply Stores – www.bsceexpress.com.

CONSUMER STATS: COUNTY



JOE MERLAN

What would you call someone who: Works full-time? Who attends evening classes as he works toward a college degree? Who volunteers in his community? All while raising a family?

Anyone would call that person remarkable except there's one more detail to add – he is legally blind. Now what do you think of this person?

That employee is Joseph Merlan, CABVI's nominee for the 2011 Milton J. Samuelson 2011 Career Achievement Award from National Industries for the Blind.

We knew Joe could be something special when we hired him in 2005. He was ambitious yet humble; knowledgeable but inquisitive. We knew Joe would excel at his job, and everyday, he's proven us correct.

Commuting 15 miles one-way from his home in Rome, NY, Joe started his career at CABVI as a material handler. We promoted him to group leader of the office products line at about the same time he started taking night courses at Mohawk Valley Community College working toward a degree in business – a degree conferred on him in June 2010. While a student at MVCC Joe received a scholarship given annually to a deserving student sponsored by Excellus BlueCross Blue Shield of Utica-Watertown, NY.

Displaying drive and desire, Joe requested an appointment to the *Career Paths* program. His participation led to a promotion to the position of Purchasing Clerk. He is also the data librarian of CABVI's efforts to become ISO certified.

Joe returned to the classroom in August 2010 to begin work on a bachelor degree in business administration at the State University of New York Institute of Technology in Utica. He and his wife Lutitia are raising two young sons, Jacob, 3 and LeeAnthony, 1. Joe is a distinguished member of the 2nd New York Regiment, a Volunteer in Parks group based at Fort Stanwix National Monument in Rome. The 2nd NY reenacts Revolutionary War battles using historically accurate clothing and weapons.

Joe is also a member of the CABVI Curling Team, which is in training to participate in international competitions.

We have more on curling and Adaptive Recreation and Sports a little later.

CONSUMER STATS: YEAR

2001	901
2002	935
2003	937
2004	976
2005	1042
2006	1056
2007	1038
2008	1089
2009	1136
2010	1164



PICTURED ABOVE: DARLENE DESIATO WITH JOE MERLAN



PICTURED ABOVE: BEVERLY CLAREY WITH BOB PORTER

BOB PORTER

He's a sailor. He's a scuba diver. He's a curler. He skis. He has an undergraduate degree in economics and an MBA with an emphasis in operations.

To call Bob Porter a modern Renaissance man would be a stretch but he's a pretty talented guy and a fine example of the capabilities of people who are blind or visually impaired.

Bob is on his second tour of duty with CABVI, his first being 20 years ago in new product development. I believe he's found his niche with us the second time around in his dual role of Public Policy Coordinator and Quality Manager.

Bob was born with his visual impairment: a premature baby who weighed just two pounds at birth. (He laughs when he thinks about that now because he claims he eats that much for lunch!) It's clear to me that the drive to succeed is a part of his DNA.

He demonstrates that perseverance every day whether he is walking the halls of power in Washington, DC or Albany, NY, or simply talking with his fellow employees about CABVI's Quality Policy. Bob is as comfortable with senators and congressmen as he is with sewers on the VA pajama line.

Bob has a great deal of experience in private industry as a production manager at his family's business, Porter Systems, Inc., in Syracuse. He transferred that experience to the second component of his duties at CABVI, ISO Quality Management Representative and Quality Manager.

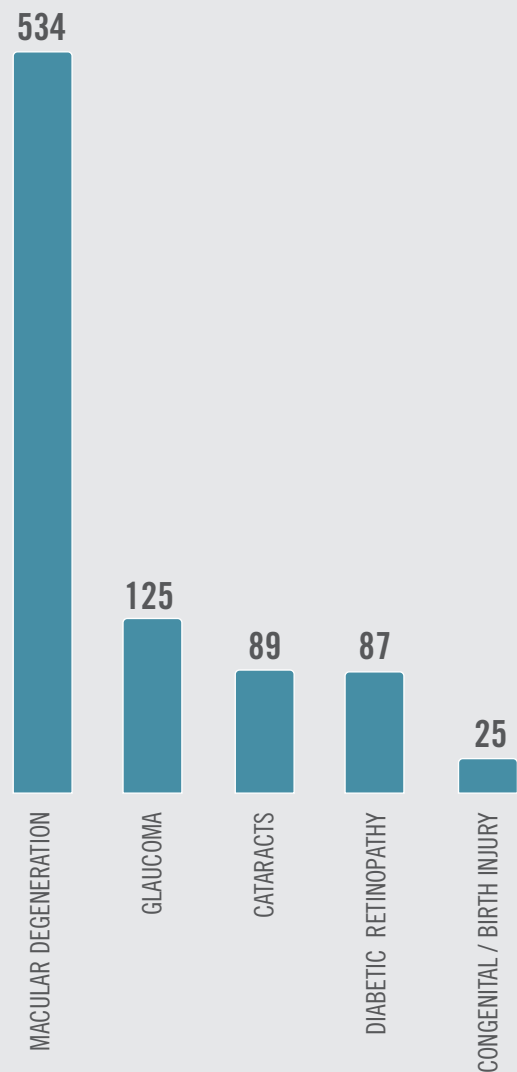
We started the process of becoming ISO 9001-2008 certified last year. The ISO Quality Management System is a method to track the quality of the products we produce and the services we provide our customers. Because of his background in production and operations Bob was the logical choice to coordinate this important process. He's done a terrific job.

With the help of the ISO development group Bob has created a quality policy that will guide CABVI from this time forward:

CABVI will deliver our products and services on time, at the agreed upon price and defect free.

Bob's personally visited with nearly every employee in Utica to reinforce the ISO initiative. People respond positively to him. His skills, and ability to communicate his passion, are unique and I think that's why Bob is effective.

CONSUMER STATS: CAUSES



VICTOR HUITRON

Utica is about as far from Santa Maria, CA as one can get and still be in the contiguous United States. CABVI is fortunate to have Victor Huitron, Santa Maria's native son, find his way to Central New York and CABVI. He's been a terrific addition to our team.

A countrywide move is difficult for people in the best of times. Victor, who is afflicted with optic nerve atrophy, chose a typically difficult New York winter to relocate to a region in which he had no family and few friends.

Victor knocked about Utica for several months after his arrival, volunteering at a local church, and seeking employment. Like anyone else who is legally blind, he faced a difficult challenge, until a fellow volunteer alerted Victor to the services and opportunities available at CABVI.

Victor joined our team, as many entry-level employees do, as a packer on the glove line but he aspired to much more and he was not afraid to say so.

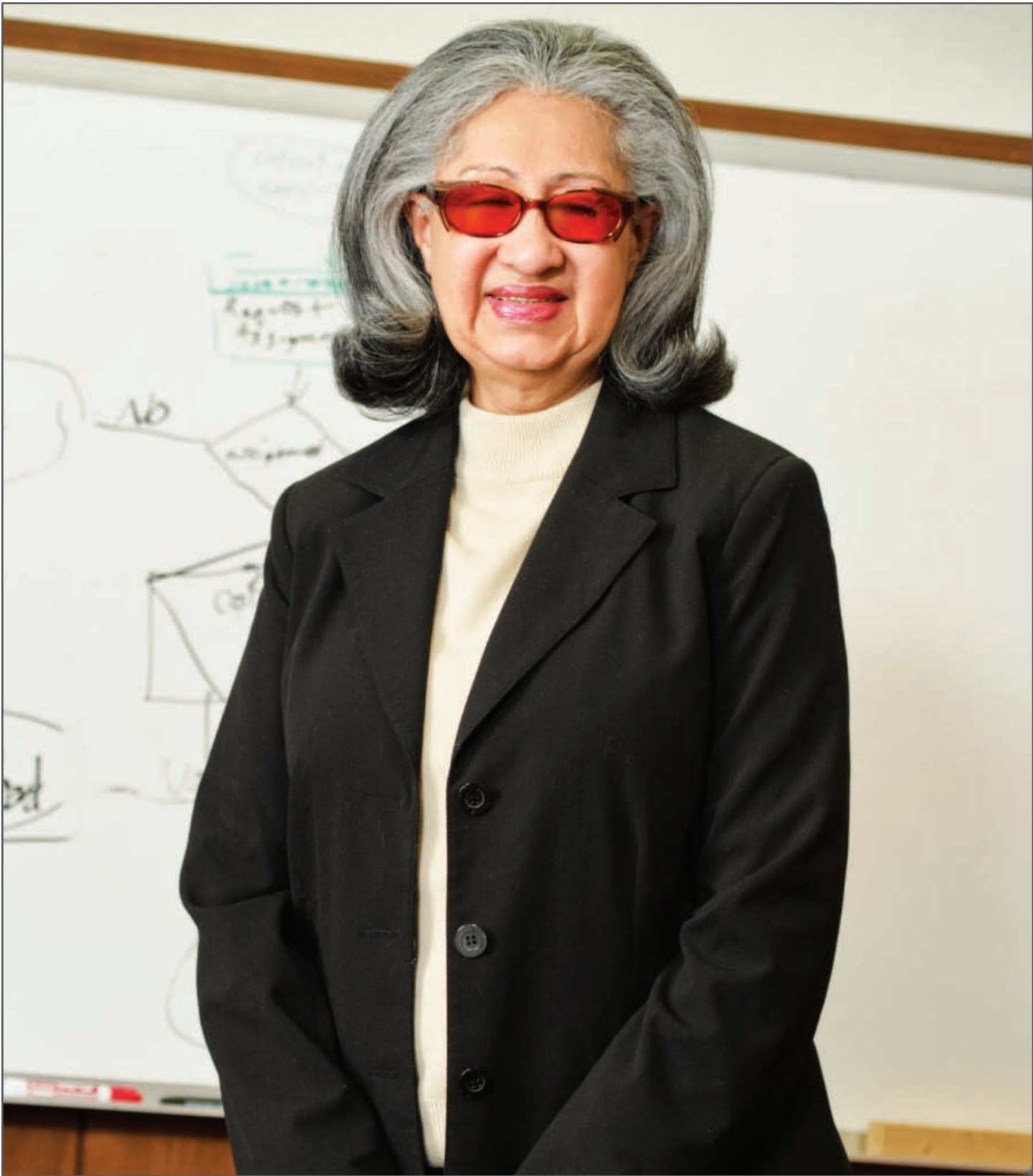
Victor had a background in customer service, first at his family's highly regarded restaurant in Santa Maria and then as a work-study coordinator at Allan Hancock College. He came to CABVI just as we were organizing our call center customer service program.

While Dennis Webster and Jessica Watson, the call center manager, organized the call center and worked diligently to secure a contract with a federal agency, Victor got the chance he desired. Through *Career Paths*, Victor first became a data entry clerk in our Sales and Marketing Department, honing his craft until a position opened in the call center.

Now Victor is a bilingual customer service representative in the call center helping people around the country to maintain a proficiency required by the federal agency to whom they report.

For a young man to whom, it seems, life has dealt a difficult hand - kidney disease that required a transplant when he was 14 (his mother was the donor), and vision loss - Victor maintains a bright disposition. He says there's much he wants to do and as long as he has a little money, his health and a wealth of energy, I have little doubt he'll accomplish his goals.





MARÍA BELÉN

The best advocates for people with disabilities are often themselves disabled. One of the finest counselors I've seen is María Belén, formerly of Aguas Buenas, Puerto Rico. The road she's traveled has not been the easiest but she has made the most of her abilities.

María's lived with varying degrees of vision loss throughout her life. That did not stop her from earning a degree in counseling from the University of Puerto Rico. She became a rehabilitation counselor at the Rehabilitation Center for the Blind in San Juan then a counselor in the state Office of Youth Affairs. By all accounts she was adroit and successful.

As happens with many people who are blind or visually impaired María's vision deteriorated aggressively. She sought services in Puerto Rico through the government's vision rehabilitation program but the waiting list was three years.

It was about this time that María moved to Utica to assist a dear family member. A chance encounter with a CABVI employee led María to our door. Within two weeks we provided her with Low Vision, Orientation and Mobility, Vision Rehabilitation Teaching and Employment counseling.

María had a strong desire to work. Despite her vision loss she'd always been employed. She felt the language barrier would hinder her ability to continue social work but, as you've discovered, we're talking about one smart lady. María said she would take a job packing gloves because it would buy her time to hone her English skills. She also made it clear that she had no desire to pack gloves indefinitely.

We put our heads together and, through *Career Paths* and assistance from CBVH, created a new position that suited María's qualifications and addressed a community need. Central New York, and Utica in particular, is a melting pot. Refugees from many countries make Utica the first stop on their journey to become citizens of the United States. Once here, many decide Utica is the place to stay.

María is our outreach representative to the Hispanic population. She attends community fairs or church functions and impeccably represents CABVI. She helps consumers locate housing near CABVI and complete requisite applications for assistance or employment. She translates written material into Spanish and is a Quality Assurance coordinator in the call center.

She is assisting fellow employees with their dreams of upward mobility and creating a career path. Each Monday at noon, María attends, and often facilitates, a workshop called Lunch and Learn. She's led sessions on the topics of stress management and conflict resolution.

EMPOWERING THROUGH SERVICE

INDEPENDENT LIVING SKILLS	Programs help people manage personal care, health needs, meal preparation and household finances independently in their homes. All counseling and rehabilitation services are coordinated to ensure the highest quality consumer assistance and advocacy. IN 2010, WE SERVED 515 INDIVIDUALS.
ORIENTATION AND MOBILITY	Professionals teach consumers how to determine their location and travel safely in the home, school, workplace or community. IN 2010, WE SERVED 206 INDIVIDUALS.
LOW VISION SERVICES	Certified low vision specialists provide evaluation and prescribe low vision optical aids and devices to maximize remaining vision. IN 2010, WE SERVED 614 INDIVIDUALS.
CHILDREN'S SERVICES	Early intervention, preschool sessions and school-age programs provide therapeutic teaching to ensure mainstream education. IN 2010, WE SERVED 42 INDIVIDUALS.
EMPLOYMENT SERVICES	Vocational evaluation and job training prepares people for work in their chosen field, either in the community or at our industrial facility. IN 2010, WE SERVED 32 INDIVIDUALS. CABVI operates the Telephone Communications Unit at the S.S. Stratton VA Medical Center in Albany, N.Y. The center employs nine people, seven of whom are legally blind. They answer and connect incoming and outgoing telephone calls.
PSYCHOSOCIAL SERVICES	This division of CABVI helps consumers navigate the emotional waters associated with vision loss. Classes are offered to the individual and their family to talk about this life-altering event and look at the stages of adjustment that eventually lead to loss and acceptance. IN 2010, WE SERVED 281 INDIVIDUALS.
VOLUNTEER SERVICES	The Central Association for the Blind and Visually impaired is fortunate to have devoted volunteers who impart valued gifts of time and service and have a positive impact throughout our agency. IN 2010, 376 VOLUNTEERS PROVIDED 26,762 HOURS OF SERVICE.
MOHAWK VALLEY BRAILLE TRANSCRIBERS	Founded in 1973, the Mohawk Valley Braille Transcribers work year-round to transcribe school textbooks into Braille. IN 2010, 22 BRAILLISTS, MANY OF WHOM ARE RETIRED TEACHERS, SPENT 11,145 HOURS AND PRODUCED 53,317 BRAILLE PAGES SENT TO 20 STATES.



PICTURED ABOVE: ROBERT CABRERA



EMPOWERING COMMUNITY

By Edward P. Welsh, Chairman of the Board

In 1929, a group of concerned and dedicated citizens in Utica, NY recognized a need in the community and rose to a noble challenge: to help people who were blind and visually impaired. Aspiring to a greater good, they founded the Central Association for the Blind and Visually Impaired. Their mission then was to assist people who are blind or visually impaired to achieve their highest levels of independence. It remains so today.

Those are the first lines to a new video CABVI produced recently that celebrates our rich legacy and recognizes our many accomplishments. Decades from now I hope our descendants will look back at last year and say, "CABVI had one of its best years in 2010," because I believe 2010 was our best year to date and our position moving forward is strong.

The highlights are many: We experienced record revenues thanks to continued growth and product diversification in manufacturing. The call center began operation on a contract with an agency of the federal government with 12 customer service representatives. We added 20 new jobs many of which are occupied by workers who are blind or visually impaired.

We continued to be an economic force in the face of a difficult business climate nationally and particularly in Central New York. Total revenue from all sources amounted to \$35,585,259. Our new, year-end net assets reached \$21,810,265.

Our payroll, on a workforce of 200, is \$4.4 million including the Telephone Communications Unit at the S.S. Stratton VA Medical Center in Albany, NY, and the Base Supply Centers in New London, CT, Westover, MA, Kittery, ME and Newport, RI. When you add that figure to the \$4.8 million in purchases we made with local companies in 2010, and the value of our products manufactured locally, CABVI's economic impact comes to \$17 million.

We empower people, which empowers the community in another dramatic way as the debate rages about balancing federal and state government budgets: We make taxpayers.

Some reports suggest the average cost to the federal government of a person-year of blindness for an unemployed, working-aged American who is blind, adjusted for inflation, is \$21,740. That figure includes income assistance programs (SSDI/SSI), health insurance programs (Medicare/Medicaid), and tax losses resulting from reduced potential earnings.

Our employees who are blind earn a good wage with benefits plus they pay federal and state income taxes, Social Security taxes and Medicare taxes. They use their wages to pay rent, buy groceries, pay utilities, eat at local restaurants and shop at local merchants. Working side-by-side with their sighted peers they make products and provide services needed daily by the federal and state governments.

Beyond providing competitive jobs, another advantage of our services is the ability of our excellent professional staff to render individuals with the tools and training they need to

find employment of their choice in the community. Last year we supplied 28 adults and four children over the age of 16 with employment and placement preparation.

We empower the community another way: we assist people who are blind or visually impaired to remain safe and independent in their homes or excel in the classroom.

According to research compiled by Lighthouse International one in three individuals aged 65 and older will fall each year in the United States. Visual impairment is one of the biggest known risk factors for falls and hip fractures. The treatment of injuries from non-fatal falls amounts to more than \$20 billion nationally.

Prevention is the key to consumer safety through comprehensive vision rehabilitation services: low vision examinations, Orientation and Mobility training, independent living skills. Collectively these free services help ensure quality of life and dignity for the older person with vision loss who wants to remain independent as long as they desire.

Our services for children with visual impairments give the most vulnerable among us opportunities to succeed. Early intervention, preschool sessions and school age programs provide therapeutic teaching to ensure they receive a mainstream education. Together we'll see children born blind or visually impaired pursue their dreams because we cared.

Last year introduced a new effort to our menu of services – Adaptive Recreation and Sports. The Central Association for the Blind and Visually Impaired along with our adaptive recreation and sports partners, Upstate Cerebral Palsy and Sitrin Health Center, share a philosophy of inclusion that recognizes the right of every individual to meaningfully participate in community activities. Each organization has witnessed first hand the impact that sports and recreational activities have on individuals with disabilities.

Utica is a hotbed for the sport of curling – home to one of the best curling facilities in the United States, the Utica Curling Club. With the help of the curling club's generous volunteers CABVI is now home to the country's first team of curlers who

are blind. They practiced throughout the winter months. Their goal is to compete internationally in the very near future.

When the weather grows warmer and the curling season ends, many of our curlers turn to bowling: another activity that promotes friendly competition and has international implications.

For those consumers who do not participate in sports our talented vision rehabilitation team has established a relationship with Utica's Munson Williams Proctor Art Institute for instruction in the arts: painting, pottery or photography to name a few.

This partnership between these fine organizations is truly unique in Central New York. CABVI, UCP and Sitrin are providing a growing number of recreational opportunities for people who are blind or afflicted with any number of disabilities. Together we've created the forum where these remarkable individuals experience activities from which they once felt excluded - whether they are competitive sports, self-defense or painting a lovely landscape.

This partnership has shattered preconceived notions of the abilities of persons with disabilities. Some of our greatest ambassadors, and most enthusiastic volunteers have a new appreciation for the talents of our consumers.



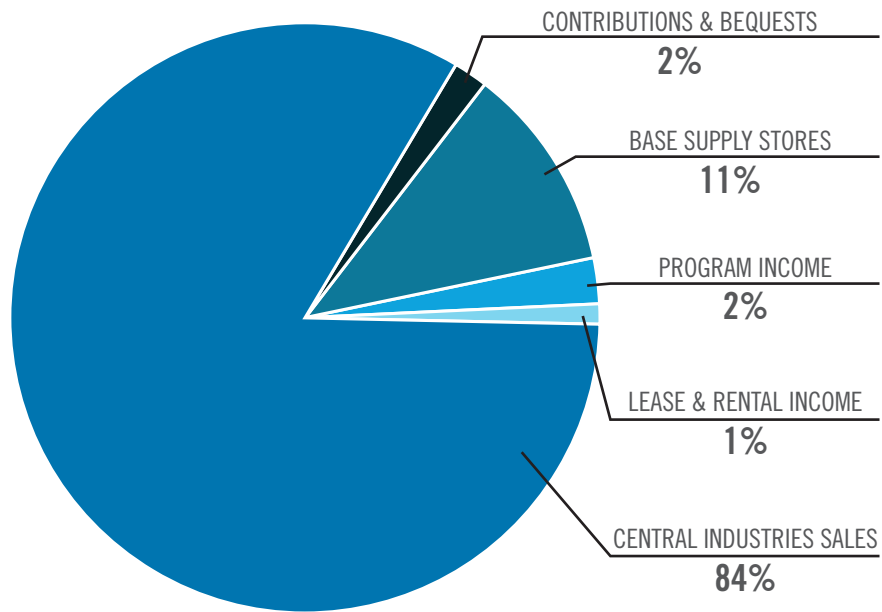
CABVI 2010 FINANCIAL STATEMENT (for the year ending 12/31/10)

REVENUE	2010	2009
CENTRAL INDUSTRIES SALES	\$29,731,215	\$28,553,578
BASE SUPPLY STORE SALES	4,027,798	3,885,586
PROGRAM INCOME	840,521	848,093
CONTRIBUTIONS & BEQUESTS	632,906	339,155
LEASE AND RENTAL INCOME	312,268	324,375
GAIN ON SALE OF INVESTMENTS AND ASSETS	40,551	
TOTAL REVENUE	\$35,585,259	\$33,950,787

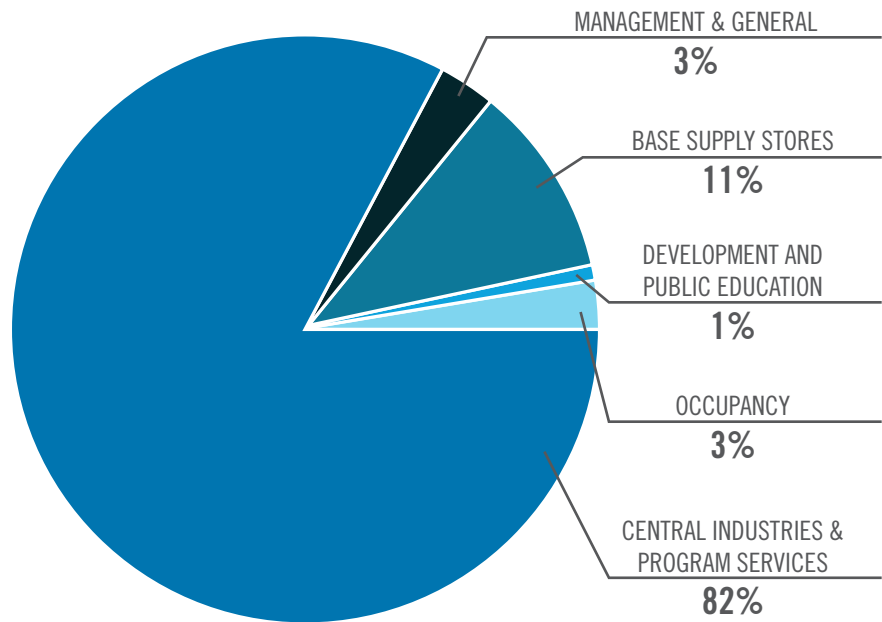
OPERATING EXPENSES	2010	2009
CENTRAL INDUSTRIES PROGRAM EXPENSES	\$27,143,124	\$26,608,068
BASE SUPPLY STORES MERCHANDISE & EXPENSES	3,648,758	3,482,658
PROGRAM SERVICE EXPENSES	1,005,893	945,917
MANAGEMENT AND GENERAL	1,066,723	935,360
OCCUPANCY EXPENSES - NINE LOCATIONS	912,479	881,739
DEVELOPMENT	155,652	133,454
PUBLIC EDUCATION / COMMUNICATIONS	110,281	101,509
LOSS ON SALE OF INVESTMENTS	0	10,920
TOTAL OPERATING EXPENSES	\$34,042,910	\$33,099,625

	2010	2009
ENDING NET ASSETS DECEMBER 31	\$21,810,265	\$19,878,198

INCOME



EXPENSES



FRIENDS AND BENEFACTORS

FRIENDS AND BENEFACTORS

A generous community helps to make our mission possible. Your contribution to CABVI directly assists people needing our services, and we are deeply grateful for your support.

Members of the Anne Sullivan Macy support the mission of the agency with significant gifts in the categories on the next page.

We make every effort to properly recognize our benefactors. Please call us at (315)797-2233 if we have made an error or omission. Thank you.

While we deeply appreciate all gifts of any denomination, because of space constraints, we are listing only contributions of \$50 and above.

\$2,500 +

Bank of Utica Foundation, Inc.
Basic Medical Industries, Inc.
Norman E. Bramley Memorial Golf Tournament
Adaptive Recreation and Sports Fund of the Community Foundation of Herkimer and Oneida Counties
James K. Clark Fund of the Community Foundation of Herkimer and Oneida Counties
Rudy and Anne D'Amico
The Gibney Family Foundation
Lions Club of Utica
Doris Meyer
Mohawk Valley Braille Transcribers
NBT Bank
National Industries for the Blind
New York State Dept. of Labor
NYS Energy Research and Development Authority
Slocum Dickson Foundation, Inc.
SP Richards Co.
ST Med, Inc.

\$2,499 - \$1,000

Alliance Rubber Co.

George F. Aney
William and Eleanor Corrigan
Eye Associates of Utica, PC
GE Foundation
Dorothy G. Griffin
High Five Products, Inc.
James and Ruth Howard
Mordehai and Lili Krakowski
Lions Club Auxiliary of Utica
Lions Club of Central Mohawk Valley
Albert and Elinor Mazloom
Dr. Cynthia J. Parlato
Red Steer Glove Co.
Frederick Sadallah
Scalzo Zogby & Wittig, Inc.
Sempermed USA
Kenneth and Eleanor Thayer
Upstate New York Empowerment Fund
Wal-Mart Foundation
Wilcor International, Inc.
John H. Wilde
Walter L. Wroczynski

\$999 - \$500

Bob Adams
Adirondack Financial Services
Jim Armstrong
Sam and Laine Berardino
Margaret G. Brown CPA
Dr. and Mrs. Nicholas J. Capuana
Clifford Fuel Co.
Richard Dewar
Dr. and Mrs. Mark H. Elias
Richard and Joan Evans
Charles A. Gaetano Construction Corp.
Dr. and Mrs. Joseph P. Gale
Steve and Patty Gannon
Ralph and Pauline Giovino
Lori Gorman
Indium Corporation of America
Dennis and Carole Kelly
Mary Angela Kernan
Jill Koch
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Gloria A Lekki-Macri, Esq.
Lions Club of Chittenango
Donald and Pat LoGuidice
David and Marie Mahar
Mohawk Valley Retina PLLC
Dr. Kenneth D. Novak
Powertech, Inc.
Vincent and Ann Salatino
Geraldine Schisler
Tom E. Sinnott

Walter Thayer
Dr. and Mrs. Thomas P. Webb
Wayne Wilmouth

\$499 - \$250

Advanced Tool, Inc.
Anonymous
Arlott Office Equipment
Wendy Bartlett
Kathy and Tad Beaver and Family
Mr. and Mrs. Jeffrey C. Brandstadt
Crist and Katherine Brown
W. P. Brunscheen Claim Service
Robert Cabrera
G. W. Canfield and Son Printing
Benedict and Lucretia Carcone
Caruso, McLean & Co., Inc.
James and Margaret Clifford
Dr. and Mrs. Joseph D. Conigliaro
Cafe Del Buono
Hon. Mr. and Mrs. Ralph J. Eannace, Jr.
Staff of Eye Associates of Utica
Boyd and Patricia Foster
Cindy Freudenberger
Jean N. Gardenier
Betsy Harvey-Minutti
David and Linda Hazelden
Richard and Patricia Healey
Hubbell Galvanizing, Inc.
Walter Johnson
Lioness Club of Greater New Hartford
Lions Club of Camden
M.A. Polce Consulting, Inc.
Jim and Kim Marscher
Mr. and Mrs. Gregory McLean
Kathleen Neary
Joseph Nikodem
NYS Office of Mental Retardation and Developmental Disabilities
Mary Obernesser
N. Eileen Ott
Gertrude M. Owens
Mary Jane Rubinski
William and Carol Slifka
Stewart's Foundation
Strategic Financial Services, LLC
Straubel Paper Company
Kevin Swayze
Hue Van
Dawn Walters
Richard R. Welchons
Dr and Mrs Tim Woolner
Zimmerer, Murray, Conyngham & Kunzier

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 CABVI created the Legacy Society, to honor individuals whose gifts through wills, life insurance, retirement plans and various charitable trusts or annuities have already been received or will someday accrue to the agency.

You can join the CABVI Legacy Society by naming CABVI in your will for a specific dollar amount or a percentage of your net residual estate. If you have a will already an amendment called a codicil should suffice.

Following is a sample wording of a bequest codicil:

I give to the Central Association for the Blind and Visually Impaired of Utica, New York, ___ dollars (\$___) or ___% of my net residual estate.

We recommend that you consult an attorney in preparing your will since CABVI is not engaged in rendering legal or tax advisory services. This information is of a general character only.

We are deeply grateful to each and every donor for their thoughtful commitment to the future financial well being of the Central Association for the Blind and Visually Impaired. For more information about the Legacy Society, please contact the CABVI Development Department at 315.797.2233.

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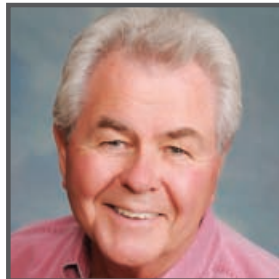
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CAB FOUNDATION

C.A.B. Foundation is the governing board of directors for Vehicles for Vision and Valuables for Vision. Since 1986, the Foundation has accepted and sold over 16,000 automobiles, boats, campers, appreciated property and real estate raising \$1.8 million.

CNY VISION FOUNDATION

Organized in 2004, the CNY Vision Foundation, Inc. exists to support the Central Association for the Blind and Visually Impaired. The Foundation achieves its mission through two special events held annually.

OUR EVENTS

DARK DINING

The 2010 Dark Dining event, sponsored by NBT Bank, raised over \$34,000 to support the vision rehabilitation services of CABVI. Wearing blindfolds over 130 guests enjoyed a delicious nine-course dinner.

NORMAN E. BRAMLEY MEMORIAL GOLF TOURNAMENT

The Norman E. Bramley Memorial Golf Tournament celebrated its 11th year in 2010. The family and friends of Mr. Bramley, a former CABVI consumer and WWII veteran, who lost his sight while serving in the U.S. Navy, organize the tournament annually. Since 2000, the Bramley tournament has raised over \$175,000 for CABVI's vision rehabilitation programs.