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

Established in 1929, the Central Association for the Blind and Visually Impaired (CABVI) is a not-for-profit agency that serves people who are blind or visually impaired, from newborns to the elderly, generally free of charge.

We offer comprehensive vision rehabilitation, employment and technology services individually tailored to meet the needs of people with visual impairments.
Since 1929, the Central Association for the Blind and Visually Impaired (CABVI) has aggressively pursued its mission: To assist people who are blind or visually impaired to achieve their highest levels of independence.

For thousands of individuals with vision loss this singular focus has meant:

- Employment – Good jobs, with prevailing wages and benefits, producing goods and services required daily by the State and Federal Government
- Education – Helping children succeed in school advancing grade-by-grade with their sighted peers
- Security – Assisting nine out of ten persons with vision loss, age 60 and over, to stay out of the costly long-term care system, thanks in large part to our vision rehabilitation services - a total of 2,106 people since 2012 who remained safe in the comfort of their own homes

The impact of CABVI’s programs is deep and wide, affecting family, friends and neighbors across Central New York.

However, we’ve reached a critical juncture for a number of reasons.

We’re living longer which results in an escalation of age related vision loss.

Doctors are going to heroic lengths to save children born prematurely. Most develop visual impairment almost immediately.

Diabetes continues to be the number one cause of blindness. With proper nutritional education and an adapted sports or fitness routine, a diabetic who is blind can better manage and live with their affliction. And for the individual whose diabetes has yet to steal their sight? It’s time to help them avoid that life sentence.

As for the working-age person with blindness who would like to reenter the workforce and contribute to society with dignity? New opportunities lie on Central New York’s horizon.

CABVI’s longtime home in Utica is brimming with all of the aforementioned activity. The CABVI headquarters at 507 Kent Street is a beautiful, re-purposed, industrial building, donated by the General Electric corporation nearly forty years ago. It suits our current needs wonderfully.

The trouble is, it won’t suit the future needs of people who are blind or visually impaired.
If the trend of the past decade continues for the next decade, the number of individuals with vision loss, who will need services provided by CABVI will exceed 2,700. That’s an increase of 64 percent!

These consumers also require groundbreaking new programs that will ease the stress of vision loss on their everyday lives. CABVI’s innovative efforts will include physical and occupational therapies that individually address the medical requirements of each person who is blind or visually impaired.

People who are blind are seeking employment opportunities at record numbers. Fortunately, CABVI’s been able to create many jobs across New York State, most for people who are blind or visually impaired. Employment growth is a trend we don’t see slowing anytime soon.

For people with vision loss to take advantage of these new programs and jobs that are on the horizon, requires CABVI to expand our facilities in downtown Utica in a manner that doesn’t disrupt services.

How will the agency do that? By building a state-of-the-art vision rehabilitation complex on property acquired adjacent to CABVI’s Kent Street building. Once completed, CABVI’s new, 20,000 square foot facility in Utica will:

- Accommodate twice as many consumers requiring low vision evaluations in three suites fitted out with the most advanced vision examination equipment
- Allow dozens of individuals to learn how to use the latest adaptive technology, from computer screen magnification, to programs that read aloud content on a computer screen
- Provide hundreds of people who are blind the latest techniques of physical and occupational therapy to enable them to live purposeful, productive lives safely
- Coach thousands of people who are blind techniques for living healthy lives from nutrition, to exercise, and even competition in sports adapted for people with vision loss in a supervised, fully equipped fitness center
- Teach hundreds of children who are visually impaired techniques to help them succeed in school and have fun in life
- Train a number of persons with vision loss who desire a return to meaningful employment – then help them develop their career path
- Provide private areas for small group or individualized discussion and counseling
- Consumers, relocating to Utica for services or employment, in short-term housing, adapted to the needs of people with visual impairments

Our vibrant plan also helps continue the revitalization of an area near downtown Utica that today teems with new businesses and housing.

This project will be a massive undertaking that includes expanding our employment operations in Syracuse, New York and making some much needed renovations to our Kent Street building. It will require investments of time and capital unparalleled in this great organization’s history.

CABVI’s board has assembled a capable team of community leaders to assist with this effort. New York State’s economic development arm, Empire State Development, has made a large commitment to this project. In time, we’ll seek support from our generous friends and the philanthropic effort will gain momentum.

Many have come forward to share their passion for and support of this project. We hope you’ll join us.
What does *live your vision* mean to you?

For us, at CABVI, it means being able to succeed at our goals and help those who are blind or visually impaired achieve the confidence they need to accomplish what they wish.

“As a person who is blind or visually impaired, if you can ski in tandem down a mountain, or get on the back of a tandem bike and trust the person steering you, then you can do anything,” explained Kathy Beaver, VP of Rehabilitation. “No matter what the activity - balancing your finances, cooking a healthy meal, or swimming laps in a pool, we can help you achieve those goals and get you on your way to living your vision for what you want your life to be.”

In 2016, CABVI’s rehabilitation department served more than 1,600 individuals with vision loss. Some key accomplishments for the team include:

- Piloted the first Adaptive Sports and Recreation Camp for adults
- Held the first CABVI STEM Camp in partnership with the US Air Force Information Directorate in Rome, NY
- Kathy Beaver and her team attended the International Association for Education and Rehabilitation Conference where Kathy was a main presenter
- The NYS Association for Education and Rehabilitation of the Blind and Visually Impaired (NYSAER) selected two CABVI employees to receive annual recognition awards. Kathy Beaver was awarded the George E. Keene Award and Mitch Hansen was selected for the Meritorious Achievement Award
- Held the sixth Camp Abilities-CABVI experience with summer camp July 31 – August 6. 35 campers attended, which is the highest enrollment to date

“Our agency operates as a full circle,” began Scott MacGregor, Director of BSC Operations & E-Commerce Administration. “One department cannot exist without the other. It’s because of rehab that we have the successful and well trained blind and sighted employees at our Base Supply Centers (BSC). Likewise, we wouldn’t have products to sell without our Central Industries program.”

CABVI added it’s sixth BSC, virtually, at the Picatinny Arsenal last year realizing an additional $1.35 Million in sales.

“Base leadership approached us in January about opening a BSC on their base,” Scott explained. “It was suggested that while we were working through the process of opening the store, they could make their purchases through our website. Picatinny now requires their card holders to buy through BSEExpress.com.”

Other achievements for the BSCs include:

- In danger of closing the Galaxy Express Store at Westover AFRB, Scott and his team were able to convince the base to give the store alternate space and now it has been relocated and revamped
- Kelly Smith joined the BSC team as the new manager at Island Express and Julia Calandrella will be relocating to New Jersey to manage the
Arsenal Express store
• In total the BSCs had gross sales of over $7 million for the first time in the history of the department. The previous high was $5.1 million in 2015

“It amazes me how each year our agency continues to grow,” commented Katie Humphreys, Vice President of Production and Distribution. “But there’s honestly nothing like knowing you’re doing it all to support people who really need you.”

“It makes coming to work, not like coming to work.”

The Central Industries department has continued steady growth with the addition of Syracuse Industries in 2015 and several new contracts in 2016 to support that expansion.

Notable product additions and new contracts for 2016 include:
• New AbilityOne product addition of General Purpose Nitrile gloves – new partnership with Showa Glove and domestic sourcing of disposable gloves
• New contract with Visiting Nurses Service of New York State providing exam gloves, industrial gloves, and isolation gowns
• New contract with Oneida Correctional Cook Chill facility providing cook chill bags. These bags are used to store food that is shipped to all 70 state correctional facilities to provide 3 meals a day to inmates
• Significant growth in Imus and Zep contracts with expanded filling of cleaning liquids

Last summer, in an effort to leverage business development expertise, Olmsted Center for Sight solicited CABVI for a new and unique partnership which will lead to significant employment opportunities in western New York for people who are blind.

CABVI continues to serve its mission and showcase leading practices with this distinct program helping fellow agencies become social enterprises with long term sustainability.

“Sustainability is a key component to being a successful organization,” began Jessica Watson, Vice President of Services. “It’s the reason we continue to grow and serve the people we do in various ways.”

“Our service contracts continue to expand as well.”

Highlights from the Services department include:
• Began first Service Contract in Syracuse Facility with kitting. Northern Safety does a mass mailing for the new year of their new updated catalog. In addition to the catalog, they also send a notepad and their signature bag of thank you candy. This is our first year of working on the Northern Safety kits. The team has to produce a total of 15,000 kits
• Awarded a Partnership Award to the Department of Motor Vehicles
• Renewed CABVI contact center contract for an additional 5 years
• Joe Merlan, Production Supervisor at CABVI Syracuse Industries, and Jessica Watson, completed Lean Six Sigma Black Belt training course

In 2016, CABVI hired 30 new employees, 13 of which are blind.

“Part of what keeps our employees going strong is CABVI’s effort to increase morale and give opportunity for upward mobility,” explained Julie Byrne, Vice President of Human Resources. “We implemented the Quest program in 2016 to all for professional and personal development to all employees both sighted and blind or visually impaired.”

The CABVI Quest Program is an opportunity for employees to achieve upward mobility within the company and to learn more about CABVI in ways they may have not yet discovered. Each month, participants will meet to spend the day with their peers and listen to CABVI leadership or fellow employees speak and discuss various aspects of day to day activities or tasks. Participants were selected from all departments within the CABVI family at our production and manufacturing facilities in Syracuse and Utica, NY, and also our contact center at the Albany VA.

“Upward mobility and retention of employees within our CABVI family is very important to us all. We want our employees to be able to learn and grow and hope the CABVI Quest Program allows Questers to
achieve just that” said Jill Koch, Chief Financial Officer at CABVI and CABVI Quest mentor.

Other programs started by Human Resources in 2016 include:
- MVP Recognition Awards
- Employee Morale Fund
- Ongoing Management and Team Building Trainings with RD Advisory Group, LLC
## The numbers

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>2016</th>
<th>2015</th>
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<tr>
<td>Central Industries Sales</td>
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<td>Base Supply Center Sales</td>
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<td><strong>Total Operating Revenue</strong></td>
<td><strong>$55,035,656</strong></td>
<td><strong>$48,558,920</strong></td>
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<th>OPERATING EXPENSES</th>
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<tr>
<td>Central Industries Program</td>
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<td>$35,909,059</td>
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<td>Base Supply Center Merchandise</td>
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<td>Public Education/Communications</td>
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<td>Development</td>
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<td><strong>Total Operating Expenses</strong></td>
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<td><strong>$45,482,598</strong></td>
</tr>
</tbody>
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| Ending Net Assets                | $40,934,084     | $35,574,261     |

### 2016 Revenue
- **Central Industries Sales** 83%
- **Base Supply Store Sales** 13%
- **Contributions & Bequests** 2%
- **Rehabilitation Program Income** 2%

### 2016 Expenses
- **Central Industries Program** 76%
- **Base Supply Stores Merchandise** 13%
- **Occupancy** 3%
- **Management and Administrative** 4%
- **Rehabilitation Program** 4%
### Revenue

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### Ending Net Assets

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2016 Volunteer Stats
472 volunteers
23,366 hours

2016 Preschool Vision Screening Stats
3,236 children screened
249 referrals

1,644 total consumers served in 2016

### Service Intakes

![Bar chart showing service intakes by year and category]
A generous community helps to make our mission possible. Your contribution to CABVI directly assists people needing our services. We are deeply grateful for your support.

Members of the Anne Sullivan Macy Society support the mission of the agency with gifts of $100 or greater in the categories on these pages. While we appreciate all gifts of any denomination, because of space constraints, we are listing only contributions of $50 and above.

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

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- Estate of Edward T. Gaffney

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Mary Lennon

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