Community & Growth
This past year gave the CABVI family a glimpse of the future. We completed construction of our $8.5 million Vision Health and Wellness Center, provided services to a record number of people with vision loss, and increased the number of contracts with the State and Federal government so we can expand employment for individuals who are blind or visually impaired.

As we look forward, our goal is to enhance our footprint in the Syracuse area by offering additional employment opportunities, offer creative methods for increasing our approach to rehabilitation, and pushing the boundaries of the industry.

We are humbled by our success, grateful for your support, and we cannot be happier to continue to uphold our mission - to assist people who are blind or visually impaired to achieve their highest levels of independence.

By every measure, the Central Association for the Blind and Visually Impaired experienced its strongest year ever in 2019.

It was also a year of transition, where we bid farewell to our President & CEO of 12 years, Rudy D’Amico, and welcomed his successor, Edward Welsh, who volunteered at CABVI for over 25 years.

As Ed stated in his message, 2019 opened a new era for our 91-year-old organization. We attribute these accomplishments to our dedicated staff, vibrant boards of directors, and a generous community that appreciates and supports our mission. You recognized the impact CABVI has on the lives of our friends and families with vision loss.

Let us all pledge to continue this distinction of excellence in the years to come.
## CABVI
### FINANCIAL REPORT

### Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment Program Revenue</td>
<td>$63,040,981</td>
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<tr>
<td>Cost of Goods Sold</td>
<td>$49,587,870</td>
<td></td>
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<tr>
<td>Employment Program Net Revenue</td>
<td>$13,453,111</td>
<td>87%</td>
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<tr>
<td>Rehabilitation Services Revenue</td>
<td>$1,044,149</td>
<td>7%</td>
</tr>
<tr>
<td>Fundraising Revenue</td>
<td>$1,033,151</td>
<td>6%</td>
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### Total Agency Net Revenue

<table>
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<tr>
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<th>Percent</th>
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<tbody>
<tr>
<td>$15,530,411</td>
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### Expenses

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment Program Expenses</td>
<td>$5,647,957</td>
<td>48%</td>
</tr>
<tr>
<td>Rehabilitation Services</td>
<td>$2,299,344</td>
<td>19%</td>
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<tr>
<td>Fundraising</td>
<td>$228,246</td>
<td>2%</td>
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<tr>
<td>Support Services</td>
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<tr>
<td>Administration</td>
<td>$1,812,194</td>
<td>15%</td>
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<tr>
<td>Occupancy</td>
<td>$1,604,180</td>
<td>14%</td>
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<tr>
<td>Loss of Sales of Investments</td>
<td>$215,739</td>
<td>2%</td>
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### Total Expenses

<table>
<thead>
<tr>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>$11,807,660</td>
<td>100%</td>
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Increase in Net Assets Before Unrealized Gains  
Unrealized Gains in Endowment Savings
Total Change in Net Assets
Beginning Net Assets

### Ending Net Assets

<table>
<thead>
<tr>
<th>Amount</th>
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<tr>
<td>$58,162,672</td>
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</table>
REHABILITATION

1,700 hours of therapy to 38 school districts

1,673 patients served

1,003 patients were female

670 patients were male

187 patients were 0-21 years old

515 patients were 22-70 years old

935 patients were 71 years or older

510 low vision exams

1,300 preschool vision screenings

544 hours dedicated to outreach

544
The rehabilitation staff continues to transform lives and assist individuals with their vision loss. At the end of 2019, construction concluded on CABVI’s Vision Health and Wellness Center, six professionals joined the growing department, and we provided clinical work experience to 60 college students, representing 10 colleges and universities. In addition to the patients served within our eight-county footprint, over 150 individuals received services outside of the region. The adaptive sports and recreation arm of the rehabilitation department hosted three camps that served 30 children from 18 different counties, 21 of whom attended CABVI camps in one of the last seven years.
CENTRAL INDUSTRIES

742,599 cases of exam gloves packaged

500,148 textiles sewn

298,274 pounds of rubber bands packaged

254,064 pajamas sewn

123,784 cases of incontinence products packaged

37,284 flashlights packaged

11,848 cases of garbage bags produced
During 2019, CABVI renewed its glove contract with the Department of Homeland Security/Transportation Security Administration for the next five years, expanded business with the Visiting Nurse Service of New York by supplying scrubs and face masks, and added skin care and hand sanitizer product lines for New York State. We assisted our sister agency, Visually Impaired Advancement (VIA) in Buffalo, formerly Olmsted Center for Sight, to win the glove contract for Wegmans Food Markets. VIA will supply more than 158,000 cases of gloves to 101 stores and commercial baking facilities.
$7,784,284
in total sales

BASE SUPPLY CENTER

Arsenal Express
Ernesto Acevedo
Amy Kypers

Shipyard Express
Jim Thompson
Terri Fabrizio
Jeff Rudert

Island Express
Paul Fears
Kelly Smith
Alex Rienzo

Galaxy Express
Lee Mendoza
Shelley Milstein

Tobyhanna Office Express
Taisha DelValle
Amber DeStefano

Dolphin Express
John Matthews
Justin West
*not pictured
Matt Briscoe
Mary Oatley
*not pictured
Our BSC program continued to grow with an increase of 3.53% in sales over 2018. Of the six locations, Tobyhanna Office Express showed an increase of nearly 50%, and Arsenal Express was the second highest grossing location, primarily through website sales.
BUSINESS SERVICES

DMV - Utica, NY
1,148,910 pieces of mail opened and sorted

CENTRAL INDUSTRIES - Utica, NY
56,391 samples of Medline incontinence products
11,100 kits produced

CONTACT CENTERS - Syracuse and Utica, NY
162,979 inbound calls and outbound attempts
96.55 average quality score

VA SWITCHBOARD - Albany, NY
248,056 incoming calls
144,819 extension calls
32,115 paged calls
1,932 call backs
The Business Services team had a successful 2019 by renewing contracts, growing partnerships, and acquiring new business. In October, CABVI entered its ninth year of service with their Federal Contact Center contract and expanded business services to their Syracuse location. In addition, CABVI’s mail sorting contract with the DMV renewed for another year.

CABVI fostered local partnerships by providing services to community businesses, like the Boilermaker Road Race and Northern Safety. The Stratton VA Medical Center Contract in Albany continued switchboard services by collaborating with Mountainside Medical Equipment, a local Service Disabled Veteran Owned Business (SDVOB).

Lastly, CABVI worked with Medline to package sample packs for their customers and it grew throughout the year. It led to various repack opportunities with Medline, which will provide new employment and upward mobility opportunities to individuals who are blind or visually impaired.
Gifts in Memory
Nicholas Androulidakis
Laura O’Donnell

Maryrose Azzarito
Dolores Bremer

Dr. Franklin Barber
Kimberly Paine
Charles and Teresa Rogers
David and Mary Valentine
Richard Waldron

Matthew Barone
Rudy and Anne D’Amico
Joseph Taurisani and
Leta Laukaitis

Rose M. Basciotta
Ronda S. Austin
Guy and Diane Basciotta
Beverly Gado
Edward Holmes
Nancy Kratzert
Heather Martin
Ed and Barb Paparella
Emil and M. Janet Paparella
John and Janet Paparella
James Roberts
Richard and Rose Marie Roberts
Virginia Sokolowski
Frank and Janet Zito

Antoinette Bottini
Helen Trotta

Karen Czuryla Brittelli
Laura O’Donnell

Joanne M. Brown
Richard Brown

Gloria Brown
Rudy and Anne D’Amico

Annabelle Calabrese
John and Lori Calabrese
Rudy and Anne D’Amico

James Carlo
Christine Barnes
Robert and Sharon Braunlich
Paul and Kelly Callari
Michael and Carol Clare
Rudy and Anne D’Amico
L. Michael and Paula Fitzgerald
Kenneth and Pamela Ford
Steve and Patty Gannon
Georgio’s Village Cafe, Inc.
Steven and Kathleen Hartnett
Nancy Hughes
Donald and Pat LoGuidice
Matt Funeral Service, Inc.
Cynthia J. Parlato, M.D.
Earle Reed
Gary and Marcia Scalzo
Scalzo, Zogby & Wittig, Inc.
Col. and Mrs. Paul A. Steves
Joseph Taurisani and
Leta Laukaitis
Dennis Webster

William Carrock
Mary Carrock

Jeanne Castle
Laura O’Donnell

Yolanda Cavo
Rudy and Anne D’Amico

E. C. Cherrett
Robert Redfield

Beverly Clarey
Andrew and Janet Clarey

Michael Ryan Clark
Always Treasure the Memories
Barry Bartle
Tiffany Clark
Glenda Foster
Daniel and Kathryn Griffiths
Sharon Loori
Nancy Marafioti
Northland Trailers
Edward and Allyson Saraceno
Barbara Scully
William and Elizabeth Sink

Mary Clements
Kathleen Lasch

John and Doris Collins
Gordon and Jill Bush

Patrick Corrigan
William and Eleanor Corrigan

Dad and Mom Peter and
Lucy DeGrastina
Lucille DeGrastina

Jo Anne Deller
Mitch and Margaret Hansen

Betty Doherty
Beverly Johnson

Margaret Durr
Joan Davis

Judy Ehrhart
Rita Ewers
Irene Haracz
John and Rosa Hosp
Diana O’Looney

Luca Esposito
Richard and Carol Benedetto
Steve and Patty Gannon
William and Mary Murabito

Mary Esposito
Marie Turi

Jacqueline Fletcher
Mary Fletcher

Jeffrey C. Ford
Rudy and Anne D’Amico
Joseph Taurisani and
Leta Laukaitis

Janet Black Fox
Charles and Elizabeth Black

Frances Kernan Gilroy
James and Ruth Kernan

Frank Giovannone
Joan Giovannone

Walter Graham
Marytheresa Balutis
Anthony and Nicolette Fraccola
P. Daniel and
Cindy Freudenberger
Daniel and Gail Gorczynski
Patrick and Alison O’Leary

Wanda Hammon
Rudy and Anne D’Amico

Joanne Hartnett
Rudy and Anne D’Amico

Amelia Ameduri Houston
Marie Turi
<table>
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<tr>
<th>Name</th>
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<tr>
<td><strong>Dorothy Hughes</strong></td>
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<td><strong>Danette E. Jones</strong></td>
<td>P. Daniel and Cindy Freudenberger MITCH and Margaret Hansen</td>
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<td><strong>Beverly Kearney</strong></td>
<td>Mary Ann Bryden&lt;br&gt; Dennis and Elaine Buttenschon&lt;br&gt; Leo and Paula Carney&lt;br&gt; Gary and Debbie Dawes&lt;br&gt; Christopher and Stacey Dawes&lt;br&gt; Dawes Living Trust&lt;br&gt; Tom and Linda Doxtader&lt;br&gt; David and Anne Elacqua&lt;br&gt; P. Daniel and Cindy Freudenberger&lt;br&gt; Gerald and Jeanne Gymburch&lt;br&gt; Scott and Pooniil Healy&lt;br&gt; Lori Lynn Keever&lt;br&gt; Gail Knight&lt;br&gt; Christine Kolek&lt;br&gt; Karen and Joseph Makuch&lt;br&gt; John and Nadora Mikolaiczky&lt;br&gt; NBT Bank&lt;br&gt; Barry and Lisa Oaksford&lt;br&gt; One Paw at a Time&lt;br&gt; Christopher and Linda Reynolds&lt;br&gt; Tanya Rosen&lt;br&gt; Kathleen Roucant&lt;br&gt; Larry and Christine Schram&lt;br&gt; June Taylor&lt;br&gt; G. Fred and Judith Wollin&lt;br&gt; Gail Zegarelli</td>
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<td>Michael LaClaire</td>
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<td>Gloria Lekki-Macri</td>
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<td>Melva Max</td>
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<td>Edwin Meyers Jr.</td>
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<td><strong>Helen Owens</strong></td>
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<td><strong>Angela Pappas</strong></td>
<td>Laura O’Donnell</td>
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<td><strong>Lyle Peaslee</strong></td>
<td>Mona Rasha</td>
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<td><strong>Julius Perillo</strong></td>
<td>Rebecca E. Schaafsma&lt;br&gt; Frank and Barbara Terras</td>
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<td><strong>Danny Priore</strong></td>
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<td><strong>Sallene Phyllis Reich</strong></td>
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<td><strong>Seymour Ribyat</strong></td>
<td>Martin and Claire Garfinkel</td>
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<td><strong>Ruth Riel</strong></td>
<td>Lynn and Jo Anne Burrill&lt;br&gt; Steven and Dorothea Craig&lt;br&gt; Robert and Marie Gannon&lt;br&gt; Jean Seero&lt;br&gt; Mark and Kathleen Shaffer&lt;br&gt; TelecomPioneers Excelsior Chapter #98</td>
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<td><strong>Renato J. Roefaro Sr.</strong></td>
<td>Peter and Eileen Manno</td>
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<td><strong>Adeline Rosato</strong></td>
<td>Anthony and Diane Talerico</td>
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</table>
Teresa Scalzo
Sam and Laine Berardino
Ray Cardinale
Charles A. Gaetano
Construction Corp.
Keith and Debra Landman
Vincent and Gloria Palmiero

Mr. and Mrs. Amedeo “Jim” Scarchilli
Dr. and Mrs. Thomas Webb

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Arthur and Linda Tayntor

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Rudy D’Amico
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Laura Yakey

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John and Lori Calabrese

John and Lori Calabrese
Lisa Orlando

Families of Elise Corrigan,
Shawn Corrigan,
Dennis and Sheri Corrigan,
Bill and Sharon Corrigan,
David Corrigan,
Karen Corrigan-Rider
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Monica Durr Davis
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Daniel Gale

Anne Gale
Daniel Gale

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Nancy Manser

Jim Martino
Thomas Fanning

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Carbone Family Fund
Community Foundation of
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Earth Sensitive Solutions, LLC
Express Employment Professionals
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Survivor’s Trust
Dr. and Mrs. Joseph Gale
Christopher and Virginia Kelly
Bank of America
George and Pinny Kuckel
Elizabeth Lemieux, Ph.D.
M&T Bank/Partners Trust Bank
Charitable Fund of CFHOC
Albert and Elinor Mazloom
National Industries for the Blind
Roger Tibbitts
The James H. Wurz and Edward T. Wurz Sr. Foundation

Humanitarian
$9,999 - $2,500
James K. Clark Fund of The Community Foundation of Herkimer & Oneida Counties
Rudy and Anne D’Amico Essendant
First Source Federal Credit Union
Charles A. Gaetano
The Charles and Florence Kaplan Foundation
Estate of Bette Jean Konchar
Leatherstocking Abstract & Title Corp
Alan R. and Connie Leist Jr
Lions Club of Utica
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Medline Industries Inc
Mountainside Medical Equipment Inc.
NBT Bank
Dr. Cynthia J. Parlato
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Francis and Ruth Pugliese
Rome Community Foundation
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Strategic Financial Services, LLC
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Coach Gary Heenan
Ventyv/Sri Trang Glove

Fellow
$2,499-$1,000
Joetta Bernhard
Mr. and Mrs. Jeffrey Brandstadt
Margaret G. Brown CPA
Marjorie Chase

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$999-$500
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Critical Imaging, LLC
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Hazan B Hinman Sr Foundation, Inc.
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Cynthia Kester
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Lions Club of Clinton
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McDonald’s
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Edward and Roma Welsh
Dr. and Mrs. Allen Zuck

Patron
$499-$250
Hazel Black
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Carolyn Gano

Associate
$249-$100
Suzanne Adams-LaLonde
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The Honorable Mr. and Mrs. Anthony J. Garramone
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Marielaena Heck
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Eileen Hooks
Junior B Sharp Musical Club
Dean and Eva Kelly
Joseph and Sheila Kowalski
Kathleen Lasch
Lions Club of Gouverneur
Lions Club of Richfield Springs
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Dorothy Nassar
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Beverly Price
Earle Reed
SAES Smart Materials, Inc.
Donald and Carol Shutt
Susan Sivers-Corrigan
Six Center Redemption
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Straubel Paper Company
Utica Sign and Graphics, LLC
Jessica Watson
Milton Webster
Richard Welchons
Richard and Nancy Yakey
Karen Ziomek
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<tbody>
<tr>
<td>American Martial Arts Institute</td>
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<tr>
<td>Richard Antanavige</td>
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<tr>
<td>Arthur Nole Systems In Hair</td>
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<tr>
<td>Albert Avellino</td>
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<td>Dr. Lee and Athena Avramidis</td>
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<td>Michael and Carol Bannigan</td>
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<td>Guy and Diane Basciotta</td>
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<td>Bennett Distributors of Utica, Inc.</td>
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<td>Sam and Laine Berardino</td>
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<td>Vincent Cimino</td>
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<td>Michael and Carol Clare</td>
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<tr>
<td>CNY Eye Physicians and Surgeons, P.C. - Staff</td>
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<tr>
<td>Rene Cominsky</td>
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<td>Ann Coupe</td>
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<td>Steven and Dorothea Craig</td>
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James White
Louise Whittaker
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THANK YOU

Thanks to you, our programs and services remain healthy, active, and assist those who need them the most. Your donation means so much to us, and we are thankful to have you as a CABVI family member.

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

For every $1 in revenue, 94 cents is spent directly on programs and services.

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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IN MEMORIAM

The 2019 Annual Report of the Central Association for the Blind and Visually Impaired is dedicated to the memories of Ada May Fearon and John Tracy. In both the quantity and quality of their service to people who are blind, the deaths of Mrs. Fearon, and Mr. Tracy, left a void not easily filled.

Ada May Fearon
1926 - 2019

The mother of a blind child, Mrs. Fearon served with distinction from 1976 to 1996 including a term as vice chair of the board. Her fellow board members named her a director emeritus upon her retirement.

John Tracy
1947 - 2019

John Tracy was an active member of the board at the time of his passing. Both he, and his wife Mary, a former CABVI employee, lived with vision loss. His passion for CABVI knew no bounds.