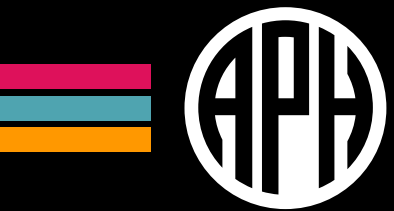


# Learn Your Way



**Annual Report**

**Fiscal Year 2020**  
Oct. 1, 2019 – Sept. 30, 2020





APH headquarters



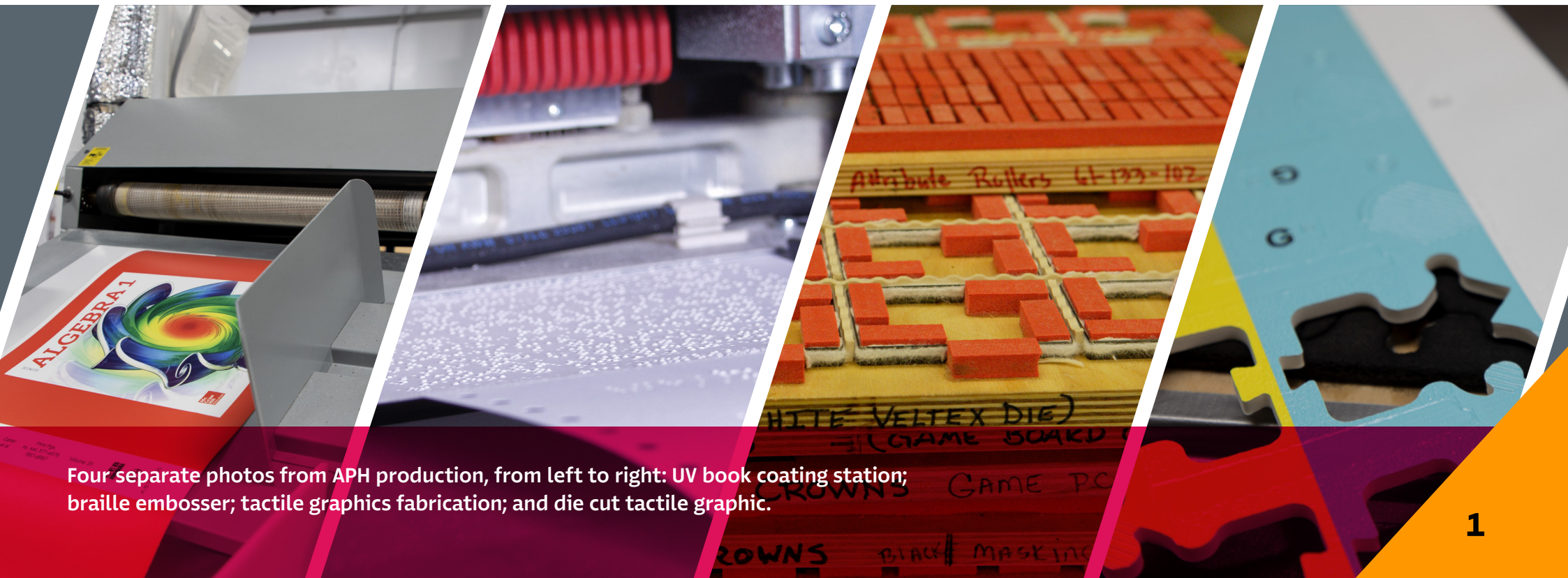
# Welcome to APH

Since 1858, The American Printing House for the Blind has operated in Louisville, Kentucky, empowering people who are blind or visually impaired by providing accessible and innovative products, materials, and services for lifelong success. Our vision is for an accessible world, with opportunity for everyone.

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

From adaptive educational products like braille and large print textbooks, tactile maps, and refreshable braille devices, to the services offered through APH Press and the APH ConnectCenter, we are committed to meeting the needs of the students, adults, parents, teachers, educators, advocates, and others we serve.

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



Four separate photos from APH production, from left to right: UV book coating station; braille embosser; tactile graphics fabrication; and die cut tactile graphic.

# Table of Contents

## Annual Report, Fiscal Year 2020

October 1, 2019 — September 30, 2020

Welcome to APH	1
President's Message	4
October–December 2019: Growth and Possibility	6
January–March 2020: Discovery and Challenge	8
April–June 2020: Resilience and Strength	10
July–September 2020: Synergy and Possibility	14
GoodMaps	18
ConnectCenter	20
APH Supporters	22
Federal Quota Program	24
Financial Reports	26
Fiscal Year 2020 Highlights	27
Guidance for our Mission: Corporate Officers, Trustees, and Committees	28

### APH Mission:

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

### New Typeface:

In this Annual Report we are using a new font that is under development and was designed specifically for low vision users. We welcome your feedback and comments at [communications@aph.org](mailto:communications@aph.org).



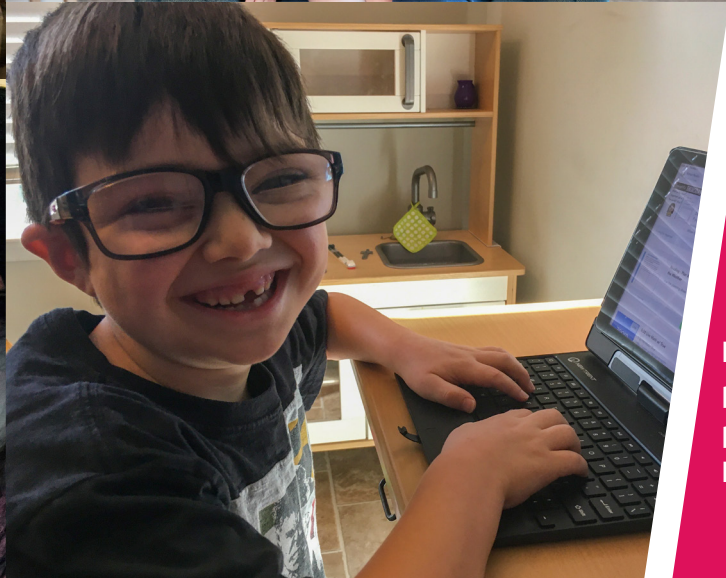
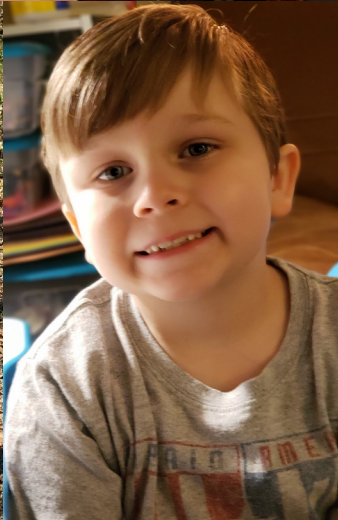
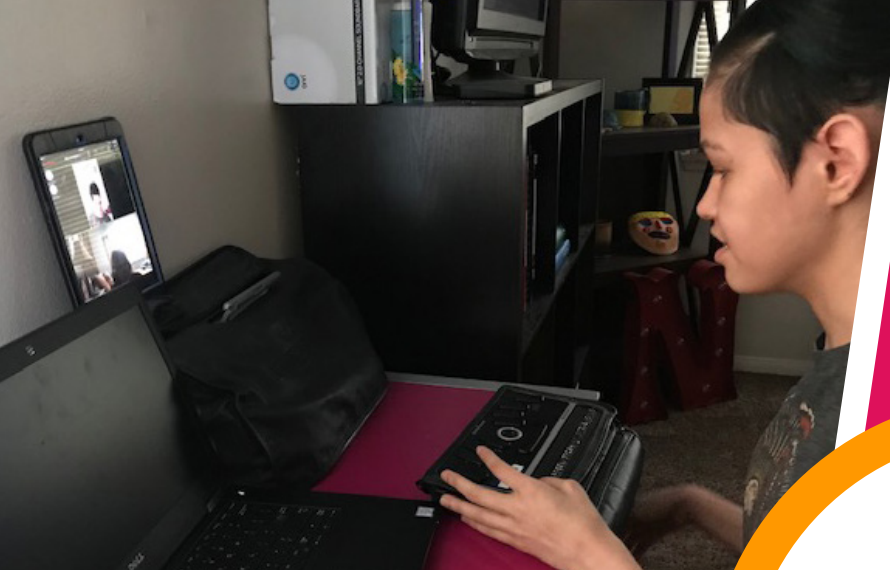
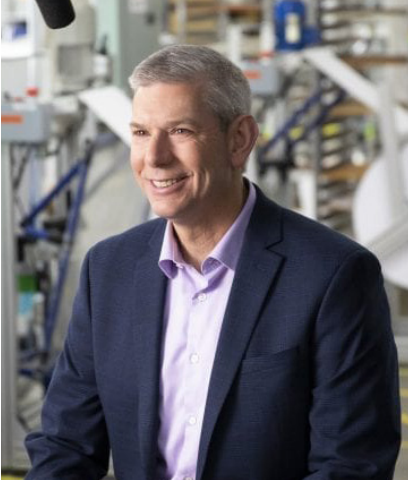


Photo collage featuring students, parents, and teachers who participated in APH's Virtual ExCEL Academy summer camp



# President's Message



What happens when you prepare to deliver services and products through normal delivery chains, only to have those chains broken? Such was the world of 2020 when the COVID-19 pandemic began. It was both amazing and somewhat scary to see the familiar disappear and a new reality appear in a matter of days. It was perhaps one of the first times in recent history that both business and education pivoted to new modalities at the same time, forcing all of us to adapt to new practices of learning and surviving.

While the online learning community was not new, it had not been a mandatory practice for all. It is also fair to say that much of that community was still not accessible for individuals with vision loss. The overnight shift to non-traditional instruction was an “all call” to the field for help. Fortunately for us, our field is not only a field of dedicated service but of ingenuity and creativity as well. Multiple agencies addressed the pertinent need to deliver educational products and services via nontraditional teaching strategies. We heard the story of braille brigades that were printing and collating materials in private garages, and then driving those materials dozens, and sometimes hundreds, of miles so that students could stay engaged. Several teachers conducted classes through

glass doors, over FaceTime, and sometimes over the phone when internet service was not available.

Here at APH, we saw the creation and launch of the Virtual ExCEL Academy, #AtHomeWithAPH Resources and webinars, and the relaunch of the APH ConnectCenter. These programs were designed to provide both immediate and lifelong learning opportunities to meet the needs of professionals in the field, blind adults, families, and of course, students. All of these programs became a vital link for many professionals, and have remained a strong resource for them. We continued our regular production and launched four new technology products and several new products in curriculum and assessment in 2020.

COVID-19 has provided a steep challenge. We have all been stretched, and from that, we have developed an unimaginable resilience. We have emerged stronger, more confident of our abilities, and more determined to make sure that our students and adults continue to receive the products and services they need, regardless of learning modality. We are hopeful that the current situation will be a memory by mid-2021, and life will become more normalized, regardless, we will continue our efforts at APH to serve the field to our fullest extent.

Craig Meador, Ed.D., APH President

Photo above: Craig Meador standing in the foreground of the APH production plant





Masked APH President, Craig Meador, stands in the production plant at APH with a socially distant masked employee in the background at a work station.



# October–December 2019:

**Our 2020 fiscal year started with plans to build APH's presence internationally, the development of a refreshable braille device designed specifically for students, and the start of the conference season.**

In October 2019, in conjunction with APH's Annual Meeting, our BR 20 Workgroup reconvened to put the finishing touches on the Chameleon™ 20, the first refreshable braille device developed specifically for school-age students. Since the prior spring, APH had conducted teacher and student focus groups and brainstorming workshops where we gathered feedback directly from teachers and students. After meeting earlier in 2019, the workgroup met in the fall to review the final features of the device and get the first look at the product's design. This group, which was made up of teachers, engineers, consumers, vendor representatives, and APH staff, worked tirelessly to ensure this new braille device had the features that would benefit both students and teachers. Developed in partnership with HumanWare, the Chameleon 20 launched in July 2020 to rave reviews from our educational customers.

November brought us an early holiday gift, when we found out that Code Jumper, our accessible coding tool, had been selected by the Consumer Technology Association (CTA) as a winner of their coveted, Best of Innovation Award in the accessibility category. This recognition promised to give Code Jumper high visibility at the Consumer Electronics Show (CES), our first planned conference of 2020. Access Explorer, the APH spin-off company that offers indoor navigation solutions, also was announced as the winner of the CTA Eureka Park Accessibility Contest, which recognized startup companies that designed technology to benefit older adults and people with disabilities.

Chameleon 20 units in the three bumper case colors





# Growth and Possibility

December saw us travel to Canada to participate in International Day of Persons with Disabilities at three Microsoft Store locations. APH staff, along with our partners from HumanWare, demonstrated Code Jumper at Microsoft Stores in Ontario, Mississauga, and Vancouver. Students, teachers, and parents visited the stores to learn about accessibility, while they tried out various accessible technology offerings, including Code Jumper, which was originally designed by Microsoft and developed by APH.

In December, we put the final touches on our plans for the United States and international launch of Code Jumper. Plans were made for the UK and U.S. celebrations in January, activities in Australia in February, and launch in Canada in March. All in all, our 2019-2020 fiscal year was off to a great start with promises of spreading APH's mission not only across the United States, but throughout the world as well.

A student connecting Code Jumper pods at the Microsoft Store in Ontario, Canada





# January–March 2020:

**With no indication of COVID-19 and the challenges it would bring in just a few short months, APH welcomed 2020 with big hopes, dreams, and goals for the many opportunities the new year would bring.**

CES was the first conference on our list, so we traveled to Las Vegas to spread our message of accessibility. As a Best of Innovation Award winner, Code Jumper was featured on highlight reels that played in conference hotels, showcased in the CES show publications, and highlighted by a local television crew on one of their morning news shows. We left Las Vegas with high hopes for Code Jumper's roll out in the United States and internationally.

In mid-January, we held the UK Code Jumper launch at the Microsoft Reactor in London. More than 70 people attended this event, including teachers, students, computer science professionals, and other individuals from the blindness field. Through presentations and demonstrations, we shared Code Jumper's unique inclusive design that allows all children to learn the basics of block coding.

Later in January, we traveled to Orlando, Florida, where we shared our five-year vision for the future of braille and low vision technologies at the Assistive Technology Industry Association (ATIA) conference. We introduced the newest APH Press book, *Access Technology for Blind and Low Vision Accessibility*, and the subtle, but important, shift from the term "Assistive Technology" to "Access Technology." The book's author, Dr. Yue-



APH staff demonstrating to attendees at the booth during the CES Conference



# Discovery and Challenge

Ting Siu, spoke at ATIA about how access technology is about “true independence and empowering people who are blind or visually impaired to learn about available technologies and assembling a technology toolbox that best meets students’ and professionals’ needs.”

In March, we traveled across the country to Anaheim, California for the CSUN Assistive Technology Conference, ready to announce our newest and most revolutionary advancement in refreshable braille: Mantis™ Q40, a Bluetooth® QWERTY keyboard and a 40-cell refreshable braille display. Developed in partnership with HumanWare, the Mantis Q40 solves the age-old issue of having to choose between a computer keyboard and braille device. At the same time a student or professional is typing on the Mantis, the refreshable braille below the keyboard is providing a multimodal braille complement to the screen reader, making it easier to participate in, and succeed at, school or work.

But, oh, what a different CSUN – and world – we found. With COVID-19 spiking across the globe, and especially in California, the APH booth was set up in a near-empty exhibit hall as the majority of major tech companies and attendees canceled participation. Like the rest of the world, we did not know that this was only a small preview of what would come in the months ahead. However, one thing was very clear: It was important, now more than ever, for students and teachers to have access to the necessary technology and resources to continue learning and teaching in this new and remote world.

The APH *Change Makers Podcast* aired its first episode on March 26, three months sooner than we originally planned, with the first six episodes dedicated to the coronavirus and how the blindness community responded to the crisis. The podcast features everyone from CEOs to students and highlights the people, products, and services making the biggest difference in our field. To date, there are more than 20 *Change Makers* episodes and more than 4,300 downloads.



## CHANGE MAKERS

AN APH PODCAST

Visit the APH Change Makers Podcast page  
<https://www.aph.org/change-makers-podcast>.



# April–June 2020:

**As our nation was forced to adapt to remote learning and virtual instruction, APH got busy breaking down some of these educational barriers.**

## **For Students**

In partnership with Paths to Literacy, we introduced APH Virtual ExCEL Academy, offering free and engaging webinars, organized by age groups, for students learning from home. During the summer months, we hosted Virtual ExCEL Summer Camp. More than 700 campers participated in exciting opportunities to play, learn, and socialize with weekly themes like Outdoor Adventure and Ocean Exploration. Our Virtual ExCEL offerings were so popular (with nearly 3,000 webinar registrations across 20 different countries), we now have ExCEL offerings planned for three days each week throughout 2021.





# Resilience and Strength

## For Professionals

Our #AtHomeWithAPH Resources, introduced in April, continue to offer a repository of supplemental at-home lessons, provide access to downloadable braille-ready and large print APH textbooks and teacher's guides, and include a curated list of external resources to help facilitate learning. APH Access Academy webinars offer the education and training needed to get the most out of APH products and services for teachers, parents, and consumers. Most webinars also provide ACVREP continuing education credit. To date, Access Academy has had more than 18,000 webinar registrations in 48 different countries.

In praise and celebration of Teacher Appreciation Week, we held the #KeepLearningWithAPH contest and asked educators to share the inspiring and innovative ways they were serving their students during this time of distance learning. Stories of porch drop-offs, mailed "hugs," and video instruction quickly filled our social media feeds. Contest winners received APH products as gifts.

“ *I heard one of my students advocate for tactile graphs to a classroom teacher on a Zoom meeting. Knowing my students understand their rights, and the importance of these materials is by far the most rewarding thing! I set up an embosser, PIAF, and 3D printer in my garage so I can create and deliver braille and tactile learning aides to my students.* ”

— Neal McKenzie, California TVI and  
#KeepLearningWithAPH contest winner

**Pictured at Right:** Neal McKenzie sitting in his car, wearing a mask, and holding up pages of tactile graphics with braille





# Resilience and Strength, continued

## For Parents

Parents found themselves not only managing their own jobs and households, but also helping to facilitate their children's remote learning – an almost impossible burden to bear, especially without the necessary tools and resources to succeed. In response, The American Foundation for the Blind (AFB), in collaboration with APH and 19 other organizations, conducted the *Access and Engagement Study*, which gathered responses from 455 families, and more than 1,000 TVIs and O&M Specialists to learn about the challenges and successes experienced as the nation shifted to remote instruction. Dr. L. Penny Rosenblum reported the findings at APH's 152nd Annual Meeting on October 8, 2020, alongside a panel of parents and teachers. The data has been used to identify and document novel ways in which educators and parents can provide instruction when access to materials and resources are limited.

“ *We were supposed to be provided with some tools for our son .... Due to COVID, these things (were not) provided, and (the school) offered some ideas to make things from stuff we have at home. I have three kids and my husband is still working. I did not have the time to build anything suggested to me. We were counting on the provided materials.* ”

— Family member of a child who is blind; taken from the AFB Access and Engagement Report



Pictured at Right: Mother and son



## For Community

As more buildings across the U.S. continued to go dark and resources became more scarce, the APH ConnectCenter served as an important lifeline for people at all stages of vision loss. From March through October 2020, the ConnectCenter Information and Referral (I&R) Line received over 1,000 calls (more calls than were received in all of 2019), and ConnectCenter webinars have had more than 1,600 attendees since July 2020. See page 16 of this Report for more about the APH ConnectCenter.

“*APH has been amazing through the pandemic for myself (an O&M instructor) and my son (11-year-old braille reader). I just want to say thank you!*”

— sent by a grateful mother after  
*Unwrapping the Wonder* VisionAware webinar



VisionAware's social media graphic promoting the Unwrapping the Wonder webinar

“*I really appreciate the information you have sent. Now I have the tools to help me and others push to get the legislative support for low vision aids and blindness through Medicare.*”

— Submitted to the VisionAware website by an I&R caller



# July–September 2020:

## The New Age of Virtual Conferences

After the CSUN conference in March, and the rise of COVID-19, the majority of annual conferences in which APH participates were canceled. The two largest U.S. consumer conventions for individuals who are blind – ACB and NFB – were the first major industry conferences to announce their conventions would be held virtually.

Although online presentations and “Zoom room booths” were foreign to all participants and attendees, the APH team made the most of these virtual opportunities, presenting information on our products and services and finding new ways to engage these virtual audiences. Even in the midst of a pandemic, we were able to successfully introduce three new products making a difference in braille and tactile graphics literacy:

### Chameleon 20

Offering a suite of built-in applications, superior internal intelligence, and multiple modes of connectivity, this 20-cell refreshable braille device is designed specifically to enhance students’ classroom engagement and productivity. Our focus group research not only revealed the technical features desired in a refreshable braille display, but we also learned that students – and even adults – wanted more than the traditional black and gray-colored devices already on the market. The Chameleon 20 is customizable, depending on the user’s personal preference, with three interchangeable TPU bumper cases in teal, purple and pomegranate – hence its name, Chameleon.

### PixBlaster and PageBlaster Embossers

Developed in partnership with HumanWare (PageBlaster) and ViewPlus (PixBlaster), we introduced two new federal quota-eligible embossers for the first time in APH’s history. Knowing that braille and graphics needs differ significantly among teachers, transcribers, classrooms, and students, offering two embossers with differing strengths means users can choose the embosser that’s best for them. Both embossers operate desktop printers, are perfect for use in or out of the classroom, and are accompanied by professionally narrated set-up and training tutorials, FAQs, and Users Guides.



Two separate photos from left to right: Chameleon 20 and the PixBlaster and PageBlaster embossers



# Synergy and Possibility

## APH Annual Meeting Goes Virtual

Our 152nd Annual Meeting, themed Better Together, looked a little different than those of the previous 151 years as the shift was made to a virtual event. As in years past, attendees enjoyed a Welcome Reception, Keynote Speaker, State of the Company Address, Open Hall, APH Scholar Reception, Insights Art Banquet, and a variety of General Sessions about existing and upcoming APH products and services. Because the Annual Meeting was hosted virtually in 2020, registration was free and open to anyone who wanted to attend, even if only for a single session. More than 1,300 registrations from across the globe poured in, proving we are indeed better together. For future Annual Meetings, we look forward to offering a hybrid gathering where participants may join in person or virtually.

“*The 152nd Annual Meeting was virtual for the first time ever, bringing over a thousand people together in purpose. They were from all over the United States and other countries, learning, engaging, and enjoying our vision service field.*”

— Leanne Grillot, National Director of Outreach Services



Leanne Grillot in an APH Annual Meeting Zoom call





**Above:** Collage of socially distant APH employees

**Opposite page:** A Zoom meeting screenshot of smiling and waving APH employees (some with family or pets) as they participate virtually in APH's 152 Annual Meeting



Leanne Grillot

Anthony Jones

Leslie Farr Knox

Cindy Amback

Mark Renfrow

Heather MacKenzie

Mike Hudson

Stephanie Lancaster

jthompson

cmeador

Amy Campbell

Laura Huff (Huguenin)

Olaya Landa-Vialard

Anne Lancaster Durham

Kate Herndon

gmudd@aph.org

Charlotte Ramsey

Rob Guillen

Participants waving their hands.



Mute



Stop Video

19  
Participants

Chat



Share Screen



Record



Reactions

Leave

# GoodMaps

## Maps With a Mission

Indoor spaces are one of the most unmapped places in the world – but that is all changing with GoodMaps. GoodMaps was born out of APH in early 2019 to further the mission of accessible indoor navigation. APH had developed a proof of concept with Nearby Explorer, but quickly realized that for this technology to achieve its potential we would need to create a new organization that was focused on meeting this need.

After an intensive business study, APH found the right people with the right skills. This was done in part by convening an indoor navigation symposium to bring together existing wayfinding organizations – and ultimately the company GoodMaps was established.

GoodMaps quickly set out to achieve this mission with APH by their side. The first challenge to overcome was the lack of indoor digital maps. Mapping is the critical first step to providing accessible indoor navigation that will empower people who are blind or visually impaired to navigate indoor spaces. So GoodMaps developed a digital mapping platform and LiDAR mapping process that significantly speeds up the time to map a building at a fraction of the effort and costs of traditional mapping techniques. GoodMaps has been conducting focus groups to evaluate the efficiency of, and desire for, the technology within hospitals, fire departments, and police departments, companies that want to keep track of their equipment, community groups, and more.

Lastly, GoodMaps felt that to truly expand the user base and make accessible indoor navigation more intuitive and easy to use, they needed to develop a new app, GoodMaps Explore. The GoodMaps team worked to create an entirely new user experience. The goal of the GoodMaps Explore app is to aide a person who is blind or visually impaired in their independent navigation of an indoor space. The GoodMaps team is working to provide other use cases and customizable experiences for people of all abilities.



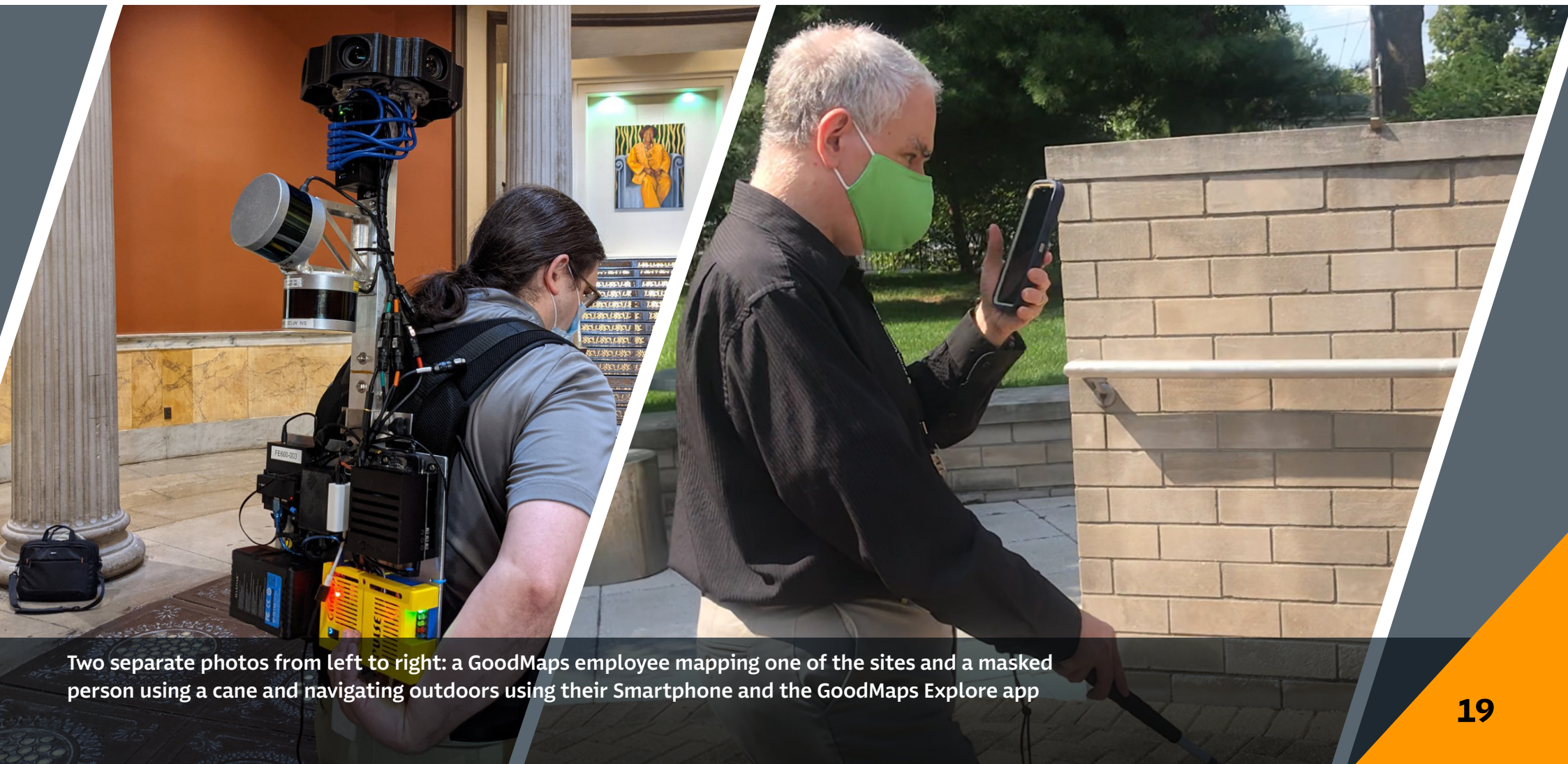
***“ I fell in love with the mission. I’m so inspired by APH’s decision to spin this out as a separate business. It takes a lot of wisdom and humility for a 160-year-old nonprofit to recognize that they’re not the owners of cutting-edge technology and partner with those who are. ”***

**— Jose Gaztambide, CEO of GoodMaps**



GoodMaps quickly captured the world's attention, being recognized in 2019 by the Consumer Technology Association (CTA) Foundation in the Consumer Electronics Show (CES) 2020 Eureka Park Accessibility Contest. GoodMaps also received honors from CTA in 2020, as a CES 2021 Innovation Award Honoree in the category of Accessibility.

APH is the majority owner of GoodMaps, but because it's a separate company it is not funded by the Federal Quota Appropriation. However, it could prove to be a valuable source of revenue to help support APH's work.



Two separate photos from left to right: a GoodMaps employee mapping one of the sites and a masked person using a cane and navigating outdoors using their Smartphone and the GoodMaps Explore app

# ConnectCenter

## APH ConnectCenter: Connecting More People With More Resources Than Ever

Since it was established in 2018, APH ConnectCenter has had a single mission: to provide assistance and information to people at all stages of vision loss. Over the last two years, APH has continually added more programs and expertise to the center. And in the midst of COVID-19, it has proven to be a lifeline for countless people who are blind or visually impaired.

APH ConnectCenter is home to the Information & Referral (I&R) Line (1-800-232-5463), where anyone can call for advice, service referrals, or assistance with a variety of challenges. Help is available via email, too ([connectcenter@aph.org](mailto:connectcenter@aph.org)). APH ConnectCenter is also home to three informational websites: VisionAware, for older adults who are blind or losing their vision; FamilyConnect, for parents of children who are visually impaired; and CareerConnect, which provides help to service providers of transition age students and job seekers.

In just two years, the volume of requests coming into APH ConnectCenter has increased exponentially. There was a 1000% increase in calls from 2019 to the first 10 months of 2020 – and there's been a 1300% increase in calls during 2020 compared to the period from 2018 to 2019.

Much of the increase in 2020 was driven by COVID-19, especially once local service providers had to close their doors, at least temporarily. The pandemic also created a dilemma for parents who were suddenly teaching their children at home, often without the accessibility tools and resources their kids were used to having at school.

In one instance, a mother called the I&R Line to say her son, who is visually impaired, was struggling without the APH All-In-One Board he used at school, which has a magnetic whiteboard on one side and hook-and-loop material on the other that the student can attach objects to. APH had an All-In-One Board we usually take to conferences that was just like new, and sent it to the family along with accessories such as alphabet letters and colored, textured shapes, all for free. The mother was so thrilled she sent APH a video of her son using the board.

**Pictured at Right:** A young boy kneeling in front of APH's All-in-One Board applying manipulatives to the hook-and-loop side





In other cases, adults who needed assistive devices, such as one woman trying to find a new job who was struggling with applying by computer, called asking if there was any way APH could help. In response to this and other requests, we sent out several refreshable braille displays at no cost. APH ConnectCenter also started hosting a series of educational webinars during the pandemic.

But starting this year, APH ConnectCenter has become even more than a source of assistance and referrals. Under the new leadership of Director Olaya Landa-Vialard, Ph.D., APH ConnectCenter has started gathering data on the requests that come in via phone or email. With her Ph.D. in Special Education with an emphasis in Visual Impairment, Landa-Vialard is joined by another recent addition to the team, Kathryn Botsford, Ph.D., a digital content strategist and senior researcher with a degree in the same specialty.

By collecting data about the reasons why people reach out to the APH ConnectCenter, APH can be more proactive and responsive by gaining a better understanding of the primary reasons people come to us for help.

True to its name, APH ConnectCenter has added one more tool that belongs to the entire blindness community: ConnectCalendar. Any organization that serves people who are blind or visually impaired can post events, making it easy for people seeking information or activities to connect with organizations worldwide.

“ *The common thread in everything we do at APH ConnectCenter is that we are here to help people live successful and meaningful lives.* ”

— Olaya Landa-Vialard, Ph.D., Director, APH ConnectCenter



# APH Supporters

## What We Have Learned From Our Generous Donors

The challenges of 2020 unquestionably altered all of our lives – within our homes, our workplaces, and throughout our communities across the country. At APH, we were determined to meet those challenges head on. We knew we had to ensure that children in need of braille books, college students seeking access technologies, and older adults newly diagnosed with vision loss would not be forgotten. What we didn't know was that APH donors – foundations, corporations, and individuals – would be right there beside us. Thank you to our thoughtful and informed donors, who remind us each and every day that together we can build an accessible world, with opportunity for everyone.

## Institutional Funders

(New Gifts of \$5,000+ Received in FY2020)

James Graham Brown Foundation

WHAS Crusade for Children

The Gheens Foundation

One Louisville: COVID-19  
Response Fund

The James H. and Alice  
Teubert Charitable Trust

CTA Foundation

Lavelle Fund for the Blind, Inc.

H.W. Wilson Foundation

Fox Family Foundation

Irvin F. and Alice S.  
Etscorn Foundation

Reader's Digest Partners  
for Sight Foundation

Morris Family Foundation

Delta Dental of Kentucky Foundation

Kentucky School for the Blind  
Charitable Foundation

Delta Gamma Foundation

Fred B. and Opal S.  
Woosley Foundation

Louisville Tourism

The David Vickter Foundation



# Support APH

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

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

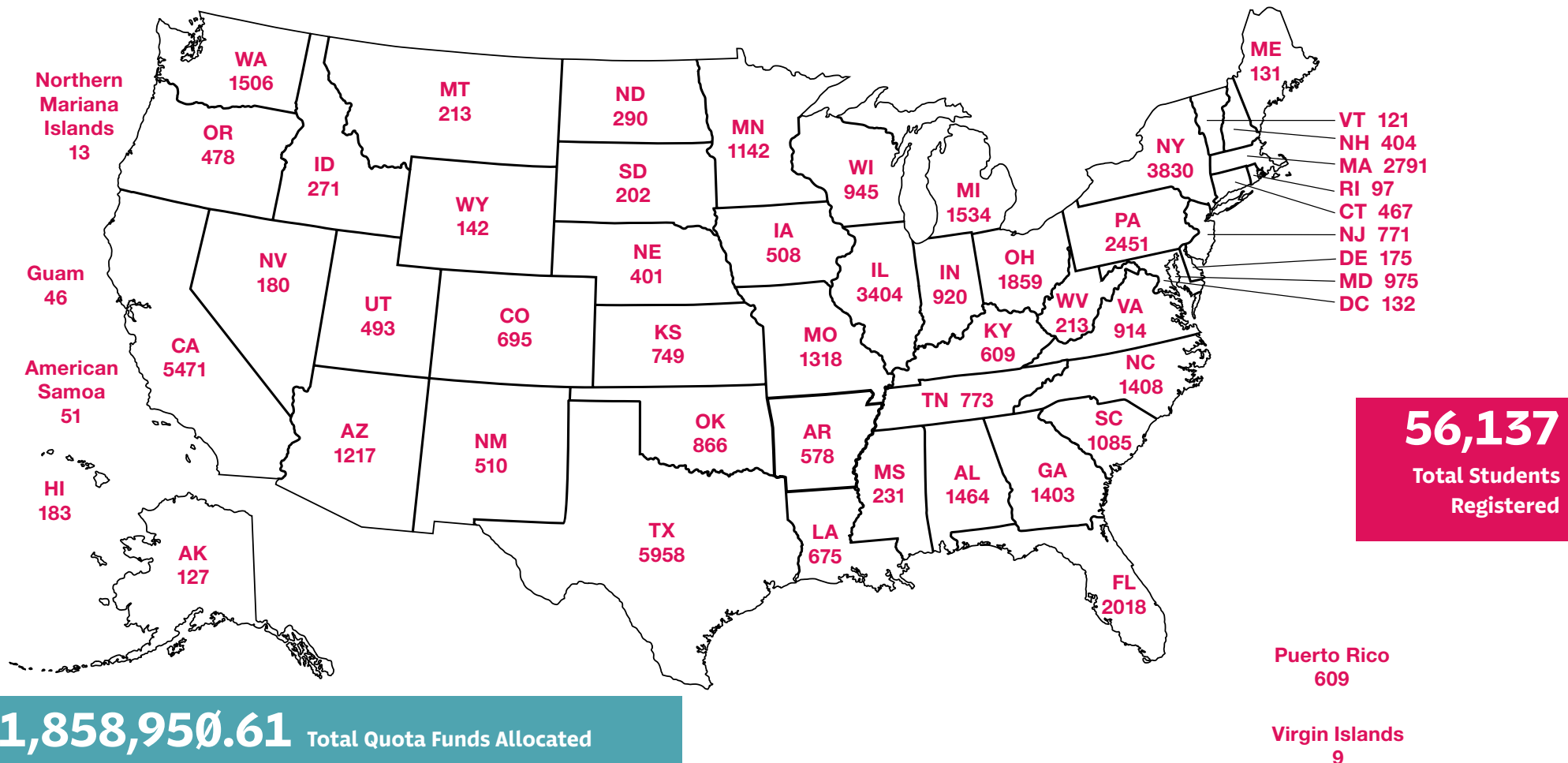


A student sitting a desk reading braille

# Federal Quota Program

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

**SUMMARY:** Federal Quota Funds Due Under the Act to Promote the Education of the Blind, Fiscal Year 2020 (as of January 2, 2019):





## Appropriate Use of Federal Quota Census Data

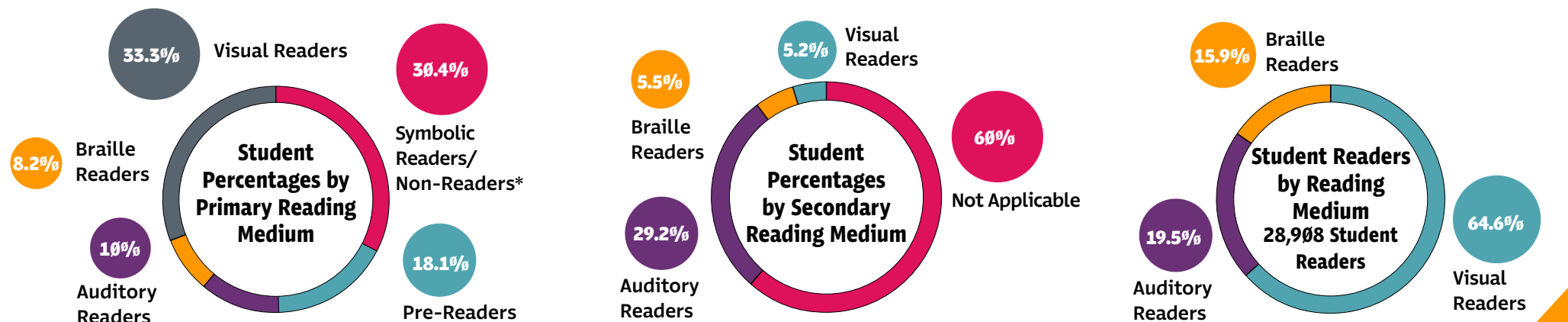
The specific purpose of the annual Federal Quota Census is to register students in the United States and Outlying Areas who meet the definition of blindness and are therefore eligible for adapted educational materials from APH through The Act. *Statements regarding student literacy, use of appropriate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

## SUMMARY: Distribution of Eligible Students Based on the Federal Quota Census of January 2, 2019 (FY 2020)

	Visual Reader	Braille Reader	Auditory Reader	Pre-Reader	Symbolic Reader/Non-Reader*	TOTAL
<b>Grand Totals, FY20</b>						
State Departments of Education**	15,974	3,405	4,025	8,582	15,059	<b>47,039</b>
Schools for the Blind	1,169	817	561	1,301	764	<b>4,612</b>
Adult Rehabilitation Agencies	1,492	360	895	231	489	<b>3,467</b>
Multiple Disabilities Programs	43	20	153	27	776	<b>1,019</b>
<b>TOTAL REGISTERED STUDENTS</b>	<b>18,672</b>	<b>4,602</b>	<b>5,634</b>	<b>10,141</b>	<b>17,088</b>	<b>56,137</b>

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

Full Distribution of Students Report: [www.aph.org/federal-quota/distribution-of-students-2020](http://www.aph.org/federal-quota/distribution-of-students-2020)



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

# Financial Reports: Fiscal Year 2020 – Ended Sept. 30, 2020

## STATEMENT OF FINANCIAL POSITION

<b>Assets:</b>	
Cash and cash equivalents	\$ 7,128,174
Investments	\$ 129,913,339
Net Receivables	\$ 7,242,272
Inventories	\$ 12,794,998
Property and equipment, net of accumulated depreciation	\$ 2,379,661
Other assets	\$ 795,968
<b>Total Assets</b>	<b>\$ 160,254,412</b>
<b>Liabilities and Net Assets:</b>	
Underfunded benefit plan obligation	\$ 9,565,856
Accounts payable and accrued payroll	\$ 5,547,539
Annuities Payable	\$ 865,390
Other liabilities	\$ 166,796
<b>Total Liabilities</b>	<b>\$ 16,145,581</b>
Net Assets	\$ 144,108,831
<b>Total Liabilities and Net Assets</b>	<b>\$ 160,254,412</b>

## STATEMENT OF ACTIVITIES

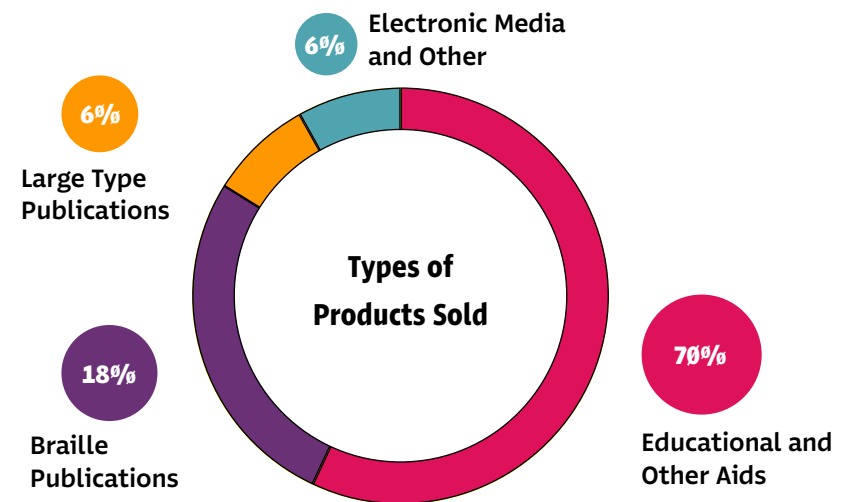
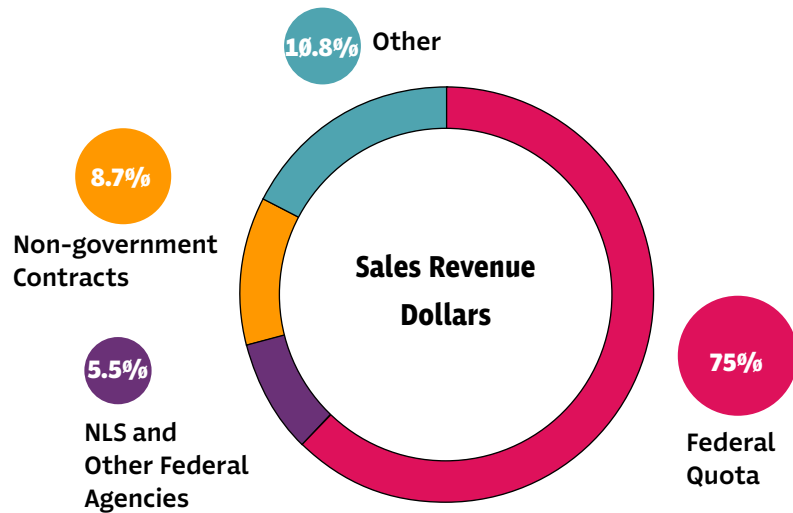
<b>Revenues:</b>	
Products distributed and sold	\$ 28,985,104
Contributions and bequests	\$ 2,234,815
Investment-related activities	\$ 9,495,270
Other income	\$ 1,537,335
<b>Total Revenue</b>	<b>\$ 42,252,524</b>
<b>Expenses:</b>	
Cost of products distributed and sold	\$ 23,664,306
General, program, and development expenses	\$ 20,227,296
Other expenses	\$ 1,164,119
<b>Total Expenses</b>	<b>\$ 45,055,721</b>
Net loss from operations	\$ (2,803,197)
Net gain from change in retirement plan valuation	\$ 7,706,512
<b>Net gain for year ended September 30, 2020</b>	<b>\$ 4,903,315</b>
Net assets at September 30, 2019	\$ 139,205,516
<b>Total net assets at September 30, 2020</b>	<b>\$ 144,108,831</b>

Full audit report available on request.

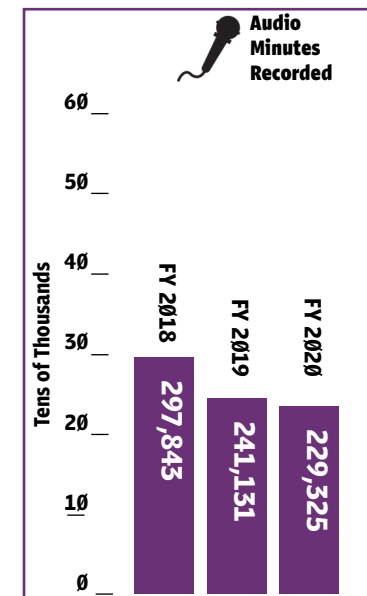
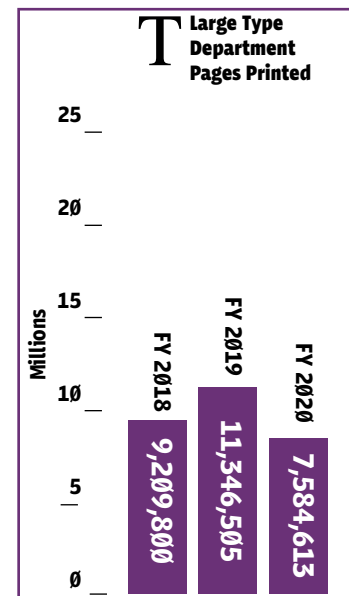
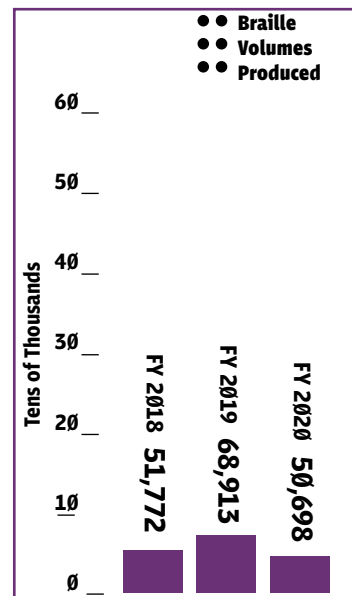
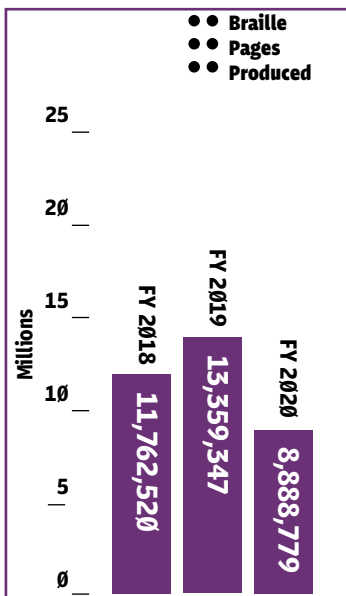
APH voluntarily complies with the provisions of the Sarbanes-Oxley Act of 2002 that sets the business standards for corporate governance and financial disclosure.



# Fiscal Year 2020 Highlights



## APH PRODUCTION HIGHLIGHTS



# Officers/Trustees

## CORPORATE OFFICERS

as of  
September 30, 2020

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

Phoebe A. Wood  
Herbert W. Perkins III  
Darrell R. Wells  
Dr. Craig Meador  
William G. Beavin  
Vicki Buns  
  
Anne Durham  
  
Alejandro E. Franco  
  
J. Gary Mudd  
Steve Paris



Phoebe A. Wood  
Board Chair, FY 2020

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

Chairman

## CORPORATE TRUSTEES



## **EOT Advisory Committees Elected in October, 2019 (FY 2020)**

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

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

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

**Carson Cochran**, Georgia, 2019

**Rob Hair**, Maryland, 2018

**Marje Kaiser**, South Dakota, 2020

**Mary Lane**, New Hampshire, 2019

**Serena Preston**, Illinois, 2019

**Donna Sorensen**, Montana, 2019

**Alternate: Dan Wenzel**, Minnesota

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

**Nancy Moulton**, Maine, Chair

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

**Scott McCallum**, Washington, 2019

**Kathy Segers**, Tennessee, 2019

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

**Pepper Watson**, Oklahoma, 2018

**Alternate: Paul Olson**, North Dakota

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

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

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



AMERICAN  
PRINTING  
HOUSE 

1839 Frankfort Avenue  
Louisville, Kentucky 40206 USA