

innovate

2023

ANNUAL REPORT

Oct. 1, 2022 – Sept. 30, 2023



AMERICAN
PRINTING
HOUSE





Innovate. This is a word that conjures several images of the “new or unimaginable” next best thing. We see the best that the world has to offer each year at tech shows with companies exhibiting prototypes of what might be future products. Many of these well-intended devices just never materialize. At APH we have chased several projects that had promising futures only to see them not hold up to expectations or become so complex that they would never become a minimally viable product. This is why when we start a massive project like the Monarch, the opportunity to fail is greater than the chance to succeed. However, sometimes everything lines up and innovation takes flight. We are thrilled to work with our partners at HumanWare, and the National Federation of the Blind on this critically important endeavor.

Another aspect of the word “innovate” is to take a process or program and re-engineer it so that the yield is more productive. Our field has faced decades of shortages. We have seen that in the number of professionals available to do the work, the lack of funding to meet student needs, and the shrinking number of programs that serve the blindness and low vision field. Our only option is to work smarter with the resources that are at our disposal. We are in the process of doing that in several ways:

- Working with the DAISY Consortium to release the new eBraille file type and converter, making braille reading easier and more efficient.
- Realigning APH teams to improve services for the field.
- Revamping all APH systems to ensure complete accessibility for our employees.
- Overhauling all APH systems to improve accessibility.
- Creating the world’s most accessible and inclusive museum experience.

These represent some of the many innovations in progress at APH. Innovations like these require partners. We have worked hard over the last seven years to form partnerships that help us achieve our goal of creating a world where everyone is welcome, but we have many more things to accomplish. As we move forward, we hope that you will consider being a part of our innovative community.

Moving forward,

Craig Meador, EdD

Innovation Through Processes

There are more than 700 products in the APH catalog which flow through various production processes each day. Making sure these processes are up-to-date and efficient is key to timely product delivery and customer satisfaction. Some of the new processes on the production floor include:

- Printing in-house onto plastic with our Ricoh printers which is faster and higher quality.
- Using our Therm-O-Type machines to emboss braille and tactiles onto a variety of different media, streamlining the process.
- Bringing outsourced parts in-house, reducing lead time.

The changes have demonstrated a measurable impact on APH's ability to provide quality products and materials to students when they are needed.



“None of this is possible without the hard work of the production floor workers themselves, the supervisors, the production support departments, as well as the project managers. They are the ones driving this innovation – their drive, their passion, their curiosity, their creativity. It’s just really awesome to see the impact made as everyone aligns to the APH mission.”

— Wayne Price, VP of Production & Logistics; Andrew Moulton, Director of Technical & Manufacturing Research; and Jo Holt, Operations Engineering & Planning Manager

Learn more about our processes:

aph.org/aph-behind-the-scenes-production-improvements/

youtube.com/watch?v=P9QTVyhJZW4



Innovation Through Technology

The Monarch dynamic tactile device, along with the development of a new dynamic file type called eBraille, bridges the educational gap for students by reducing the time it takes to get critical information to fingertips. Made possible through new braille cell technology, the Monarch receives digital textbooks from APH and other providers and then displays both the braille and tactile graphics on its refreshable braille display in less than two seconds. At about four and a half pounds and 15-inches, it is about the size of a gaming laptop. One of the field testers said, "They (the students) were all excited at the change and difference it would be to carry only one device compared to all of the books. They loved the idea that they would be exposed to graphs and were using an android device."

"Showing the Monarch to my students, especially the ones that do not like doing work in braille was a great means of encouragement. When they saw that they had access to a tactile graph and could feel and explore the pictures on a neat electronic device, it really changed their attitude towards learning. The students also loved how this was like a braille tablet." — field tester

Learn more about the Monarch:

aph.org/meet-monarch/ aph.org/monarch-field-testing-reaches-halfway-point/



Innovation Through Partnerships

Great projects can't be done effectively without good partnerships. APH has partnered with the National Federation of the Blind, HumanWare, and the the DAISY Consortium, and dozens of others to develop the Monarch. NFB advocated and advised on the needs for the field, HumanWare provided the technical expertise, and APH was the voice for those in the education field and customer experience. The eBraille file type, created in collaboration with the DAISY Consortium, is a great example of what we can do together. Dozens of agencies and partnerships have worked with us to make sure we get the Monarch into the hands of students. We couldn't do it without them — together we will bring braille into the 21st century!

“ The students were amazed studying the 50 states map. They were excited to get the map so quickly and further grasp where each state was located. Some students were excited to read “Alice in Wonderland” with ten lines of braille showing. ”

— field tester

Learn more about the eBraille:

aph.org/the-ebf-revolution/

aph.org/ebf-project-picks-up-steam-in-2023/





Innovation Through Experience

This year we began an important journey to substantially change perspectives and attitudes about blindness, by breaking ground for our new museum, The Dot Experience. This expansion of the former APH Museum will include 28,000 square feet of new exhibits and interactive experiences, and will be designed to be the most accessible museum in the world. Rather than wait until construction is completed to begin, we are starting now, building fun, family learning opportunities into the Louisville community through the Connect the Dots program. Participants can celebrate the birthday of Louis Braille or Helen Keller, learn how to write their name on a Perkins Brailier, or hear about the history of our field, and the lived experiences of people with blindness and low vision. Connect the Dots is powered by the PNC Foundation.

Learn more about our experience: thedotexperience.org/



APH is deeply appreciative for the support of foundations, corporate partners and individual donors around the globe, helping us build an accessible world with opportunity for everyone.

"This year, as plans for The Dot Experience became a reality, it was the perfect time for us to make an impact as a family. So, our family, including children, grandchildren, great grandchildren, and even great-great grandchildren, are working together to donate to The Dot Experience in honor of our grandfather, William Butler (shown in the photo). It is not about having our names on a plaque; it is about remembering the important work that my grandfather did to help blind and low vision students have the same opportunities to learn. It is

about supporting The Dot Experience and helping to tell the amazing history of APH. Won't you join us in supporting this important work?"

— Kevin McGrath, Jim Schlich, Paul Butler,
Byron Butler and Ben Blincoe

William Butler Family Ambassadors

Learn more about our aph.org/support-aph/corporate-and-foundation-partners/ and aph.org/individual-donors/

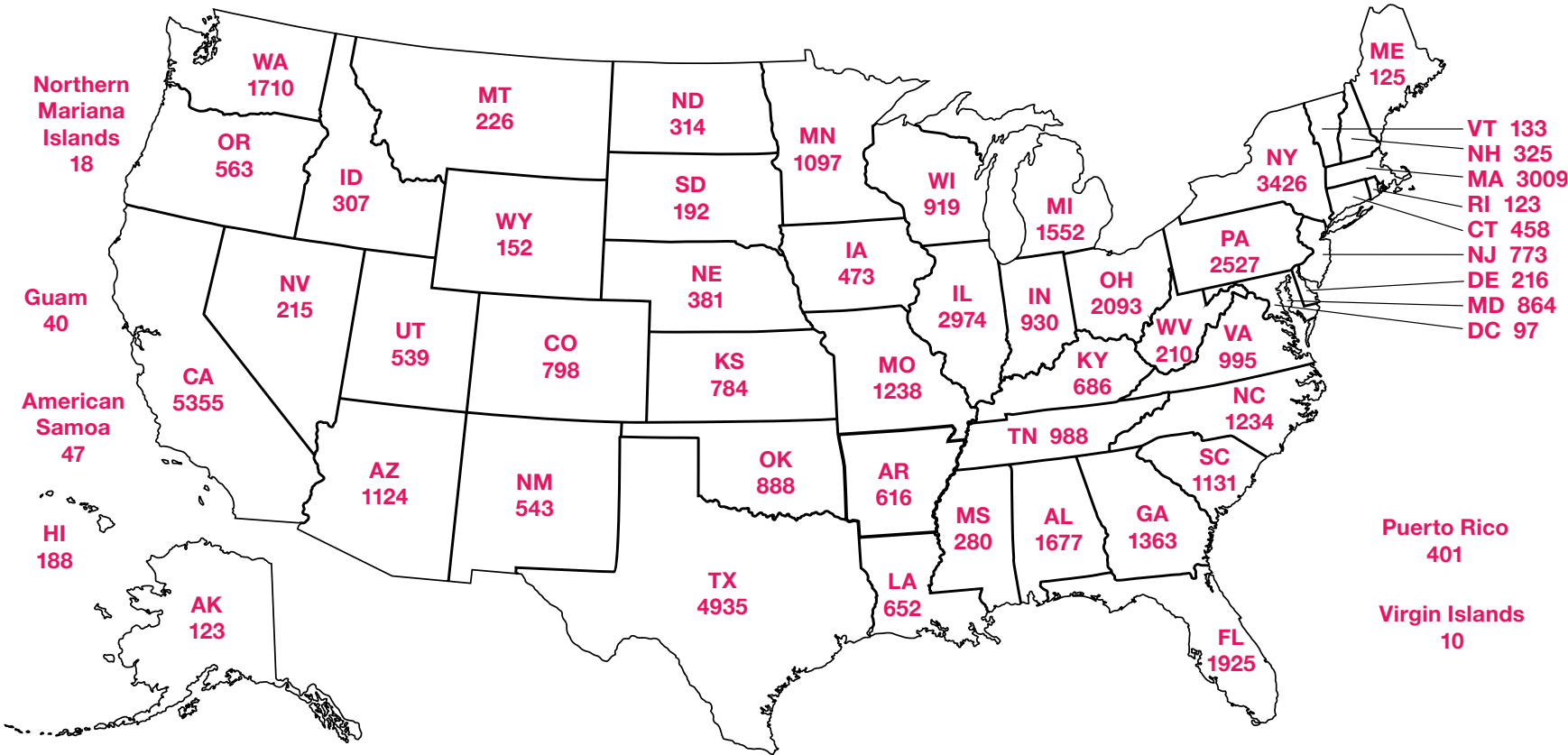
Innovation Through Giving

The Dot Experience museum belongs to everyone, and everyone has a chance to contribute to this game changing innovation. It tells our shared stories: the history of our progress, the evolution of accessible technology, and the first-person stories of blindness and the human experience. It showcases our beloved treasures: Helen Keller's desk, Louis Braille's Procédé (1829), Stevie Wonder's childhood piano, and the first guide dog harness.

Sharing our stories with the world is how we create change in the common attitudes about blindness, and there is no better way to tell these stories than by working together. We have been honored to have the advice and guidance of a number of partners along the way. We are also grateful for the contributions of many trailblazers in the field, including the family of William Butler, who was one of the original APH mapmakers pioneering the development and mass production of tactile maps.

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 2023 based on the 2022 census.



\$26,850,529.43 Total Quota Funds Allocated

54,962 Total Students Registered

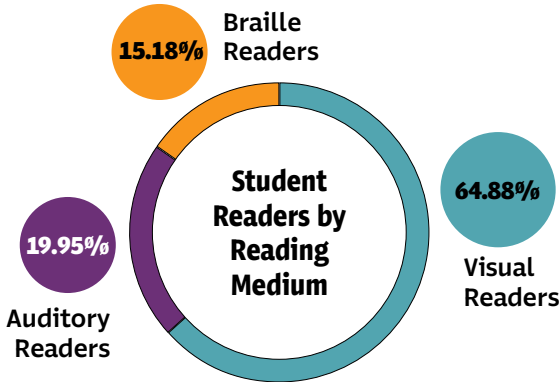
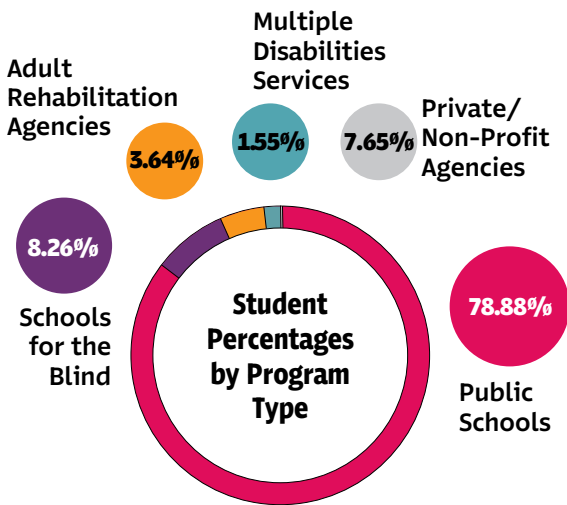
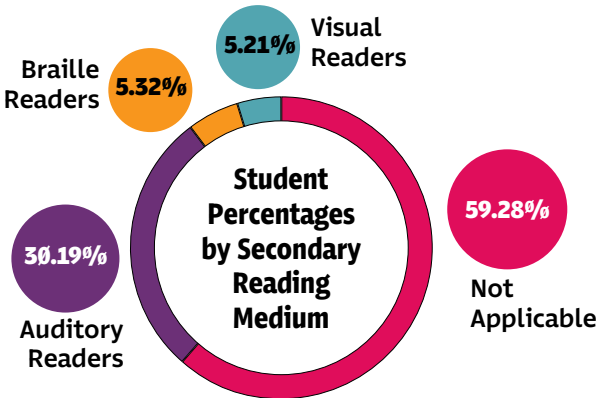
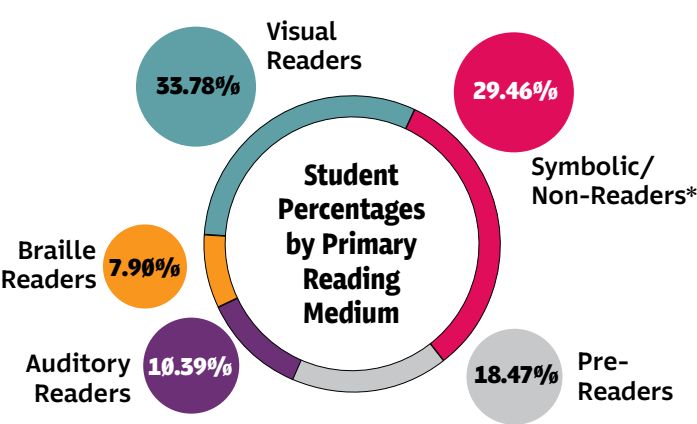
Full Federal Quota Funds Due Report: www.aph.org/federal-quota/agencies-receiving-funds-2023

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 3, 2022.

Student Reading Media Program Type Totals

Program Type	Visual Readers	Braille Readers	Auditory Readers	Pre-Readers	Symbolic Reader/Non-Readers*	TOTAL
Public Schools	16,056	3,101	3676	7,446	13,077	43,356
Adult Rehabilitation Agencies	570	225	671	129	404	1,999
Services for Students with Multiple Disabilities	34	17	116	20	666	853
Schools for the Blind	1,200	767	610	1,232	730	4,539
Private/Non-Profit Agencies	703	231	635	1,320	1,317	4,206
TOTAL	18,566	4,343	5,708	10,151	16,194	54,962



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

Student count totals or percentages with value of 0 do not display. These values are present in the Excel output.

Full Distribution of Students Report: www.aph.org/federal-quota/distribution-of-students-2023/

Financial Reports

10/1/22 - 9/30/23

Statement of Financial Position

Assets:	
Cash and cash equivalents	\$ 726,216
Investments	\$ 119,327,568
Net receivables	\$ 14,157,368
Inventories: Net Reserve	\$ 18,017,564
Property and Equipment	\$ 15,819,042
Other assets	\$ 4,818,219
Overfunding of the defined benefit plan	\$ 992,167
Total Assets	\$ 173,858,144
Liabilities and Net Assets:	
Accounts payable and accrued payroll	\$ 11,420,936
Annuities payable	\$ 520,103
Other liabilities	\$ 2,143,278
Total Liabilities	\$ 14,084,317
Net Assets	\$ 159,773,827
Total Liabilities and Net Assets	\$ 173,858,144

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.

Statement of Activities

Revenues:	
Products distributed and sold	\$ 37,425,391
Contributions and bequests	\$ 1,924,345
Investment-related activities	\$ 13,282,133
Other income	\$ 17,310,256
Total Revenues	\$ 69,942,125
Expenses:	
Cost of products distributed and sold	\$ 30,520,031
Fundraising and development expenses	\$ 862,822
General and administrative expenses	\$ 8,631,462
Program support expenses	\$ 18,148,187
Other expenses	\$ 4,537,797
Total Expenses	\$ 62,700,299
Net gain from operations	\$ 7,241,826
Net gain from change in retirement plan valuation	\$ 4,065,911
Non-controlling interest in net loss	\$ 860,039
Net Gain for Year Ended September 30, 2023	\$ 12,167,773
Net assets at September 30, 2022	\$ 147,606,051
Total Net Assets at September 30, 2023	\$ 159,773,827

Full Financial Reports, FY23:

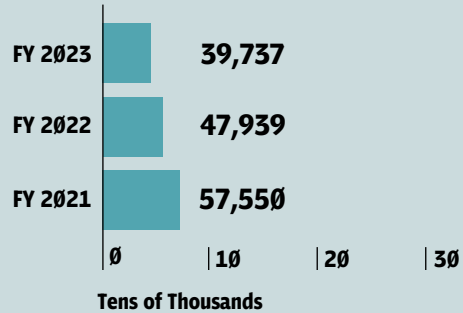
www.aph.org/annual-reports/annual-report-fy2023/

www.aph.org/annual-reports/fy2023-aph-financial-statement/

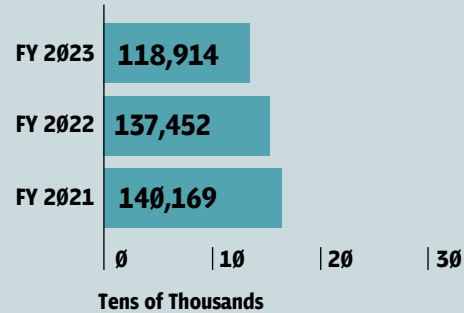
Fiscal Year 2023 Highlights

APH Production Highlights

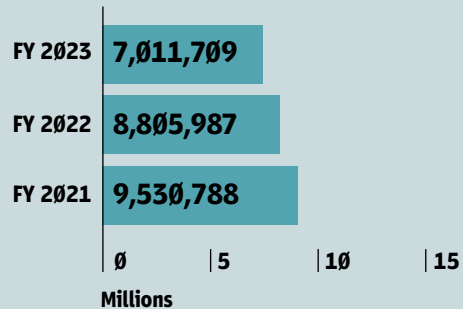
Braille Volumes Produced



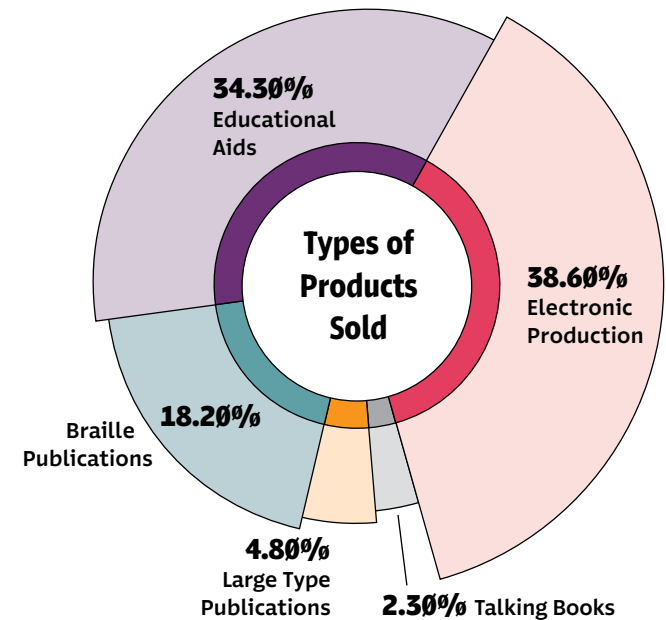
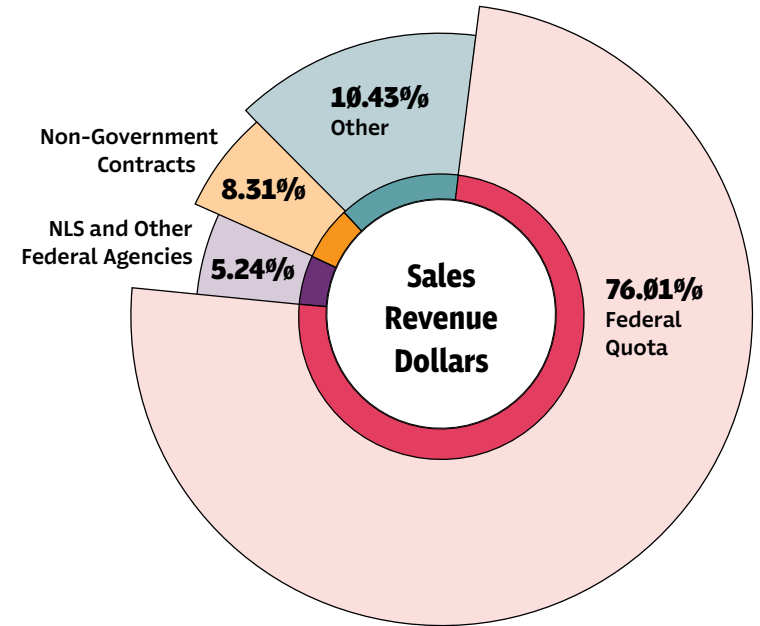
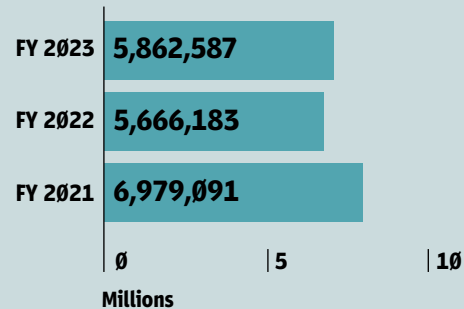
Audio Minutes Recorded



Braille Pages Produced



Large Type Department Pages Printed





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2023 Trustee Advisory Committee (TAC)

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Tanya Armstrong — Nebraska

Roxanne Balfour — Michigan

Geoffrey Barney — Missouri

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Lynn Cragg — Oklahoma

Rob Hair — Maryland

Pam Parker — Washington

Beth Pieters — Iowa

Dawn Soto — Wisconsin

Scott McCallum — Washington, Alternate

Kristin L. Oien — Minnesota, Alternate

John Davis — Minnesota, Alternate

Daniel B. Frye — New Hampshire, Alternate

Gregory Gerhart — Pennsylvania, Alternate

Robin M King — Louisiana, Alternate

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W. Barrett Nichols

Russell Shaffer

Ex Officio Trustees (EOTs)

EOTs are responsible for the administration of the federal *Act to Promote the Education of the Blind of 1879*. An EOT is the highest-ranking official at the 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 the highest-ranking official at an agency cannot fulfill this position, this official may designate the trusteeship to an appropriate professional within their organization who is knowledgeable about the field.