



**Beyond
Vision**

The Right Choice

ANNUAL REPORT

2014 · 2015

www.beyond-vision.org

**Beyond Vision will enrich the lives of Americans who are blind...
through the dignity of work valued by customers and the community.**



LEADERSHIP MESSAGE

The barriers to employment for people who are blind continue to be very stubborn. The unemployment rate of working age, legally blind adults is an unacceptable 70%. The good news, though, is Beyond Vision continues to grow and expand its mission by providing more jobs for people who are blind.

In 2015, we added several new jobs resulting in 90% of our direct labor force now comprised of people who are blind. We are also very committed to vertical mobility and constantly look for mission candidates for our administrative and management positions. We are proud of the fact that 50% of our entire workforce is now staffed by people who are severely visually impaired or legally blind. These employment numbers increased because of significant growth in our business supplies segment and our commercial assembly and packaging services. We also saw healthy growth in our SKILCRAFT® manufactured, government products through the AbilityOne program.

Another proud milestone this year, Beyond Vision received its first U.S. patent for our unique computer privacy

filters. Beyond Vision provides 100% of the US government's computer privacy filters based on this patent and a partnership with 3M Corporation.

An extremely important addition to our ever-improving technology was the acquisition of a 3-D printer.

This new service is available to all of our commercial customers and enables Beyond Vision to provide fast and accurate product prototypes. It is particularly useful for production fixtures to help our employees efficiently produce high quality products. This money-saving capability enables our visually impaired engineering staff to conveniently review CAD (Computer Aided Design) models in three dimensions. Used for in-house needs as well, we are developing 3-D emergency exit plans and tactile performance metric bar graphs. 3-D printing is allowing us to communicate these and other important messages to our visually impaired staff using their sense of touch to "see" clearly.

In early 2016, we will finish an expansion of our Customer Care Center. This state-of-the-art renovation will include work stations for 34 Customer Service Representatives, two Supervisors and a Manager. The new upgrades will also include an employee break room and private conference areas. We intend to

aggressively grow our Customer Care Center and offer many more jobs to visually impaired people who are currently unemployed.

Beyond Vision has the capability to serve even more satisfied customers. We stand ready to meet your manufacturing, communications, assembly, packaging and business supplies needs. We look to the future with great expectations and appreciate the tremendous support of our customers and donors who embolden our vision and mission: "Beyond Vision will enrich the lives of people who are blind...through the dignity of work valued by customers and the community."

— **Jim Kerlin & Thomas Arenberg**



Jim Kerlin
President & Chief Executive Officer



Thomas Arenberg
Chairman Board of Directors

VOLUNTEER BOARD OF DIRECTORS

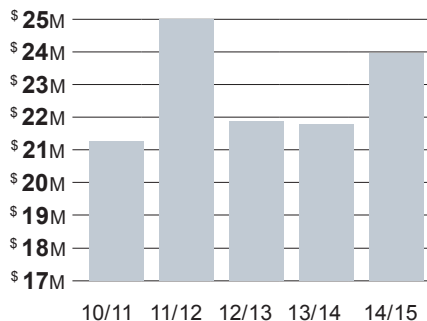
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ROBUST GROWTH

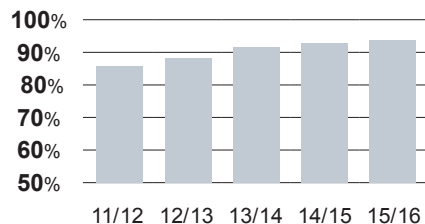
Operating capital from Beyond Vision products and services continues to grow within each of our business units. In addition, philanthropy plays an important role in the fulfillment of our mission.

OVERALL REVENUE GROWTH

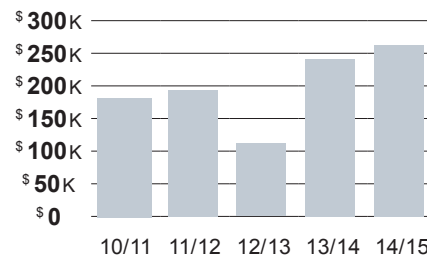


MISSION GROWTH

Blind Direct Labor Percentage



FUNDS RAISED





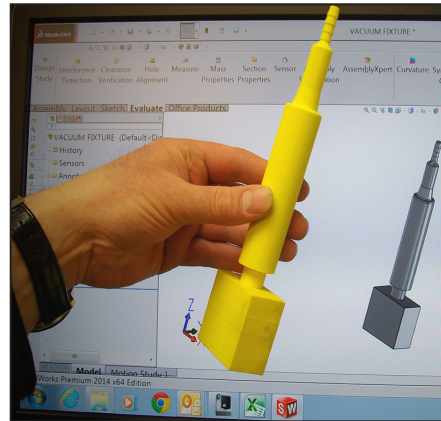
A SOCIAL ENTERPRISE THAT WORKS

We provide a wide range of manufacturing and front office services to new and existing customers. It is the work we do for our customers that creates the job growth for people who are visually impaired and blind. Give us the opportunity to quote on any size job and you will help provide sustainable employment for people who are blind.

In addition to our headquarters in Milwaukee, WI, Beyond Vision operates nine Base Supply Centers located on military bases and federal installations in six states.

EMPLOYMENT GROWTH AWARD

In 2015 Beyond Vision was honored to receive the 2015 Employment Achievement Award from the National Industries for the Blind (NIB). We are very proud to have been recognized by NIB and our peer sister agencies across the country for being able to grow opportunities for the dignity of jobs for Americans who are blind.



ALL NEW 3-D PRINTING CAPABILITY

3-D printing allows for rapid prototyping of new products. Computer Aided Design (CAD) models become three dimensional objects in a matter of hours, rather than the days or weeks it once took to create them.

We've made dozens of manufacturing process fixtures to aid our visually impaired workforce to maximize efficiency while insuring a world class level of quality to meet our ISO 9001 system standards.

PATENT AWARDED

In 2015, Beyond Vision received its first U.S. patent recognizing our unique privacy filter designed by employees here at home who are

blind using quality 3M materials. Our privacy filters help safeguard data on your computer screen by blocking visual hackers from side views.

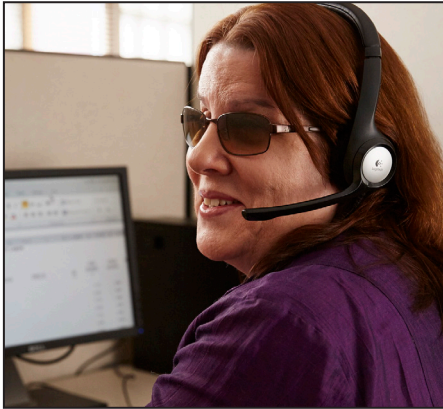


SERVICES OFFERED

CUSTOMER CARE CENTER

The Beyond Vision full service Customer Care Center (incoming and outgoing) has the competitive edge. Here's why:

- While people who are blind may not see, most of their other senses are finely tuned. Listening for cues, voice inflections, tone, etc., help people who are blind "see." The Beyond Vision Customer Care Center employees have mastered the art of listening!
- In addition, many studies have proven that people who are blind,



or have other disabilities, are often more dependable and try harder on the job because finding that job may have been very difficult.

- The average Customer Care Center has massive turnover challenges leading to quality problems, extra training costs and general perceived risk for customers. At Beyond Vision we have a discernible advantage precisely because we employ the blind.

BUSINESS SUPPLIES

The SKILCRAFT® brand business products are available to federal government and commercial customers through Beyond Vision. These top-rated office supplies, technology, food services, break room, bathroom, cleaning and general business supplies are manufactured by a blind workforce across the United States.

For 20 years we've distributed a selection of more than 50,000 products to federal installations, these products are now available to commercial customers. Call us today for our complete catalog of products.

ASSEMBLY & LIGHT MANUFACTURING

Beyond Vision provides a full range of bench assembly and light manufacturing services to such notable brands as Harley Davidson, Briggs and Stratton, GE, and Pentair. No job is too big or too small. We have a long reputation for exceeding customer expectations for efficiency, quality and on time delivery.

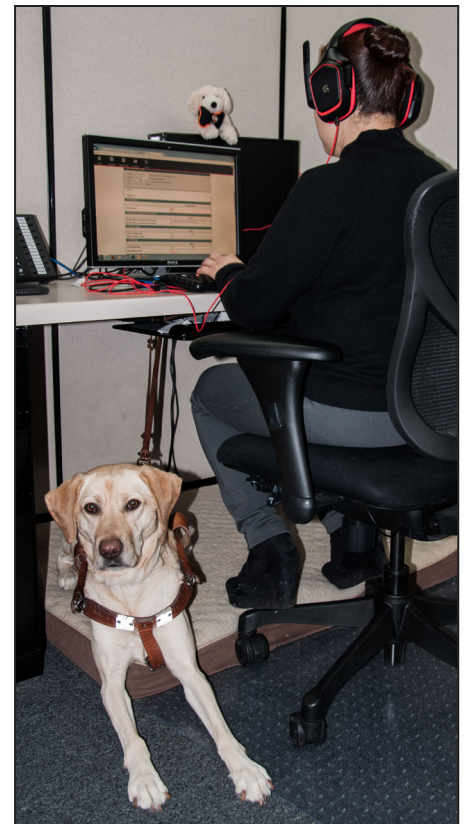
PACKAGING & FULFILLMENT

We offer the full range of packaging capabilities including kitting, boxing, plastic, clam shell and shrink wrap. In the past few years we have brought on a more robust capability for auto bagging. We have multiple high speed auto-bag machines capable of up to 130 bags per minute, along with 100% weight count automatic inspection.

MACHINING

We are very proud of our current machine shop record of 99.99% quality and 100% on time delivery to such major customers as OTC (Oshkosh Truck Corporation), P&H Mining – Division of Joy Global, CAT, GenMet, and many more.

For more information about our capabilities and to receive information about service and manufacturing, assembly, packaging, auto bagging, fulfillment, customer care center and/or office and janitorial and general business supplies, please contact: sales@beyondvision.com





With Grateful Appreciation

BEYOND VISION DONORS

Every contribution helps Beyond Vision provide sustainable and worthwhile employment for people who are visually impaired.

Beyond Vision appreciates philanthropic support from individuals, foundations and corporations. We have three opportunities for support – general operating funds, capital campaign and programming. Donations can be in cash, pledges or planned giving.

INDIVIDUALS

Anonymous
David & Carol Anderson
Robert E. Anthony
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Steven Arend
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Wangard Partners, Inc.
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WMEP/Abbott Labs



Beyond Vision is a brand of Associated Industries for the Blind and Wiscraft Inc. This is a comprehensive list of all donors to Wiscraft, Inc., d/b/a Beyond Vision. We apologize if there are any omissions.

Want to learn more about Beyond Vision's mission to provide sustainable employment for people who are blind? Please contact:

Nick Czaplowski
Fund Development Leader
414-778-5800 ext 5823
NCzaplowski@Beyond-Vision.org



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**Save the Date!
September 9, 2016**

In 2015, Beyond Vision launched its first ever golf outing at the beautiful Silver Springs Golf Club. It was a huge success with more than 100 golfers hitting the fairways in the dark!

Designed to give supporters a glimpse of the challenges faced by people with significant

SHOT in the DARK[®] *Golf Classic*

visual impairment, golfers teed off at 6 p.m. and played nine fun-filled holes with glow in the dark technical assistance.

The Presenting Sponsor of this event was Essendant. Other sponsors included: Belleville Shoe, Capital Investments, Paul Kihlsinger, Legacy Capital Partners, Mercury Luggage, Eric Schumann and Wipfli.



Sponsorships for the 2016 event are available at a variety of levels. Registration includes cocktails, golf, dinner and a goodie bag for just \$135 per person or \$500 for a foursome.

For more information, contact Barbara Velez at barbara.velez@yahoo.com

August 3, 2016



live@thelakefront

Returning for the 7th year, this customer appreciation event is held each summer at the Rotary Amphitheater located at Discovery World on Milwaukee's beautiful lakefront.

