

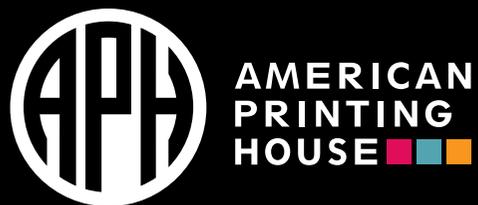
2022 ANNUAL REPORT

Oct. 1, 2021 - Sept. 30, 2022



AMERICAN
PRINTING
HOUSE





Welcome to APH

Since 1858, The American Printing House for the Blind has operated in Louisville, Kentucky, empowering people who are blind or low vision 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 of 1879 to Promote the Education of the Blind. The Act designates APH as the official provider 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 the APH Hive, 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. To help APH meet the lifelong learning needs of children and adults who are blind and low vision, we rely on the generosity of private donors and funders. For additional information, please visit: aph.org.





APH empowers people who are blind or have low vision by providing accessible and innovative products, materials, and services for lifelong success.

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President's Message: Empowered

2022 allowed us a moment to reflect on the challenges of the past few years. I am very proud that, as a company, we chose to take risks and increase the impact of programs and products at APH. This past year was also a time to re-engage with a field that was returning to in-person meetings. We chose the word Empower as the theme of the 2022 Annual Meeting and it is the perfect word to describe APH, as it is something APH has been doing for 165 years.

Empowered can be defined as making someone stronger or more confident, and that is exactly what we do at APH. From creating devices and offering services, the role of APH is to provide the supports for individuals with low vision or blindness to live an independent life.

APH empowers the people we serve by providing more than 400 products and services. We are always looking and thinking of ways to create a more accessible world. Right now, we are working on the Monarch, a dynamic tactile device, and the new electronic braille ready file (eBRF) that will change the way braille is transcribed and delivered, reducing time to fingertips. Several other products include the anticipated release of the Polly, a beginning braille training tool, a new smart magnifier and additional items for science and math.

As we look forward to 2023, we will continue to need your partnership because it is the field that empowers us to innovate and grow. We are looking at the future and it is full of endless opportunities. I hope you feel empowered to join us on this quest.

Moving Forward,



Craig Meador, Ed.D., APH President



APH by the Numbers



SALES

Total Sales
\$35.8M
+\$3.1M

Quota Sales
\$26.8M
+\$2.4M

Nonquota Sales
\$9M
+\$800K

International Sales
\$9M



NEW APH CATALOG ITEMS

40



THE HIVE

Hours of Content
69

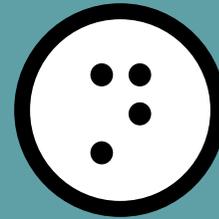
Registered Users
3,767



TELLING OUR STORY

Social Media Engagement
+32%

Change Makers Downloads
15K

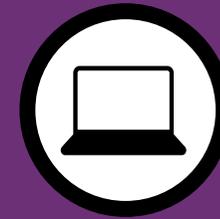


BRAILLE PRODUCTION

Textbooks
New Braille
101
1,036,235 pages

New Large Print
226
1,035,668 pages

TGIL Registered Users
13K
in 98 countries
+2,311 assets



WEBSITE

Page Views
1.7M

Users
310K

Orders
26K

Items Purchased
192K

2022

2022 was a great year for growth at APH. From increased engagement on our social platforms, to increased opportunities for professional development through the APH Hive.

Meet the Executive Committee

Last year, APH has welcomed three new members to the Executive Committee (EC). These senior leaders join APH President Craig Meador and EC members Anne Durham (VP, Innovation and Strategy), Alejandro E. Franco (VP, Information Technology), and Paul Schroeder (VP, Impact and Outreach) in providing strategic leadership to our teams.

Wayne Price

Vice President,
Production and Logistics

Wayne Price joined the APH team in April 2022 after working at Brinly-Hardy, where he held the positions of Director of Supply Chain and Master Scheduling, Plant Manager, and most recently, Director of Operations. He brings extensive experience in operations, supply chain, logistics, and master scheduling to APH's operations.

Wayne oversees all activities within APH's production facility. This includes the manufacture and distribution of APH products, as well as producing braille, large type, and talking books, along with APH's substantial array of educational aids.

Maurice Brown

Vice President,
Human Resources

Maurice joined APH in July 2022, and brings over 20 years of experience in the field of human resources to our team.

He oversees the human resources department, leading his team in talent development, recruitment, benefits, wellness, and safety. Maurice also oversees APH's ABIDE Department, implementing diverse strategies to promote cultural awareness and acceptance. Maurice is an expert in aligning individual capabilities with strategic priorities. He has held previous HR leadership roles in the public sector for state and local government, including both the executive and judiciary branches.

Stepheny Minyard

Chief Financial Officer/
Vice President, Finance

Stepheny joined APH in October 2022. She is highly skilled at improving operations and impacting business growth, with special expertise in the areas of business planning and strategy, executive leadership, trend analysis, forecasting long-term and short-term financial data, systems technology design and implementation, and employee development.

Stepheny oversees budgetary planning and works collaboratively with the CEO, board of trustees, and executive leadership team to create long-term operating goals.



Anne Durham
Vice President,
Innovation and Strategy

After 10 years working in the field of blindness and even more years in the fields of disability and early childhood nonprofit marketing, Anne Durham joined APH in July 2017 as Vice President of Marketing and Sales. In July 2019, she was promoted to VP, Innovation and Strategy and now leads APH's product development, global technology innovation, customer service, sales, and APH Press teams, along with Dot6, APH's internal marketing/communications agency.



Alejandro E. Franco
Vice President,
Information Technology

Alejandro joined APH in March 2017, bringing 17 plus years of IT management experience in global multi-site environments. Much of Alejandro's success as a senior IT leader and engineer has been achieved by paying close attention to detail, delivering efficiency improvements, identifying and implementing cost reductions and executing revenue generating technology solutions. He leads APH's IT team and eCommerce team, with responsibility for our website and business computer networks.



Paul Schroeder
Vice President,
Impact and Outreach

Paul joined APH in December 2020 and serves as a key advisor on matters pertaining to all government activities at APH, including the activities related to the Act to Promote the Education of the Blind. Prior to joining APH, he was Vice President, Public Policy and Strategic Initiatives at Aira Tech Corp. and served in several leadership positions, including Vice President, Programs and Policy at American Foundation for the Blind (AFB).

Paul leads APH's Impact and Outreach teams, the Museum team, our National Prison Braille Program and Braille Improvement teams, as well as the APH ConnectCenter team.



Empowerment Lessons from the Field



Stacy Chambers

TVI, Texas

Some of my favorite lessons have been ones where I have brought groups of learners together from various campuses across my district. They range in age, disability, and eye condition, but they always learn so much from each other. They have taught each other tricks and tips with their devices. It's incredible and helps create camaraderie, memories, and confidence these learners may not have access to otherwise.



Megan Macy

TVI

I like to take problems to my students and have them tell me what they want or need for something to be accessible to them. I have been modeling this practice to some of the other providers I work with, and we are finding that it takes less time to get materials right for the student, and the student is self-advocating more.



Kaiya Armstrong

24-year-old, legally blind pilot who flew cross-country in October 2022

I told my mom, I have to do this. I have to prove to myself and everybody else that if this is possible, we don't have limits. We can do anything. So, if you have an impossible dream, don't say it's impossible, just say, it's in the works!



Robbin Clark

Assistant, Director, Utah School for the Blind/ECC Consultant

When I think of what being empowered means, I think of making change. It is an entirely different, dynamic world we get to educate students in today. So, being empowered means growing, developing, removing barriers, and creating opportunities. That's what being empowered is all about — creating opportunities and possibilities and destroying what we thought was once overwhelming or impossible.



Addison "Addie" Evers

Junior at Asbury University (Wilmore, KY)/APH Intern

Being empowered means realizing my full potential, even with my vision. My vision does not define me. My disability does not define me, and it never will. But I cannot deny that it is a part of me. My vision has opened up doors to talk to people and spread awareness of what it means to have a visual impairment and what it means to have a guide dog. I think that has been important, and I would not want it to be different.



Lanna Slaby

Regional Coordinator, North Dakota Vision Services and School for the Blind

My students have taught me that it's all about the attitude you have toward others and the world. I've been a teacher for over 35 years and my students are the best part of my job. I love the variety this job brings, as no two days are alike.



Using Your Voice to Harness Your Power

Are you interested in improving education for students who are blind or low vision and wondering what you can do?

It's as easy as telling a story. A memorable story about one student can have more impact than facts and figures. Your power comes from telling your story to the right listener.

Here's why. Members of Congress and their staff want to hear from you, one of the people they serve. And, if you care about education for students who are blind or low vision, you are the most powerful constituent to speak about the educational needs of these students. If you are a parent, a teacher, a student, a paraprofessional, or anyone involved in education, I am certain you can tell an exceptional story about what works and what's needed in our schools. Telling that story to your political representatives is your power, helping them

see the reality and value of programs that support education, such as the American Printing House for the Blind. You are the best person to make the work of APH real to your representatives and to describe why it matters.

Perhaps you have heard about the new APH braille device featuring multiple lines and tactile graphics on the same display. We have already begun to plan for the future delivery of this device to braille-reading students. However, as you likely know, innovation of this magnitude in braille technology requires substantial investment.

If you feel passionate about the value of dramatic improvement in braille technology and the need to ensure students get it in their hands, you have the power to tell a meaningful and memorable story about why investment is justified.

Of course, the Monarch™ is just one effort underway at APH to transform education. I encourage you to follow our progress with

this technology, our progress in other areas, and consider ways to share your story about the need for accessible educational material and proper supports for students who are blind or low vision.

As a reminder, I invite you to contact me if you would like to share your story and get more involved in helping policymakers understand the needs of our students.

—Paul Schroeder, VP, Impact and Outreach
pschroeder@aph.org



The Next Stop on the Holy Braille Highway: 2022 and Beyond

What is the Monarch™?

The Monarch is a dynamic tactile device (DTD), which will consist of 10 lines of 32 cells of standard braille and will be capable of rendering multiple lines of braille and tactile graphics on the same surface. The Monarch will weigh approximately 4.5 pounds and is the size of a gaming laptop, allowing students to easily carry the device with them throughout their day.

Why Do We Need It?

Our number one goal is to change the way that textbooks and content in general is received by students. Currently there is often a significant delay between the time that a textbook is ordered and when a student actually has access to the embossed braille textbook. This puts students who are braille readers at a huge disadvantage compared to their peers. The Monarch will allow textbooks to be delivered directly to the device without going through the lengthy process of embossing volumes and volumes of hard copy braille.



It Takes a Village

This is not the first attempt at what we refer to in our field as the “Holy Grail of Braille.” There have been several organizations within the industry who have tried to do this. What makes this effort unique is the partnership behind it. The specialized technology and skills brought by an international leader in access technology, HumanWare, ensures that the mechanics, hardware, and software will be world class. Beyond the technology, we knew we needed to ensure this device truly met the needs of the people it’s meant to serve. Our partnership with the National Federation of the Blind (NFB) ensures we’re making the right consumer-focused decisions along the way.

The eBRF

While the technology and research behind the Monarch is a game changing advancement on its own, we recognized that without the file types to support it, this powerful device would not be enough to make our dream of instant and efficient access to braille a reality. The asphalt that makes up the Holy Braille Highway is our eBRF initiative. This new file format, along with the support of the esteemed DAISY Consortium, will expedite the transcription process while giving end users dynamic, navigable braille content like the world has never seen before.

The Road Ahead: 2023 and Beyond

Using our first prototype, we have been holding demonstrations and receiving user feedback in the field. The eBRF committee will continue to meet in a manner parallel to the development of the device. We will be contracting with the DAISY Consortium next year to make this eBRF dream a reality. At the same time, we will be building a BRF to eBRF convertor tool, so that all existing braille files can be converted to the eBRF format. Also, we are ordering parts in anticipation of supply chain challenges to ensure our beta units of the Monarch are prepared for field testing in a timely manner.

Empowerment Lessons from our Partners



Mark Riccobono

President, National Federation of the Blind (NFB), speaking about the Monarch™ dynamic tactile display

How will the DTD empower blind people? For decades, NFB has led the way in championing the difference braille makes in the lives of blind people but also pushing the tactile experience in new ways. The DTD project is a real opportunity to accelerate braille and tactile literacy for all generations, but certainly for the next generation of blind children. What happens when we present tactile graphics to kids at the same time as their sighted peers? What happens when a blind scientist can examine the contours of tactile data sets? We don't know because it has never been done. So, the exciting thing is that the DTD opens opportunities for discovering newer ways to teach and empower blind people to use the capacity they have in a tactile way.



Bruce Miles
CEO, HumanWare
(Montreal, Canada)

To me, being empowered is giving someone the authority or right to do something, but it's also important to remove as many roadblocks as possible. And that's how we at HumanWare look at it when we are delivering a device — it's just the beginning of the journey. It's important to have the proper support, training, and technical teams in place to make that person successful. Our technology allows someone with a visual impairment to achieve their goals. We're not just a software or hardware company; we put the human at the center of all we do.



Cecily Morrison
Principal Research
Manager, Microsoft
Research (Cambridge, UK),
creator of Code Jumper

Empowerment for me is having the knowledge of the opportunity and the tools to take advantage of that opportunity. When I think of my day-to-day work, empowering others for me can happen in many ways. One of my favorites is opening doors for people. We often have work-experience students, many of whom have disabilities, who come to see how they can be drivers of innovation and change for the future, and that, to me, is one of the most empowering things I do in my job.

APH Product Updates



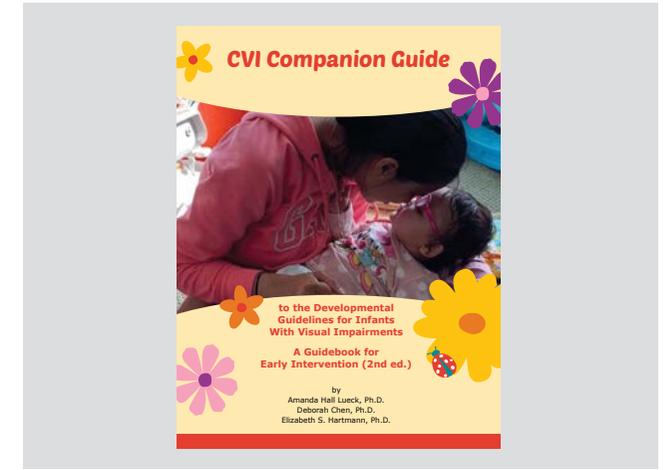
Chameleon™ 20 Speaks!

Last summer, the Chameleon 20 found its voice, adding Text to Speech (TTS) to its many product features. With TTS, users have more options for customizing their Chameleon, including selecting the voice that they prefer and turning the various options off and on as needed. TTS options include: read after pan, read while typing, read while deleting, a read all command, and read text under cursor. Each option can be toggled off and on as needed and the whole feature can be quickly disabled with a hotkey to avoid any distractions.



Submersible Audio Light Sensor (SALS)

One of our newest STEM products is SALS, the Submersible Audio Light Sensor. Like many other light detecting devices, SALS can be used in the air to detect differences between light and dark-colored objects. What makes SALS unique is that its probe can also be used in liquids. The device will alert the user to a change in an experimental feature, such as the formation of a precipitate in a test tube, which would decrease light within.



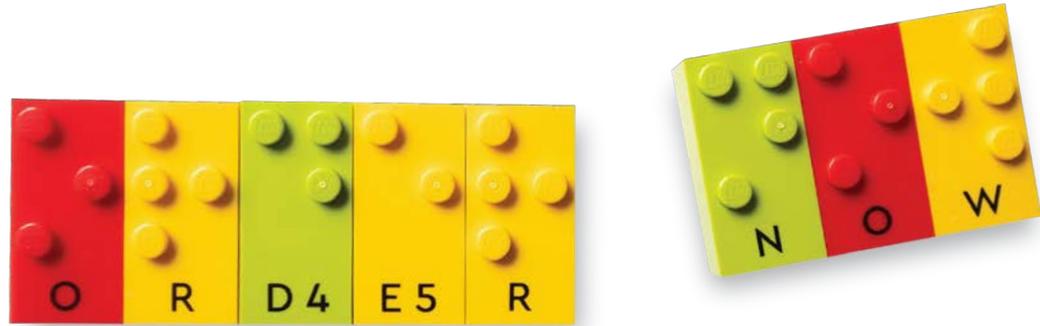
CVI Companion Guide

Ever wonder how a brain injury might impact vision? From navigating in a crowd, avoiding eye contact, the inability to identify faces, or seeming to have an exaggerated emotional response when faced with an overload of visual stimuli, the CVI Companion Guide assists parents and service providers with navigating current research regarding the impact of brain injury and how it may impact visual processing, social interaction, and more. The book also delves into documenting a child's current level of functioning with their CVI diagnosis and organizing a plan to work on skills needed to function in everyday activities.



Animal Recipes

Teaching salient features of animals can be tricky, especially when students have no prior experience with the animal. The Animal Recipes: Farm Set makes this process easier. Demonstrating a progression from real object plastic animals to 2-dimensional colored tactual representations, this kit helps to provide information for our students that helps them identify these animals in real life and in images. Animals showcased in this kit include a cow, rooster, horse, sheep, pig, goat, and goose. A guidebook accompanies the kit with a “recipe” for introducing each animal, which showcases the animal’s identifying features.



LEGO® Braille Bricks

APH began distributing LEGO Braille Bricks in August 2020 as part of the LEGO Foundation’s initiative which promotes teaching braille through play. Since that time, APH has distributed 16,016 English and 412 Spanish kits to teachers and other educators.

The LEGO Braille Bricks concept is a play-based methodology that teaches braille to children who are blind or have a visual impairment. Each brick in the LEGO Braille Bricks toolkit retains its iconic form, but unlike a regular LEGO brick, the studs are arranged to correspond to numbers and letters in the Braille alphabet. Each brick shows the printed version of the symbol or letter, allowing sighted and blind children to play and learn together on equal terms.

Stine Storm, Senior Play & Health Specialist for LEGO Collaboration and Social Venture said, “The LEGO Foundation is dedicated to building a future where learning through play empowers children to become creative, engaged, lifelong learners. LEGO Braille Bricks is a play-based concept that promotes inclusive education for all children to develop a breadth of skills needed to thrive and succeed in a fast-paced world.”

Developing Products that Empower

“Customer input is central to every product roadmap. We pay close attention to what our customers say they need or what can be improved.”

New product development has always been a cornerstone of APH’s work. After all, technology and the needs of students and teachers evolve, and we want to not only keep up with them but anticipate their needs.

A significant focus in FY 2022 was refining roadmaps for new product development in five areas: braille literacy, braille technology, low vision technology, orientation and mobility, and, STEM (science, technology, engineering, and math).

The roadmaps give APH’s team of product developers and related experts, including external partners, a clear process to follow. It helps us decide which products will be most beneficial to students and teachers of the visually impaired (TVIs), and allow for appropriate testing and evaluation along the way.

Our product roadmaps have “gates,” or steps, at which point the product idea is evaluated

by experts in design, prototyping, customer experience, manufacturing, and production. Field testing from users across as much of the U.S. as possible is a crucial aspect of the process.

“Once we have user feedback, we look at it from a lot of different perspectives,” says Mark Renfrow, Director of Educational Product Innovation. “And at every gate we want to make sure the product is maintaining the vision we originally had, even as things change during the process.”

Guided by User Input

Users are often the source of ideas. They send APH between 80 and 100 product ideas every year, and we identify those that are best aligned with users’ needs.

Jim Kreiner, Senior Director for Product Operations and Customer Analytics, adds that customer input is also central to

every product roadmap. This can come from surveys, listening sessions, focus groups, and even end-user Facebook groups our product managers join. We pay close attention to what our customers say they need or what could be improved — before, during, and after the production process.

“We take that feedback very seriously,” Kreiner says. “We incorporate it as soon as we can to continually make our products better.”

Minding the Gaps

Whether it comes from users or our own experts, APH is always on the lookout for any gaps in our product lineup. For example, Polly, a braille device for young children slated for release in 2023, was developed as part of our braille development roadmap.

“We noticed there was a gap between BrailleBuzz, which is for very young children

who are just learning their letters, and our early braille displays for older children who are more proficient with braille and technology,” Kreiner says. “That’s when we began partnering with Thinkerbell Labs to produce Polly.”

We’re proud that TIME recognized Polly as a best invention in the accessibility category, among its list of 2022’s Best Inventions.

Other notable new products among the many released in FY 2022 include our Submersible Audio Light Sensor (SALS), the Practice2Master Abacus app in various formats, and the CVI Companion Guide.



Empowering People Through Outreach And Education

Professional Development When and Where it's Needed

APH offers virtual and in-person learning opportunities that support professional development — including training, like the APH Hive (see sidebar) that reached over 1,000 vision specialists.

Also in FY 2022, our network of Regional Outreach Specialists was expanded to all six regions across the U.S. “They provide professional development, work with students and teachers, and support our Ex Officio Trustees (EOTs),” says Leanne Grillot, Senior Director of Outreach Services. APH’s Regional Centers for Assistive Technology Training (CATT), also grew in FY 2022. This program, which trains educational professionals and families on APH’s assistive technology products, added new partners and now serves 27 U.S. states and territories.

Ensuring Braille Production and Opportunities for Incarcerated People

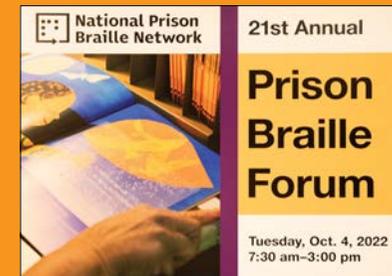
APH plays a leading role in the National Prison Braille Network, which helps bring more braille materials to K-12. There are 45 prison braille programs in 34 states, in which sighted incarcerated people learn braille and earn national certifications – leading to employment opportunities once they’re released.

We also developed a new website for the network and began reimagining the related Braille Transcriber Apprenticeship Program (BTAP), which assists people who earned certifications while incarcerated and want to continue the work after release. “We want to save the skill of braille transcription,” says Jayma Hawkins, Senior Director of National Prison Braille. “And our second goal is to help people when they leave prison.”

Outreach By the Numbers

2022 educational and enrichment opportunities:

- 40 Access Academy webinars
- 50 ExCEL Academy or Camp webinars
- The APH Hive nearly doubled its content to 69 hours with 30 courses and 3,767 registered users
- Prison braille programs transcribed 71.2% of APH textbooks and 76 of the 101 titles in FY 2022



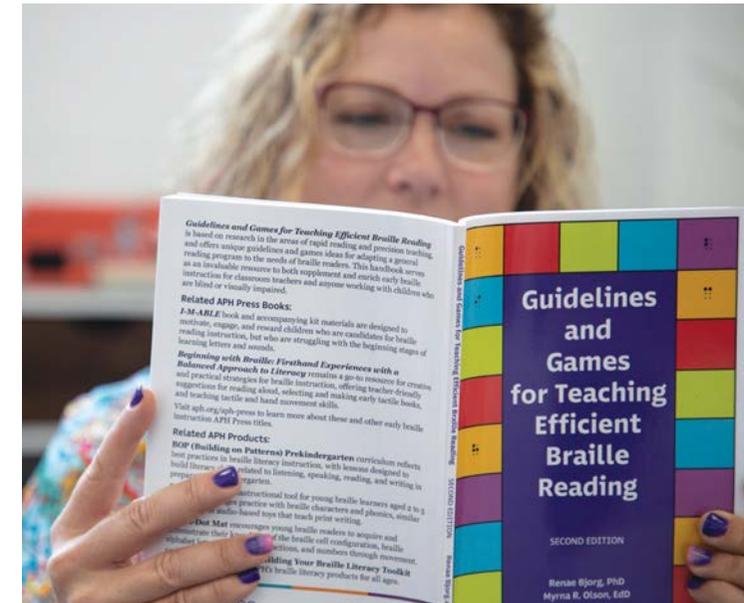
APH Press: Empowering Families and Professionals

Known as the leading publisher in the field of blindness and visual impairment, APH Press releases educational content, including textbooks for teacher preparatory programs, to support teachers, families, and other professionals. In 2022, APH Press introduced *Guidelines and Games for Teaching Efficient Braille Reading, 2nd edition*, by authors Renae T. Bjorg and Myrna R. Olson, the first-ever APH Press book available for purchase with Federal Quota funds. Based on research in the areas of rapid reading and precision teaching, this handbook serves as an invaluable resource to both supplement and enrich early braille instruction for parents and teachers of those who are blind or visually impaired. Created for students from preschool through Grade 3 and remedial readers, the second edition includes new research on teaching braille literacy, current best practices, and information on braille technology, such as refreshable braille devices, digital notetakers, and translation software.

When asked about the importance of braille on episode 53 of *Change Makers*, author Renae Bjorg said, “I hope that people get inspired to know that braille is not a problem. Braille is easy. Braille is the gateway for adventure and excitement and independence.” Moreover, braille empowers people who are visually impaired by giving them access to the written word, unlocking a whole world of possibilities for academic and career advancement. With *Guidelines and Games* in their toolbox, teachers can put braille into the hands of their students and make learning fun. Through active participation with their peers, students will improve their braille literacy skills and feel empowered to read and write in braille, thus experiencing the world in a new way.

APH Press looks forward to another year of providing timely resources to professionals. In 2023, we will release the 4th edition of *Foundations of Orientation & Mobility* by editors William R. Wiener, Robert Wall

Emerson, and Bruce B. Blasch, and *An Itinerant Teacher's Guide to an Effective and Efficient School Year* by author Stacey Chambers. APH Press books empower families, teachers, and professionals by providing valuable content to help assist students and clients as they prepare for lives of independence and success, and we plan on carrying out this mission in the years to come.



Donors Deeply Connected

Donors Give to APH for a Variety of Reasons

Many individuals give because their lives or the lives of someone they love have been affected by blindness. Foundations and corporations give because APH is and always has been driving leading-edge advancements that allow people to live together in a world where everyone is welcome.

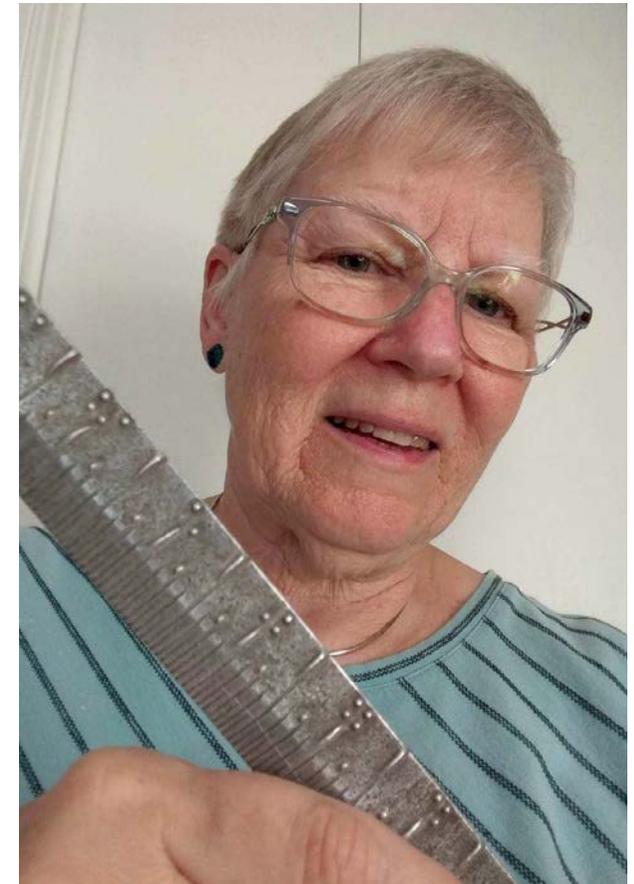
This year we learned that Monica Soebbing was motivated to give because her father was blinded at age 22 by a mortar blast in the Korean War. He was a full-time radio dispatcher for International Harvester in Chicago and an avid woodworker. By his side, Monica would use his braille ruler, which is now in her possession (see photo, right). She vividly described reading Dostoyevsky's *Crime and Punishment* in college, then

realizing that the story was very familiar to her because she had heard it in her house — the APH talking book reverberating through the rooms. Life is coming full circle for Monica, as her husband is now experiencing low vision resulting from a stroke last year.

Individual giving is personal, and knowing that your generosity is going directly to help make a difference in the lives of the people we serve is paramount. This coming year, many of these stories of blindness and human experience will be developed into our new museum experience, set to open in 2025.

Foundation and corporate donors are committed to working together with APH to build an accessible world, with opportunity for everyone. Their generosity has funded a variety of projects over the past year including our first annual Abacus Bee, APH Museum expansion, virtual STEM Camps, online ConnectCenter programs, and print/braille books for preschool children to name a few. And speaking of changing the world, APH's new museum will lead the standard for accessibility and inclusivity.

Since 1858 APH has been the accessible design leader thanks to thoughtful and informed donors who continue to partner with us to make this happen. We are grateful for your generosity.



Thanks to Our Supporters

Grateful to the following Corporate and Foundation Partners for their support

\$100,000 and above

Lavelle Fund for the Blind
Simons Foundation
William M. Wood Foundation

\$25,000-\$99,999

CDW Corporation Charitable Gift Fund
James H. and Alice Teubert Charitable Trust
Mildred V. Horn Foundation
PPG Foundation
Sarah K. de Coizart Article TENTH Perpetual Charitable Trust
The Allene Reuss Memorial Trust
The Gibney Family Foundation
The Rawlings Foundation, Inc.

\$5,000-\$24,999

Adarsh Charitable Foundation
Anonymous
Carl Zeiss Vision, Inc.
David Vickter Foundation
E. Ruth Braeutigam Charitable Trust
Fox Family Foundation
Fred B. and Opal S. Woosley Foundation
Genentech Foundation
H. W. Wilson Foundation
Jessie Ball duPont Fund
Linda Neville Trust
Max and Victoria Dreyfus Foundation, Inc.
Ruth E. Donnally Trust
Sandra Atlas Bass and Edythe and Sol G. Atlas Fund, Inc.
Simolex
Vispero
Walter Henry Freygang Foundation
Zoeller Employee Benevolent Fund

\$1,500-\$4,999

Charityvest
CTA Foundation
Dean Dorton Allen Ford Charitable Foundation
Delta Gamma Foundation
Frankfort Avenue Liquors
Gill Family Foundation, Inc.
Grace B. Ross Trust
Hortense Bergeron Estate
John E. and Sheryl M. Downing Family Charitable Foundation
Joseph J. and Rose A. Herrmann Foundation
JP Morgan Chase Foundation
Klein Family Foundation, Inc.
LG&E and KU Foundation, Inc.
Mendon F. Schutt Family Fund
Paul S. Hollis Trust
Robert W. and Elsie B. Lykins Charitable Foundation
The John A Rodger Jr. Foundation Inc.

\$500-\$1,499

Ethel H. O'Brien Trust
Kentucky Select Properties
Kiwanis Club of Louisville Foundation
Kroger Community Rewards
Mary John Hesse Trust
Regions Bank

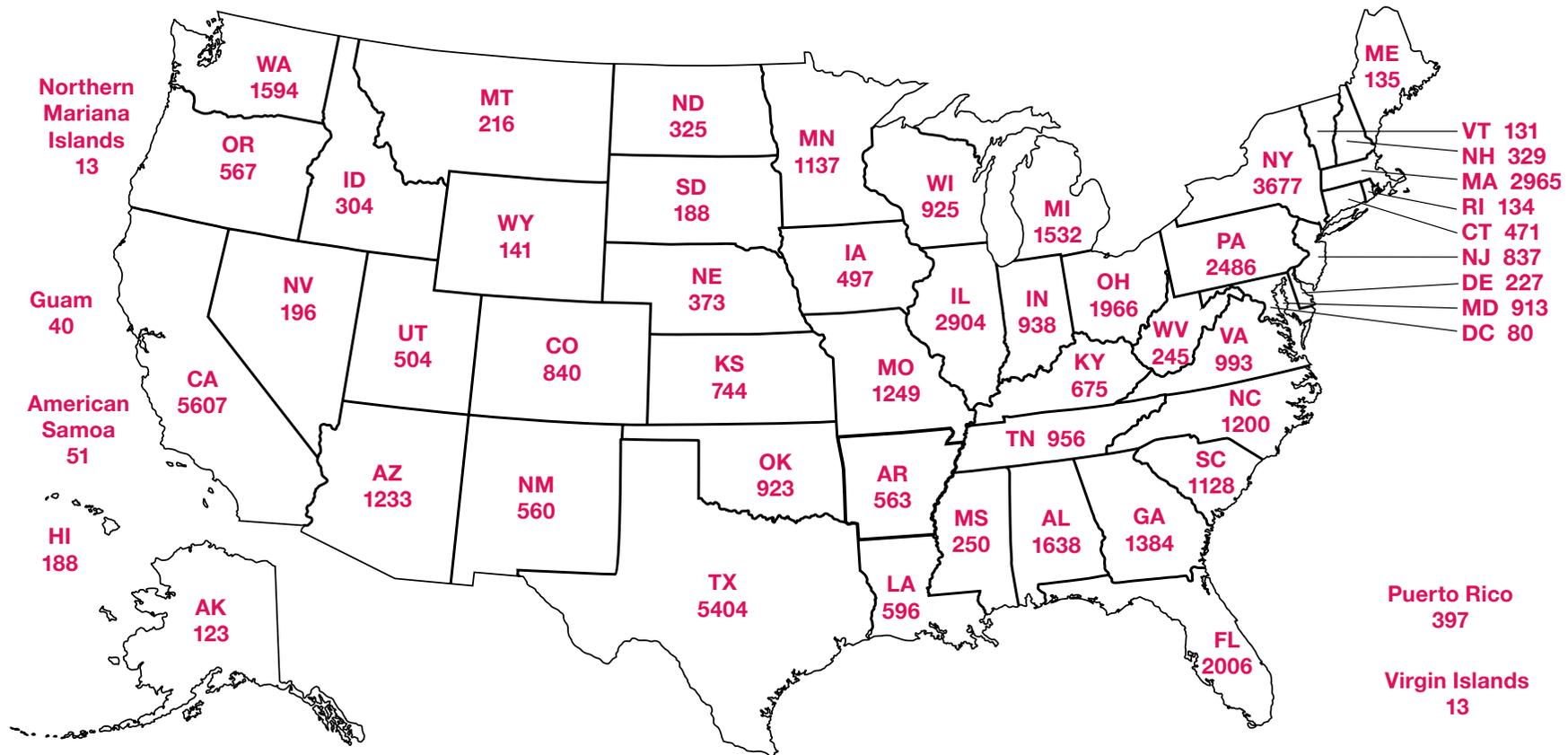
To see a comprehensive list of donors, please follow this link:

www.aph.org/support-aph/

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 2022 based on the 2021 census.



\$26,114,184.03 Total Quota Funds Allocated

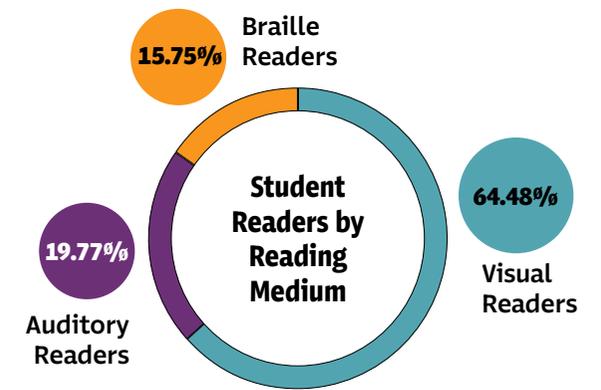
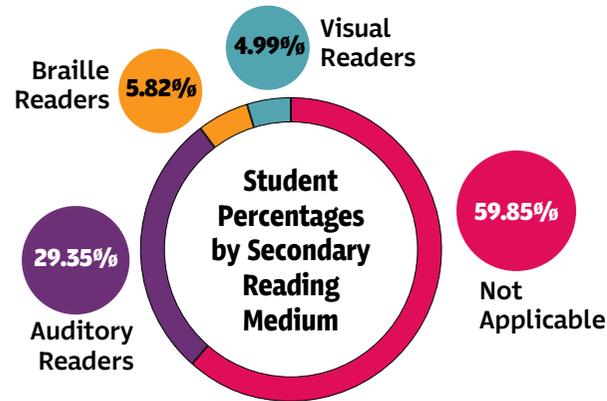
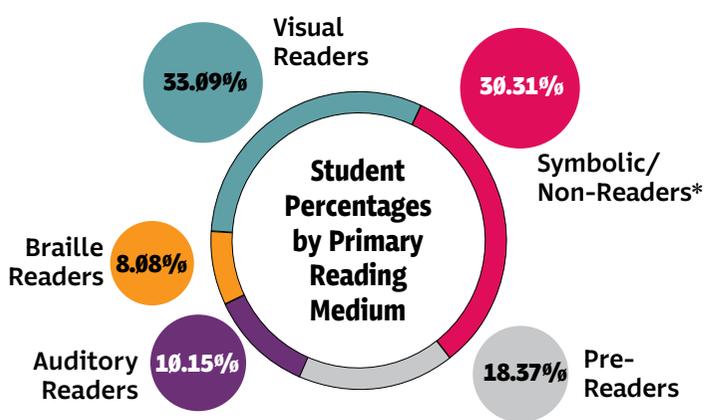
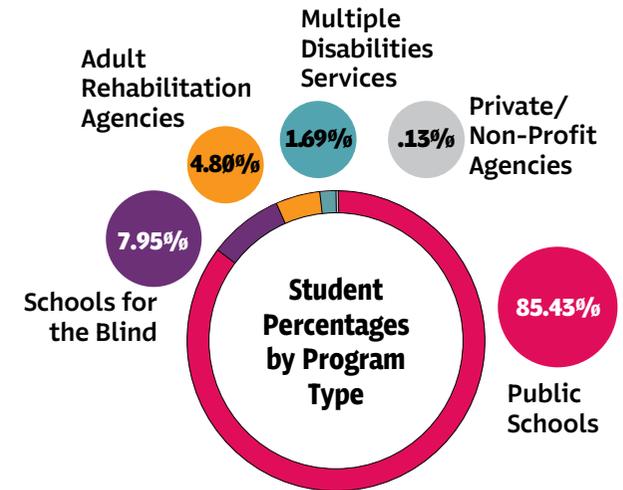
55,711 Total Students Registered

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 4, 2021

Student Reading Media Program Type Totals

Program Type	Visual Readers	Braille Readers	Auditory Readers	Pre-Readers	Symbolic Reader/Non-Readers*	TOTAL
Public Schools	16,234	3,412	4,197	8,774	14,976	47,593
Adult Rehabilitation Agencies	994	269	762	211	440	2,676
Services for Students with Multiple Disabilities	37	21	144	21	717	940
Schools for the Blind	1,126	794	541	1,221	746	4,428
Private/Non-Profit Agencies	42	8	8	9	7	74
TOTAL	18,433	4,504	5,652	10,236	16,886	55,711



*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-2022/

Financial Reports

10/1/21 - 9/30/22

Statement of Financial Position

Assets:	
Cash and cash equivalents	\$ 10,188,476
Investments	\$ 123,023,201
Net receivables	\$ 8,882,669
Inventories	\$ 10,616,053
Property and equipment, net of accumulated depreciation	\$ 4,152,827
Other assets	\$ 1,540,873
Total Assets	\$ 158,404,099
Liabilities and Net Assets:	
Underfunded benefit plan obligation	\$ 3,073,744
Accounts payable and accrued payroll	\$ 5,772,114
Annuities payable	\$ 585,226
Other liabilities	\$ 569,425
Total Liabilities	\$ 10,000,509
Net Assets	\$ 148,403,590
Total Liabilities and Net Assets	\$ 158,404,099

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	\$ 35,669,918
Contributions and bequests	\$ 2,117,748
Investment-related activities	\$ (16,502,440)
Other income	\$ 13,340,793
Total Revenues	\$ 34,626,019
Expenses:	
Cost of products distributed and sold	\$ 27,516,090
General, program, and development expenses	\$ 28,708,201
Other expenses	\$ 3,564,385
Total Expenses	\$ 59,788,676
Net loss from operations	\$ (25,162,657)
Net gain from change in retirement plan valuation	\$ 5,693,020
Non-controlling interest in net loss	\$ 2,337,836
Net Gain for Year Ended September 30, 2022	\$ (17,131,801)
Net assets at September 30, 2021	\$ 164,737,852
Total Net Assets at September 30, 2022	\$ 147,606,051

Full Financial Reports, FY22:

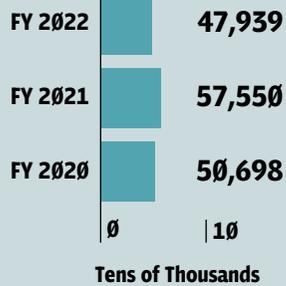
www.aph.org/annual-reports/annual-report-fy2022/

www.aph.org/annual-reports/fy2022-aph-financial-statement/

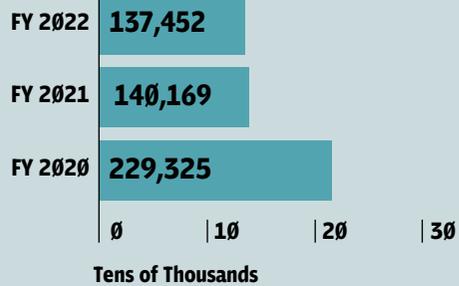
Fiscal Year 2022 Highlights

APH Production Highlights

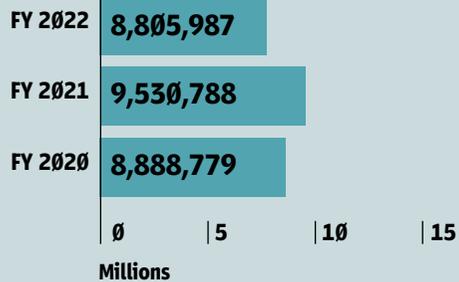
Braille Volumes Produced



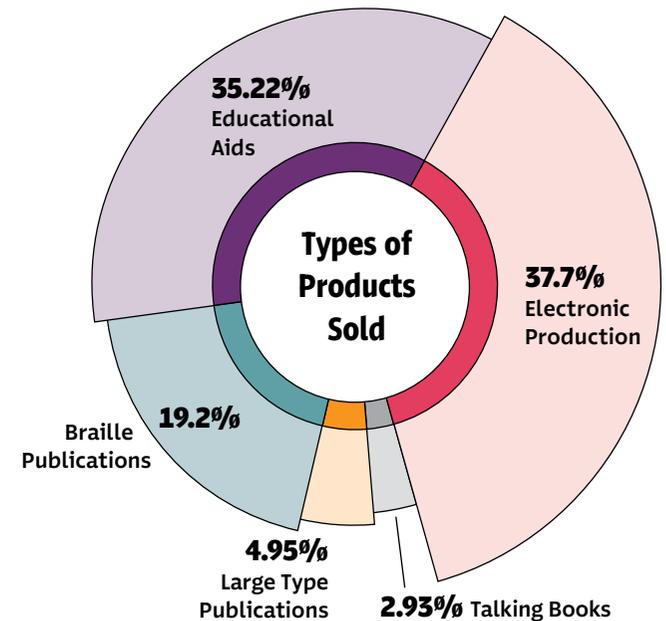
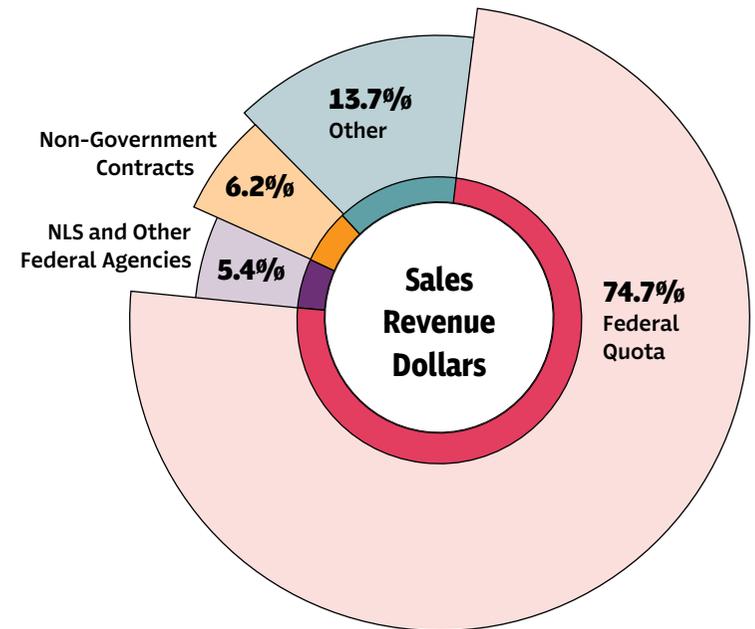
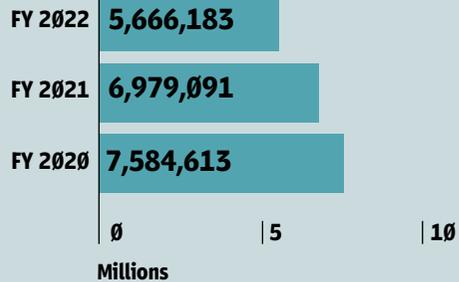
Audio Minutes Recorded



Braille Pages Produced



Large Type Department Pages Printed



Officers and Trustees



Phoebe A. Wood
Board Chair, FY 2022

Corporate Officers as of September 30, 2022

Phoebe A. Wood — Chairman
Herbert W. Perkins III — Vice Chairman
Phoebe A. Wood — Treasurer
Craig Meador, Ed.D. — President
William G. Beavin — Secretary
William M. Brown — VP, Human Resources
Anne Durham — VP, Innovation and Strategy
Alejandro E. Franco — VP, Information Technology
Paul Schroeder — VP, Impact and Outreach
Wayne Price — VP, Production
Stephenny Minyard — VP, Finance

Corporate Trustees as of September 30, 2022

Phoebe A. Wood — Chairman
Charles Barr, M.D.
Gayle Dorsey
Angie M. Evans
Jane W. Hardy
Judge David Holton II
Marjorie Kaiser, Ed.D.
Julie S. Lee, M.D.
Craig Meador, Ed.D.
Yung Nguyen
W. Barrett Nichols
Herbert W. Perkins III
Russell Shaffer

EOT Advisory Committees Elected in October, 2021 (FY 2022)

Educational Services Advisory Committee (ESAC)

Carson Cochran — Georgia, Chair

Brian Darcy — Idaho

Jared Leslie — Arizona

Tanya Armstrong — Nebraska

Donna Cox — Virginia

Beth Pieters — Iowa

Rob Hair — Alternate

Educational Products Advisory Committee (EPAC)

Scott McCallum — Washington, Chair

Kay Ratzlaff — Florida

Leslie Bechtel Van Orman — Wyoming

Dawn Soto — Wisconsin

Armando Venegas — Utah

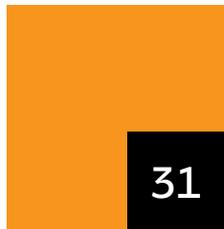
Heidi Munschy — Rhode Island

Pam Parker — Washington

Kathy Segers — Tennessee, Alternate

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.





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