newview
OKLAHOMA
IT'S NOT WHAT YOU CAN SEE IT'S WHAT YOU CAN BE

2017 Impact Report
Dear Friends,

It gives us great pleasure to present the 2017 NewView Oklahoma Impact Report.

At the close of the 68th year of NewView’s life and work, we are honored to embark on another year of service to our community. We are proud to tackle new challenges and to make new connections in order to strengthen Oklahoma and empower those we serve. On behalf of NewView, we are proud to share highlights from another exciting year in the history of this wonderful organization.

Some of our highlights of 2017 include:

• We were honored with the Blue Cross Blue Shield Senior Champion of Health Award. This award will allow us to serve more seniors in Oklahoma who have vision loss through our rehabilitation and community outreach programs.

• Our Keys to Work Transitions Institute in Tulsa expanded from one-week to two-weeks of programming, preparing teens for college or employment.

• We were re-awarded a 5-year reclamation contract at Tinker Air Force Base, where we employ 17 NewView employees. This unit has saved the Defense Logistics Agency more than 14 million dollars over the past 6 years.

• In March we were awarded new reclamation and warehousing contracts at Hill Air Force base, creating 7 new jobs for NewView employees.

• We took over management of an IRS mailroom in Salt Lake City, Utah.

• A new 5-year contract was awarded to NewView to produce the fire hoses used on U.S. Navy Ships.

• We installed 3000 hand wash and Purell hand sanitizer dispensers at Oklahoma State University in Stillwater, Oklahoma, and

• After Hurricanes Harvey and Irma struck the United States, we produced our first orders of Emergency Personal Hygiene Kits.

Every day, we’re creating hope and changing lives through meaningful employment opportunities, comprehensive low-vision rehabilitation and state-of-the-art programs and services for those who are living with significant vision loss.

Capturing the scope of NewView’s work is no easy task, but this Impact Report chronicles some of the accomplishments from the past year and a few of the people whose lives were transformed through their relationship with NewView.

Thank you for your continued support and for helping us change lives and empower the people we serve. We are deeply grateful to all of our community partners, friends and donors who make it possible for us to expand and grow our services, programs and employment opportunities.

As we look to the future, we will continue our commitment to expand our horizons and discover new ways to meet the changing and growing needs of our community.

Lauren Branch | President & CEO

Pat Rooney | Board Chair
Bud’s Story

In 2015, Bud Shepherd underwent surgery for a kidney removal and suffered an ischemic stroke, losing a significant amount of his eyesight. After living a very full life, Bud was suddenly faced with giving up many things that he liked to do, including driving, reading, spending time on his computer, and taking care of his cows and horses.

In February 2017, Bud was referred to NewView Oklahoma by his ophthalmologist, something he says was “life-changing.” He was seen by one of our doctors for a low vision eye exam, which helped him get yoked prism glasses, giving him some increased peripheral vision and assisting with his balance. He was also given a low vision occupational therapy (OT) evaluation and low vision OT treatments.

NewView occupational therapist Anita Miller went into Bud’s home and marked many of the things that he uses daily, including the microwave and his computer keyboard. She also marked steps in his home with high contrasting tape to make his transitions safer. In addition, she taught Bud medication safety so he could manage his own medication on a daily basis.

Today Bud has the proper magnification and can read again when he isn’t listening to books on tape. He can also use his iPhone more efficiently and get the most of the functions it offers. Bud also receives orientation and mobility training, giving him even more independence in and around the home.

19.78% of our patients are below the national poverty level, but we never turn anyone away based on their ability to pay.
Visual impairment and blindness can have a profound impact on an individual’s ability to function in daily life. Age-related diseases can cause vision loss later in life, leading to decreased independence, isolation and depression. Premature birth, genetics and birth defects can affect vision in young children, presenting lifetime barriers to education and assimilation in the community.

NewView offers comprehensive vision assessment and a variety of services at our Oklahoma City and Tulsa Low Vision Clinics, allowing patients to remain independent. Then, our rehabilitation team creates an appropriate treatment plan, traveling throughout the state to provide services to help patients cope with their vision loss.

4,304 patients were registered through our clinics and programs.

58% Seniors
25% Working Age Adults
17% Pediatrics

825 patients received direct rehabilitation services with our licensed therapists and certified instructors.

NewView served patients in 322 cities, in 76 counties statewide, plus patients traveled from 44 cities across the United States to NewView low vision clinics.

NewView offered consultive and direct services to students with visual impairments in a number of school districts across the state.
Dale’s Story

When Dale Shawn came to work at NewView last summer, he started as a lineman in the hose manufacturing department, but was quickly recognized for his leadership potential. Dale was asked to train for the department lead of hoses, and as with all NewView employees, was encouraged to make an appointment at the Low Vision Clinic in Oklahoma City.

“I figured I’d get adaptive technology, stuff to help me do my job better,” Dale said. “But this turned into an opportunity I didn’t think was possible.”

Dale visited Dr. Roach at the Low Vision clinic who suggested he try lenses to aid his visual impairment caused by Retinopathy of Prematurity (ROP). Dale stopped wearing glasses several years ago because the glasses were so thick they caused headaches and eventually didn’t improve his vision. But Dr. Roach conducted a thorough and extensive exam, and Dale came out of the appointment with new glasses – and a whole new perspective.

“I walked out to the car and I could actually see my wife for the first time. Then I looked in the backseat and saw my son smiling, and my daughter making faces at me – which she can’t do now that I can see better,” Dale said laughing. “It was like the world opened up again.”

Dale has lived his adult life with limited vision, seeing only light and color, and his cataracts will eventually progress to the point that he won’t benefit from glasses. So, he says that he’s “enjoying the view while he can.”

“The biggest plus has been being able to see my family. I never thought I’d be able to do that,” Dale said. “But I’m thankful for the time I didn’t have glasses because it made me much more aware of what’s around me and much more capable.” While his glasses are helpful in his new role as department lead of hoses, Dale says that he is not dependent on wearing glasses.

“When you grow up blind, you think you have limitations,” said Dale. “But NewView Oklahoma teaches you that there aren’t any limits if you have the right methods and tools. They take away the excuse that, ‘I’m blind and can’t do it’ and teach that we can be successful and prosperous in what we do. We’re not just the blind and visually impaired. We are productive, and necessary individuals.”

We’re not just the blind and visually impaired.
We are productive, and necessary individuals.
Fulfilling Employment

Seventy percent is a large number. That’s the unemployment rate among people who are blind or visually impaired. As the largest employer of people who are blind or visually impaired in the state of Oklahoma, NewView directly combats that number by employing people with visual impairments. Our goal is to open doors and reduce the staggeringly high unemployment rate. We change the conversation from disability to ability and show that people who are blind can perform just about any job anyone else can, they just do it differently.

NewView provides nearly 150 jobs for people who are blind or visually impaired in the areas of administrative, manufacturing, management and rehabilitation specialists.
As a respected member of the Oklahoma business community since 1949, NewView supplies high quality products and services to federal and state governments, private companies and commercial industries, while providing a variety of jobs for people who are blind or vision impaired. Capabilities include packaging, kitting, assembly, CNC machining, mailroom services, switchboard operations, warehousing and inventory control and wholesale distribution. We are a National Industries for the Blind (NIB) affiliated agency and an AbilityOne member agency.

Tinker AFB, OK
Defense Logistics Agency (DLA), recycle and reclamation yard
17 EMPLOYEES

Travis AFB, CA
USAF Telephone Operator Consolidated Call Center
24 EMPLOYEES

Hill AFB, UT
DLA reclamation and distribution yard
7 EMPLOYEES

OK; UT
Internal Revenue Service (IRS), official mailroom
4 EMPLOYEES

OK; UT
NewView Headquarters
69 EMPLOYEES

OKC, OK
Low Vision Clinic
11 EMPLOYEES

Tulsa, OK
Low Vision Center
8 EMPLOYEES

MS;VA;MD;PA;DC
United States Navy Mailrooms
22 EMPLOYEES
Community Programs

Our adult programs are designed to provide forums for Oklahomans who are blind and vision impaired, allowing them to share experiences, ideas and swap practical information among group members.

Creative Visions
We believe that everyone is creative in their own way, and that’s why we offer creative classes for adults with vision loss. Sessions are held at the OKC Museum of Art and lead by professional artists in a variety of mediums.

VITAL (Veterans Independence Through Adaptive Living)
This group gives social support to vision impaired servicemembers and their families by providing opportunities to enjoy the company of their peers, share stories, be active members of their communities, and have access to helpful resources. The VITAL group is represented by men and women who have served in every major war since World War II.

Eyes Just Talking
This is a peer-run activities group for visually impaired and blind individuals, as well as their families and friends. Activities promote independence and self-confidence while providing an opportunity to share useful information in a safe and comfortable environment.
Logan’s Story

Logan is a typical 17-year-old high school student who enjoys reading and hanging out with friends, in addition to her school activities where she is a National Honor Society officer. She was recently accepted at Northeastern Oklahoma A&M College (NEO) and will start concurrent enrollment in the spring.

This is a time of increased freedom for any young adult, but Logan has had vision loss and nystagmus from birth due to optic nerve hypoplasia, creating challenges with a new environment. NewView Oklahoma began helping provide services for Logan after she attended the Keys to Work Transition Institute.

“I went to Transition Camp not really knowing what I was going to get out of it, but Cathy Holden, the senior vice president of rehabilitation/clinical operations, had me get my cane out the first night and that was the end of that story,” Logan said. “We weren’t there just for fun, but it ended up being a lot of fun!”

Since camp, Logan has continued with follow up services from NewView including occupational therapy (OT), Orientation & Mobility (OM) and assistive technology training.

“Logan is so smart and cheerful, and she looks at the bright side of everything,” said Kim Guirl, director of rehabilitation at NewView. “We’re trying to set her up to be successful, especially as she goes to college and expands her independence.”

In preparation for college, Logan has been touring the NEO campus and getting used to using her white cane. Her initial reluctance to using a cane came from not wanting to draw attention to her low vision and also from always being able to “get by” without it.

“I thought, ‘I’ve made it 17 years and managed,’ and I don’t want to stand out. I can hide my low vision with no problem,” she said. “But I think the cane will give me greater independence – to be able to walk around on a bigger campus and not have to rely on someone escorting me.”

Logan plans to study psychology and work with children in some capacity, which will require a lot of studying. NewView services included training on adaptive equipment to make reading easier. Logan uses the Ruby, a portable device that magnifies and changes contrast to the text, as well as Prodigy which has text-to-voice and other features to help her read.

Logan says her experience with camp and follow up services at NewView are more than just about independence.

“I feel like I got so much more out of NewView than OT, O&M, and the new technology,” Logan said. “I’ve never really been around anyone else with low vision, so camp was a great experience. In those two weeks, I made a lot of friends, and the services after camp have helped me grow a lot.”
Keys to Work is a collaboration between NewView and other statewide agencies to provide comprehensive services including occupational therapy, orientation and mobility and assistive technology. The curriculum is designed to prepare young adults with blindness or vision impairment as their primary disability for college and employment.

This year 15 students learned and experienced:

- Independent Living Skills
- Latest Technology
- Creating a Budget
- Grocery Shopping
- Writing Résumés
- Interview Skills
- Networking
- Travel Skills
- CPR and First Aid
- College Visits
- Makeovers and Personal Hygiene Classes
NewView believes that every child deserves to have a summer camp experience. OWL camp was created in the summer of 2000 and has hosted hundreds of children and teens throughout the years. Campers who are blind or vision-impaired are teamed up with a sighted “buddy” during their stay, who is similar in age. This gives the sighted children an opportunity to learn what it’s like to live with a visual impairment. All of the kids have a great time during their two-week stay at camp making new friends, learning new things and experiencing the great outdoors. Many of the buddies are so impacted by the experience that they come back year after year to volunteer.

This year, the Tulsa OWL Camp was held at Lake Tenkiller and the OKC OWL Camp was held at the University of Central OKlahoma.
As we continue to expand our programs at NewView, the need for volunteers grows every day. We are thankful for the dedicated individuals in the community who give of their time and talents to help support our mission.

Our OWL Camp volunteers and buddies spend an entire week living with our campers and offering valuable support and guidance. We also depend on volunteers to help with our VITAL groups, supporting our Veterans, our Creative Visions art classes and various events throughout the year. We couldn’t do it without their help!
Revenue & Expenses

Revenue from Products & Services $21,117,242 Excludes Capital Campaign

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Fire Hoses</td>
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<tr>
<td>Travis Switchboard</td>
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</tr>
<tr>
<td>Navy Mailroom</td>
<td>10%</td>
</tr>
<tr>
<td>Airplane Wheel Chocks</td>
<td>9%</td>
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<tr>
<td>Tinker Box Reclaim</td>
<td>6%</td>
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<tr>
<td>Shower Curtains</td>
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<tr>
<td>First Aid Kits &amp; GOJO</td>
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<td>Military Rations, IRS &amp; Other</td>
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Revenue for Clinics & Programs $2,135,142 plus $482,862 transfer | Excludes Capital Campaign

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Rehabilitation Fees</td>
<td>23%</td>
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<tr>
<td>Transfer from Industries</td>
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<tr>
<td>Grants - Restricted</td>
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<tr>
<td>Bequests &amp; Royalties</td>
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<td>Donations</td>
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<td>Rental Income</td>
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<td>Trust Distributions</td>
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Expenses $23,144,462 Excludes Storm Damage

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<tr>
<th>Description</th>
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<tbody>
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<tr>
<td>G&amp;A</td>
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<tr>
<td>Fundraising</td>
<td>2.1%</td>
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Over the past nine years, NewView’s Low Vision Rehabilitation Program has grown from one that served 30 clients with low vision to a statewide operation that serves more than 4,300 statewide. Because of our phenomenal growth, the rehabilitation program has outgrown our current location at the Chesapeake Community Plaza in Oklahoma City. As more than 500,000 people in Oklahoma are or may be impacted by debilitating vision loss, NewView needs more space to deliver more low vision exams and provide therapy, training and program activities to meet the ever-increasing need for our services.

To address the need for a larger facility, NewView launched a $4,000,000 capital campaign for the purchase and renovation of a 27,000 square foot building at 4301 N. Classen Boulevard. The new facility will be centrally located on the Embark bus line, making it highly accessible to the visually impaired community.

The focal point of the first floor will be a retail space, offering the latest in adaptive devices and assistive technologies and a community room. Also on the first floor will be a community room, which will serve as a gathering space for our clients who are visually impaired, allowing them to participate in an ongoing schedule of group trainings, art classes, support groups and other activities.

The second floor will include three low vision exam lanes, computer training, technology and Braille labs, a fully equipped adaptive teaching kitchen, neurological and pediatric therapy rooms and administrative offices. Once fundraising is complete, renovations are expected to take 9-12 months, with occupancy planned for the spring of 2019.

At the end of FY2017, NewView had raised $2,635,423 toward our $4 million goal. Thank you for the generous support of these donors to our Capital Campaign.

E.L and Thelma Gaylord Foundation
H.A. and Mary K. Chapman Charitable Trust
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Donor Recognition

To thank those who have made contributions, this section is comprised of donors at the $250 level and above which sustained the programs and services at NewView. Thank you for your generous support.

Vision Beyond Sight Giving Society
Vision of Inspiration ($10,000/year for 5 years)
Rebecca K. Morgan, M.D.
Vision of Independence ($5,000/year for 5 years)
John & Jenny Meyer
Vision of Hope ($1,000/year for 5 years)
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Gifts which sustained the programs and services at NewView Oklahoma during Fiscal Year 2017, Oct. 1, 2016 - Sept. 30, 2017

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Sarkeys Foundation
William R. R. Loney Trust

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$10,000 - $24,999
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$250 - $499
American Fidelity Foundation
Chubb Federal Insurance Company
Cox Charities

$100 - $249
Aetna
BKD Foundation

$50 - $99
Aetna
BKD Foundation

$25 - $49
Aetna
BKD Foundation

$10 - $24
Aetna
BKD Foundation

$5 - $9
Aetna
BKD Foundation

$1 - $4
Aetna
BKD Foundation
Pam Leader  
Leadership Oklahoma City  
Oklahoma City Retailers Foundation  
The Oklahoma United Methodist Foundation  
Gus & Emily Pekara  
Shining Honor Project

$1,000 - $2,499
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Amy Beierly  
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Terrill D. & Nancy Smith  
St. Gregory’s Catholic Church

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Hilarie Blaney  
Tess Chambers  
Warren Clark  
Kristi & Zachary Cooper  
Jeff & Dianna Davidson  
Carvel & Joanne Davis  
Delta Gamma Foundation  
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