Dear Friends,

It is our sincere pleasure to present our 2018 Impact Report. As you read on you will find we had a very busy and productive year. For openers, we are just now finishing up construction on our new rehabilitation clinic office building on North Classen in Oklahoma City. We are also putting the finishing touches on a successful $4,000,000 capital campaign to support the new building and other projects. We continue to grow our statewide presence with an expanded footprint in Tulsa, and we have just taken possession of a wonderful lakeside property on Lake Tenkiller to house our popular OWL Camp for years to come.

As always, we have heartfelt rehabilitation stories of those visually impaired we have assisted this year as they seek to manage life in the fullest measure possible.

Other highlights for 2018 include:

• NewView has 24 new items at various stages of development for the federal market that will create several new positions for individuals who are blind.
• The American Red Cross contracted with NewView to produce more than 25,000 wood sifter boxes to help fire victims sift through ashes after a disaster. This created 15,000 hours of labor for our employees.
• NewView continues to be one of the only rehabilitation programs in the country with a team dedicated to working with vision loss resulting from neurological issues.
• More than 630 guests attended our annual Envision the Future luncheons in Oklahoma City and Tulsa, helping us raise $229,495 to support NewView services.

It goes without saying, yet must be said, that these services from NewView would not be possible without generous friends and donors like you. So, on behalf of NewView, the Board of Directors and its dedicated staff, let me say thank you for all you do. Please enjoy this impact report on our accomplishments this past year, safe in the knowledge that the greatest impact to our success is you.

Pat Rooney
| Board Chair

Pictured: NewView Board Chair, Pat Rooney, NewView President and CEO, Lauren Branch with employees at NewView headquarters in Oklahoma City

We empower individuals facing vision loss, maximizing their opportunities to live life without limits through all stages of life.
Gloria

While spending time with her granddaughter in St. Louis 28 years ago, Gloria could not get that flyaway hair out of her eye. It was pestering her and wouldn’t go away no matter how many times she wiped her brow.

Later, she noticed flashing lights in her rear view mirror when driving at night. But when she turned around to look, no one was behind her. It was then that Gloria decided it was time to see her optometrist. During her visit with her doctor, she learned these strange experiences were actually the side effects of macular degeneration.

Macular degeneration is a loss of central vision resulting from damage to the retina. The central part of the retina, called the macula, can become uneven as a result of fatty deposits or become scarred because of tiny leaking blood vessels. Age-related macular degeneration (AMD) is by far the most common type of macular degeneration and is the leading cause of vision loss in Americans 60 years of age and older.

Over the next 25 years, Gloria would have surgery and receive several injections to curb the effects, but it was still difficult to manage small day-to-day tasks like reading the mail and the labels on her prescriptions.

“I am grateful that my condition is quite manageable but there are still everyday struggles,” said Gloria. “NewView Oklahoma has provided me additional resources that allow me to overcome those struggles and continue to do more each day.”

And yes, Gloria does more. A highly involved member of the Spanish Cove Retirement Community in Yukon, Gloria participates in numerous activities, including board and card games and the drama group, just to name a few. Most notably, Gloria teaches water aerobics to her peers and swims every day.

If you have a friend or loved one who is living with macular degeneration, NewView can help them be as independent as possible.

Improving Lives

More than 50,000 people in Oklahoma live with blindness or significant vision loss that cannot be corrected by glasses, medication or surgery.

NewView is here to help provide services to keep children in school, adults at work and senior adults living independently in their homes. We have low vision clinics in Oklahoma City and Tulsa, but also serve patients in every county throughout the state.

Students participated in our Creative Visions Art classes where they learned to be creative in their own way. This included a variety of mediums, including marbling, origami and poetry.

Our Eyes Just Talking participants took part in monthly peer-led support groups for blind and visually impaired individuals.

The NewView dragon boat team, The Drifters, participated in the spring regatta on the Oklahoma River and in Blind Sports Day at the Chesapeake Boathouse.

NewView has a network of more than 850 physicians who refer more than 800 new patients per year for low vision rehabilitation services.

NewView Oklahoma has provided me additional resources that allow me to overcome those struggles and continue to do more each day.

NewView Oklahoma

In 2018, NewView Oklahoma saw patients from 418 cities and all 77 counties in Oklahoma. 26 patients traveled from other states and 1 traveled from another country.

Areas of Rehabilitation:
- Low Vision Evaluations
- Occupational Therapy
- Training & Daily Living Skills
- Travel Training
- Computer-Assisted Technology
- School Services
- Braille Instruction

Number of patients who received direct rehabilitation services with our licensed therapists and certified instructors:

<table>
<thead>
<tr>
<th>Total patients registered</th>
<th>New people served</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,236</td>
<td>932</td>
</tr>
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</table>

We saw patients from 418 cities and all 77 counties in Oklahoma.

Dozens of veterans engaged in our monthly VITAL (Veterans Independence Through Adaptive Living) lunch groups and annual Veterans Day luncheon.

Age Breakdown
- 55 and up: 78%
- 19-55: 15%
- 0-18: 7%

NewView has a network of more than 550 physicians who refer more than 800 new patients per year for low vision rehabilitation services.
Making an Impact

Advocacy is core to NewView’s work on behalf of individuals who are blind or vision-impaired. We are constantly working with our nation’s leaders at all levels to advocate on issues affecting people who are blind.

In 2018, we welcomed hundreds of visitors, including city and state leaders, to tour our manufacturing facility in Oklahoma City where they were able to see our employees in action.

Mark

Like many teenagers, Mark’s high school career revolved around sports. He spent hours on the baseball field, preparing to play for junior college. Just before his senior year, however, he found it increasingly hard to see the ball.

“The day I quit baseball was the worst day of my life,” Mark said.

By age 18, Mark’s Retinitis Pigmentosa was showing serious effects. RP is a rare genetic eye disorder, one that impacts his younger brother and father as well. Mark compares his current vision to looking through two paper towel rolls. His field of vision spans only 10 degrees, as opposed to a fully sighted person’s 180. This means he has no peripheral vision and is completely blind at night.

As his vision worsened, Mark had to give up his car keys and began slipping into what he calls “a really dark place.” He often skipped social events and even turned down free tickets to a Thunder game, because he did not feel confident navigating the arena.

After turning down NewView’s efforts to help him for many years, Mark finally realized that he needed to explore his options in order to live a full life.

It was then that Mark allowed NewView staff to teach him how to use a cane, how to navigate the UCO campus where he was a student and eventually connected him to an internship at Representative, now Senator, James Lankford’s office.

Now, Mark works as NewView’s Community Outreach Specialist and Public Policy Advocate, sharing his story with the community and advocating with policymakers. His mission? To normalize blindness and give people with visual impairments the chance to play on the same field.

As a passionate employee and new father to his 3-month-old daughter Evelyn, Mark’s life is full, and his future is bright.

“Working with NewView has given me confidence. It got me back to the old Mark.”

Mark writes a blog for NewView. You can read his entries here: NVOklahoma.org/blog.

In 2018, NewView employed 93 people who are blind and visually impaired in the following capacities:

- 39.8% Administrative
- 8.6% Management
- 3.3% Rehab Professionals
- 51.6% Manufacturing

"NewView Oklahoma | 6"
Employment opportunities have been very challenging since losing a good portion of my vision in 2004! I searched for work, but found that employment for someone who is vision impaired is literally non-existent. Being part of the NewView team has literally changed my life and has given me a reason to be independent.

- Myron Gordon
IRS Mailroom employee, OKC

Did you know that the unemployment rate among people who are blind or visually impaired is over 70%? NewView has been working for nearly 70 years to offer meaningful employment to those with significant vision loss.

Our capabilities include packaging, kitting, assembly, CNC machining, mailroom services, switchboard operations, warehousing and inventory control and wholesale distribution.

NewView is proud to be a National Industries for the Blind (NIB) affiliated agency and an AbilityOne member agency. We employ workers in Oklahoma, California, Utah, Mississippi, Virginia, Tennesse, Pennsylvania, Maryland and Washington D.C.

Find a complete list of our products and services at NVOklahoma.org/products-and-services.

In 2018, NewView provided jobs for employees who are blind and vision-impaired in the following states.

Our box reclamation unit at Tinker Air Force Base reclaimed 378,878 wood and fiber SPI boxes-saving DLA $20,582,226 since 2012.

We are the sole producer of fire hoses used by the U.S. Forest Service. In 2018, NewView employees produced up to 800 fire hoses per day — more than 4,000 miles of hoses.

NewView has been the sole supplier of aircraft wheel chocks for the U.S. Air Force and U.S. Navy for more than 50 years.

In 2018, NewView provided jobs for employees who are blind and vision-impaired in the following states.

- CA
- UT
- OK
- VA
- PA
- MD
- TN
- MS
- OK
- VA
- PA
- MD
Keys to Work Residential Transition Institute

Every young adult needs skills to live independently.

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 for college and employment.

Young adults learn about:
- Independent Living Skills
- Daily Travel (Including Bus, Taxi and Uber)
- Resume Writing & Interview Skills
- Networking
- Balancing a Personal Budget
- Grocery Shopping
- Meal Prep & Cooking
- Latest Technology
- Grooming

Summer OWL Camps (Oklahomans Without Limits)

It’s a fact, kids love camp!

At NewView, we know that youth who are blind or vision-impaired should get to experience resident camp just like their sighted friends do. That’s why we’ve been holding summer camps for children and teens for more than 19 years.

Our OWL camps create an environment where our campers get to do the same things that other kids do, whether it’s rock climbing, swimming, boating or adaptive water skiing.

Thank you to all of our supporters who make these summer programs possible.

“Watching our OWL Campers try new things always brings a smile to my face. I can’t express enough how thankful I am for our donors who make our OWL Camps a reality each summer.

- Lauren Branch, President & CEO
A violinist since age 5, young Madison Ingram began having problems seeing her music during violin practice when she was around 8 years old. In most cases, a prescription for glasses would be the solution for children needing vision correction.

“I thought she was wanting to quit violin, but she just couldn’t see it,” said Yoriko Ingram, Madison’s mom. “We took her to the eye doctor and thought with getting her glasses, she would be fine.”

A trip to Dean McGee Eye Institute in Oklahoma City resulted in a diagnosis of Stargardt disease, the most common form of inherited juvenile macular degeneration that causes progressive vision loss in children and young adults. Stargardt disease, like other forms of macular degeneration, does not yet have a cure. It affects one in 10,000 children. Vision loss generally stops progressing in the late teen years.

Madison was then referred to NewView Oklahoma, where she has been a patient of Judy Riley, O.D., for two years.

“My daughter loves Dr. Riley,” Yoriko said. “She explained everything so well so that we could understand. Dr. Riley is really good with kids and is so patient. She takes time to answer all of our questions.”

Madison uses biptic telescopes to see more clearly and give her the ability to see much further away, especially her violin music. The telescopes are attached to her glasses and work like miniature binoculars to make images larger and easier to see.

Yoriko highly recommends NewView to other parents. She said they will even visit your home to check to ensure nothing is dangerous for a person with limited vision or blindness.

“They were so helpful, especially since we didn’t know anything about Madison’s disease,” Yoriko said. “They just make you feel better, feel good... like a blanket.”

Madison is in fifth grade and part of the gifted and talented program at her school. She maintains a 4.0 grade point average and is in an Individualized Education Program. She and another girl in her class who also has been diagnosed with Stargardt disease have the assistance of an aide during school hours.

“Art builds my confidence. Anybody can do it, no matter what, even if they can’t walk, see, or hear anything. That doesn’t mean they can’t do things that other people can do.”

- Mickie
NewView Creative Visions
art participant

“They (NewView) just make you feel better, feel good... like a blanket.”

- Written by Betsy Penturf, Tulsa Kids magazine
Revenue & Expenses

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

- Fire Hoses: 50%
- Airplane Wheel Chocks: 12%
- Navy Mailroom: 12%
- Travis Switchboard: 9%
- Tinker Box Reclam: 6%
- First Aid Kits & GOJO: 4%
- Military Rations, IFS & Other: 4%
- Shower Curtains: 3%

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.

Revenue for Clinics & Programs $2,135,142 plus $482,862 transfer | Excludes Capital Campaign

- Grants - Restricted: 23%
- Rehabilitation Fees: 20%
- Donations: 19%
- Bequests & Royalties: 17%
- Transfer from Industries: 16%
- Rental Income: 3%
- Trust Distributions: 2%

Expenses $23,144,462 Excludes Storm Damage

- Manufacturing: 59.2%
- Service Contracts: 20.9%
- G&A: 8.8%
- Rehab: 8.5%
- Fundraising: 2.6%
**In Honor**

- Thomas J. Hill
- In honor of Anita Miller
- G. Stephen Mason, Jr.
- In honor of Elmer Norton

**In Memory**

- Tom Cordell
- In memory of Elmer Addy
- Lynda Nolen
- In memory of Elanor Addy
- Marcus Moore
- In memory of Natalie C. Baraga, Ph.D.
- Barbara Basanis
- In memory of Melissa Crocker
- John & Mary Wilson
- In memory of Nola Dobbs
- Deborah Rollo
- In memory of Jimmie Nel Smith Eden
- Danna Hart
- In memory of El Frye
- Joe Bossert
- In memory of Harry Gilbert
- Kelly Petrowski
- In memory of Nancy Graham
- Art & Sandy Cotton
- In memory of Cathy Holden
- Jim Dickinson
- In memory of Cathy Holden
- Mark Cromwell
- In memory of Cathy Holden
- Clifford & Bundy Porterfield
- In memory of Cathy Holden
- Dongliang Qu
- In memory of Cathy Holden
- Linda & Kenneth Reeljes
- In memory of Cathy Holden
- Dina Rosenbaum
- In memory of Cathy Holden
- Donna Sauterburger
- In memory of Cathy Holden
- Shawnie Tumbo, Frank, Inc.
- In memory of Cathy Holden
- Lynn Sonato
- In memory of Cathy Holden
- Patricia A. Sliva
- In memory of Cathy Holden
- Brenda Wending
- In memory of Cathy Holden
- JT Young
- In memory of Cathy Holden
- Betty Everett
- In memory of Bonnie Spencer
- Top Tippers Club
- In memory of Bonnie Spencer
- Terri Loveall
- In memory of Cathy Holden
- Robert Powell
- In memory of Robert Stover
- Laura Perkins
- In memory of Robert Stover
At the end of FY2018, NewView had raised $3,588,523 toward our $4 million goal. Thank you for the generous support of these donors to our Capital Campaign.

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In Memory of Cathy Holden
Cathy Holden, Senior Vice President of Rehabilitation and Clinical Operations for NewView Oklahoma, passed away unexpectedly on July 27, 2018. Cathy’s professionalism could only be matched by her amazing sense of humor and her abundant love for others, and she leaves behind a tremendous legacy.

Cathy had an immeasurable passion for her work and mostly, for the people in her care. Her career with NewView began in 2008, although her service to others began long before that when she began working in the field of low vision and blindness. Over the years, Cathy touched the lives of hundreds, if not thousands, of NewView clients and employees. Her desire to serve others could be seen in every one of her actions as she advocated for those with visual impairments in the state of Oklahoma and throughout the country.