



Thank you  
for being **inspired**  
to make an **impact**

2018 ANNUAL REPORT

IFBSolutions





It is a true privilege to come to work every day knowing that our mission is making a direct and life-changing impact on the lives of children and adults who are blind or visually impaired. It's a mission made possible by you – our customers, our employees and our donors.

In 2018, IFB Solutions received our 13th Employment Growth Award from National Industries for the Blind in recognition of our success in growing jobs and upward mobility for people who are blind. We added 63 jobs for people who are blind across our three facilities in Asheville, N.C., Little Rock, Ark., and Winston-Salem, N.C. For nearly one third of our workforce, IFB Solutions is their first job opportunity. Imagine the possibilities a job creates for someone who has never had one. Through our SEE (Student Enrichment Experience)

programs for children in grades K-12 and our job training initiatives, we're preparing even more people who are blind or visually impaired to embark on their own professional and personal journeys. Our Community Low Vision Centers support these efforts by pairing individuals with life-changing assistive technologies, and our Focus on Literacy program gives school-age children this technology free of charge.

Your inspired giving is the foundation for all that we are able accomplish in the workplace and in our communities. Thank you for believing in our mission. We are grateful for the time, treasure and talents you bring to IFB Solutions and look forward to all that we will accomplish together in the years ahead.

David Horton  
President and CEO, IFB Solutions

◀ Front Cover: During the summer, IFB's SEE program offers day camps and overnight camp experiences. Camp participant Mao navigates the Adventure Nets at the Nantahala Outdoor Center.

# Thank you to all our donors who've been inspired to make an impact!

Donations made to IFB Solutions and affiliates — October 1, 2017 — September 30, 2018

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With generous community support, BINGO for Bags hosted by IFB Solutions in Little Rock raises funds for local programs and services.



*"IFB Solutions is dedicated to providing opportunities and employment to members of our communities - in Arkansas and nationwide - and we are proud to support their work to improve the quality of life for so many people."*

IFB Solutions Vice President of Human Resources David Hampton catches up with Optical Lab technician Chris Palmieri.



Winston Personnel Group  
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\*A grant support provider



*"Massif whole-heartedly supports the mission of IFB Solutions in making sure that all individuals have opportunities to be contributing members of society. We are proud of their commitment to the highest quality standards in manufacturing gear for our Armed Forces."*

Noelle Christensen,  
 VP/GM - Massif



Our Community Low Vision Centers offer a variety of assistive technology and tools.



*"Being legally blind myself, I fully understand the upward battle everyone with low vision faces. Finding employment is difficult. Finding an employer who will take a chance on a visually impaired person is almost non-existent. IFB gives them that chance for a full life, and Sabrina and I are grateful for the opportunity to make a difference in someone's life."*

**Tom Serrin**  
IFB Solutions Board Member

**Thank you to all our donors who've been inspired to make an impact!**

*"We highly regard our partnership with IFB Solutions as we work together to enhance the quality of life of those who are sight impaired here in Hominy Valley and around the world."*

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*"In 2010, my vision started to rapidly decline, and it has been reassuring to know that IFB works hard to help those with limited vision find a better quality of life."*



*"In order to live an independent life and pursue my degree in technical writing, it's important that I have certain assistive devices from a walking cane and talking equipment to digital readers and more. Thanks to the Community Low Vision Center, I know that the Low Vision Associate will work with me to find any product I can think of."*

**Patricia Miller**  
IFB Little Rock Employee and CLVC Customer

*"IFB Solutions is one of the finest organizations in America transforming more than 1,000 lives into productive workers making their own way and contributing to society."*

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\*A grant support provider



**Denise McKinnon focuses on a detail while sewing a piece of the Fuel Handlers Coverall in our Asheville facility.**

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*"We support IFB for the leadership it provides in blind employment and the life-changing role it plays in providing inclusivity for people who are blind."*

*"We support IFB Solutions philanthropically because we feel it nurtures and supports the visually impaired to develop their professional and personal skills. Their programs fill a niche that was missing in our community."*

**Ben started in the SEE program as a kindergartener. Now in high school, he's looking forward to being a volunteer and mentor.**



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**Pottery bowls made by SEE students at Tracy's Little Red Schoolhouse in Winston-Salem.**



*“Ever since my Blind Sensitivity Training, I particularly appreciate the talent, courage, and character our IFB blind community has. I learn so much from these co-workers and I’m honored to work alongside them.”*



**All of our Community Low Vision Centers offer the Focus on Literacy program which pairs school-age children with free assistive technology for use at home to complete their class assignments and encourage a love of reading. This year alone, we served more than 150 children thanks to the generosity of our donors and grant supporters.**

**Thank you for being inspired to make an impact!**

*“Through our partnership with IFB to provide low vision aids and tools, we’re supporting our shared commitment to help those with low vision maximize their potential and make positive contributions to their community.”*

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- Ms. Chelsea Moffitt



***“IFB’s on-the-job training helped me learn to sew our Fuel Handlers Coveralls and use a handheld CCTV to sew the zipper garages closed. The training opened my eyes to so many things I can do that I thought I’d never get to do. I work in almost all our departments and try to do more of the sighted jobs to challenge myself.”***

**Samantha Coleman  
IFB Asheville employee**

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**IFB employee Lynn Drake and her dog Kenny are popular with visitors on the Winston-Salem facility tour.**



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 Ms. Wendy Yokley  
 Mr. and Mrs. Michael Young



*"I've been a donor ever since I joined IFB and I really see it as my way of paying it back to the community. For me, giving is about putting smiles on the faces of the children who attend Tracy's Little Red Schoolhouse and participate in the summer camps."*

**Scott Smith, IFB employee and U.S. Navy veteran**

*"I give because of the dedication my fellow employees put into the products they make for our military, and for the mutual respect we have for each other."*

## OTHER DONATIONS

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 Mr. Tyler Yarboro



*Each year, more than 100 children attend the SEE Summer Camps including Camp H2O and Adventure Camp where they build confidence and independence while also forging lifelong friendships. Through the generosity of donors, every child attends SEE Camp for free!*

**Your inspired giving changes lives!**

Asheville day camper Temperance and SEE camp teacher Nita share a smile during a field trip to Serpenterium Magic.



# IFB Solutions Golf Tournament

June 14, 2018 — The Omni Grove Park Inn, Asheville, NC

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Massif

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## Bingo for Bags

September 20, 2018 — Next  
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## Amazing Hidden Stories Gala 2018

November 17, 2018 –  
 The Benton, Winston-Salem, NC

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 Reynolds American, Inc.  
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**"We were absolutely blown away on our tour of IFB Solutions. They are doing amazing work for adults and children who are blind. We are so happy we could offer support to such a worthy cause."**

**— Ricky and Kelly Proehl**

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 Waggletails Mobile Pet  
 Grooming and Spa, LLC  
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 Whit's Frozen Custard  
 Winston-Salem Symphony  
 YMCA of Northwest  
 North Carolina





## Santa's Showdown Race

December 16, 2018 – Lewisville, NC

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CornerCap Investment Counsel

### IN-KIND DONORS

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Hanesbrands, Inc.  
107.5 KZL

## IFB's New Workforce Development Initiative Honors John W. Googe

Long-time IFB board member and community leader John Googe has a personal passion for ensuring people who are blind or visually impaired are equipped to live independent lives and pursue jobs of choice. IFB is honoring John's passion by establishing a new transitional program designed specifically for people who are blind or visually impaired to gain the job skills and tools needed to perform at the same level of quality and productivity as their sighted peers. This program will be funded in part by philanthropic gifts made in John's honor. If you are interested in donating, contact Ksenia Richards at [krichards@ifbsolutions.org](mailto:krichards@ifbsolutions.org).



### DONORS HONORING THE LIVING LEGACY OF JOHN W. GOOGE

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Mr. and Mrs. Scott Bauer *in memory of LeDean Stokes Childress*  
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Mr. and Mrs. Gordon Carey *in memory of Larry Johnston*  
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Mrs. Debra Childress *in memory of Margaret LeDean Stokes Childress*  
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Mr. Robert Dobbins *in memory of LeDean Childress*  
Mr. John Wigodsky *in memory of Larry Johnston*  
Ms. Tamara Flinchum *in honor of Karen Carey and in memory of Clamcey Friendship United Methodist Church in honor of Hudson Weisner*  
Ms. Pat Fulp *in memory of Sharon Joyce*  
Frotz, LLC *in honor of Pat Smith for all the good work she does*  
Dr. Sanjay K. and Dr. Lauren B. Gandhi *in honor of Drew and Asha*  
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Mr. and Mrs. Thomas W. Griffin *in honor of Kathryn Garner*  
Ms. Venessa Griffin *in memory of Sharon Joyce*  
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Mr. and Mrs. D. M. Holcomb *in memory of Margaret LeDean Stokes Childress*  
Mr. Donald S. Holland *in memory of Claire Culbreath*  
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**Thank you for your support!**

## Thank you!

IFB Solutions is honored to have the support of local communities and national donors like you. It is with your help that we are able to change the lives of hundreds of individuals with various ranges of vision every year, and our work is only possible because you care, because you felt empowered to make a difference.

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Thank you for believing in our mission. We are committed to investing each dollar wisely, so that you feel proud of your investment in America's leader of building life-changing opportunities for people who are blind.



*K. Richards* —

Ksenia Richards,  
Director of Philanthropy  
krichards@ifbsolutions.org  
336.245.5655



## Our Vision

*To be America's leader in building life-changing opportunities for people who are blind.*



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John Rowland  
Tom Serrin  
Doctor Pat Smith  
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Ann Johnston  
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**Thank you**  
for being **inspired**  
to make an **impact**



# 2018 Financials

Winston-Salem Industries for the Blind, Inc. d/b/a IFB Solutions and Affiliates

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS OF SEPTEMBER 30, 2018 (\$ IN THOUSANDS)

Cash & cash equivalents.....	\$ 5,153
Receivables, net.....	14,468
Inventory.....	19,398
Property & equipment, net.....	17,630
Other assets.....	12,555
<b>Total</b>	<b>\$69,204</b>
Liabilities.....	\$23,232
Net assets.....	45,972
<b>Total</b>	<b>\$69,204</b>

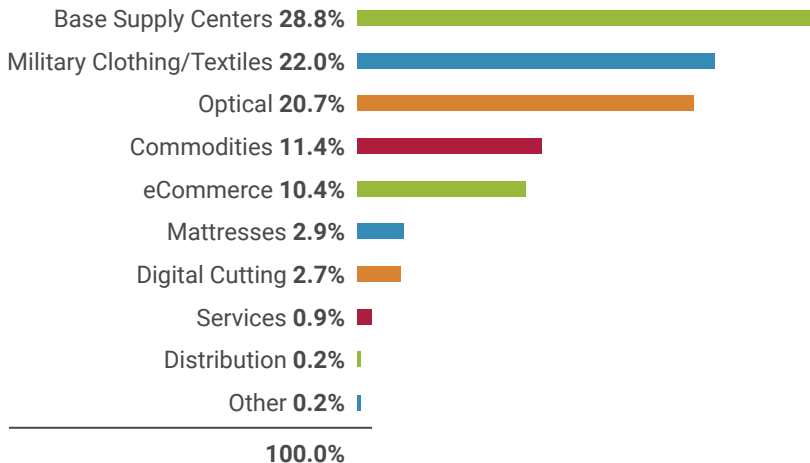
## CONSOLIDATED STATEMENT OF ACTIVITIES FOR THE YEAR ENDED SEPTEMBER 30, 2018 (\$ IN THOUSANDS)

<b>Operating Income</b>	
Foundation contribution revenue.....	\$ 22
Sales.....	152,916
Cost of goods sold.....	111,967
	40,971
Operating expenses.....	41,940
	(969)
Support & other income.....	1,361
Net operating income & support.....	392
Other.....	(89)
Increase of net assets.....	303
Net assets beginning of year.....	45,669
Net assets end of year.....	\$45,972

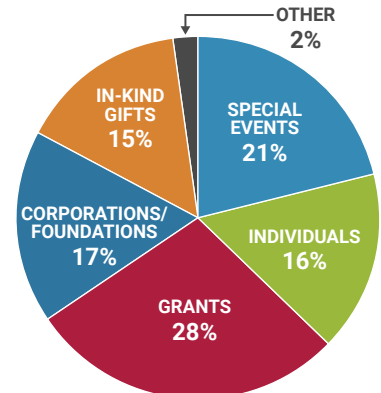
(Summarized from audited financial statements)



### IFB & Affiliate Portfolio Summary



### FY18 Philanthropic Contributions by Source



FY18 Total Consolidated Contributions \$1,279,209