



2007 Annual Report

501 N. Douglas Avenue • Oklahoma City, OK 73124 • (405) 232-4644 • www.olb.org

Introduction

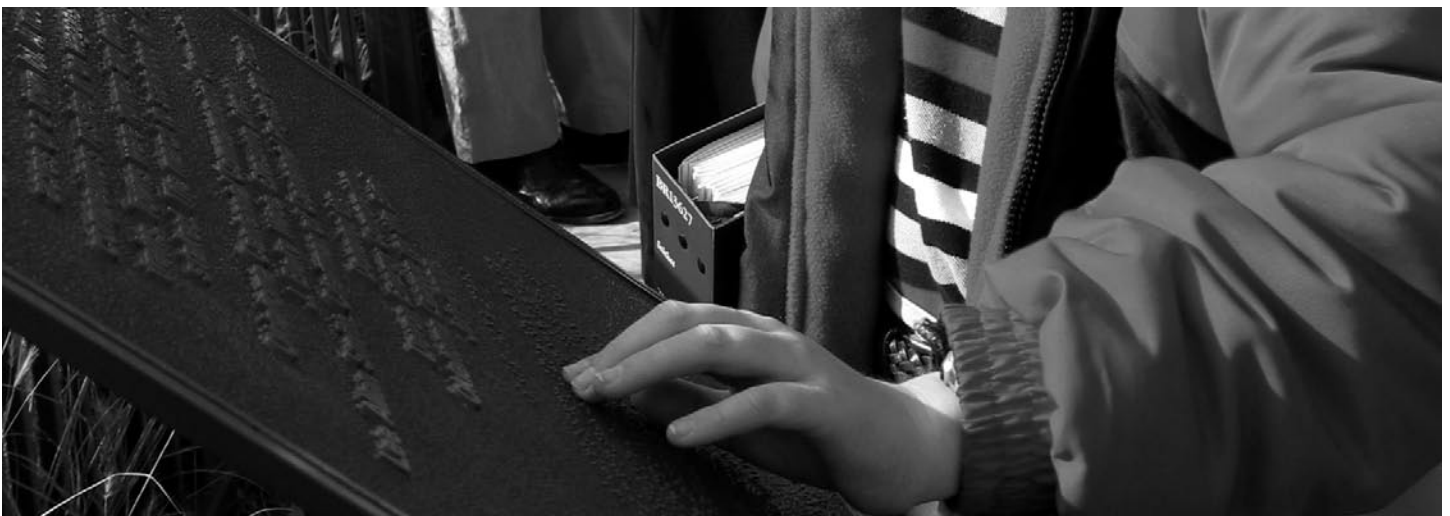
The Oklahoma League for the Blind (OLB) was founded in 1949 to assist blind and vision-impaired individuals. The nonprofit employs, rehabilitates and counsels Oklahomans to achieve their maximum level of personal independence.

Once a dream by six blind men, the OLB has turned hopes into reality for thousands. During the last fiscal year, the OLB has employed many blind and visually impaired Oklahomans in a number of jobs, providing products and services for a variety of government agencies and companies. They have also assisted individuals in adjusting to living with vision loss, giving these individuals the confidence and life skills necessary for success.

This report highlights the spirit and achievements of OLB, its staff, its employees and its contributors.

Facts

- Founded in 1949 by six blind men
- Mission: To empower blind and vision-impaired individuals to achieve their maximum level of personal independence through employment, rehabilitation and outreach
- The blind and vision-impaired population has an average unemployment rate of 75 percent.
- OLB generates 98 percent of its own enterprise through supplying contracted goods and services, manufacturing product lines and performing specialized services. The other two percent of OLB's operating budget comes from private donations.
- OLB employs more than 100 people in their Oklahoma City manufacturing facility where employees provide products and services for the federal government, state agencies and commercial customers.
- Currently, OLB provides products and services for Tinker and McConnell Air Force Bases, U.S. Marshals Service Air Operations Center, the United States Forestry Service, and the state of Oklahoma—among others.



Board of Directors
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Controller

Coby Livingstone
Rehabilitation Services Director

Letter from president and CEO – Lauren White



Imagine waking up tomorrow morning unable to see... what would be your first thought as you tried to figure out how you were going to get ready for work or how you were going to get the kids off to school? How would you match your clothes or find the phone? Pour your coffee? Get to work?

One of our employees found herself in this exact situation. A blood vessel in her eye burst overnight and she woke up with very little vision. She tried her best to get ready for work, but when she finally made it to her car she was devastated because she knew she couldn't drive. She eventually lost her

job, and then her hope of ever having a normal life again. But after a while, she called us for help. And now, she's worked with us for the last 15 years. That lost hope has been restored.

And, sometimes, it's the little things that make a difference. One of our rehabilitation clients just wanted to know how to get the toothpaste onto his toothbrush. Just think about that, something as small and insignificant as putting toothpaste on a toothbrush can be a monumental task for someone suffering from vision loss.

This is why we're here - to empower people with vision loss to achieve their maximum level of independence, to maintain their quality of life, to maintain their dignity and sense of self worth. Nothing is more important to someone than re-claiming their life! And nothing is more gratifying than helping someone do just that!

In Oklahoma, over 45,000 people suffer from severe vision loss and over 500,000 Oklahomans have eye diseases that lead to vision loss. That is almost 15% of our state population!

And we are the only private agency in the state providing vision rehabilitation and job training services to people with vision loss. So you can see, the need is tremendous, and it will only grow as the baby boomer generation gets older and many of us develop age-related eye diseases.

What we want you to know, what we want everyone to know, is that this great organization is here for everyone with any type of vision loss

Helen Keller once said, "One can never consent to creep when one feels an impulse to soar." That's what our intention is at the Oklahoma League for the Blind -- to soar forward and create a better future for blind and visually impaired Oklahomans.

Just imagine the possibilities!

Sincerely,

A handwritten signature in black ink, appearing to read "Lauren White".

Lauren White
President and CEO
Oklahoma League for the Blind

Employee Profile: Dave Anderson



Dave Anderson works in the hose department at OLB. The League employs more than 100 people in their manufacturing facility in Oklahoma City.

Dave Anderson has gone from being trapped in his Oklahoma City house to helping firefighters battle blazes throughout the United States.

The 49-year-old man up until almost two years ago hardly left his home and when he did, his journeys were never easy. Then he heard about the Oklahoma League for the Blind. He was told the organization hires, trains, rehabilitates and teaches the blind and vision impaired, a group with an unemployment rate about 70 percent.

“I really thought it was a scam,” Anderson said.

A scam it was not, and Anderson’s life has not been the same since. He now works at the OLB making fire hoses up to standards of the U.S. Forestry Service. Firefighters in Oklahoma and throughout the entire United States have used his hoses.

His vision has also improved to 20/600, which Anderson said is about 100 times better than before.

“I see things now and I think, ‘Oh my God,’” he said. “There are things out there that I didn’t know about.”

Since becoming involved with the OLB, Anderson said there’s nothing he thinks he cannot do. Sure, tasks like riding the bus are still challenging but overall, life is good. In December, he was even awarded with the Floyd Qualls Employee of the Year Award. And there’s always the satisfaction of knowing that every working day, he could be producing a hose that could save someone’s life.

“I was in real bad shape,” he said. “I was basically trapped in a house. It’s been a big plus being here. You just don’t know what’s out there until you hook up with an organization.”

Volunteer Profile: Ben And Edythe Williams

After 56 years of marriage, Ben and Edythe Williams still find time for one another. The couple doesn’t stop with a dinner and a movie but instead, they volunteer for the OLB on a regular basis.

Ben Williams, owner of Ben Williams Insurance, began volunteering about two years after helping an employee with supplemental health insurance. As a former Marine, he is prone to community service. After attending an “Envision Us Tour,” Ben was ready to volunteer and convinced his wife to join.

Edythe Williams, a 75-year-old retired property manager for Baptist Hospital, is a proud housewife, mother and grandmother who loves to shop. She often works on OLB volunteer projects with her husband.



Bob Allen, OLB chairman of the board, and longtime volunteer Ben Williams attend the OLB “Envisioning the Future” fundraising luncheon. The event was held April 10, 2008, at the Oklahoma History Center.

“My mother was blind before she passed away two years ago and I understand the challenges they face on a daily basis. I just

appreciate what they do down there,” she said. “And besides I like being an extra pair of eyes.”

Achievements

October 2006

The OLB and the Dean McGee Eye Institute hosted their Fifth Annual Macular Degeneration/Low Vision Seminar. The seminar focused on issues such as new treatment options in the field of macular degeneration, low-vision aides for the home and office, tools for coping with vision loss, community resources and services for persons suffering from vision loss.

November 2006

Tinker Air Force Base Col. Lee Levy toured the OLB facility. OLB is the sole manufacturer of wooden wheel chocks for the Air Force. OLB is also contracted with Tinker to allow for OLB employees to work the switchboards on the base. The call center takes as many as 400 calls per person per day.

December 2006

The Merrick Foundation awarded \$15,000 to the OLB to help strengthen the capacity of their Independent Living Center and vision rehabilitation services program. The grant specifically went toward funding a full-time vision rehabilitation instructor position at the center.

January 2007

OLB President and CEO Lauren White was named president of the National Association for the Employment of People who are Blind at the organization's annual board meeting.

March 2007

The OLB and the Oklahoma Centennial Commission joined together to unveil the Centennial Choo-Choo Braille Plaque at the Oklahoma City Zoo. In honor of the state's centennial and the zoo's new Oklahoma Trails, OLB has produced Braille and large-print documents highlighting exhibit features of the 11 ecosystems on display.

OLB presented an informational seminar on macular degeneration and the impact of vision loss. The seminar discussed travel and safety concerns, lighting tips and technologies available to individuals experiencing vision loss.

May 2007

ServiceSource presented an Outstanding Customer Service Award to OLB in recognition of the organization's work with the Internal Revenue Service mail center. Ben Cooper, an OLB employee, prepares mail pieces for pick up and delivery.

June 2007

The OLB "ForeVision" golf tournament took place at Quail Creek Golf and Country Club. Proceeds from the tournament benefited OLB's summer programs for children.

July 2007

OLB hosted Oklahomans Without Limits (OWL) Camp. OWL is a camping experience that encompasses full inclusion and community integration for children, ages 9 to 18, who are blind and their sighted peers. Sighted campers attending are from Woodland Hills Baptist Church in Newcastle.

How to Donate

Whether you choose to give your money, time or spirit, there are many ways to donate to the OLB. For those who have given in the past, thank you. For those considering donating for the first time or those wanting to help again, here are the most popular ways to give.

Volunteering

- Time
- Services

Money

- Cash, Check, Credit Card
- Through donor-advised funds
- Appreciated stocks or securities
- Corporate matching gifts

Estate

- Including OLB in your estate planning

Honors

- Show your love and appreciation for someone special by giving a gift in their honor.
- Remember a loved one or a friend with a memorial gift.

For more information, please call 405. 232.4664 or visit www.olb.org.



Campers create crafts at the 2007 Oklahomans Without Limits (OWL) summer camp. OWL camp, which takes place at the Central Oklahoma Christian camp in Guthrie, Okla., is designed to improve self-esteem and provoke positive social interaction among disabled and non-disabled peers.

Financials

Income Statement — Final & Audited *Year ended September 30, 2007*

	CURRENT MONTH				FY2007		FY2006	
	Sep-07	As a % of Sales	Sep-06	As a % of Sales	YTD Sep-07	As a % of Sales	YTD Sep-06	As a % of Sales
Sales	814,271		1,238,530		9,460,941		9,143,771	
Cost of Sales								
Direct Materials	712,980	87.6%	681,817	55.1%	7,014,610	74.1%	6,450,697	70.5%
Direct Labor	188,058	23.1%	44,406	3.6%	481,580	5.1%	717,479	7.8%
Indirect Labor	107,348	13.2%	88,420	7.1%	914,921	9.7%	871,246	9.5%
Overhead Expenses	(61,690)	-7.6%	23,074	1.9%	(135,729)	-1.4%	(178,560)	-2.0%
Total Cost of Sales	946,696	116.3%	837,717	67.6%	8,275,382	87.5%	7,860,862	86.0%
Gross Profit	(132,425)	-16.3%	400,813	32.4%	1,185,559	12.5%	1,282,909	14.0%
Gross Profit %	-16.3%		32.4%		12.5%		14.0%	
Selling Expenses	1,596	0.2%	(858)	-0.1%	22,905	0.2%	1,211	0.0%
Contribution Expenses	36,499	4.5%	4,816	0.4%	299,271	3.2%	49,046	0.5%
Rehabilitation Expenses	8,497	1.0%	16,167	1.3%	147,606	1.6%	166,632	1.8%
Distribution Expenses	(198)	0.0%	3,608	0.3%	122,670	1.3%	137,569	1.5%
General & Administrative Expenses	219,855	27.0%	198,419	16.0%	1,512,281	16.0%	1,392,664	15.2%
Total Expenses	266,249	32.7%	222,152	17.9%	2,104,733	22.2%	1,747,122	19.1%
Net Income from Operations	(398,674)	-49.0%	178,661	14.4%	(919,174)	-9.7%	(464,213)	-5.1%
Other Income & Expenses	247,188	30.4%	89,090	7.2%	662,935	7.0%	335,872	3.7%
Rehabilitation Income	0	0.0%			2,983	0.0%	0	0.0%
Other Income	265,381	32.6%			660,003	7.0%	335,872	3.7%
Net Income (Loss)	(\$151,486)	-18.6%	\$267,751	21.6%	(\$256,239)	-2.7%	(\$128,341)	-1.4%
Prior Period Adjustments (Schedule A)					<u>271,017</u>			
Net Income FY07 Before Extraordinary Item					\$14,778			
Extraordinary Item - Price increase from supplier, unable to pass on to Govt, locked into pricing.					<u>\$123,000</u>			
Net Income After Extraordinary Item					<u>\$137,778</u>			

Financials

Statement of Financial Position — Final & Audited

Year ended September 30, 2007

ASSETS	Audited 9/30/07	Audited 9/30/06
Current Assets		
Cash and cash equivalents	235,785	149,922
Accounts receivable	876,188	840,264
Inventories	434,548	452,065
Prepaid expenses	<u>49,045</u>	<u>69,288</u>
TOTAL CURRENT ASSETS	1,595,566	1,511,539
Property, plant and equipment, net	706,486	827,302
Beneficial interest in assets held by others	1,580,305	1,369,619
Debt issue cost	<u>19,207</u>	<u>19,927</u>
TOTAL ASSETS	<u>3,901,564</u>	<u>\$3,728,387</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	1,420,084	981,981
Accrued expenses and other liabilities	244,498	164,879
Current portion of long-term debt and notes payable	<u>572,644</u>	<u>595,077</u>
TOTAL CURRENT LIABILITIES	2,237,226	1,741,937
Long-term debt and notes payable	432,256	498,124
TOTAL LIABILITIES	2,669,482	2,240,061
Net assets		
Unrestricted	(137,537)	118,707
Temporarily restricted	359,555	359,555
Permanently restricted	<u>1,010,064</u>	<u>1,010,064</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$3,901,564</u>	<u>\$3,728,387</u>



Golfers participate in a putting contest at the ForeVision fundraising golf tournament at Quail Creek Golf and Country Club June 25, 2007. In this competition, 68 blindfolded participants competed against Victor Neal, a blind golfer.