



## ***Dear Donors and Friends of MAB:***

**As a donor, or more accurately, as an investor in our agency-- and particularly in our clients' future-- you are entitled to know how your money is spent, what outcomes are achieved, and what is planned for the future. There is very good news to report.**

For the past 71 years, MAB has positively touched and empowered thousands of local area citizens to reduce or eliminate the daily living problems imposed by blindness or severe visual impairment. By improving the independence, dignity, and confidence of so many Charlotte area citizens over the years, this commendable service record has earned MAB a solid reputation in the local and national community.

As we look to the future, we are committed to embracing the same values that served as the solid foundation upon which our reputation was established. These “good old fashioned” values are neither “old” nor outdated. They have stood the test of time and will serve as a compass for the future.

### **Embracing solid values has established a solid foundation**

**Mission focus.** MAB has always carefully targeted its funding on the essential needs of our clients and will continue to do so. We have been very cautious not to divert our focus away from our primary core mission. As a result, our effectiveness has not been diluted. Our goal is to maintain cost-efficiency as we obtain the best possible result for the greatest number of people who need our services.

**Fiscal stewardship and integrity.** MAB's audits, without exception, consistently reflect that the funds donated to the agency go for the intended purpose-- empowering clients to overcome the challenges of vision impairment. At a time when fiscal scandals have become commonplace, MAB stands tall, retaining its stellar fiduciary record.

**Quality people.** MAB recruits and attracts staff and board members who maintain the highest standards. The board of directors faithfully fulfills its duties to ensure fiscal and program accountability and support. Our well-trained and experienced staff are responsive to our clients, assisting them in developing new skills and achieving their personalized goals.

### **Looking to the future with a solid plan**

With these and other essential values as a guide, we established a strategic plan which addresses our clients' current and future needs. We are cognizant of the inherent obstacles and challenges which await us. We are experiencing the demand of age-related vision loss among those of retirement age. This vision loss among the aging "baby boomers" is of epidemic proportions. The numbers of seniors who need services as a result of glaucoma, diabetes, and macular degeneration is increasing exponentially. This demand in the future will challenge our capacity to serve those who need our services.

### **MAB's strategic plan is to serve more clients locally and more customers nationally with more efficiency.**

To achieve our new strategic vision to better serve more clients, we are committed to secure enhanced:

1. Community visibility.
2. Financial sustainability.
3. Technological capabilities.
4. Staff capacity.
5. Physical facilities.
6. Service growth.

### **MAB is at a pivotal point in its 71-year history.**

By achieving progress toward the six targeted goals, MAB will continue to evolve as a local and national resource for persons whose lives are impacted by visual disabilities.

Achievement of these goals will require concerted effort from many individuals. The board and staff are committed to fulfilling their responsibilities. Over the years we are grateful to the United Way of Central Carolinas and to our individual donors who have played a most vital support role.

In the future, we must reach out for expanded support from other individuals, corporations and foundations.

We pledge continued good stewardship of your resources. As you read about our clients' successes, you should take comfort and feel personal pride that your direct support allowed so many of our neighbors to have their lives so profoundly touched.



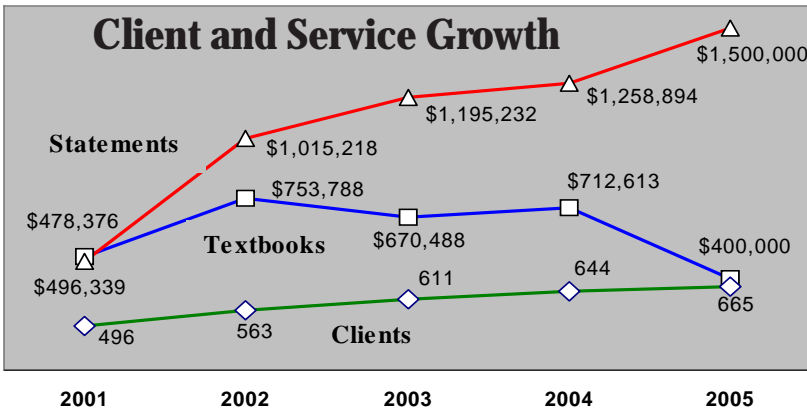
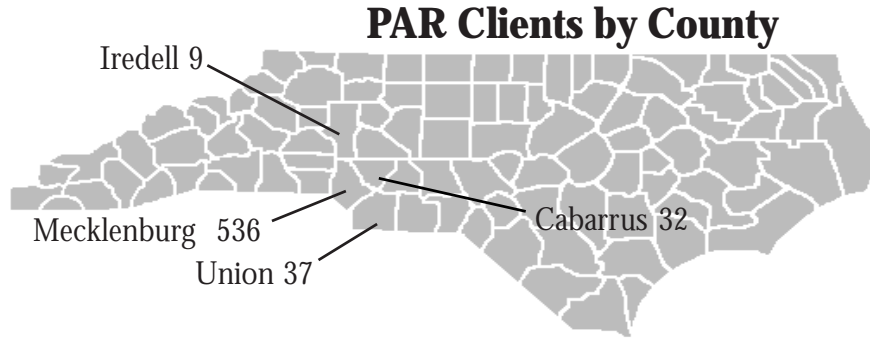
### **Thanks for investing in our clients' futures!**

Maggi Braun  
Board Chairman

Robert R. Scheffel  
President and CEO

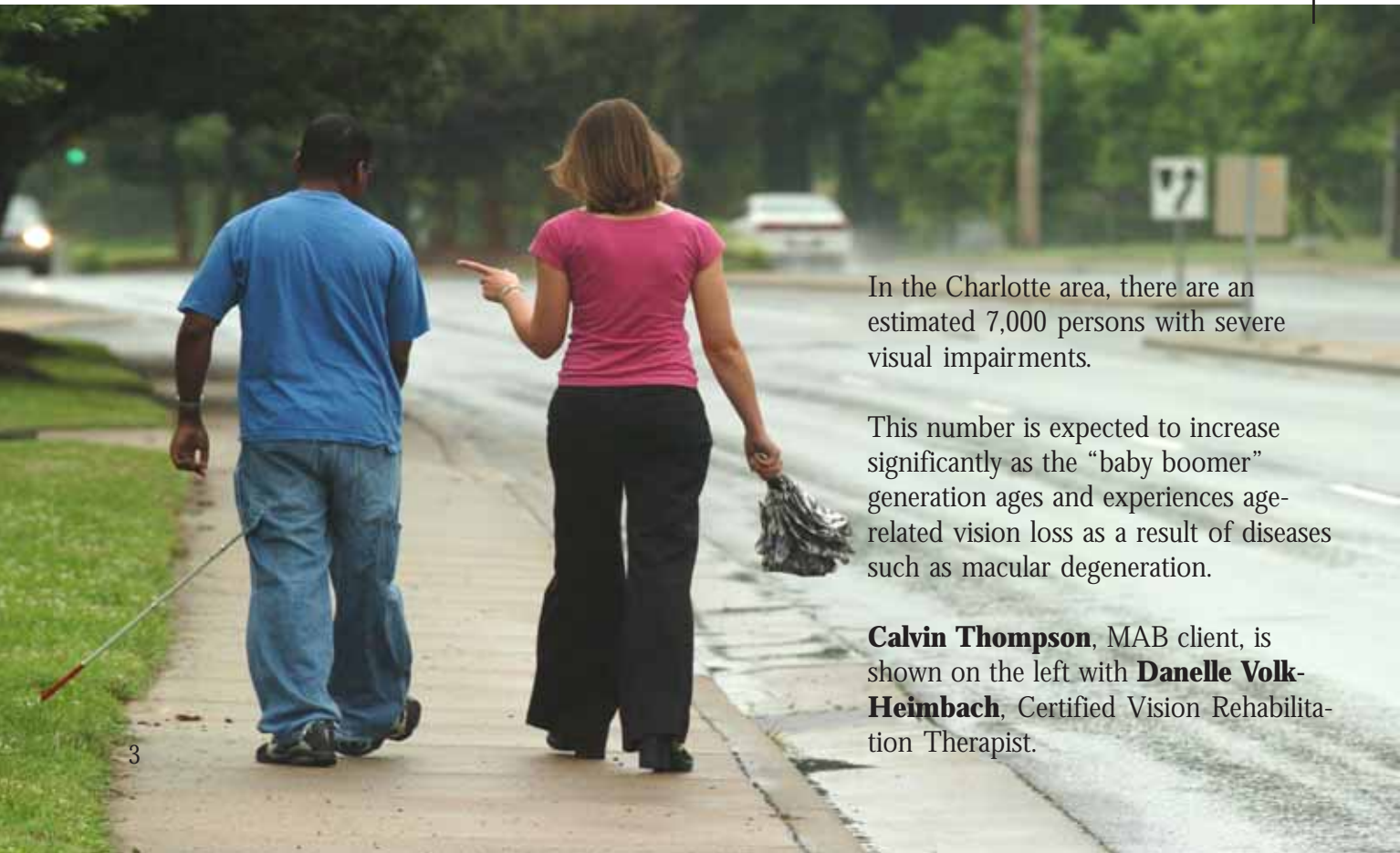
# Personal Adjustment and Rehabilitation Services

During fiscal year 2005, the Personal Adjustment and Rehabilitation (PAR) program assisted 665 clients in adjusting to vision loss and learning to function independently.



### Demographics

Age	Male	Female	Totals
0-19	26	24	50
20-44	48	44	92
45-64	62	82	144
65-84	77	167	244
85 +	33	100	133
Unknown	1	1	2
<b>Total</b>	<b>247</b> 37%	<b>418</b> 63%	<b>665</b>



In the Charlotte area, there are an estimated 7,000 persons with severe visual impairments.

This number is expected to increase significantly as the “baby boomer” generation ages and experiences age-related vision loss as a result of diseases such as macular degeneration.

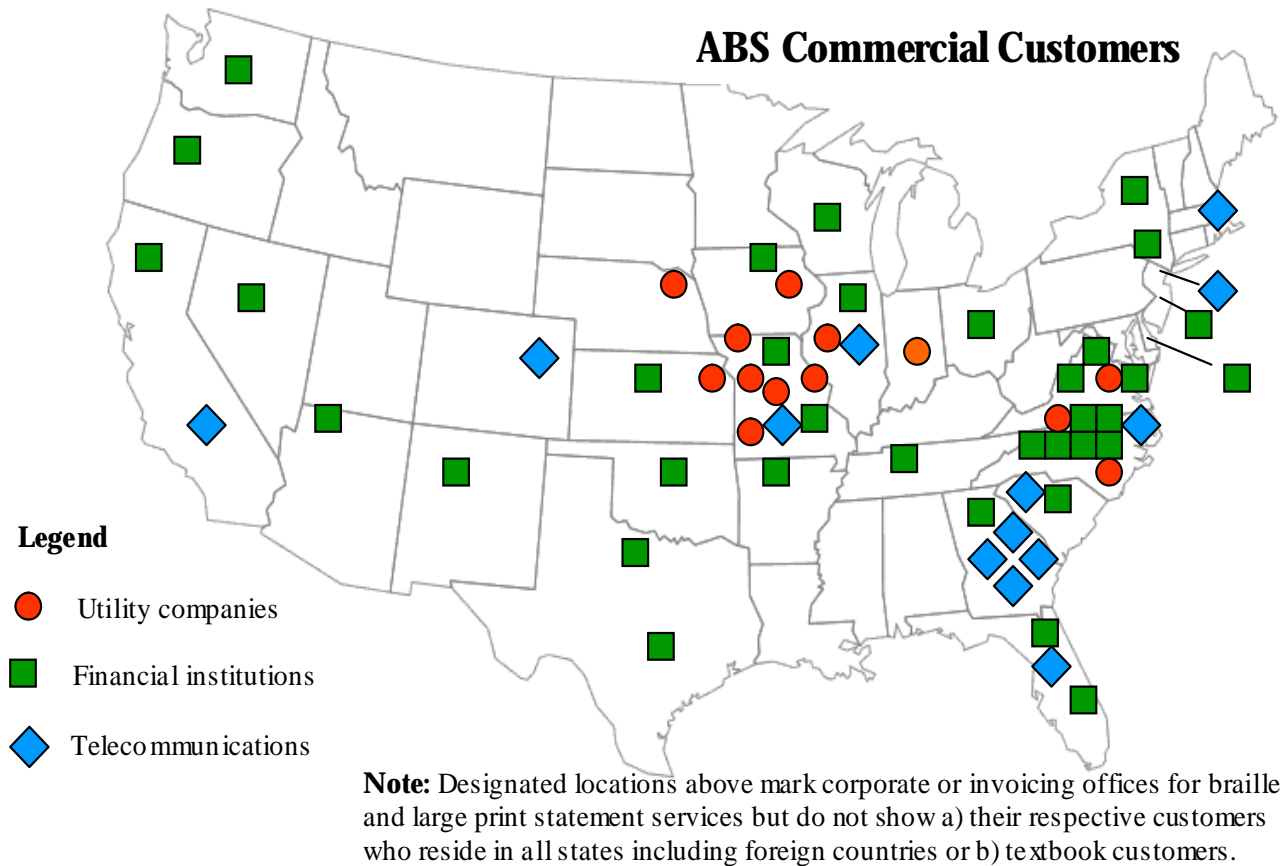
**Calvin Thompson**, MAB client, is shown on the left with **Danelle Volk-Heimbach**, Certified Vision Rehabilitation Therapist.

# Accessible Braille Services

Assessible Braille Services (ABS), in its 20th year of operation, provides braille and large print school textbooks and monthly billing statements for customers of banking, telephone, utility, and investment companies. The revenue from these services, as shown in the graph on the preceding page, funds in part the Personal Adjustment and Rehabilitation program.

Beginning in 1985, ABS services grew out of a local request to transcribe printed materials into braille and large print. Today ABS' reach extends to meet the needs of blind and low vision individuals of all ages in all fifty states, including some clients in other countries.

End users of these services report a feeling of liberation being able to independently read their own bills first-hand without having to rely on sighted intermediaries. People indicate that this service is invaluable to them, enhancing their independence and dignity.



**A United Way agency since 1938, MAB provides critical rehabilitation programs benefiting over 665 Charlotte area residents annually and over 11,000 individuals monthly in all fifty states through its braille and large print transcription services.**



# High <sup>Tech</sup> High Touch

MAB's Information Technology

**Sidney Harris** warned, “The danger is not that machines start to think like people, but that people begin to think like machines.” World renowned futurist **James Nasbith**, according to a Booklist review: “Implicates technology in relentlessly accelerating our lives and stirring profound yearnings for a more satisfying existence.”

Clearly, many people associate “high tech” with impersonal connotations. However, there are exceptions. Perhaps there is no better example which illustrates the personalized benefits of high tech than its applications at the Metrolina Association for the Blind. At MAB, man and machine share a unique relationship. At MAB, high tech is a “high touch” and personalized “high impact” achievement tool.

The MAB Information Technology (IT) staff are responsible for maintaining a network of 50 computers, administrative files, client data bases, braille and large print production, security for confidential customer financial statements and support of the PAR staff who provide client technology training. In addition to utilizing all standard mainstream technology, MAB employs adaptive hard- and software which allows its blind and low vision staff and clients access to paper and electronic print. These include *JAWS* and *Window Eyes* synthetic screen readers for totally blind computer users and *Zoom Text* which enlarges the print on the computer monitor for those who have low vision.

According to **Richard Hartness**, ABS VP, the MAB's data capacity has tripled within the last year and this trend is expected to continue as the agency meets projected client and customer growth.

**Robert Scheffel**, MAB President, emphasized that the success of MAB's Information Technology program starts, not with the sophisticated hardware or the complicated software, but with the uniqueness of the IT staff. He explained, “Rich, Jerimiah and Courtney demonstrate on a daily basis that they are true professionals. Without their skills and dedication our ABS program would never have achieved the current high level of production and impact.”

## MAB's Information Technology Staff



**Richard Hartness**  
Vice President



**Jeremiah Rogers**  
Assistant Director



**Courtney Tater**  
Network Administrator

### Did You Know?

- MAB produces 1.3 million braille pages annually.

- Put length to length, these braille pages stretch 226 miles!

- Put on a scale, these pages weigh 23 tons.

- MAB can produce 7,600 pages of braille and large print per hour!

# Annual Dinner 2005

**The Metrolina Association for the Blind Annual Dinner** was held on July 20, 2005 at the Charlotte Westin Hotel.

Following welcoming remarks by **Maggi Braun**, Board Chairman, **Sandra Dunlap**, MAB client, sang “We Come This Far by Faith.”

Mrs. Braun presented **Outgoing Board Awards** to **Susan Crawford** and **Elizabeth Morris**, who served as directors for six years. Mrs. Morris also served on MAB’s Foundation Board for two years.



**Tammy Drozd** from the Charlotte Department of Transportation was presented the **2005 Unsung Hero Award**. Pictured on the left with PAR Program VP **Laura Park-Leach**, Mrs. Drozd has been instrumental in installing accessible pedestrian signals (APS) in Charlotte.

Ms. Park-Leach in presenting the award emphasized, “Tammy listened to the need, understood the solution and has stayed the course. She used her conviction in the value of APS to increase the number of devices installed. As a result, people in this community that are blind and visually impaired have greater information about when to cross the street.”

**Mabel Condor** (pictured on the right with **Robert Scheffel**, MAB President and CEO) was the recipient of **James L. Spivey Award**.



The Spivey award is presented to an individual in a volunteer capacity whose efforts have significantly contributed to people who are blind or visually impaired. Mr. Spivey was a local business man and philanthropist whose donation made possible the addition of MAB’s second floor in 1989.

Mrs. Condor is a past-chairman and current member of the MAB Board of Directors. Robert Scheffel, with warm affection, pointed out, “Mrs. Condor was a board member when I came to MAB in 1978. In my opinion, she is more responsible for MAB’s growth and success than any one individual.”

He continued, “Her steady leadership and sound advice have proven to be powerful tools for us as we continue to meet our client’s needs. She is a most knowledgable, tough and extremely compassionate woman.”

Upon receiving her award, Mrs. Condor expressed her appreciation for MAB pointing out the many ways in which the agency positively impacts its clients. She reminisced how far MAB has come and was pleased to be involved in ensuring its bright future. We are all most grateful to Mrs. Condor!

## Visionary Society Members (\$1,000 +)

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## Step Up for Sight WALK-A-THON

The Second Annual  
Step Up for Sight  
WALK-A-THON held on April 23,  
2005 attracted 150 participants  
and raised over \$13,000.

Paula G. Nichols  
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Aprill Williams  
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Will Wortham

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*In Memory of Chandler Allen*  
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*In Memory of Chandler Allen*  
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*In Memory of Kate Greene*  
Chipley Bible Class  
*In Memory of Carroll Chipley*  
Extended Love Beauty Salon  
*In Honor of Kasheena Townsend*  
Ruth Farmer  
*In Memory of Katie Greene*  
Gail Brinn Wilkins, Inc.  
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Ms. Naia C. Ward  
*In Memory of Chandler Allen*

Note: We are most grateful to our many donors. Our intent is to provide meaningful recognition for their generosity. If we omitted anyone or there is any inaccuracy in the listing, we encourage you bring this to our attention.

# Statement of Financial Position

June 30, 2005

(with summarized financial information as of June 30, 2004)

## ASSETS

	<u>2005</u>	<u>2004</u>
CURRENT ASSETS:		
Cash	\$91,084	\$125,207
Accounts receivable, net of allowance of \$35,000 and \$10,000 in 2005 and 2004, respectively	402,187	438,764
Pledges receivable	421,243	419,612
Other receivables	35,130	34,208
Prepaid expenses	<u>-</u>	<u>12,026</u>
Total current assets	949,644	1,029,817
PROPERTY AND EQUIPMENT, at cost less accumulated depreciation of \$1,045,748 and \$1,023,264 in years ended June 30, 2005 and 2004, respectively		
Total assets	<u>442,257</u> <u>\$1,391,901</u>	<u>556,819</u> <u>\$1,586,636</u>

## LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Accounts payable	\$20,891	\$12,273
Pension plan payable	46,030	42,617
Accrued expenses	37,419	25,442
Current portion of capital leases	38,975	35,995
Current portion of long-term debt	<u>49,199</u>	<u>46,903</u>
Total current liabilities	\$192,514	\$163,230
LONG-TERM LIABILITIES:		
Capital leases	52,557	91,654
Long-term debt	<u>147,739</u>	<u>196,784</u>
Total long-term liabilities	200,296	288,438
NET ASSETS:		
Unrestricted	578,316	713,466
Temporarily restricted	420,775	421,502
Total net assets	<u>999,091</u>	<u>1,134,968</u>
Total liabilities and net assets	<u>\$1,391,901</u>	<u>\$1,586,636</u>

Audit conducted by Wagner Noble & Company, Certified Public Accountants

## MAB Board of Directors

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Andrew Leach	Burt Welch
Aryn Leach	Mike Wolf
Delta Gamma	Boy Scouts of America



**Peggy Carr, MAB client, is pictured here and on the cover.**

A photograph of a man with short dark hair and sunglasses, wearing a light blue short-sleeved button-down shirt and blue jeans. He is standing in a closet, looking at a rack of clothes. He is holding a white shirt on a hanger. The closet has wooden shelves and a wooden hanger bar. There are various items on the shelves, including a clear plastic bag and some folded clothes. The lighting is warm and indoor.

## MAB Staff

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**Belveia Benzenhafer**, Program Secretary  
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## **Mission:**

To reduce or eliminate  
the daily living problems  
imposed upon people by  
blindness or severe vision  
impairment

## **The Metrolina Association for the Blind**



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