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The New York State Preferred Source Program for New Yorkers Who Are Blind (NYSPSP), with the support and leadership of the board of directors of Empire State Employment Resources for the Blind (ESERB), and the collaboration with our affiliated nonprofit agencies and stakeholders, grew sales to an historic high while creating new opportunities for New Yorkers who are blind. Despite the challenges of the continuing global pandemic, NYSPSP reached a record high of $62.2M in sales, which helped maintain employment for 400 New Yorkers who are blind producing products and providing services at our affiliated agencies. Service labor hours grew over 14% from the previous year, fueled by new service projects added to our program.

FY2021 highlights included double digit growth with strategic state and city accounts, the renewal of several large contracts, and adding new COVID-19 related offerings. Despite supply chain issues and volatile pricing, we continued to be an essential supplier of personal protective equipment (PPE) and medical supplies to New York State government. The state hospital system, mass transit system, public schools, and social services agencies rely on NYSPSP and our affiliated agencies for personal care items, safety gear, face masks, and gloves in their time of need.

As we continue to adapt to the changing and uncertain landscape, we remain steadfast in our mission to increase employment opportunities for New Yorkers who are blind. We are committed to working with our affiliated agencies to develop a workforce ready to meet the needs of New York State government. 2022 will be a year focused on new strategies and initiatives, and new partnerships with businesses, to be a catalyst for new direct blind labor and careers for New Yorkers who are blind.
## Leadership

### NYSPSP/ESERB

**Lisa A. Damiani**  
Chairperson

**Kevin A. Lynch**  
Vice Chairperson and Treasurer

**Kenneth J. Fernald**  
Secretary

**Timothy K. Hertlein**  
Julie Hovey

**Susan C. Robinson**  
Peter Slatin

## NYSPSP

### Affiliated Agencies

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<th>Organization</th>
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<tr>
<td>Association for the Blind and Visually Impaired</td>
<td>Rochester</td>
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<tr>
<td>Alphapointe</td>
<td>Queens</td>
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<tr>
<td>Association for Vision Rehabilitation and Employment</td>
<td>Binghamton</td>
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<tr>
<td>Aurora of Central New York</td>
<td>Syracuse</td>
</tr>
<tr>
<td>Central Association for the Blind and Visually Impaired</td>
<td>Utica and Syracuse</td>
</tr>
<tr>
<td>Helen Keller Services</td>
<td>Hempstead</td>
</tr>
<tr>
<td>My Blind Spot</td>
<td>New York City (NYC)</td>
</tr>
<tr>
<td>Northeastern Association of the Blind at Albany</td>
<td>Albany</td>
</tr>
<tr>
<td>VIA - Visually Impaired Advancement</td>
<td>Buffalo</td>
</tr>
<tr>
<td>Southern Tier Association for the Visually Impaired</td>
<td>Elmira</td>
</tr>
<tr>
<td>VISIONS/Services for the Blind and Visually Impaired</td>
<td>NYC and Rockland</td>
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FY2021 Highlights

- **Placements to competitive employment at our agencies:** 48
- **Hours of direct labor by employees who are blind:** 144,891
- **Number of new projects added:** 44
- **Direct labor employees who are blind:** 400
- **SALES:** $62.2M
- **Promotions at our agencies:** 19

**Strong demand for COVID-19 related items:**
- 75,000,000 face masks supplied to NYS
- 400,000,000 gloves supplied to NYS

**Providing Digital Accessibility Services to New York State**

**New website to launch in early 2022**

**Successful industry digital ad campaigns in City & State and Empire Report**

**FY2021 Employees of the Year**

**NYSPSP Employee of the Year:**
- **Cornell Williams**, Alphapointe, Richmond Hill, Queens

**Other Nominees**
- **Barbara Elliott**, Visually Impaired Advancement, Buffalo
- **Benjamin Rodriguez**, Central Association for the Blind and Visually Impaired, Syracuse
- **Eric Clark**, Northeastern Association of the Blind at Albany
- **Kevin Snow**, Association for Vision Rehabilitation and Employment, Binghampton

**Additional Highlights**
- 44 new projects added
- 400 direct labor employees who are blind
- $144,891 hours of direct labor by employees who are blind
- $62.2M in sales
- 19 promotions at our agencies
- 75,000,000 face masks supplied to NYS
- 400,000,000 gloves supplied to NYS
- Successful industry digital ad campaigns in City & State and Empire Report
ASSETS
Cash and cash equivalents $2,394
Receivables, net 6,800
Property and equipment, at cost less accumulated depreciation 67
TOTAL ASSETS $9,261

LIABILITIES AND NET ASSETS
Liabilities $7,396
Net assets 1,865
TOTAL LIABILITIES AND NET ASSETS $9,261

STATEMENT OF ACTIVITIES
For the 12 months ended September 30, 2021
Fees $2,556
Other program income 89
Total revenue 2,645
Total expenses 1,887
Change in net assets 758
Net assets at beginning of year 1,107
NET ASSETS AT END OF YEAR $1,865