



**ANNUAL  
REPORT  
2019**

One Dollar Glasses 





Martin Aufmuth with Saïdou Sawadogo, the 50,000th person to wear OneDollarGlasses in Burkina Faso

# PREFACE

Martin Aufmuth – first chairman

## Dear friends, helpers and supporters,

The work of [OneDollarGlasses](#) is also severely affected by the global Corona pandemic. For several weeks we have not been able to run eye camps; almost all activities in the project countries had to be stopped. Our current focus is on the health of our employees and patients, and the preservation of the local structures that we have worked so hard to build. Today, our work is more important than ever: In October 2019, the WHO published its first global report on vision. According to this report, around 950 million people need glasses but cannot afford them or don't have access to basic optical care. There are millions of children who cannot learn properly at school and countless adults who cannot work properly.

These numbers are so large that it is impossible to grasp them properly. For me they only become tangible through my personal encounters with people whom we were able to help with glasses. Like Alceneide, whom I met in a small village in the Amazon. Her [OneDollarGlasses](#) had fallen into the river while canoeing and her sons had to dive for three hours until they finally found the glasses again. Or the girl in Ethiopia, who despite her severe myopia had good grades. We asked, "How do you get such good grades despite your poor eyesight?" She said: "During the break I always go quickly to the blackboard and learn everything by heart. Then I sit back down." How motivated and intelligent does a child have to be to get through school despite her sight problems?

## Project start in Peru

Just like Alceneide and the girl in Ethiopia, we have opened up new perspectives for many people with [OneDollarGlasses](#) in 2019 – both in existing and new project



countries. A new [OneDollarGlasses](#) project was launched in Peru in the spring, supported by the Swiss Dieter Kathmann Stiftung. Since then, a mobile optical unit has been on the road in the bitterly poor, desert-like outskirts of the capital Lima. We owe the successful start to the great commitment of Max Steiner and his team from Bolivia, who trained and accompanied the new team in Peru during the first weeks.

Our sister organization, [OneDollarGlasses](#) Switzerland, started to expand its project in Myanmar in 2019. In our recent project in India, 2019 finally saw a breakthrough with a sharp increase in the number of glasses sold by restructuring our mobile optical teams. In Burkina Faso, our dense network of around 20 small eyeglass centers now gives around 40 percent of the total population permanent access to optical care. With around 70 employees, [OneDollarGlasses](#) is now among the largest employers there. A total of around 220 men and women are now employed in our project countries, including some people with physical disabilities. An entire extended family often lives off their income.

### **Your support is needed!**

The current crisis makes our help even more important. Due to the Corona pandemic, many health care systems in our project countries are heavily overloaded. They can do even less than before for the ophthalmic care of the people. As always, the poorest are hit hardest.

Since I founded [OneDollarGlasses](#) in 2012, we have been able to provide more than 260,000 people with glasses. More than 3,000 eye camps have now conducted nearly half a million vision screenings. That we have been able to help so many people is thanks to all of you: approximately 300 volunteers from Germany, Switzerland and the USA, our partners and donors. Please help to ensure that [OneDollarGlasses](#) survives the current crisis and that we can continue our work in our projects with full energy as soon as possible. Thank you very much in advance for your support!

Yours Martin Aufmuth

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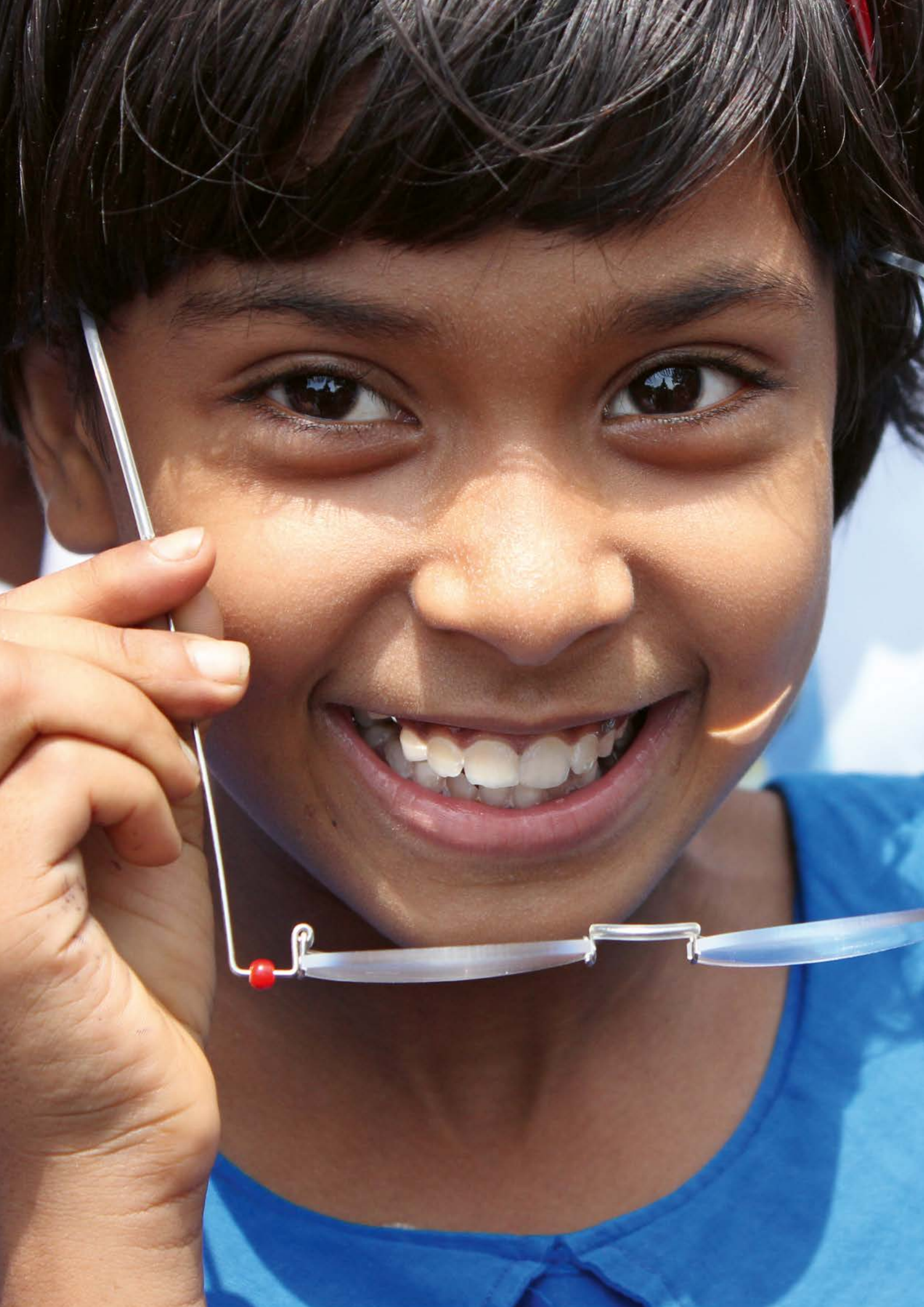
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OneDollarGlasses

# THE IDEA

PROBLEM  
SOLUTION

THE PROBLEM  
THE SOLUTION





# OneDollarGlasses

# THE IDEA

Good vision – an unfulfilled dream  
for millions of people

According to the latest study by the World Health Organization (WHO) from 2019, around 950 million people need glasses, but cannot afford them or have no access to optical care at all. The consequences: Children cannot follow lessons at school, adults cannot find any work, let alone a job they might be qualified for, to support their families. The annual losses for those affected are estimated by the WHO at around 269 billion US dollars. Added to this are destroyed hopes, the loss of zest for life and problems in coping with everyday life. We want to change this.



Martin Aufmuth, the founder of [OneDollarGlasses](#), has developed a sustainable social business model, which consists of the following components:

- **OneDollarGlasses – the product:**

[OneDollarGlasses](#) consist of a lightweight and at the same time extremely strong spring steel frame and pre-ground lenses made of scratch and break resistant plastic. They can be clicked into the frame of the glasses with a simple hand motion. The range consists of spherical glasses with thicknesses from -10.0 to +8.0 diopters in steps of 0.5 diopters. Angular lenses and optical sunglasses are now also available. Colored beads give [One DollarGlasses](#) a unique, individual design. The materials cost around one US dollar for one pair of glasses; the selling price is usually two to three local daily wages.

- **The bending machine:**

[OneDollarGlasses](#) are manufactured by local specialists on a simple bending machine. It requires no electricity and can therefore also be used in off-grid, rural regions without any problems. It fits into a wooden box measuring 30 x 30 x 30 cm, which contains all the necessary devices and tools for manufacturing the glasses. Around six people can work simultaneously on one bending machine. The production capacity is up to 50,000 pairs of glasses per year.

- **Training concept for [OneDollarGlasses](#) opticians:**

Due to the fact that there are hardly any ophthalmologists and opticians in many developing countries, [OneDollarGlasses](#) has developed its own one-year training concept for Best Spherical Correction (BSC) in close cooperation with ophthalmologists and opticians in Germany. This enables them to reliably find the best possible spherical glasses lens during the eye test and to expertly adjust the glasses.



# OneDollarGlasses

## THE PRINCIPLE

- **Job creation and economic development:**

[OneDollarGlasses](#) trains local specialists in the manufacture and sale of glasses. Their salaries – as well as a large part of the other running costs in the project countries – should be financed as far as possible from the proceeds of the sale of the eyeglasses. This creates important new jobs in poor countries and disadvantaged regions.

- **Integration of disadvantaged groups:**

Disadvantaged groups, such as people with physical disabilities, are actively integrated in the production and distribution of [OneDollarGlasses](#). The latest version of the bending machine is also designed in such a way that it can also be operated by blind people.

- **Supply structure:**

For many people in developing countries, a trip to the nearest city or clinic exceeds their financial means. [OneDollarGlasses](#) works together with local partners to develop supply structures that are adapted to regional conditions. These include shops in cities and larger towns and regional eye camps, especially in rural areas. The people are tested locally in their villages and are given their glasses immediately afterwards.



- **Education and awareness raising campaigns:**

The importance of good vision for education and social and economic development is not yet sufficiently recognized in many countries. Through free vision screenings, educational work in schools and village communities, and building relationships with health institutions and NGOs, [OneDollarGlasses](#) creates a growing awareness of the importance of good vision and the positive effects of glasses.

The [OneDollarGlasses](#) business model is sustainable. [OneDollarGlasses](#) promotes the development of structures in the project countries by using donations to finance training, start-up equipment and the establishment of shops. The intent is to finance the running costs in the project countries, including the salaries of the local employees, to a large extent from the sale of the glasses. The objective is to provide basic optical services to the population in developing countries. This includes access to a free eye test and providing people with inexpensive and individually adapted eyeglasses with their prescription.

# OUR GREATEST SUCCESSES



Over 260,000 people supplied with glasses



Subsidiaries in Switzerland and the USA

## SUCCESSFUL PROJECTS IN AFRICA, ASIA AND LATIN AMERICA

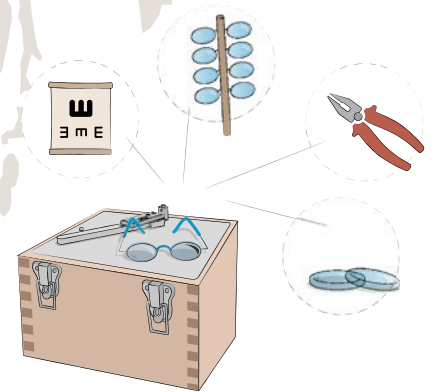
•• India

•• Myanmar

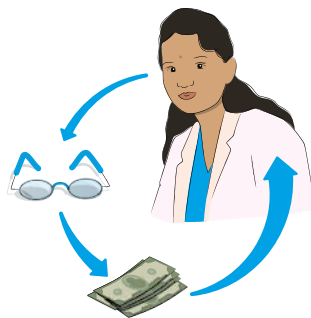
•• Ethiopia

•• Kenya

•• Malawi



In-house specialized optician training developed



Holistic social business model



# BOLIVIA


Under the first indigenous president Evo Morales, who was elected to office in 2006, Bolivia experienced impressive economic growth and good success in the fight against extreme poverty. In 2019, the presidential election was suspected of electoral fraud. Subsequent mass protests threatened to plunge the country into chaos. Morales finally resigned and went into exile, first to Mexico and then to Argentina.

## SUCCESSSES

Since the project started in **2014**, more than 45,000 people have been provided with eye-glasses – Eye camps with mobile eye units in the slums and remote regions of the Altiplano

- Around 20 jobs created – Main site in Santa Cruz with central warehouse and eyeglass production for all of South America
- Training cooperation with the Instituto Superior de Salud Visual (ISSEM), the most renowned ophthalmic institute in Bolivia

Since **2019**, joint school project with the Siemens Stiftung and GIZ



The work of [OneDollarGlasses](#) also suffered from the nationwide protests and curfews in 2019. For several weeks, no eye camps were possible. Then only a few months after the situation had returned to normal, the next blow: Due to the Corona threat, the Bolivian government paralyzed public life within only 48 hours by imposing a complete curfew. Since then, no more campaigns have been possible. Like everywhere else, especially the poorest sections of the population suffer from the situation, as they have no reserves and can only survive for a short time without work.

Despite the political unrest, our partner in Bolivia, the foundation HI-Bolivia under the direction of Max Steiner, was able to provide over 11,000 people with [OneDollarGlasses](#) in 2019. Under the Spanish project name Lentes al Instante (“Instant/Speedy Glasses”), a total of more than 45,000 people have thus been supplied with glasses since the project started in 2014.

### No place is too remote

HI-Bolivia works closely with local hospitals, schools and civic organizations to organize their campaigns. In 2019, our team has again expanded into new regions with its eye camps, including the cities of Tarija and Yacuiba in the province of Gran Chaco in southern Bolivia. In addition to the first mobile optical unit, the necessary mobility is now provided by a second minibus, which was sponsored by a number of German Rotary Clubs (E-Club of D-1950, RC Uffenheim, RC Rothenburg o.T., Fürth, Bayreuth and Gevelsberg), in cooperation with



Franz Salazar receives an award in the first international glasses bending competition

the Rotary Club in Oruro, Bolivia. In 2019, the teams often covered 1,000 kilometers or more for the individual campaigns.

The two mobile teams include 16 employees who run the campaigns and two people for administration. In order to professionalize the work of the team, HI-Bolivia has been focusing on training and education since the beginning of its activities. Based on the training strategy of [OneDollarGlasses](#), HI-Bolivia has been training its own “Asistentes de Consulta Óptica” – the counterparts to the GoodVisionTechnicians in Africa and India – for five years. This alternates between introductory seminars, practical assignments in campaigns, and further courses in the HI-glasses center. At the end of the training an exam is taken and, if successfully passed, a certification.



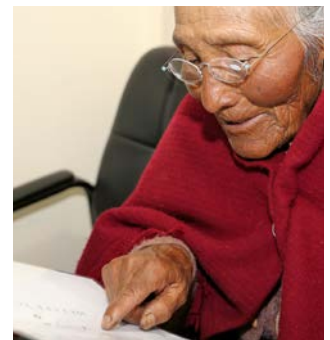
This is a great opportunity for some employees who previously had few prospects for professional development.

In addition, two HI-Bolivia employees are currently undergoing in-service training as optometrists at the Instituto Superior de Salud (ISSEM), the specialist optical institute in Bolivia. Since the beginning, HI-Bolivia has worked closely with the Institute, which is the only one in the country allowed to train opticians and optometrists.

The teams of HI-Bolivia are supported by about 20 volunteers from the Weltwärts program of the German government in cooperation with the Red Cross. Some of these volunteers have become active members of the regional groups of [OneDollarGlasses](#) after their return and contribute their accumulated experience.

### Central warehouse and production for South America

HI-Bolivia 2019 has further expanded its hub function as a production and logistics center for all of South America. The ten eyewear manufacturers in the team produced around 35,000 frames last year – a record. In addition to Bolivia, the glasses are also used in Brazil and Peru, and thanks to a cooperation with ROTARACT, the youth organization of the Rotary Movement, it was even possible to deliver glasses to the suffering population in Venezuela last year. OneDollar-Sunglasses with UV protection are particularly important because of the extreme UV radiation in the highlands of Bolivia.



In the village of Machacamarca in the Altiplano, the highlands of Bolivia, about five hours' drive from La Paz



Lourdes lives in El Alto, the highest city in the world with over a million inhabitants. She learned from our team how to do eye tests and how to fit glasses properly. Now she has set up a small glasses shop all by herself – her mother is her first patient.





## World Sight Day

On “World Sight Day”, October 10th, our team visited the Centro Audiologia in Sucre, a care center for deaf and speech impaired people. Several of the approximately 100 children and adults had previously unrecognized vision problems, and in the end 34 patients, as well as caregivers and family members, were provided with glasses. Patients who could not be helped with glasses were referred to the health authority SEDES.

## School project in cooperation with Siemens Stiftung and GIZ

The care of children is a special concern of ours, because with this project we can help to set the course for successful school attendance. HI-Bolivia got off to a very good start in 2019 with a school project conceived by the Gesellschaft für internationale Zusammenarbeit (GIZ) and supported by the Siemens Stiftung. A total of 28 school centers in rural areas, as well as in poor districts of La Paz and the greater Santa Cruz area, were visited. With the help of the modern mobile auto refractometer from the Italian brand Adaptica, over 5,000 vision tests were carried out. Around 1,000 students received individually fitted glasses. Fortunately, this joint project with the Siemens Stiftung and GIZ will be continued in 2020 and will also be accompanied by a social impact study, so that by the end of the year we will have clear insight into the satisfaction of students, parents and teachers, and the improvement in learning outcomes.

## In the village of Machacamarca

Machacamarca is a small and somewhat deserted village in the Altiplano, the plateau of Bolivia that is located at approximately 4,000 metres. The people sometimes come many kilometers on foot to our eye camp. Although it is actually summer, the temperatures in the small health center of the village are as cold as winter due to the altitude. The visit was organized by our team together with the Rotary Club Oruro and the local health authority SEDES. Within two days of hard work, our team performed over 200 vision tests and provided 160 people with [OneDollarGlasses](#) – in many cases the first glasses of their lives. A few patients had eye diseases and were referred to the hospital in Oruro for further treatment.



## Single parent Patty

45-year-old Patty (Maria Elena) has been a member of the Lentes al Instante team since 2014. She started out as an eyeglass manufacturer, and today she is responsible for the central warehouse in Santa Cruz and takes care of patient admission during campaigns. Her life story is as hard as it is hopeful: as an abandoned child she grew up with nuns in the countryside, in the mountains west of Santa Cruz. She was lucky and received a good school education, which today helps her to manage the warehouse inventory with Excel. Later she found her mother again and managed to reconcile with her. Today she has three daughters, all of whom she had to raise alone, as well as five grandchildren, some of whom she also takes care of. With her income from OneDollarGlasses, Patty now feeds the whole family.

# PERU

Peru has almost 33 million inhabitants, about 10 million of whom are children. The country has had an eventful history: in the course of armed conflicts in the 1980s, many people, especially from the Amazon region and the Andes, fled the violent conflicts to the large cities on the coast, especially Lima. In the desert-like environment around the capital, the “pueblos jóvenes” (young villages) – slums suffering from poverty, water shortages and a difficult security situation – thus emerged.

## MILESTONES

2019 •• Project start in Lima •• Under the project name “Lentes al Instante Peru”, eye camps are held in the “pueblos jóvenes”. •• Around 2,000 people are provided with glasses



Poorest living conditions in the pueblos jóvenes on the edge of Lima



### In the pueblos jóvenes

It is precisely in these pueblos jóvenes that our young partner organization has been running eye camps under the project name “Lentes al Instante Peru” since last year, providing people with [OneDollarGlasses](#) who would otherwise have no possibility to afford glasses. The Swiss Dieter Kathmann Stiftung provides financial support for the work of the organization. Project management is handled by the national organization “Gallo Blanco Perú”, which was founded specifically for this purpose.



### Job security through OneDollarGlasses

The 62-year-old Mabel lives with her daughter. Some time ago they moved to the capital Lima because their employer has moved his business there. Mabel and her daughter seal plastic bags of potato chips and popcorn, which are then distributed to street vendors. Since Mabel could not see well, she repeatedly burned bags while sealing them. Her boss told her that he would not give her any more work if she kept breaking bags. She was very afraid of losing her job and with it her vital income. She is very thankful for her new glasses, with which she can finally see well again at work.

### Transfer of know-how from Bolivia

Our team in Bolivia, under the leadership of Max Steiner, provided the necessary know-how for the colleagues in Peru and accompanied the first two eye camps on site. Currently, the team in Peru consists of two optometrists, an ophthalmologist, a project coordinator and four Red Cross volunteers.

The successful start was also supported by partners such as the Red Cross, the organization Enseña Perú, and members of various Rotary clubs in Lima. Enseña Perú is committed to educating young people in problem districts and has a good network of schools. Through the Red Cross, it has been able to recruit volunteers to help.

Gallo Blanco Perú has also gained access to small and medium-sized health centers. Around 4,000 people in the pueblos jóvenes have already had an eye examination, and around 2,000 people have been provided with glasses, the majority of them children. On the basis of a database, which the team of Gallo Blanco Perú established right at the start of the project, a follow-up in the schools that have already been visited is planned from 2020. This will enable the team to monitor the success of its work – and ensure rapid follow-up if necessary.

### Outlook

In 2020, our partners in Peru want to set up a second mobile optics team with the support of the French volunteer organization France Volontaires. In addition, Gallo Blanco Perú is planning to set up a social eyeglasses production facility in favor of the largest women's prison in Lima. Let's hope that the restrictions in Peru caused by Corona can soon be relaxed so that our young team can all realize their plans for this year.



### At the orphanage

Susely Fraguera (38) was born in Cuba and is a trained optician. Since May 2019 she has been part of the team "Lentes al Instante Peru". She is happy that she can help so many people with glasses at the eye camps. Her most moving experience so far was a visit to an orphanage. "Our work put a smile on the faces of many of these children as they rediscovered the world through their new glasses. I will never forget this experience."

# BRAZIL



Brazil is the largest country in South America and with over 200 million inhabitants also the most populous. After a massive economic recession in the years 2014 – 2016, the first signs of a moderate recovery were evident by early 2020. However, the severe effects of the Corona pandemic in Brazil will severely set back the country in its development. Per capita healthcare spending in Brazil is comparatively low and was even frozen for the next 20 years in 2016 in the context of austerity measures due to the economic crisis. In this context, eye diseases and vision tests are not a high priority in Brazil.



Our team in Brazil is active under the Portuguese name VerBem (“see well”) and runs social campaigns with its non-profit organization Renovatio. Our project is led by the young social entrepreneur Ralf Toenjes, who is now known throughout the country for his work with [One-DollarGlasses](#), and his young and highly committed team.

## MILESTONES

**2014** •• Project start and foundation of the local organization Renovatio.

**2015** •• the government authorizes VerBem campaigns •• the ODG bus as mobile optical equipment goes into operation.

In **2016** and **2017**, the campaign work was greatly expanded, also in cooperation with the health authorities. To date, the team has provided more than 50,000 people in Brazil with glasses.

In **2019**, the organization has 23 employees and is active in 21 of Brazil’s 26 states.

## Supply improved

In 2019, our local team worked hard to further improve our care structures and at the same time to attract supporters for large-scale eye camps where many people are examined in a short time. In the charitable opticians’ shops in Maringa, Londrina and Sarandi (all in the Brazilian state of Paraná), VerBem offers popular optician’s eyewear models that are sold at a reduced price that is about thirty percent below the price at which average glasses are sold.

The concept is “Compre um – Doe outro”, which means “buy one – donate a second”. So, if you buy such glasses in one of our shops, you are also donating a pair of glasses made by us to needy people at eye camps in favelas or in the Amazon region.

The locations of the shops are carefully selected: Our charity optics shop in Londrina, for example, is located on the premises of the Hoftalon Hospital de Olhos (social eye clinic), which is visited daily by around 1,500 socially disadvantaged patients.

With its corporate campaigns, our team has developed a successful form of fundraising: The team travels to companies in a bus converted into a mobile optical unit. The



Happy married couple with OneDollarGlasses



Ophthalmologist Bruna making an eye test



On the Solimões River



The patients wait in the primary school of the village

## OneDollarGlasses in the Amazon

In the summer of 2019, our partner Renovatio organized an eye camp in Caviana, a small, very remote community on the banks of the Solimões River in the Amazon region. The people of Caviana live mainly from fishing and from what grows in their gardens. The village consists of small houses, mostly built of wood. There are small shops, churches, small plantations, a school and a bar.

The hospitality of the people was impressive: they were very happy about the visit of our team and even invited them for breakfast at their home. The outreach of our team took place in the local school. More than 300 children and adults were examined and 142 people received glasses.

companies pay for the eye examinations of their employees. They buy the glasses at a reduced price – which already includes a donation for the social campaigns.

### In the favela

Since in Brazil only ophthalmologists are allowed to prescribe glasses, they are always present at the eye camps. With the support of Sulamérica, the second lar-

gest health insurance company in Brazil, VerBem conducted an eye camp in one of the most dangerous favelas in Rio de Janeiro. Under police protection in the favela, the team examined around 600 patients in just six hours, and over 400 received glasses. A joint camp with “Doctors without Borders” on the Xingu River in the lowlands of Brazil led to a similar success: here too, more than 400 people received glasses.

A huge social campaign by VerBem in the Amazon region was also very successful. Here the team, together with 15 ophthalmologists in a hospital in Campinas, examined around 2,000 people, mainly indigenous people, in just two days. In the end, 822 people wearing glasses went home happy.

In order to be able to run large eye camps, VerBem acquired a sea container in January 2019, which has been converted into a mobile optical center and is transported to the operations by truck. It has five individual rooms and contains all the important optical equipment for examinations by ophthalmologists. The container also contains a small glasses shop.

### Strong network

VerBem has a strong network in Brazil in politics and economy. This provides our team with valuable opportunities for cooperation, for example by integrating the [OneDollarGlasses](#) into existing sales areas.

### VerBem receives many awards

With a total of a good 13,000 glasses issued, our VerBem team of 28 employees was very successful in 2019. Since its inception, the organization has provided eyeglasses to approximately 50,000 people in Brazil. VerBem's work has met with a great response nationwide and was again recognized in 2019. Among other things, our team received the Social Refraction Award 2019 for its participation in the world's most comprehensive social refraction study conducted by the American Academy of Ophthalmology.

### Outlook for 2020

Our team in Brazil is currently struggling with the consequences of the Corona pandemic. All eye camps planned for this time had to be postponed to a later date in the year. But our team is by no means idle and is already strategically preparing for the end of the state of emergency. More information about the activities of our partner Renovatio/VER BEM can be found on the web at [www.verbem.com.br](http://www.verbem.com.br) and [www.renovatio.org](http://www.renovatio.org).



### Heliópolis – in the favela in São Paulo

São Paulo is the state with the most favelas in Brazil. Millions of people live in these informal settlements, often under very poor conditions. In January 2019, our Renovatio team visited the Favela Heliópolis, one of the largest in São Paulo with about 200,000 inhabitants. On this day, the sea container converted into a mobile eye clinic was successfully used for the first time. By the end of the day, our team was able to provide 107 favela inhabitants with glasses.





# MALAWI

Violent clashes broke out in Malawi in the aftermath of the presidential and parliamentary elections of 21 May 2019, some of which lasted for months. The tense situation made the work of our team in this bitterly poor country even more difficult. In addition to the political conflicts in 2019, the consequences of Cyclone Idai were felt in 2019: numerous people died in the floods, and many cultivated areas were devastated.





## MILESTONES

Project start in January **2014** and training of first producers and good vision technicians

Establishment of OneDollarGlasses Ltd. in **2015** and start of the joint pilot project with the Else Kröner-Fresenius-Stiftung

**2016** •• Opening of the first eyeglass center in Blantyre •• Four more shops to follow in **2017**

**2019** •• Project to supply the particularly poor rural population of Malawi and redesign of the school program

To date, around 40,000 people have been provided with glasses and over 100,000 vision tests have been carried out

In Malawi, around 80 percent of the population live in rural areas. The people there generally practice subsistence farming. Around half of the population lives on 60 euros or less a year. Natural disasters such as Cyclone Idai therefore quickly become an existential threat. Many people have hardly any access to education and health services.

### Glasses for the poorest of the poor

In spite of the difficult conditions, our team carried out around 40,000 vision tests in 2019 at over 500 eye camps and provided over 12,000 people with glasses. Since the start of the project in Malawi, a total of around 35,000 people have received urgently needed glasses. [OneDollarGlasses](#) is working in Malawi under the project name GoodVisionGlasses.

In the countryside, far away from the four largest cities Lilongwe, Blantyre, Zomba and Mzuzu, the establishment of basic optical care is a special challenge. Since many people lack the financial means to travel to the city, they are cut off from any modern infrastructure. Often, they do not even have access to minimum health services. We are working on strategies for providing the population with eyeglasses in precisely these particularly disadvantaged areas. We mainly rely on eye camps in order to supply people who cannot reach our shops. These camps often offer [OneDollarGlasses](#) at greatly reduced prices so that as many people as possible can afford them.



### Farida wants to be a nurse

14-year-old Farida Mbwe asked many questions to our GoodVisionTechnicians at the eye camp at Lilongwe Girls Secondary School. At school she could hardly read from the blackboard – everything was blurred, out of focus. Often, she received the advice: “Just clean your eyes with warm water in the morning before you go to school” – which of course didn’t help. The eye examination showed that she needed glasses with -2.0 diopters for both eyes. “I want to be a nurse when I grow up” Farida had told us. With the new glasses she has certainly come a step closer to this dream.



## Information for parents and teachers

With our school project “GoodVisionSchool” we want to close a gap in the health care system in Malawi, which affects students as well as teachers at public schools: According to our estimates, about 15 percent of Malawian school children suffer from defective vision. Also, about 80 percent of the Malawian teachers actually need glasses, but cannot afford them or do not have access to affordable glasses, which often has a negative impact on the quality of teaching.

Our school team therefore first conducts training courses on eye health for entire classes. All school children then receive a short preliminary examination. Those children who show abnormalities take a detailed eye test. The final fitting of the glasses is then carried out in the presence of the parents, who also receive information about vision and eye health at this opportunity. Parents can also ask questions and our specially trained team can effectively address prejudices and misinforma-



Patiently waiting for the eye test – eye camp in a village 35 km from the capital Lilongwe



## Sunglasses in Malawi: Rarely available, but extremely important

In Africa, sunglasses are rare in many places, although they are especially needed there because of the strong sunlight – so important for the protection of the eyes. With this in mind, we introduced OneDollarGlasses sunglasses some time ago. 44-year-old Annie recently bought a pair of our sunglasses. Recently, we met her again on the outskirts of Blantyre in the south of Malawi. Like many patients, she is the first in her family to wear glasses – and it took a long time for her too. “Because of the bright sunlight my eyes often hurt. But sunglasses usually cost between 40,000 and 75,000 Kwacha (note: 75,000 Kwacha correspond to almost 90 Euros) – that was much too expensive for me. I now wear my new sunglasses every day. Since then, my eyes have stopped watering.”

tion. Especially the education of the parents plays a central role for the success of our campaigns, because in the end they often decide whether their child will wear the glasses afterwards or not.

At the same time, teachers who receive [OneDollarGlasses](#) also serve as an important role model for their students, because wearing glasses in Malawi is still associated with a major social stigma. Thanks to the support

of the local school authorities, the team was able to visit eight additional primary schools in 2019. In total, the school project has so far examined more than 13,000 students and around 300 teachers and distributed more than 2,000 pairs of glasses.

We have developed teaching materials, manuals and brochures suitable for children for our educational campaigns. In addition, we have already developed around 300 teachers trained and sensitized on the topic of eye health. In order to record and optimize the effect of our school project on children and young people, we have also established a monitoring and evaluation system for the first time, which consists of a mixture of unannounced check-ups and more intensive research at selected schools.

### **Strong partner: Else Kröner-Fresenius-Stiftung**

Since the end of 2015, the Else Kröner-Fresenius-Stiftung has been supporting the activities of [OneDollarGlasses](#) in Malawi. In a second pilot project, which started in January 2018, a basic optical supply of [OneDollarGlasses](#) is to be established in urban and rural areas close to cities. At the same time, the foundation is supporting the development of supply structures in poor rural regions. The declared long-term goal of the partnership is to provide the population of Malawi with high-quality, affordable eyeglasses nationwide.

### **Outlook**

In 2020 and 2021 we want to focus on further increasing our social effectiveness: More people should be treated at lower cost per pair of glasses while maintaining a consistently high level of vision testing quality. In addition, we want to continue our activities to raise awareness of eye health and to distribute eyeglasses in the very poor rural areas and at schools. We want to extend our school program to secondary schools. In the schools already visited, a re-screening is to take place after every twelve months to test the effect of the glasses. In cities and larger towns, we also plan to set up additional shops and shop-in-shop systems, including in Lilongwe and Mangochi. It is impossible to predict at this stage how much the Corona pandemic in Malawi will affect our plans and the achievement of our goals.



Production manager Innocent explains technical details



# BURKINA FASO



Burkina Faso means “land of sincere people”. In Burkina Faso, in the west of Africa, 80 to 90 percent of the inhabitants live from agriculture, most of them in the form of pure subsistence farming. Many people live in great poverty. In the “Human Development” index ranking, Burkina Faso is currently in eighth-last place.

## MILESTONES

Project start with first training in July **2013** in the capital Ouagadougou

**2015** •• Recognition as international NGO •• Joint project with the Siemens Stiftung •• 24 employees

**2016** •• A total of four eyeglass centers, two of which are in Ouagadougou, one each in Kaya and Tenkodogo •• 31 employees •• Distribution of around 6,000 pairs of eyeglasses

**2017** •• Nine shops, 47 employees •• Distribution of over 11,000 pairs of glasses

**2018** •• 54 employees •• A total of 19 centers •• Average of 30 eye camps per month

**2019** •• Around 70 employees •• 24 centers •• Around 20,000 pairs of glasses issued

**To date** •• Almost 1,000 eye camps conducted •• Over 60,000 people provided with glasses •• Over 140,000 vision tests conducted

In addition to the country’s economic difficulties, there is the growing threat of terrorist attacks in the north, east and now, unfortunately, increasingly in the west, which also makes it difficult, and in some cases impossible, for our organization to gain access to some regions. Since the Corona pandemic, the number of attacks has even increased because the terrorists are taking advantage of the emergency situation in which the state and the military currently find themselves.

Despite the difficult conditions, our project in Burkina Faso is one of our most successful national projects. In 2019 alone, our team there carried out over 60,000 vision tests at around 500 eye camps and provided almost 20,000 people with glasses – a new record! We now operate 24 shops in Burkina Faso. Six of them were newly opened in 2019. With a catchment area of 20 kilometers for the shops, we now reach 40 percent of the total population. We have thus already come significantly closer to our goal of providing basic optical services throughout the country.



Employee in front of one of our small glasses centers in Ouagadougou, the capital of Burkina Faso

## Strong team – nationwide

Our local team now comprises around 70 employees. The pronounced team spirit (even across the great distances of the country) and the good prospects for internal professional development are proving successful: many employees have been with us for many years and remain loyal to [OneDollarGlasses](#) with a high level of personal commitment.

For each of the six regions into which we have divided the country, there is a team leader who coordinates a team of five to seven employees. In this way, we ensure efficient team leadership throughout the country and over long distances. New employees are given extensive training in various areas – from quality control and customer service to marketing and presentation. Active per-

sonnel development gives our local employees the opportunity to further their education and grow as a team. One of our [OneDollarGlasses](#) opticians, for example, has now taken over the Human Resources department, and her work is relieving the project management team.

## Sustainability

When building our organization, we always focus on the long-term social impact. In Burkina Faso, our small eyeglass shops have proven to be particularly effective, as they offer people permanent access to our [OneDollarGlasses](#) and basic optical care. In addition, almost all our shops are now equipped with solar energy. Once installed, the systems are inexpensive to maintain, independent of the frequent power failures of the public



## Missing a pothole

When 63-year-old Amado Yameogo was brought to us by one of his sons on a motorcycle, he had a completely scratched lens with him. He said it was

the only thing left of his old glasses. The eye test revealed that a significant improvement in visual performance was only achieved at +7.0 diopters. Without glasses Amado was almost blind. He told us that at home he usually did not recognize the people he met. He was only sure of himself when they talked to him. A few years ago, he had had a bicycle accident because he missed a deep pothole in the road. Because of the accident he is physically very limited and can no longer work as a farmer. He is dependent on the help of his sons. With his new glasses he can now at least do light work again, such as planting seeds. After his visit he would have loved to get behind the wheel of the motorbike himself – an idea that his son just barely kept him from doing.



Just as our project in Burkina Faso started out very small and is now helping more and more people to get glasses, the mango tree that we planted in the courtyard of our center in 2015 is now bearing beautiful fruit for the first time.

Children stand in line for their eyesight test



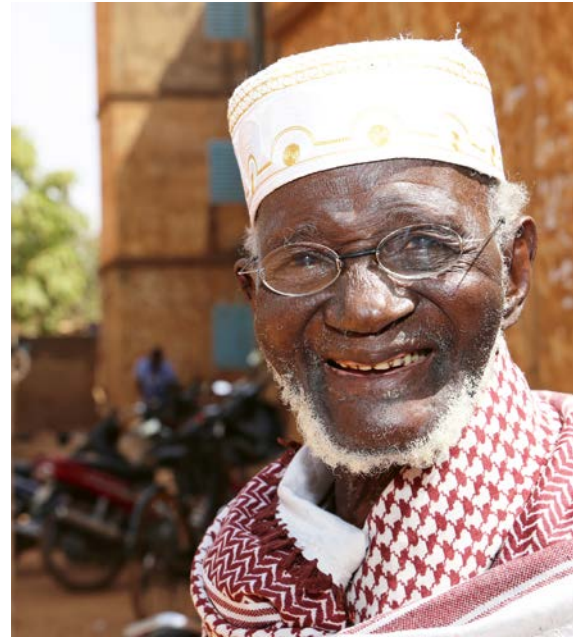
grid, and environmentally friendly. The eyeglass centers themselves were built by local businesses and with locally available materials.

40 percent of our employees are women, most of whom contribute significantly to family income. Almost ten percent of our employees are people with physical disabilities.

We are particularly pleased that our project in Burkina Faso is already able to cover a large part of the running costs for wages, materials and transport from the sale of eyeglasses – a success that is probably rather rare in the field of development cooperation.

## Crossing the border

In 2019, at the prompting of a formal invitation, we have started the first exploratory talks in the Ivory Coast. The neighboring country is easily accessible from Burkina Faso, and the country's structure seems similar in many respects. Our team from Burkina Faso has conducted four eye camps in the Bounkani region in the border area between Burkina Faso and Ghana. They have clearly shown there is a great need for eyeglasses, as there is practically no optical supply outside the capital Abidjan. Around 85 percent of the visitors to our eye camps have also bought glasses, and the Bounkani region is the poorest region in the whole country. We are currently working on a detailed feasibility study for the Ivory Coast to better assess whether we should open a new country project there. The local people would certainly answer this question with yes immediately!



Saïdou Sawadogo with his new glasses

### Our 50,000th customer

Saïdou Sawadogo came with two of his sons slowly and leaning heavily on a stick to our eye camp in a school in Ouagadougou. His sons estimated his age to be 86, even he himself did not know for sure. He had never owned glasses before, and his age deficiency caused him many problems. When Saïdou Sawadogo received his new OneDollarGlasses, he was thrilled. Overjoyed, he thanked the team several times and stroked the employees' cheeks with love. He was particularly pleased that he could now finally read the Koran himself again – something he had not been able to do for so many years, he said.



Ophthalmic training of our local specialists

### New country coordinator

Since the beginning of 2020, Stéphane Cissé has been in charge of our project in Burkina Faso. He is of Burkinabe descent, studied abroad and worked as a manager in Canada for several years. Due to his previous activities, he has an excellent network in Burkina Faso and since the beginning of his work for [OneDollarGlasses](#), he has been taking very careful and forward-looking care of the team entrusted to him. Right at the beginning of the Corona epidemic, Stéphane took all possible measures to ensure the safety of his employees.

This was ensured by stopping deployments, closing the shops, filling up all vehicles and setting up a transport service in case a sick employee had to be taken to hospital quickly. Since then, Stéphane has maintained daily contact with his employees and regularly informs us about the current security situation. Everyone hopes that we in Burkina Faso will be able to resume our important work as soon as possible, so that we can perhaps still achieve the goals set for 2020. First and foremost: to provide even more people with our glasses.



# INDIA

With over 1.3 billion people, over 100 languages and an enormous ethnic and religious diversity, India is a country of superlatives. Despite great progress in the fight against poverty over the past 15 years, there is still a deep gap between rich and poor. Even in the state of Odisha, where we started our project in India, over 30 percent of the approximately 46 million inhabitants live below the poverty line.





## New perspectives for the socially disadvantaged

Care Netram, our Indian partner organization, which was launched by Prashant Pachisia at the end of 2017, now has around 60 employees, two of whom have physical disabilities. Care Netram trains young people from poor families to become GoodVisionTechnicians (GVTs). The GVTs acquire the necessary skills in ophthalmic optics during a one-year training course with a strong practical focus, which they can apply directly in the eye camps.

## Eye Camps restructured

Care Netram 2019 has reorganized its teams in an effort to provide glasses to significantly more people and organize eye camps more efficiently. So-called camp organizers prepare the eye camps. These camp organizers are specially trained to negotiate with village leaders at eye level and convince them of the importance of the eye camp. The day before the campaign, the team goes from house to house in the village and invites people to an eye test. The team also actively seeks cooperation with local eye clinics, which treat those patients whom Care Netram cannot help, for example, people with cataracts.

## Successful team development

Our management in India has managed to create a strong sense of community throughout the team. There are regular meetings to share experiences, WhatsApp groups to share daily successes and impressions, and various incentive systems for good performance and new ideas. Even in the current Corona crisis, teams regularly exchange ideas via conference calls and receive optics training to refresh and improve their optical expertise. While our team provided around 3,000 people in India with eyeglasses in 2018, the number increased to almost 14,000 in 2019. In 2019, more than 40,000 people received a free eye examination at one of the 910 eye camps that were held.



## MILESTONES

**2017** •• Project start in the Indian state of Odisha

**2018** •• More than 3,000 people were provided with glasses

**2019** •• Around 14,000 people were provided with glasses at one of the more than 900 eye camps •• More than 40,000 vision tests were carried out •• 60 employees in the team •• Introduction of night camps and home visits

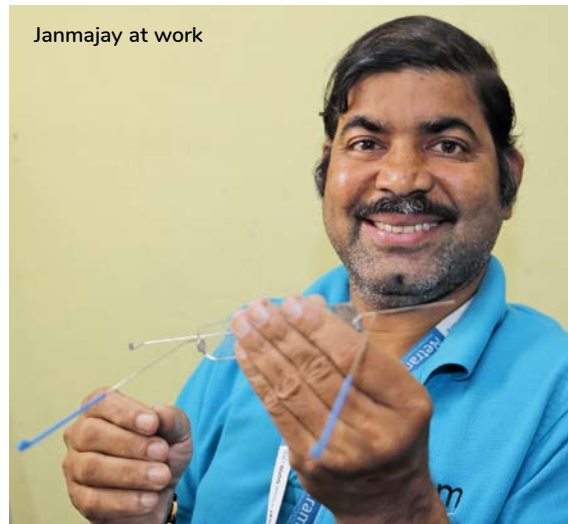


### Dipti Prusty – new self-confidence of women

Dipti Prusty trained as a GoodVision technician at Care Netram in 2018. At that time she was 23 years old and already married to a man two years younger. Unusual for an Indian woman, even more unusual that it was a love marriage and not, as is still common in India, an arranged marriage. Since the marriage, the young woman has been living, as tradition dictates, with her parents-in-law in Kumusi, a village of about 7,000 inhabitants in the state of Odisha. The father-in-law earns about 60 euros per month as a rice farmer, the mother-in-law is a housewife. For a long time, Dipti's husband had no work and the young woman was the main earner in the family with her fixed income in our project. Dipti would also like to have children one day. She has already agreed with her parents-in-law that they will also take care of the children and maybe even move to where Dipti is working at the moment – a small sensation for India! Working at Care Netram gives Dipti and other young women a whole new self-confidence and the opportunity to shape their lives a little more according to their own wishes.

### Finally some work!

Janmajay is our new glasses producer in India. Already as a child he lost his right leg: while playing he fell from a tree and a branch bored into his thigh, which could not be saved anymore. In addition, Janmajay is almost deaf. The 43-year-old has already had many jobs; among



Janmajay at work

other things he worked as an electrician and opened a small shop, but it was never enough to live on. As a producer of OneDollarGlasses, he has a fixed income for the first time in his life. From this he can support himself, his wife, his 14-year-old son and his parents. When he goes home on weekends, he buys his son sweets from time to time – a luxury the family could not afford before.



Eye test at the night camp in the illuminated wedding tent



At the big annual meeting all optician teams come together to exchange experiences

## Night camps and home visits

In the hot summers with over 40 degrees heat, nobody leaves the house at noon. For this reason – and also to reach those people who are busy during the day – Care Netram has introduced the night camps. In most cases, a wedding tent is rented for this purpose, where, beautifully lit, vision tests and glasses are offered in the evening hours. People with reduced mobility are even visited and tested by the teams at home.

## Help for people with cataracts

Often patients with cataracts come to our eye camps; far too often they are already almost or completely blind. They cannot be helped with glasses but they need eye surgery. Our employees ensure that the patients concerned are taken to a hospital where they can be operated on free of charge. More than 700 people have already received an operation in this way. Our goal for the coming years is to successfully operate on many more people with cataracts. This is above all a logistical challenge: Buses or shared taxis must be organized to take people to the hospital for the operation and back home again after consultation with the clinic.

## New patient app

With the help of Indian IT specialists, our Care Netram team has developed a new app for recording patient data. Our GoodVisionTechnicians can now easily record and analyze all the necessary data such as name, age, vision and required eyeglasses prescription, create reports, ensure quality and improve the organization and running of the eye camps.

## Outlook

When the situation in India after the Corona crisis will normalize again and our teams will be able to conduct eye camps again nobody knows at this point in time. Care Netram had planned for 2020 to further professionalize the eye camps and reach even more people. To achieve this, our partner wants to rely on further innovations, but also on a larger number of teams. Another 40 young men and women are to be trained. In addition, considerably more people with cataracts and other eye diseases are to undergo successful surgery.



# MYANMAR

Our sister organization [OneDollarGlasses](#) Switzerland started its first own foreign project in 2018 in cooperation with the Sitagu Buddhist Foundation, which operates 35 hospitals in Myanmar.

Since August 2018, eyeglasses have been produced at the Ayudana Hospital in Sagaing on the monastery grounds. The local team consists of trained nurses who already have experience in performing vision tests. Unlike in the other projects, the eyeglasses are distributed free of charge. Since the Buddhist organization is self-financing, it also provides health services exclusively free of charge to people in the surrounding area. By the

end of December, around 3,000 pairs of glasses had already been distributed.

## **Second location opened**

In order to put the project in Myanmar on a broader basis and reach more people with glasses, a second location has now been opened in the capital Naypyidaw. The



basis for this was a contract with a local partner: Kaung San used to supply clinics in Myanmar with medical equipment as a businessman and is therefore well connected in the health system. A few years ago, he had to undergo a serious operation with an uncertain outcome; fortunately, he survived it. Out of deep gratitude, he then quit his business activities and since then he has been doing a lot of voluntary work for the people in his country.

After the signing of the contract with Kaung San, the next steps followed in rapid succession. In February 2019 GoodVisionGlasses Ltd. was officially founded. In the same month an office and a small shop were rented. Already in March the first eye camps started. In June GoodVisionGlasses Ltd. received the important import license for the import of materials – a basic requirement for a local production of the glasses. By the end of December 3,400 glasses could already be delivered. And although our project in Myanmar is still in an early phase, [OneDollarGlasses](#) have already gained a good reputation with the Ministry of Social Welfare and the Ministry of Health and Sport.

## Outlook

In 2020 GoodVisionGlasses Myanmar wants to look for larger premises in the capital Naypyidaw. [OneDollarGlasses](#) Switzerland will also start training local GoodVisionTechnicians. Subsequently, a further production facility is to be established with Swiss support. Myanmar is currently also severely affected by the Corona epidemic. As soon as possible, however, the eye camps are to be restarted and then additional schools are to be included. Furthermore, in order to be able to import duty free materials in the future, GoodVisionGlasses Ltd. has applied for the status of an international NGO.



# NEWS FROM THE ORGANIZATION

## OneDollarGlasses in the endurance test



During training in Burkina Faso, our employees were to learn how to repair a bent pair of glasses for a customer.



To do this, we first had to bend the frame of the glasses. To do this, we first stepped on the glasses with our foot. However, this was not enough to deform the frame.



Then we rolled the motorcycle over the glasses – but the frame was not really bent afterwards. Only when a colleague drove his jeep over the glasses, was the frame bent and the glasses popped out.



Dafrassin, our logistics and production manager, took his pliers and started the repair. Then, after only two minutes, he proudly put on the glasses he had repaired. Only the plastic lenses had got some scratches.



## One-year optician training

As early as 2012, the World Health Organization (WHO) reported on the worldwide shortage of 65,000 specialists for basic ophthalmic care. Against this background, [OneDollarGlasses](#) has developed its own one-year training concept for Best-Spherical-Correction together with ophthalmologists and opticians. It enables graduates to carry out vision tests correctly, select the right lenses for the patient and adjust the glasses professionally. The trainees also learn to recognize possible eye diseases or special visual defects and to refer affected patients to an ophthalmologist or the nearest eye clinic.

## Partnership Model (P-Model)

[OneDollarGlasses](#) frequently receives inquiries from organizations around the world who are interested in the [OneDollarGlasses](#) system. Such organizations have the possibility to purchase a complete set of 500 frames produced in our projects together with 1,200 lenses in the strengths of -6.0 to +6.0 diopters in steps of 0.5 diopters within the framework of our partnership model. The sales price for the starter package covers our cost price. Successful P-Model projects have so far been carried out in Nepal, Tanzania, Togo, Uganda and other countries. Since autumn 2017, we have already issued more than 18,000 pairs of glasses as part of the P-Model.

## New websites Malawi and India

Our organizations GoodVisionGlasses in Malawi and Care Netram in India have been presenting themselves with their own websites for several months. The websites are primarily aimed at local patients and include information on ametropia and eye health, information on the next eye camps and the contact details of our eyeglass stores.

**Malawi:** [www.goodvisionglasses.org](http://www.goodvisionglasses.org)

**India:** [www.carenetram.com](http://www.carenetram.com)

# THE ORGANIZATION IN GERMANY



In the good seven years of its existence, [OneDollarGlasses](#) has created new perspectives for many people: through the supply of glasses and also through the creation of local jobs.

None of this would have been possible without our more than 300 highly motivated volunteers in Germany, Switzerland and the United States, who have worked many thousands of hours to make [OneDollarGlasses](#) what it is in 2019. Whether as an optician, doctor, marketing or logistics expert, engineer or office worker – each and every one of them contributes valuable experience and skills to the realization of our common vision: to improve the lives of people in developing countries by providing them with high-quality, affordable eyewear on a long-term basis by establishing local structures.

## **New headquarters – expansion of our management team**

Until the beginning of 2019, our organization was managed completely decentralized. Since the establishment of the association, the address of the association was the private household of our first chairman Martin Auf-

math. With around 300 volunteers and some full-time staff in Germany and over 200 employees in the project countries, this was no longer possible. Therefore, we opened our first small central office in Erlangen in the summer of 2019. A continuous presence during office hours enables us to react quickly to the increasing number of external inquiries.

In order to spread the workload and responsibility over more shoulders, we have also established a second management level in Germany in 2019. This level is staffed partly on a voluntary basis and partly on a full-time basis and has since taken on central tasks in areas such as optics, human resources, project coordination, public relations, finance, law and IT. In this way, the Executive Board is given the urgently needed freedom for strategic work.

# ACTIVITIES IN GERMANY

Whether it's a charity run, a concert, a trade fair or an exhibition, many people again supported the goal of [OneDollarGlasses](#) in 2019, namely to give people in need worldwide access to basic optical care. We would like to take this opportunity to thank all our supporters!



## Fraunhofer IAO in Stuttgart: “Technicians among themselves”

Frugal products are functional, robust, user-friendly, designed for growth, affordable and adapted to local conditions. All this applies to [OneDollarGlasses](#), which the Fraunhofer Institute for Industrial Engineering IAO was so enthusiastic about that they included our bending machine in their exhibition “Frugal Products and Production Systems”.

## Birthday donations for [OneDollarGlasses](#)

What do you do when you already have everything and don't want any presents for your 70th birthday? Ursula Müller from Oberndorf am Neckar is representative of many donors. On her birthday, she collected for [OneDollarGlasses](#) from her family and friends – and presented our Stuttgart team with a check for 1,000 €.

## World Conference “Religions for Peace” in Lindau

From 20–23 August 2019 the 10th World Conference of “Religions for Peace” took place in Lindau, according to its own statement the largest inter-religious assembly worldwide. About 900 religious representatives, politicians and employees of international organizations from more than 100 countries took part in the event. The topics discussed in Lindau included religious issues as well as issues such as climate protection and sustainable social development. [OneDollarGlasses](#) have a lot to contribute to the latter, as their concept aims to provide

sustainable basic optical care, support education and training and create jobs in developing countries.

## Our youngest fundraiser

For over a year now, 12-year-old Sara-Carla Genz from Haltern am See has been making an extraordinary commitment to [OneDollarGlasses](#), including fundraising campaigns and her own lectures. Her motivation: “I am involved because I believe that people everywhere should receive the same care and have the same rights – no matter what country they come from or how much money they have”.

## Sparkasse Erlangen: Furniture in exchange for donation

First, the Sparkasse gave office furniture that was no longer needed due to a merger to employees in return for a donation. Then the employees also added the contents of their coffee kitty as a donation for [OneDollarGlasses](#).



OneDollarGlasses at the World Conference “Religions for Peace”





Martin Aufmuth  
at "Kölner Treff"



Copyright © Melanie Grande/WDR

## Charity concerts in favor of [OneDollarGlasses](#)

Again and again choirs and orchestras sing and play in favor of [OneDollarGlasses](#). Among our musical supporters in 2019 were "Chor ad libitum", "Zonta Club Herzogenaurach", "Großes Ensemble Buschorchester Voices & Percussion" and "GOIN Bigband".

## Rotary – strong alliance of supporters

Rotary clubs are among our most important supporters. With a global grant, District 1820 under the leadership of RC Friedrichsdorf has been supporting our work in Burkina Faso since 2018. On 11 May 2019, our Stuttgart team had the opportunity to present [OneDollarGlasses](#) to 340 Rotarians from the neighboring District 1830 at the local theater. The presentation was well received. In the meantime, more clubs want to support our work. Our good relations with Rotary clubs also led us to the annual Rotary International Convention, which took place in Hamburg in early June 2019.

## "Bread and Tulips" and [OneDollarGlasses](#)

Movie nights are also a good forum to introduce [OneDollarGlasses](#) to a culturally interested audience. At the Filder Kultur Kino e.V. in Filderstadt-Bonlanden, a short lecture, a short image film and a live demonstration of the bending machine formed the "opening credits" to the film "Bread & Tulips".

## Long night of technology

The "Long Night of Technology" has now become a tradition in Ilmenau, and through contacts with the university there, [OneDollarGlasses](#) was also involved in 2019.

## School events

It is always amazing what energy children release when it comes to a good cause. With lectures about the work of [OneDollarGlasses](#), we educate children about the problems of vision in developing countries. Often the children and young people feel the desire to actively support our work. In 2019, for example, numerous schools – from elementary school to vocational school – supported the [OneDollarGlasses](#) program through fundraising runs and school events.

## Advertising together with opticians

Together with "Optik Sommerfeld", the Erlangen regional group organized a bending demonstration in the optician's shop on two Advent Saturdays. Before that, flyers were used to draw attention to the campaign in the city center of Erlangen. The Cologne optician Roman Scheer had already collected donations for [OneDollarGlasses](#) in his shop "Ehrenoptik" in the summer and initiated a stand for [OneDollarGlasses](#) at the event "Tag des guten Lebens" (Day of Good Living) in Cologne. These are just two representative examples of the many opticians who supported us again in 2019 through campaigns and donations.

# FROM THE REGIONAL GROUPS



Ceremonial cheque presentation



Presentation of the OneDollarGlasses at the University of Bamberg

Our regional groups represent [OneDollarGlasses](#) in different regions of Germany. They are “anchor points” for networking among active members, but also contact points for interested parties with different concerns. There are regional groups in Erlangen, Munich, Stuttgart, Berlin, Hanover, Hamburg, Bremen Weser-Ems and the Rhine-Ruhr and Rhine-Main regions (previously regional groups in Cologne and Frankfurt).

Are you interested in an active participation in our organization? Or are you interested in a presentation by one of our speakers for your club or in your institution? Then contact us or visit one of our events. You can find current information and contacts on our website [www.OneDollarGlasses.org](http://www.OneDollarGlasses.org) or through our presence in social media.

Whether it's a trade fair, concert, festival, lecture or project week, whether in Hamburg, Berlin or Bavaria: Our regional groups have once again convinced numerous people of the concept of [OneDollarGlasses](#) in 2019. At a total of 137 events, more than 850 people were inspired by our project. Around a quarter of them took the opportunity to talk to our committed members at one of our 20 nationwide information days and to make their own [OneDollarGlasses](#) under the guidance of experienced trainers. Over 60 interested people were so enthusiastic about our project that they decided to become active with us on a voluntary basis.

## Travel Festivals

Travelling forms – and broadens – the horizon! Our teams from the regional groups Erlangen, Rhine-Ruhr and Hanover answered numerous questions and demonstrated the production of [OneDollarGlasses](#) at the Fernwehfestivals in Göttingen (12th/13th January 2019) and Erlangen (18th – 22nd November) as well as at the Weltweh-Festival in Bad König (14th/15th September 2019). The festivals were crowd pullers again this year and attracted several thousand visitors.

## ODG at sustainability fairs

Also at the Autarkia Green World Tour (Stuttgart, Münster, Düsseldorf), the “Heldenmarkt” in Munich and the “Übermorgenmarkt” in Stuttgart, visitors could inform themselves about our work at the [OneDollarGlasses](#) stand.

## Maker Fairs

The Maker Fairs are a “festival for inspiration, creativity and innovation” – and a platform for “makers”. “Touching and trying things out” is a priority, and children and schoolchildren in particular are able to get to know science and technology in a playful way. At the well-attended events in Dortmund, Berlin and Erlangen,

among other places, our teams impressed visitors with the bending machine.

## Bolivian night in Rüdeshheim

For our newly founded regional group Rhein-Main, based in Frankfurt, the first public appearance at the Bolivian Night in Rüdeshheim was an immediate success. The dance group of the Bolivian-German club Puerta del Sol from Frankfurt wore our [OneDollarGlasses](#) and the press reported.

## Festivals – Streetlife and Africa

Twice this year, the Munich Regional Group was represented with a stand at the Streetlife Festival of Green City e.V. in Munich. The focus of this festival is on sustainable products and projects – for [OneDollarGlasses](#) as the developer of a concept for a basic ophthalmic care, this is the right environment. The regional groups Berlin and Stuttgart in turn presented our projects at the AfrikaFestivals in Nürtingen (26/28 July 2019) and Berlin (6/07 July and 11 August 2019).

## #GivingTuesday – Volunteer SpeedDating and Auction (03.12.2019)

The new counter-movement to Black Friday and Cyber Monday is not about consumption, but about helping and giving. During the Volunteer Speed Dating organized as part of the campaign, we met many committed people, some of whom now actively support us. On #GivingTuesday we informed the very interested audience about our project and at the following auction we sold a pair of [OneDollarGlasses](#) to the highest bidder.

## Vision fairs and congresses

Whether at the DOG Congress in Berlin, the optics fair “Opti” in Munich, the ship fair in Hamburg, the big eyeglass order fair in the Elbphilharmonie or the “Besser Sehen” fair in Stuttgart, which is all about the participation of blind or visually impaired people in society, we were represented everywhere with an exhibition stand. There, our volunteers informed visitors about [OneDollarGlasses](#) and our work in the project countries.



## Reader's Story

Dear OneDollarGlasses Team,  
I was pleased to read your annual report for 2018. I am pleased that we can make a small contribution to your work with our donation. As a wearer of glasses I can well understand the situation of these people, as I experienced something similar in my youth.

I grew up in the 1970s and I can remember that in 8th and 9th grade I could hardly read off the blackboard and when I was watching television I could not read what was written. But that was normal for me and nobody else noticed it – until the day we practiced header shots at soccer training and a teammate gave me his glasses so nothing would happen to them.

Then I just put them on and suddenly I could see the world with different eyes! I could clearly see my teammates who were standing far away and everything was clear and colorful. I was then given glasses. I still remember the first visit with my glasses in our decorated church today. I could see the pictures on the walls, the decorated altar – and the flames of the candles are still in my mind.

That is why I am happy for every pair of glasses that helps a person to see through your work – just as I was then. I thank you – keep it up! I will continue to support you in the future within my capabilities.

Helmut Meyer, master carpenter in Schönthal

# ODG SWITZERLAND



In 2015 our sister organization [OneDollarGlasses](#) Switzerland was founded by a small group of committed people. The more than 34 active members have not only increased the awareness level of our organization in Switzerland and gained new supporters, but also initiated a new country project in Myanmar.

## Swiss optician

Opticians are also very important supporters of our work in Switzerland. At Optik Flückiger in Herzogenbuchsee, amongst others, our Swiss team was given the opportunity to present the idea of [OneDollarGlasses](#) and how the bending machine works. The spark quickly jumped over to the customers and the action was so successful that it was repeated shortly afterwards. The “Hall of Frames”, which has been a popular venue for design-oriented opticians for several years, also proved to be the ideal platform for presenting [OneDollarGlasses](#). Our Swiss colleagues were there at the invitation of the organizers – the perfect opportunity to talk to many experts and potential supporters.

## Music, marketing and foundation work: [OneDollarGlasses](#) inspire

As passionate networkers, our Swiss colleagues have already won numerous supporters for our work. The Lions Club Rheinquelle, for example, has launched a high-profile fundraising campaign for [OneDollarGlasses](#). Disguised as the Three Kings of the Orient, the carolers of Tujetsch went from house to house in January 2019. They sang Romanesque songs announcing the birth of Jesus and in this way collected an impressive 4,500 Swiss francs in aid of [OneDollarGlasses](#). In addition, [OneDollarGlasses](#) Switzerland also succeeded in making foundations support [OneDollarGlasses](#): the MARKANT Stiftung donated 10,000 francs for a bus for use at eye camps in Malawi. The foundation Abantu, in turn, has been sup-

porting our work for a long time – and in 2019, it again donated 10,000 Swiss francs for an eyeglass center in Bobo-Dioulasso (Burkina Faso). But support can also take a completely different form. For example, six students from the Zurich University of Applied Sciences developed marketing and communication concepts for [OneDollarGlasses](#) in Switzerland as part of their diploma thesis. One of their suggestions, an active presence at the “Hall of Frames”, was then put into practice straight away.

## Own country project: Myanmar

The largest and most important project of ODG Switzerland is the national project in Myanmar. In spring 2019 the follow-up project Myanmar II started in cooperation with the local partner Kaung San in Naypyidaw, the capital of Myanmar. With “start-up aid” from Switzerland, the first refractionists are to be trained there in 2020 and local production of glasses is also to start then. The main aim is to provide people in remote areas who live in modest financial circumstances with glasses. The project is supported financially by the DISABLED CHILDREN FUND, which is overseen by the SYMPHASIS.

## Outlook

With Eliane Müller, a musician from Lucerne (who won the second edition of the SFR show “The greatest Swiss talents”), the team has now been able to win an ambassador with great charisma. Among other things, a benefit concert with her is planned for 2020 in cooperation with a Lions Club.

# Foundation of OneDollarGlasses USA

With the official registration as a tax-exempt non-professional organization in March 2019, the work of our sister organization [OneDollarGlasses USA \(ODG USA\)](#) has taken off.

The team there is working on gaining new supporters and partners and has now also started its own pilot project in a country that has long been in the headlines due to civil war and the Ebola crisis: Liberia.

## First campaigns in Liberia

In 2019, ODG USA expanded a partnership with Refuge Place International (RPI), a clinic in Liberia's capital Monrovia. The clinic offers affordable medical services, some of which are free of charge. In the meantime, a pilot project has started there. The project partner is Dr. Mosoka Fallah, the head of RPI. Growing up in the slums of Monrovia, he was able to study at the Harvard School of Public Health with the support of friends and acquaintances. From 2014 to 2016, Dr. Fallah played a leading role in the fight against the Ebola epidemic and made a name for himself far beyond the borders of Liberia. He found out about [OneDollarGlasses](#) on Facebook and contacted us. Since then, RPI has organized several eye camps in the slums of Monrovia. Now the activities in Liberia are to be expanded. A feasibility study is currently being conducted to determine whether Liberia could become a [OneDollarGlasses](#) project in its own right. The fact that Dr. Fallah was appointed Director General of the National Public Health Institute of Liberia a few months ago is also helpful in this regard.

ODG USA is in constant contact with Dr. Fallah and has now been able to obtain a first grant to enable the purchase of a vehicle for conducting the eye camps.



## Partner Program for Opticians

Recently, optical retailers in the United States have also been able to place a [OneDollarGlasses](#) donation box in their stores to draw their customers' attention to the organization's work. Customers are addressed at various levels: Firstly, they are informed about our work through brochures. In addition, they are motivated to donate to [OneDollarGlasses](#) when they receive free services from the optician, such as frame adjustments. These campaigns also raise awareness of [OneDollarGlasses](#) in the United States.

## Vision Expo East 2019

Vision Expo East 2019 in New York City, one of the world's largest trade fairs for ophthalmic optics, was an ideal platform for making new contacts. At the [OneDollarGlasses](#) booth, many conversations and demonstrations on the bending machine led to increased awareness of [OneDollarGlasses](#) among national and international trade visitors.

## Outlook 2020

In the coming year, the ODG USA team wants to further increase awareness of [OneDollarGlasses](#) and, in particular, win even more opticians as supporters. The further development of the project in Liberia is naturally at the top of the agenda.

# PARTNERS AND SUPPORTERS

Our many tireless employees, donors and supporters are the cornerstones of our work. In addition, the numerous partnerships and cooperations that connect us with other aid organizations, with representatives from academia and science, and with business enterprises also represent supporting pillars.

We would like to thank all our partners and supporters for their commitment and their contribution to the success of [OneDollarGlasses](#). The following are examples:

## ABANTU

The Swiss foundation supports charitable works and projects in Africa. The foundation has been helping [OneDollarGlasses](#) for years in Malawi and Burkina Faso to build eyeglass centers and to purchase vehicles for mobile eye camps.

## A. M. P. O.

[OneDollarGlasses](#) has cooperated with the aid organization, A. M. P. O. (Association Managé Nooma For the Protection of Orphans), since summer 2013 in Burkina Faso. A. M. P. O. is a very well-known local partner who refers patients of his ophthalmic department to our nearby eyeglass shop, so that people there can buy the right glasses at a reduced price.



## Asc. Gallo Blanco Perú

This non-profit organization has been our local partner in Peru since 2019 and conducts eye camps in the poor suburban settlements of Lima. It is actively supported by the Dieter Kathmann Stiftung in Switzerland.



## Be One Percent

Be One Percent is a group of people who donate 1% of their monthly income to help the poorest people in the world. Be One Percent supports our projects in Malawi and Burkina Faso.



## Bianca Vetter Foundation

The Bianca Vetter Foundation is a non-profit organization that helps disadvantaged people at home and abroad. It supports the development of the project in the Indian state of Odisha.



## Brille24

Since October 2014, the online retailer for eyeglasses has been providing generous financial support for [OneDollarGlasses](#) as well as the know-how and active help of some employees.



## CARE Netram

CARE Netram was founded by our partner Prashant Pachisia specifically as a partner organization of [OneDollarGlasses](#) in India. Based in the Indian state of Odisha, CARE Netram produces [OneDollarGlasses](#), trains young people to become GoodVisionTechnicians and provides people with glasses at eye camps.



## Dieter Kathmann Stiftung

The Dieter Kathmann Stiftung from Freusisberg, Switzerland finances and organizes the construction of [OneDollarGlasses](#) in Peru.

## Else Kröner-Fresenius-Stiftung

The Else Kröner-Fresenius-Stiftung awarded [OneDollarGlasses](#) their medical-humanitarian grant in September 2014. Since autumn 2015 [OneDollarGlasses](#) has relied on the support of Else Kröner-Fresenius-Stiftung to set up a pilot project in southern Malawi. The long-term goal of the cooperation is nationwide access to eyeglasses.



## Gebauer Stiftung

The charitable Gebauer Stiftung, based in Zurich, supports [OneDollarGlasses](#) in providing people with glasses in India.



## Happel Foundation

The Happel Foundation is a non-profit foundation based in Lucerne, Switzerland. It supports [OneDollarGlasses](#) in the development of the project in the Indian state of Odisha.



## Hauschka Verlag

Hauschka Verlag supports [OneDollarGlasses](#) generously with the proceeds from the sale of individualized homework books as well as in the field of public relations.



## IAPB

The International Agency for the Prevention of Blindness (IAPB) is an association of civil society organizations, companies and professional associations working to promote eye health internationally. [OneDollarGlasses](#) has been a member of IAPB since March 2015.



## knodel foundation | knodel foundation

The knodel foundation is a non-profit foundation dedicated to the promotion of projects in developing countries and free access to information and education. The knodel foundation supports our project in Burkina Faso.

## Lions Clubs International, Leo Clubs

Numerous Lions and Leo clubs from Germany, Switzerland and various African countries provide generous financial and public relations support. The Lions Clubs International Foundation supports [OneDollarGlasses](#) in Burkina Faso through its Sight-First program to build eyeglass centers. In addition, a number of Lions in Germany and in the target countries are actively working with us.

## McDermott Will & Emery



The Munich office of the internationally active McDermott, Will & Emery law firm (with over 1,100 lawyers worldwide) is one of the most important supporters of [OneDollarGlasses](#). Carsten Böhm, Gero Burwitz, Maximilian Baur and their team of attorneys help, among other things, in the drafting of contracts and agreements with ministries and authorities, navigating labor law issues, and other legal matters.

## Partnerschaft mit Alem Katema e.V.



The Baldham-based association supports aid projects in Alem Katema in the highlands of Ethiopia. It has been in operation since November 2013 and is our partner in Ethiopia.

## Rotarier, InnerWheelClubs and Rotaract

Numerous Clubs support [OneDollarGlasses](#) generously at the club and district level financially, and through creative charity

campaigns like “online wine tasting”, concerts or professional shredding of files and data media. Members of different clubs are also very active in project work in Germany and the target countries. In Burkina Faso, a Rotary International grant has enabled training and the establishment of eyeglass centers. In June 2018, a Rotary International grant began funding two mobile optical teams in the remote highlands of Bolivia.

## Siemens Stiftung **SIEMENS** | Stiftung

The non-profit Siemens Corporate Foundation AG’s work focuses on the expansion of the basic services in developing and emerging countries and the promotion of education and culture. [OneDollarGlasses](#) was awarded with first prize for empowering people by the Siemens Stiftung 2013. They have been supporting us in Burkina Faso in an advisory capacity since November 2015. After Burkina Faso (from 2015), it has been supporting us in Bolivia since 2019 in the further development of the project and the expansion of our school outreach activities to rural regions.

## Silicon Valley Community Foundation



The world’s largest community foundation based in the USA provides financial support to [OneDollarGlasses](#) in the setting up of our projects.

## Sternstunden

Sternstunden is a charity event of the Bavarian Broadcasting Corporation. It is supported by Bayerische Landesbank, the Association of Bavarian Savings Banks, the Bayerische Landesbausparkasse and the Bavarian Insurance Chamber. Sternstunden supports [OneDollarGlasses](#) in Malawi in providing eyeglasses to schoolchildren.



## Stiftung Hostelling International Bolivia (HI-Bolivia)



For 20 years now, the foundation has been coordinating annual social missions with over 50 volunteers from Germany in Bolivia’s education and health sectors. The main focus is on hospital assignments, dental campaigns and work for [OneDollarGlasses](#). Since 2013, HI-Bolivia has been a partner of [OneDollarGlasses](#), produces the glasses and supplies the Bolivian population under the project name “Lentes al Instante”. In 2019 an ODG training center and central warehouse for South and Central America was inaugurated in Santa Cruz de la Sierra.

## Stiftung Oliver Herbrich Kinderfonds

Stiftung Oliver Herbrich Kinderfonds supports [OneDollarGlasses](#) supports our project in Malawi with the education of young eyeglass producers, and in Bolivia with the supply of school children with eyeglasses.

## StollVITAStiftung



The StollVITA Stiftung is a non-profit foundation for the promotion of scientific research, public health and education. The foundation supports [OneDollarGlasses](#) in Malawi and with office equipment in Germany.

## Talentschmiede Altmühltal

The Talentschmiede Altmühltal in Treuchtlingen are the main partner of [OneDollarGlasses](#) in the area of warehousing and logistics.

## VerBem

Since 2014, the aid organization, Renovatio, has been our partner in Brazil. At the beginning of 2017 Renovatio’s representatives founded the socially oriented company, VER BEM, to reach more people in Brazil with [OneDollarGlasses](#).



# OUTLOOK

The global Corona pandemic is currently severely affecting our work in the project countries. Curfews and assembly bans in Latin America, Africa and India will certainly prevent the implementation of larger eye camps for some time to come. And the protection of our employees and patients is a top priority for us. These circumstances make it very difficult to make a forecast for the current year. However, our teams in the countries and also in Germany are already preparing intensively for the time after the end of the crisis, in order to then resume work with double the energy to supply the local population. This is then more important than ever.

In 2019 we will have supplied more people with our glasses than ever before. In the future, we want to focus even more on the health and social impact of our work. We want to know how the lives of children and adults change when they wear our glasses. For the time after the crisis, studies to measure the impact in India, Malawi and Bolivia are planned. In India, we want to test how the wearing of our glasses affects the lives and work of adults from various professional groups. How much does [OneDollarGlasses](#) increase their income? What is the gain in quality of life? In Malawi and Bolivia, our main focus is on the learning outcomes of school children and how we can further improve their wearing habits.

In addition, we want to focus even more on people with eye diseases, especially cataracts. So far, our teams have referred them to clinics and eye doctors. However, it has been shown that only a few people actually go to the clinic, either because they are scared, or because they don't have the money for transport and surgery. That is why we have already started to organize minibuses in India to transport patients to the nearest eye clinic free of charge, where social programs run by the government and other organizations make it possible to have free surgery. In the future, we would like to help many more people in this way and also set up appropriate logistics structures. In this way, the positive social impact of our eye camps goes beyond the mere supply of glasses.

We also intend to introduce even more effective structures at the system level. In Malawi and Burkina Faso, for example, we are currently introducing a new accounting and control system, with other countries to follow soon. Also this year, we want to develop an inventory manage-



ment system for Germany and the project countries. This is because we procure all materials for eyeglass production centrally and check their quality before we ship them to the countries. In this way, we ensure that the project countries receive very high-quality materials at the best possible price without having to worry about them themselves. Once the system has been implemented, a digital overview of stock levels will allow us to order, produce and manage the materials more efficiently.

We have also expanded our regional presence: Currently, our partner HI-Bolivia is evaluating Colombia and Argentina as potential new project countries. Colombia in particular has a very high demand for ophthalmic optics following the end of decades of civil war. The partner model is also providing initial care for people in Venezuela, where the first consignment of [OneDollarGlasses](#) has already been delivered to the suffering population via Colombia. Our sister organizations [OneDollarGlasses](#) Switzerland and USA are planning to further expand their activities in Liberia (USA) and Myanmar (Switzerland).

The time of crisis is therefore a time of strategic preparation for the time after. We hope that this year we will again receive the necessary support from our donors to provide people with urgently needed glasses.

# FINANCIAL REPORT

The following is an overview of the financial situation of [EinDollarBrille](#) e.V. for the year 2019. Despite a slight decline in total income, we were able to further expand our commitment to the projects and provide more people with glasses than in the previous year. We recorded a positive increase in private donations.

[EinDollarBrille](#) e.V. bases its preparation of the annual financial statements on the specifications of the German Central Institute for Social Issues (DZI) and its criteria for the DZI donation seal. The bookkeeping of the association is done by an external tax office on the basis of a revenue-surplus calculation. The accounting is based on the calendar year. Due to the Coronavirus crisis, we have postponed the annual general meeting, which usually takes place in spring, until autumn. The figures given below are therefore provisional; the actions of the Board of Management will not be approved until autumn.

## Strong increase in private donations

The total income of [EinDollarBrille](#) e.V. 2019 amounted to € 3,380,392 (previous year: € 3,623,764); almost 96 percent of this was income from donations (€ 3,238,294). Although the overall volume of donations is below the previous year's level, we have experienced a strong increase in private donations. By contrast, funds earmarked for specific purposes declined because some funding contracts expired and follow-up financing was not possible. In addition, some of the earmarked funds (from Rotary and Lions, among others) went directly to the projects and are therefore not included in the above total.

We received €220,867 in earmarked donations, most of which went to individual projects in Malawi, Bolivia, Burkina Faso and India. Many well-known organizations, which have been supporting us generously for years, have remained loyal to us in 2019. The Else Kröner-Fresenius-Stiftung has been accompanying us in Malawi since 2015. Without her generous support over the years, we would not have been able to carry out our work in the Southeast African country on the same scale. Last year, the Siemens Stiftung supported a school project in Bolivia. The project involved 40 schools with a

total of more than 16,000 schoolchildren, where vision tests were conducted and glasses were distributed free of charge. This campaign helped more than 1,500 schoolchildren to improve their vision. Collaboration has also intensified with other supporters, including various Rotary and Lions clubs. German Rotary clubs, for example, are supporting us in cooperation with local clubs through global grants in projects in Bolivia and Burkina Faso.

We generated the remaining € 141,368 in income from fines (€ 730), the sale of materials to our partner organizations (€ 107,253), refunded taxes (€ 30,469), and interest income/exchange rate gains (€ 3,646).

The aforementioned income in 2019 is offset by expenses totaling € 3,092,548 (2018: € 2,444,709). We have used € 1,511,505 for the direct implementation of our projects in the target countries. We spent € 663,935 on accompanying project support from Germany. We also incurred costs for materials and accessories amounting to € 173,486, including the manufacture of glasses (€ 82,370), accessories for bending machines (€ 12,395), and the purchase of optical and other equipment (€ 78,721). We invested € 1,238,512 (compared to € 980,578 in the previous year) in training the [OneDollarGlasses](#) manufacturers and opticians in the project countries and in ongoing local operations.

The above-mentioned costs also include costs for the development of a patient app. Travel expenses of € 115,573 were incurred for our trainers, most of whom work on a voluntary basis, and for project supervision and monitoring on site.

In 2019 we received a refund from the tax office of the tax paid in 2018 in the amount of € 30,469.

	Income	Projects and project collaborators	Project supervision	Campaigns	Donations management and advertising	General administration, general public relations
<b>Donations and contributions</b>						
Donations	€ 3,005,726	€ 3,005,726				
Earmarked donations	€ 220,867	€ 220,867				
Government grants	€ 730	€ 730				
Other	€ 11,701	€ 11,701				
Sternstunden campaign	–	–				
<b>Other operating income</b>						
Other income	€ 107,253	€ 107,253				
Tax refunded	€ 30,469	€ 30,469				
Interest	€ 3,646	€ 3,646				
<b>Total income</b>	<b>€ 3,380,392</b>					
<b>Project expenses</b>						
Glasses materials	€ 82,370	€ 82,370				
Bending machines	€ 12,395	€ 12,395				
Tools	€ 78,721	€ 78,492	€ 230			
Training, development of project countries	€ 1.391,761	€ 1,238,512	€ 153,249			
<b>Personnel expenses</b>	<b>€ 684,622</b>		<b>€ 410,035</b>	<b>€ 104,585</b>	<b>€ 73,371</b>	<b>€ 96,631</b>
<b>Other operational outlays</b>						
Travelling expenses	€ 143,901	€ 68,340	€ 47,233	€ 9,012	€ 9,525	€ 9,790
Postage, Shipping, Phone	€ 116,006	€ 17,706	€ 24,709	€ 25,207	€ 34,812	€ 13,571
Information and advertising	€ 457,906			€ 228,788	€ 229,117	
Office charges	€ 36,012		€ 9,100	€ 7,440	€ 4,690	€ 14,783
Deductible taxes*	€ 11,001	€ 11,001				
Other	€ 77,853	€ 2,688	€ 19,379	€ 2,619	€ 20,590	€ 32,577
<b>Total expenses</b>	<b>€ 3,092,548</b>	<b>€ 1,511,505</b>	<b>€ 663,935</b>	<b>€ 377,652</b>	<b>€ 372,105</b>	<b>€ 167,352</b>
<b>Net income for the year</b>	<b>€ 287,844</b>					

\*reimbursable

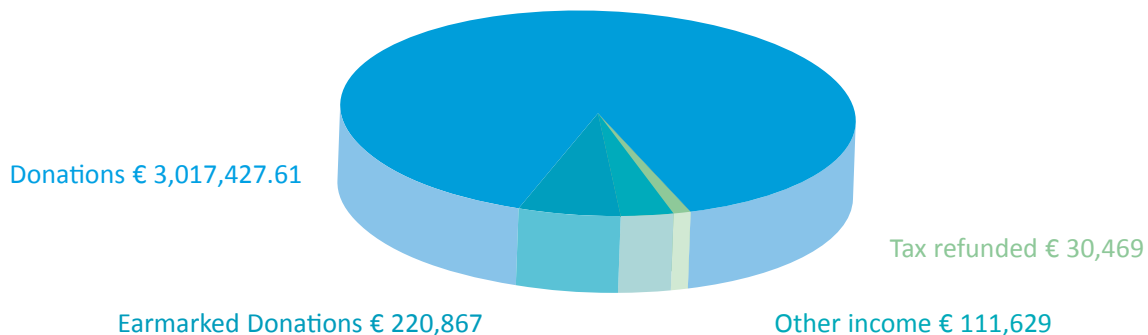
In our project in Malawi, financial irregularities unfortunately occurred last year. We had to dismiss our long-time accountant without notice and file criminal charges against him. In January 2020 the public prosecutor's office also brought charges against him. However, the Malawian authorities postponed the opening of the proceedings several times. We have taken this case as an opportunity to review our control mechanisms and to introduce additional measures to minimize risks.

## Second management level

In mid-2019, we established a second management level below the Executive Board, which has successfully taken over the management of the central German organizational units and international projects. We are pleased to report that we were able to fill all the newly created positions with employees who had previously worked for the association in other functions. Against this background, personnel costs rose to € 684,622; just under 60 percent (€ 410,035) was incurred for the support and

# INCOME

€ 3,380,392



development of the projects. The share of personnel expenses accounted for by the members of the Board of Management amounted to € 189,875. At the end of 2019, we had eight full-time positions (including two on the Board of Management), six part-time positions and eleven mini-job contracts. As before, our paid Executive Board members are very closely involved in the operational management of our foreign projects.

Although our long-term goal is to transfer as much responsibility as possible into local hands, we have noticed that, especially in the very poor countries of the African continent, it will be necessary for the time being to have association members (honorary or paid) permanently or temporarily on site to support and ensure the implementation, development, management and control of the projects.

## Without “administration” it is not possible

In 2019, the association continued its educational work in order to raise awareness in wealthy countries such as Germany, Switzerland and the USA of the problem of global defective vision and the sometimes dramatic consequences for those affected. We spent a total of € 377,652 on our campaign work.

In 2019, € 372,105 were spent on fundraising and administration. Especially in the run-up to Christmas, we increasingly draw attention to our work in regional and national newspapers with supplements. We want to continue our cooperation with foundations and other supporters through professional fundraising, which is

managed by a full-time department head below the board of directors. € 73,371 personnel costs were incurred for the proper administration of donations and the processing of donation receipts.

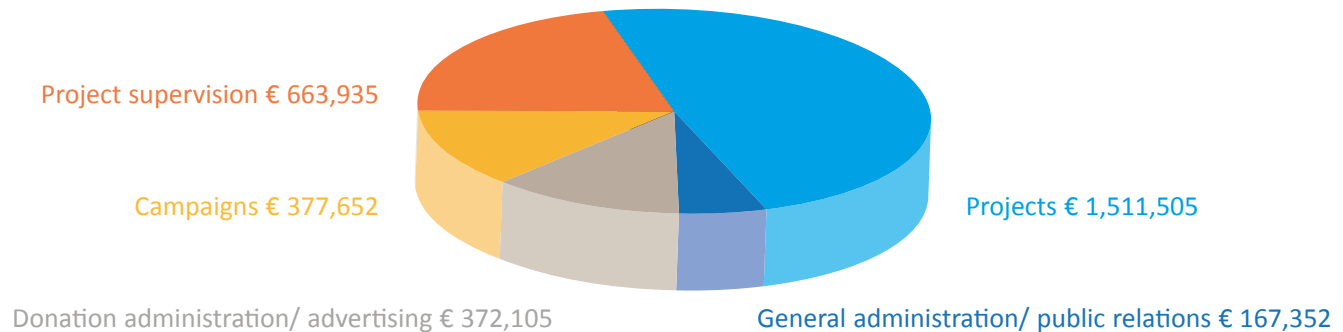
## Invaluable voluntary commitment

Not visible in the expenses is the voluntary commitment of our active members and the financial support of our partners. More than 300 active members in Germany support us in the meantime and bring their varied and long-standing professional experience into our organization with a high level of commitment, not only in terms of time.

Partner organizations such as HI-Bolivia under the leadership of Max Steiner or Renovatio in Brazil cover the costs of project work and training in the country. In 2019 we further intensified our cooperation with HI-Bolivia and the Brazilian social enterprise VerBem. Since 2018 we have been working with Care Netram in India. In Peru, the [OneDollarGlasses](#) project, which operates under the name Lentes al Instante Peru, is supported by the Dieter Kathmann Stiftung. We depend on the help of each and every one of our employees to implement our work successfully. Many private individuals, companies and foundations support the [OneDollarGlasses](#) project, but campaigns such as sponsored runs in schools, reading competitions, donation boxes or birthday donations also contribute to the success of our work. Every donation, no matter how small, helps us come closer to our common goal of providing people in the project countries with access to basic optical care.

# EXPENDITURES

€ 3,092,548



General administrative activities accounted for € 167,352, of which € 96,631 was for personnel costs. “Other” (€ 77,853) includes expenses for external accounting, tax consultancy, bank charges, expenses for low-value assets and costs for events. Despite the increasing administrative requirements, advertising and administrative expenses again accounted for 17.4 per cent of total expenditure.

## Annual financial statements with positive result

The accounts prepared by the external tax office are checked by the elected auditors Claus Güllich and Bernd Schwamb. Due to the Corona crisis, the cash audit could not be completed by the time this report was completed. Also due to the Corona crisis, we have provisionally postponed the Annual General Meeting, which usually takes place in spring, until autumn. Therefore, the actions of the Management Board will only be formally approved by the General Meeting in autumn 2020.

## Assets ensure sustainable project development

At the beginning of 2019, the association had total cash assets of € 3,480,003. At the end of the year the credit balance has increased to € 3,712,225. The high level of assets is due to the balance sheet date, as we receive the majority of donations in November and December. As we plan long-term in our projects in order to build up sustainable structures, we have to make sure that we not only provide the projects with sufficient financial resources in the current year, but also that the long-term

and sustainable project work is guaranteed. As far as legally possible, we have allocated a further € 362,617 to reserves, which thus total € 1,671,180 at the end of 2019. For the first time, we have formed a project reserve of € 9,900 for the construction of a shop in Malawi.

With the generally satisfactory result for 2019, we have created the economic conditions to continue to develop existing projects in 2020 and to tackle new ones. Initial promising activities have been initiated in both Ivory Coast and Colombia (there together with HI-Bolivia). As in previous years, we have set up a strategic planning process. Based on the top-down stipulation that total expenditure must not exceed the funds available to us at the beginning of the year, we have drawn up detailed bottom-up planning for our most important project countries and our future strategic orientation, which allows us to react to changes in the general conditions within certain parameters.

It is currently impossible to estimate how the Corona crisis will affect the current year. We have taken all possible measures to protect our employees and patients. At the same time, we are trying to keep our projects viable so that we can quickly resume our work after the crisis. In order to achieve this, we will be particularly dependent on the support of our loyal donors this year.

# Why we get involved

On behalf of our approximately 300 mostly volunteer workers in Germany:



**Dieter Jahr** (Bending trainer and active volunteer for quality assurance and public relations) “I have been with the company for 7 years and still take pleasure in communicating and passing on our vision of ‘glasses for poor people’ in teamwork.”



**Sigrun Seifert** (coordination schools) “I have eye problems myself and know what it means not to be able to see properly. Poor vision reduces educational opportunities; as an early-retired primary school teacher, I was immediately hooked on the idea of OneDollarGlasses.”

**Lucia Fernandez** (Social Media and Events) “I wanted to try something new during my parental leave and broaden my horizon. It feels great to use my free time for a good cause and get to know exciting people and new topics in the process.”



**Karl-Reinhard Fischer** (Head of the Rhine-Ruhr Regional Group) “As a self-employed master optician, I have been committed to good vision for 30 years. Now retired, I would like to use my knowledge and skills to ensure that poor people in developing countries also have access to basic optical care.”



**Uwe Schüller** (Support Technology) “The product One-DollarGlasses, the training of skilled workers in developing countries and the creation of new jobs: The concept ‘help for self-help’ of OneDollarGlasses has simply convinced me.”

**Sabine Müller-Martin** (Head of Regional Groups) “I grew up in South America and can understand the problems in developing countries. To provide sustainable development aid and not do ‘good’ in the short term with a lot of money is the right way for me to make a difference.”







One Dollar Glasses   
help for 150 million people

Donation account: Sparkasse Erlangen  
IBAN DE56 7635 0000 0060 0444 15  
BIC BYLADEM1ERH