

Annual Report

EinDollarBrille e. V.

2016



One Dollar Glasses 



Martin Aufmuth – Founder and 1st Chairperson

Foreword

Martin Aufmuth – 1. Chairperson

Seeing is vital

In November, I was with a TV crew visiting our project in Bolivia. The journey took us into one of the most remote places on Earth: the Sun Island in Lake Titicaca. Today the last descendants of the Incas live there – 4,000 m above sea level, under hostile conditions such as extreme sunshine, high temperatures and dry air, which is so thin, that climbing some stairs already feels like climbing a mountain.

The inhabitants of the island said we were the first opticians, who ever brought glasses to the island. For two days, our team conducted eye tests and adapted the glasses. An old woman with wrinkled, weathered skin told me that she was responsible since time immemorial for the selection of seed potatoes, that should be seeded in the coming year. A responsible, vital task. But in recent years, she could not see the potatoes properly. Now, with her new glasses, she said, she can see these again very sharply.

Again, I am experiencing in my travels, that glasses are especially valuable for very poor people, often even life changing. The stories are as different as the people and places from which they originate: there is the primary school teacher from Santa Cruz, who almost lost her job, because she could no longer read the homework and grades of her students. The girl from Malawi, who can finally do her homework again, rather than to get them read aloud from her friend and dictating her the answers. The Green-grocer in Santa Cruz, who can read the bills again, thanks to his new glasses, or 74-year-old Suzanna from the Amazon, who can sew again for her total of 54 grandchildren.

Strategic Alignment

We supplied a total of around 60,000 people in eight countries with glasses last year end. We are still a good bit away from 150 million, however, I see how our projects get more professional and gain momentum.

The decision to expand our project in Bolivia to the hub for ODG in all of Latin America was of strategic importance. There is also a second central warehouse, which could dramatically reduce the journey times and reduce import problems.

In Africa, our teams in Malawi and Burkina Faso are now grown to over 30 people with solid organizational structures. About 300 people work for ODG around the world, of which more than half of volunteer.

Not only in the target countries, but also in Germany we have expanded personnel and our organization structurally. Among other things, our Honorary Treasurer, who is working for our organization full time, and her dedicated team have further developed and professionalised processes and reporting in the financial sector. This allows us a more accurate planning and direction decisions that are more flexible and faster.

Through the low administrative cost ratio of less than 19 % we could invest again the bulk of all funding in the year 2016 directly into our projects.

OSA Leadership Award 2016

On June 25, 2016 in Heidelberg OneDollarGlasses was awarded with the leadership award of the optical society of America (OSA) with the Robert E. Hopkins. Therefore, recognized

**You realize how valuable
a pair of glasses is,
only when you have none.**

**For people who live below
subsistence level,
a pair of glasses might even
be more valuable than for us
– it can be essential for
survival.**

by one of the world's most prestigious trade associations for the first time for ground-breaking research.

Thanks to our supporters

I would like to very warmly thank our many volunteers for driving our projects at home and abroad with great energy and creativity.

I would like to thank all our partners and supporters from other organizations, institutions and from the private sector, and not least of all the many donors, who, through their financial support, make our work possible.

And now, I wish them and all of you fun reading this annual report.

Yours,



Thank you

to all of our active volunteers and financial supporters!

Our work would not

be possible without you.



Martin Aufmuth in Malawi



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See - read - learn! One Dollar Glasses gives children better educational and life opportunities.

One Dollar Glasses – the Idea

A global Emergency

According to a WHO study, there are approximately 150 million people on this earth, who suffer from short sightedness and 544 million people who need glasses. Many of these people live on less than 1 USD a day and either have no money to buy glasses or have no access to ophthalmic care.

The estimated financial loss which arises due to the fact that people cannot or can no longer work and that young people cannot learn amounts to around 120 billion US-Dollars per year for the 158 million people globally who suffer from short sightedness alone. This roughly corresponds to the amount of the entire global development aid annually.

One Dollar Glasses

One Dollar Glasses consist of an extremely lightweight, flexible and stable springsteel frame. Coloured beads give an unique, individual design. They can be made by trained professionals on a simple bending machine on the ground without electricity. The material cost of a pair of glasses is around 1 USD (including wire, glasses, heat shrink tubing and the cost of transport, management, spare parts etc.) One Dollar Glasses were invented by Martin Aufmuth.

Bending Machine

The bending machine fits into a wooden box with the dimensions 30 x 30 x 30 cm. The box contains all the



Work at the Bending Machine (Rwanda)

necessary equipment and tools for making glasses.

About six people can work simultaneously on a bending machine; the production capacity of a machine is up to 50,000 glasses per year. Glasses in various sizes and for different pupil distances can be manufactured: with the help of the yellow, red and blue markers, the glasses can be customized depending on your personal pupil distance.

The Lenses

The pre-cut lenses are made of polycarbonate with a hardened surface. They are both break and scratch resistant and can be clicked into the frame by hand without a milling machine or electricity.

The basic range consists of 25 spherical lenses with thickness from -6.0 to + 6.0 dioptres in steps of 0.5 dioptres. The system can be expanded at any time through lenses with 0,25 gradation and strengths of amounts by +/- 6.0 dioptres. For people with extremely poor vision, we have expanded our range of lenses to -10.0 to +8.0 dioptres in 2016. In addition, we have added square glasses and optical sunglasses to our product offering.

Training

During a 14 day workshop men and women are trained locally on the bending machines. At the end, the best trainees are selected who continue to practice further on the machine.

After four to six weeks a second advanced training takes place. At the end of this training, the trainees themselves can detect errors and make perfect, high-quality spectacle frames. Specially trained quality inspectors ensure a consistently high quality of the frame.

After their certification as OneDollarGlasses technicians, the technicians are able to train further people to produce the glasses.

Sales Concept

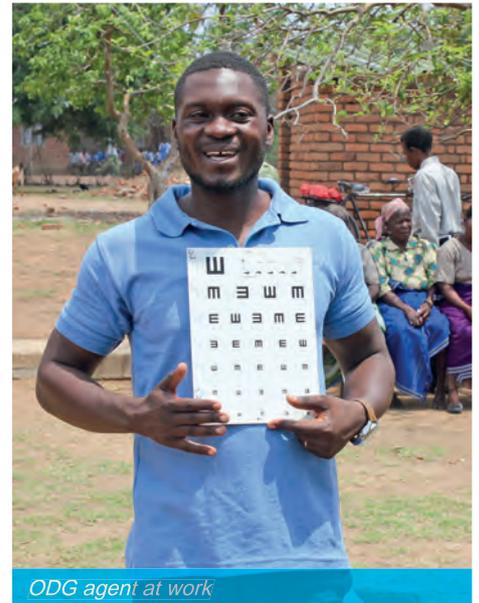
Many people do not have the money to travel to the city or to the nearest clinic to buy a pair of glasses. That is why the optician comes to people in their villages. In his luggage he has glasses and frames in different sizes and a box with pre-ground lenses. The patients are eye tested on site and receive the right glasses immediately afterwards.

Through this system costs are reduced. (1) Firstly, it is not necessary to visit patients twice – first time for the eye testing and a second time to fit the glasses and (2) it is easy and cost effective to replace scratched glasses with new ones.

Sustainable Business Model

The sales price for a pair of glasses varies from country to country and amounts to around 2–3 times local daily wages. As a result, the glasses are affordable for everyone and the ODG technician earns enough to provide for him/herself and family.

The OneDollarGlasses association finances training cost, bending machines and basic starting equipment from donations. Later the project companies purchase material themselves. The goal is the establishment of a financially independent level of basic ophthalmic care for the population.



ODG agent at work



Vision test



Manual production



Boy in Malawi

Project Countries

One Dollar Glasses in eight Countries

Currently ODG is active in eight countries in Africa and Latin America. The focus of our current work lies on the core projects in Bolivia, Brazil, Mexico and Burkina Faso and Malawi. But we also started a brand new project in Kenya.

Our projects are as varied as the countries we are operating in. In Malawi, and Burkina Faso, for example, we have independent organizations with employees. In Bolivia, we work together with the Foundation of HI-Bolivia. The partnership with Brazil is under a franchise agreement.

So the distribution network for our glasses differs from country to country and is based on geographical as well as legal framework conditions.

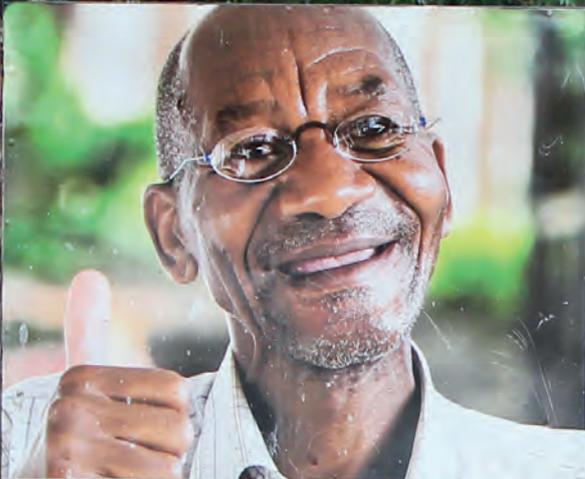
Proven worldwide are the ODG campaigns, our so-called outreaches, where a large number of people is provided with glasses on one day. This way we are able to minimize the often-considerable travel costs and reach people, who otherwise would never get the chance to check their eyes and wear the necessary glasses.

Since the beginning of our work until the end of 2016, we have provided glasses for around 60,000 people. In the course of this, the focus of our commitment is always on providing basic visual care, which in the long run is financially self-sustaining.



GOOD VISION CAMP

Store open Mo - Fr 08:30 - 16:30



FOR A LONG LIFE



GOOD VISION GLASSES

German Quality - Made in Malawi
Durable - Readily available - \$5.00

Ask your eye clinician or doctor in the hospital
Call 0888185148 - 0997274292
Visit www.goodvisionglasses.com
OneDollarGlasses Ltd. Zomba/MW

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Supported by Royal Norwegian Embassy

Transforming public health and
health care systems for the most vulnerable
P.O. Box 1071 (Zomba) - 265 (Z) | T: 099
Digitals@onedollarglasses.com



Malawi

90 % of the roughly 14 million inhabitants of the East African landlocked country are farmers. A large part of them living on less than 1 USD a day.

Milestones in Malawi

2014

Project launch in January
Training of ODG opticians
MoU with Ministry of health
Large report on Star TV
First pilot sales

2015

One Dollar Glasses Ltd founded
Good Vision Camp
Training Good Vision Opticians
Joint pilot project with the
Else Kröner-Fresenius-Stiftung

2016

Opening of 1st Good Vision Store in
Blantyre
Training Good Vision Opticians
Expansion of the sales team

According to Amnesty International (2009), 86 % of people have limited access to education or health care. Other causes for the low average life expectancy of only about 54 years are the high rate of AIDS by about 12 % and a physician density of 0.02 per 1000 inhabitants. The number of primary school students is rising, but with an average of 74 students for a single teacher, educational success often remains on the line. What chance has a child here, who suffers from a not corrected, bad eyesight?

Project Progress

Our commitment in Malawi began early 2014 with the training of ODG opticians and intensive efforts in cooperation with the Ministry of health and various institutions, as well as eye doctors of the country.

Following the long-awaited memorandum of understanding One Dollar Glasses Ltd. was established. Due to the extreme shortage of optical

supply for the population, volunteer staff of OneDollarGlasses (opticians and ophthalmologists) has developed our own special training program.

The training program convinced the Medical Council of Malawi and we received permission to train our own



Happy ...!



... with One Dollar Glasses

Good Vision Opticians in „Best-Spherical-Correction“. Another milestone of the project followed with the establishment of the Good Vision Camp in the former government city of Zomba as headquarters of ODG in Malawi. So, we were to launch marketing campaigns in Zomba, which informed people about refractive error and its far-reaching consequences and about One Dollar Glasses. With the first Good Vision Store and our first outreach attempts we provided about 4,000 people with glasses up to the end of 2015.

Partnership with the Else Kröner-Fresenius-Stiftung

Since December 2015, we have conducted a two-year joint pilot project in the South of Malawi, along with the Else Kröner-Fresenius-Stiftung.

With the eyes of her friend

She could not even do her homework by herself. Her eyesight was too bad to be able to read what was written. Her best friend helped. She read out her homework aloud and wrote down the answers for her.

As we fitted her One Dollar Glasses, she was overjoyed. For the first time, she could now do her homework all by herself! And maybe she would even be able to help her friend with one or another difficulty.





At last: being able to read everything, that is written on the blackboard!

The long-term aim of the partnership is the nationwide supply of Malawi's population with high-quality and affordable eyewear.

In November 2016 Thomas Honzen of the Board of Trustees and their speaker for medical humanitarian development cooperation, Dr. Roland Kersten, travelled to Malawi to learn about the current status of the project.



Thomas Honzen and Dr. Roland Kersten

Sales Increase despite Hunger

In 2016, besides changes in personnel in the Malawi team, we had to deal with the disastrous effects of the second poor harvest in a row. In April, the Malawian Agriculture Minister George Chaponda called it a brutal irony, that precisely those regions of Malawi were flooded by persistent rains, which earlier in the year have been plagued by drought. President Peter Mutharika declared the State of emergency.

Despite the desolate state in which the country finds itself, we could increase our One Dollar Glasses sales by more than 30 %. A fact that rewarded our efforts on one hand and shows how important the supply of glasses is to the people on the other.

In and around Blantyre

In the city we were able to achieve great progress: with our first shop in Blantyre, the people of the Ndirande district now have a permanent focal point for optical services.



Liwonde National Park

Elephants instead of rocks

Eliam is Park Ranger in the Liwonde National Park. Due to his poor eyesight, he had always had difficulties to recognize the wildlife in the Park and to scout it for tourists - a crucial capability for the exercise of his profession. When he learned about



Staff and marketing

Right at the beginning of the year we trained ten new young Malawian men and women as OneDollarGlasses opticians. Several follow-up trainings led to improvement and training.

OneDollarGlasses, he immediately had had a test and bought a pair of glasses. He was overwhelmed. Suddenly he could see the different species of birds in the sky, the crocodiles on the banks and the elephants, that no longer looked like rocks ...



In addition, we hired three new sales organizers. With great commitment they organize our elaborate ODG campaigns in villages, churches and schools in the region.

With Mathews Chilemba recently, we have gained a very competent and dedicated sales manager. Next, the placement of a local director is planned, to direct the operational business together with our now roughly 40-member team in the future.



Garden party at the German Ambassador in Malawi in favor of the OneDollarGlasses

In 2016 we also intensively worked to optimize our marketing strategy. In the city, we focused on the successful opening of our shop with a wide range of promotional activities. We are now developing targeted and comprehensive marketing campaigns for the outreach in the country.

Also the cooperation with MASM, a Malawian health insurance, that covers the costs of glasses, is bearing fruit. Employees can get glasses at the expense of the insurance by companies that are covered by health insurance.

The One Dollar Glasses-Shop

After the first stores in Burkina Faso had proven itself, we have decided to build the first shop of ODG in Malawi.

The shop has a size of approximately 4 x 3 m and consists of a self-designed, stable metal

construction. It is on the outskirts of a bustling market. Every day people come to buy glasses.

Such a fixed point of sale is important, and word about the shop spreads quickly among the population. The people come, because

they have heard of friends or acquaintances, that there are affordable, good glasses at One Dollar Glasses.

We assume that the shop will soon be financed from the sold glasses.



The ODG shop



The brand-new ODG shop in Blantyre, in the south of Malawi

Outlook

During the harvest 2017, which starts in April, we will again focus our activities more on the rural areas. Then, through the sale of agricultural products, the local population, according to its own statements, will again have enough money to buy the much needed eyeglasses.

afford the glasses in 2016, hope that we will return to their villages after the end of this harvest season.

Through more outreaches, increased marketing activities and above all the construction of other ODG Shop in Zomba, Blantyre and Balaka we want to further increase awareness of Malawians to the importance of poor vision and its impact on the future prospects of those affected. We want to raise awareness for the opportunities through One Dollar Glasses.



Ambassador Jürgen Borsch

In particular, the many people already tested and suffering from a lack of vision, who were not able to



Outreach at a school



Clear sight at last!



Glasses and hats - Campaign on the sunshine Island at Lake Titicaca

Bolivia

Bolivia is about three times the size of Germany, with a population of just around eleven million inhabitants. Despite fundamental changes for the better, which the country is experiencing under the first indigenous President Evo Morales, the living conditions for large parts of the population have not yet improved permanently. The per capita income is the lowest in South America, and the differences between rich and poor are great.

aid actions that are most needed. And this is exactly where you open up crucial future perspectives: at the beginning of the school career and in the commencement of a vocational training or study.

The mobile „outreach“ to the urban slums and the country has evolved into a real institution, which many schools and social centres would no longer want to miss.



Adjusting glasses



Untiring commitment: Max Steiner

Lentes al Instante

Under the new name „Lentes al Instante“, which means „vision here and now“, our partner Foundation Hi-Bolivia, under the direction of Max Steiner, offers the free vision test and the immediate supply of OneDollarGlasses, which is precisely the

With 4x4 in Slums and Highlands

Our SUV is indispensable for our work. Whether through pass roads to remote mountain regions or through deep potholes of the slum roads, the 4-wheel drive brought us and our „Unidad Optica Movil“ where people

needed us. But before that, every outreach had to be planned and organized. Places and institutions were selected and contacted, the route optimised and the timetable was set, the equipment checked, the mate-



Happy with glasses

rial put together and everything else that the 4-5 man strong HIB-ODG team needed. When we reached the country school or the village square, people were already informed about our coming, so we could quickly start with the refraction and then finish and adapt the glasses directly. For every Outreach we always carried around 1,000 eyeglass frames and over 3,000 lenses.

High-tech on the Go

Since the beginning of 2016, we have been able to draw on the latest technical support for refraction: on the hand-held auto-refractometer of Plusoptix. The company from Fürth, Germany, has developed a screener that performs a comprehensive eye consultation within a very short time and displays all important measurement results and stores them electronically. An achievement that makes our work much easier and professionalized.

Eyewear for 10,000 Bolivians

We tested around 14,000 patients in 2016. For the first time in South America, within a single year, 10,000 people could be made happy with OneDollarGlasses on the spot – Lentes Al Instante.

ISSEM, Voluntary Services and Production Increases

This mammoth task could only be achieved thanks to our close collaboration with the Instituto de Salud, Seguridad Ocupacional y Medio Ambiente (ISSEM), numerous committed volunteers, and last but not least thanks to a successful production increase.



Cooperation: Dr. Carlos, ISSEM

In Bolivia, patients can only be tested by trained Optometrists and ophthalmologists. The Ophthalmology Institute ISSEM provided us with specialist staff for the outreach. Furthermore it trained our optics assistants for the first time in 2016. Fortunately, our team was repeatedly strengthened by many also well-trai-



Good sight, wether in the shop ...

ned, international volunteers, mostly from the German programs „world-wide“ and „International Youth Voluntary Service“.

The simplified and standardized manufacturing processes of our new technology specialist increased the annual production to 15,000 eyeglass frames. Due to the consistently maintained ODG quality scheme, the approximately ten eyewear producers excellently fulfilled the high quality standards that we put to our eyeglasses.

Milestones in Bolivia

2013

Hostelling International Bolivia training of ODG technicians

2014

Production sites in Santa Cruz and El Villar Campaigns in schools and social institutions

2015

Outreaches with „Unidad Optical movil“ Sale of 6,200 glasses

2016

„Lentes al Instante“ - social concept Expanded outreach at schools and in poor neighbourhoods 15,000 ODG glasses locally produced 14,000 patients screened with Vision Plusoptix screener 10,000 new ODG eyeglass wearers



... or in the kindergarten



One Dollar Glasses excite old ...



... younger ...



... and young people alike.



Precise quality control

Challenges

The sparse colonization and the geographical extremes of Bolivia cause high transport and personnel costs. Under these circumstances, sustainably providing good and affordable glasses for people in need will remain one of the biggest challenges, that ODG Bolivia will have to cope with in the future.

Outlook

There are many 100,000 locals in Bolivia who have never visited an Ophthalmologist before. Many of them suffer from the consequences of an impaired vision. We are still working to finance a second 4x4 vehicle to reach more poor and remote rural regions with mostly indigenous communities.

In addition, around 50 % of Bolivia's original population lives at an altitude

of more than 2,500 m, some even up to 4,500 m above sea level. They are exposed to very high UV rays. We want to help many of them in 2017 with ODG sunglasses.

In cooperation with all eye-doctoral bodies, we want to advance the training of our own ODG employees to become optometrists. This way we will be able to secure the independent implementation of our aid campaigns in the future.

Muchas gracias de mi corazon!

Thanks to the extended autonomy of the municipality in Bolivia, more and more indigenous people are now elected to important offices. This was also the case for the 36-year-old Teofilio Mamani. He was chosen for the „Comunidad“ T'Challa on the Isla del Sol in Titicaca as the village scribe, the so-called „Secretario General“. A great honor for him.

But hardly elected, he realised that he had great difficulties in reading all the templates, requests and applications. He was worried that his bad vision would soon become a severe issue for him. For this reason, he took the opportunity to mingle quietly among the waiting patients during an ODG outreach in the local village school. When it was his turn, he trusted the ODG-HIB employee,

Rider Zamorano, with his problem. Discreetly, he set the necessary glass thickness and equipped him with glasses.



Infinitely relieved Teofilio Mamani said to him quietly: „Without your glasses I would certainly have missed something in the documents, made a mistake and lost my position in the municipal administration. Thank you very much — muchas gracias de mi Corazon!“

Primary school teacher

Viviana Chacolla (54) works as a primary school teacher and lives together with her single daughter and her granddaughter in a small house in a poor area on the outskirts of Santa Cruz. In the afternoon she works as a driver of a tricycle taxi to earn a little bit of money on top.

After we tested her eyes and she tried the glasses for the first time she exclaimed: „With these glasses I can see! I couldn't do that with my old ones! I didn't know there were different glasses.“

When we visited her with our film team at home, she said: „I could

not read the notebooks of my students any more, nor enter any notes. A colleague helped me secretly and I was always afraid that I would lose my job if the headmaster noticed.“

Happily she showed us how well she could work again now.



Primary school teacher Viviana with daughter and granddaughter



Car mechanic Patrice Kabore in Burkina Faso finally sees again, what he repairs.

Burkina Faso

„Land of the Sincere“ is the meaning of the name of the West African country Burkina Faso, which is today one of the poorest and least developed countries in the world. Nearly two-thirds of the population live on less than 1 USD a day. 90 % of the 18 million people live as subsistence farmers. The illiteracy is close to 75 % and in 2010 there is just one doctor per 20,000 inhabitants. Poor vision remains mostly undetected and unresolved. OneDollarGlasses wants to change that.

e. V., and our student partner organization Enactus München. Our goal: to build an ophthalmic basic care with local production.

In July 2013, we trained the first trainees in the bending of glasses. Spurred by the rapid progress in eyewear production and the first sales to the population, we optimized the manufacturing process and the quality assurance of OneDollarGlasses in 2014. In 2015, we focused primarily on the development of a sustainable sales concept. In order to reach as many people as possible with eyeglasses, we opted for a combination of mobile sales teams on outreach and ODG shops as stationary outlets. The strategy proved itself. In 2016 we not only carried out many campaigns but also opened four ODG shops.



ODG-Team in Ouagadougou



ODG shopdesign

Project Start and Progress

Excited by Martin Aufmuth's OneDollarGlasses vision, we started our project in Burkina Faso together with two strong partners: the relief organization A.M.P.O., supported by Sahel

The preliminary result: a total of around 17,000 people in Burkina Faso have been supplied with spectacles since the project was launched. At the end of 2016, 31 Burkinabés worked in the cities of Ouagadougou, Kaya and Tenkodogo for ODG. Some of the employees are physically handicapped.

The team sold approximately 500 glasses per month in 2016. Apart from the financial support from Germany, the project was already largely financially self-supporting after a few months. This means that the wages for the production and distribution of the spectacles, the travel costs, rents and other incidental costs could be financed from the sale of the eyeglasses. The local project name is Good Vision Glasses

Siemens Foundation

We receive great financial support and advice in Burkina Faso from the Siemens Foundation, with which we are closely connected since the winning of the empowering people. Award 2013.

For the time being, the funding extends over a 3-year project period and includes pilot projects in the city

Outreaches

Many people cannot afford to come to us. That is why we conduct regular campaigns, so-called outreaches. The goal: to see as many people on the spot as possible and to supply them directly with eyeglasses if necessary. Outreaches must be intensively prepared. 1–2 Outreach Coordinators look for suitable institutions such as schools, universities, military facilities, churches or mosques as a venue.

In most cases, it is easy to convince those responsible for our project because they recognize the benefits: The pastor is happy when the churchgoers can read the songbook again and the company owner is happy when his employees can see at work.

The campaign is then planned and carried out with the local authorities, and the population of the surrounding area is informed and invited.

On the day of the outreach, often more than 100 people wait for the free vision test. They can then buy glasses immediately. People with eye diseases are referred to the nearest clinic.

Milestones in Burkina Faso

2013
Project start with 1st training in July

2014
Training in April
Partner Organization: A. M. P. O.
11 Employees
2,875 Glasses sold

2015
Headquarters and shop in Ouagadougou
Mobile sales team
Recognition as international NGO
24 employees

2016
4 shops in Ouagadougou, Kaya and Tenkodogo
31 employees
sale of around 6,000 eyeglasses



The opening of the ODG shop in Ouagadougou attracted a lot of interest.



Shop-opening at A. M. P. O.

and country, professional evaluation and subsequent project expansion. In addition to the Siemens Foundation, we also receive support from the Foundation L'Occitane in Burkina Faso.

Shops

Our second sales pillar is our shops, which we place, if possible, in addition to clinics, on busy streets or at other strategic points, in order to reach as many people as possible and to enable the purchase of glasses or spare glasses.



Radiating ODG staff

We currently operate a total of four shops in Burkina Faso. Two of them are located in the capital of Ouagadougou, one in the town of Kaya in the central north region and another in the city of Tenkodogo in the central east region.

support from the head of the region's Eye Doctor Association.

The 3-week basic training for the optical consultant was carried out successfully in Tenkodogo by Theophile Ilboudo, a Burkinabé optician, and our employee Celestin Ngiruwongsanga from 11 to 30 July 2016. It was the first training outside of Ouagadougou. Of the twelve participants, seven received the certificate for „Conseiller en Optique“ because of their performance.



New quality of life thanks to ODG

ODG office in Kaya

In order to provide the people in the central northern region and the province of Sanmatenga with a permanent point of contact for the purchase of glasses, we opened the doors of the first point of sale outside of Ouagadougou, in the city of Kaya on May 24, 2016.

After we had rented centrally located premises in a store-line, we set up two rooms: one for the team including material warehouse and a second as a refraction and sales room.

After finding and renting suitable premises, we searched via local newspapers, posters, radio advertising and personal recommendations for suitable applicants for the training as an optical consultant and in sales. The selected trainees received 3 weeks optical training according to our training concept in „Best-Spherical-Correction“.

Under the auspices of the Governor of the central eastern region and 80 other decision-makers from the political, economic, military and religious communities, the second ODG shop outside of Ouagadougou was inaugurated on 11 August 2016.

Outlook

We have achieved a great deal in 2016 in Burkina Faso and learned a lot. In 2017, we will focus even more on penetrating rural areas where the population is even poorer and medical care is even worse



Freshly-trained ODG optician

ODG branch office in Tenkodogo

With Tenkodogo we chose a location that allows the people of the central eastern region and the province of Boulgou to have access to spectacles. We received valuable

Floods and termites

Our shop in the small town of Kaya was centrally located at a bus station, easily accessible and signposted.

With the rebuilding of an existing shop we created two rooms: one we used for team meetings, as training centre, warehouse and for administration. We set up the other as a refraction and sales area.

The problems began with the rainy season. Over and over again, heavy rains put our shop under water. We tried to solve the problem with more concrete in the entrance area.

This also did not keep the water back: by the middle of August the shop was already flooded seven times up to 40 cm. We have therefore decided to relocate and reopen the shop in 2017.

In another shop we have a problem with termites. These have eaten the wood panels. Luckily this shop is one of our steel constructions. If the problem cannot be solved, we will simply let our sales room move to another location.





Outreach n Mexico

Milestones in Mexico Mexico

2015
Foundation of ODG Mexico
Cooperation with SBCF, Finaccess
and Devlyn
Implementation of pilot project

2016
Campaigns with Devlyn group
Around 10,000 glasses adapted
Local production of 7,500 frames

In recent years, Mexico has been working itself up to the 15th place of the world's largest economies. Nevertheless, according to the Mexican government's multidimensional poverty index, more than ten million Mexicans still live in extreme poverty. There is enormous income inequality. The rural population in particular suffers from regional disparities and the lack of access to basic services, including the medical and optical care of the population.

the Devlyn group as the largest optics company in Mexico and started a partnership to supply all the poor sighted Mexicans with OneDollarGlasses – or better „Lentes al Instante“, as it is called in Mexico.

Local Production

The pilot project in 2015 followed a further intensive phase of technical training. In collaboration with ODG Bolivia, the base was laid for manufacturing and adjusting OneDollarGlasses in Mexico. The handling of the bending machine, the special spring steel and the polycarbonate lenses as well as measures in quality control were trained.

As a result, five new ODG producers in the province of Queretaro were able to start the expanded

Development of ODG Mexico

The ODG vision of an ophthalmic basic care for all people enthusiastically inspired Daniel Gomez and Daniela Velasco of the Social Business consultant Firm (SBCF) in Mexico. In a very short time they won the independent investor Finaccess and



Daniela Velasco

production of eyeglass frames in 2016. By the end of 2016, the team accomplished the manufacturing of around 7,500 hand-made glasses. „Goal achieved“, the SBCF-responsible Daniela Velasco was finally able to say.

Partnerships and Successes

Strong partnerships are also in Mexico's success formula for spreading OneDollarGlasses. According to Finaccess and the Devlyn group, the product and concept of OneDollarGlasses in 2016 also impressed the University of Uaq, the FCB advertising group and the telecommunications company Eutelsat. As new ODG partners they have been working with us for the removal of the maladministration in the supply of the Mexicans with eyeglasses.

In 2016, the Mexican ODG team also worked intensively to educate those responsible in schools and in the health care system. But, above all, thanks to the great demand and the many requests for assistance from local citizens' organizations, in several regions we have made a significant step forward in the large-scale supply of Mexicans with spectacles.

At the international ODG Sales Workshop in December 2016, Daniel Gomez, head of the SBCF and initiator of ODG Mexico, reported the overwhelming effect of the previous engagement: „This year we conducted sight tests for more than 20,000 people. Fortunately we could locally help more than 10,000 people with our glasses, who were affected by myopia or short and far sightedness.“

Unique Selling Proposition

„Feliz al Instante“ - promptly satisfied and happy were Mexican customers that their glasses were adapted and handed over to them immediately after the refraction. This

was a valuable and unique advantage of ODG outreaches, especially for the underserved country population. The long trip to the optician, which they had to take at least twice so far, was completely eliminated. „For we are coming to them,“ declared Daniel Gomez. „This saves time, money and effort. And we can reach more people and provide them with spectacles.“

Outlook

Daniela Velasco and Daniel Gomez are happy with their achievements. But they want even more: longer outreaches to other Mexican states such as Queretaro, Bajio and the greater Region de la Ciudad de Mexico (about 30 million inhabitants) as well as a nationwide media campaign. The core messages: the affordable price, the high quality and the immediate availability of OneDollarGlasses.



ODG-Campaign in Mexico



Clear view in double pack



Eye examination

Daniel Gomez

The driving force behind ODG Mexico is Daniel Gomez. He lives with his wife and his young children in the millions metropolis of Mexico City.

Before engaging in OneDollarGlasses, Daniel was the international marketing director of Corona Beer, the world's largest beer producer, and he was responsible for sales in over 70 countries.

We are proud and happy to have Daniel as an experienced manager for OneDollarGlasses in Mexico.





Four diopters were missing so far. One Dollar Glasses made father and son happy.

Milestones in Ethiopia

2013
**Cooperation with „Partnerschaft
 mit Alem Katema e. V.“**
**First bending training
 in the ENAT-Hospital**

2014
Sales start in May

2015
Cooperation with
„(Kinder)Brillen für Äthiopien“
Training for quality assurance
Brand name Good Vision Glasses

2016
**Reconnaissance and screening
 campaigns**

Ethiopia

Ethiopia – Cradle of mankind, country of origin of coffee. A country rich in history, UNESCO world heritage sites, peoples and languages, and especially people. With approximately 105 million inhabitants, Ethiopia is the most populous landlocked country in the world. But it is also one of the poorest countries in the world. An estimated 49 % of the population is malnourished. Not even one in two Ethiopians has access to clean drinking water.

Project development

At the end of 2013, in cooperation with the association „Partnership with Alem Katema e.V.“, we were training employees of the Enat hospital in the making of One Dollar Glasses. Equipped with bending machine and material, they were able to sell the first eyeglasses to patients in May 2014. Dr. Ayele Teshome, chief physician of the clinic, was immediately enthusiastic about the One Dollar Glasses

and has supported us since then in every way. Despite the good conditions due to the cooperation with the Enat hospital, only a few hundred spectacles have been sold in Alem Katema (district town of Merhabete) and in the surrounding catchment area, which covers around 150,000 people.

We found the reasons for this, apart from the prevailing poverty, above all in a striking stigmatization of the spectacle wearers as handicapped persons and in a fundamental lack of awareness of uncorrected sight defects and their far-reaching consequences for the future perspectives of those concerned. Therefore, since 2016 we have been providing education and assistance through awareness and screening campaigns.

Zewge in Jimma

Eye-nurse, Mengistu and Health manager, Zewge, our ODG

producers at Enat Hospital, were able to supply around 200 people with eyeglasses in 2016. Unfortunately, we need to get along without Mengistu in the future. He was sent to Desie for the further training as an optometrist. Zewge left our ODG base in Alem Katema in November and travelled to a health promotion of DirectCoffeeCompany in Limmu. There, together with Dr. Jafar, an ophthalmologist from the city of Jimma, he tested more than 800 patients. That way he was able to help many people of that region with One Dollar Glasses.

Hurdles

With the registration as NGO, the country coordinators Jo Neunert and Theresa Gunzel hoped to reach another milestone on the way to better supply of the Ethiopians with eyeglasses. But her visit in April 2016 taught her better. Because, according to local law, Ethiopian charities are only allowed to donate their products to the most deprived Ethiopian people, not to sell. A clear contradiction to our philosophy of „Help for self-help“.

A company founding as an alternative to the NGO failed after careful examination of the extreme financial hurdles for foreign investors. In addition, the political situation in the country has hampered our work. Months of protests against arbitrary land seizures among the various ethnic groups were bloodily crushed. Finally, the imposition of the state of emergency on 8 October even interrupted communication with our friends and partners.

Health Action

In September, Dr. Ayele Teshome, who is now responsible for the quality assurance of clinics in the country in the Ministry of Health, and Teklemariam Azene visited Vaterstetten. At a meeting with Martin Aufmuth

they discussed approaches for the spread of OneDollarGlasses in Ethiopia. The most promising option to consider is the licensing of the manufacture and distribution of One Dollar Glasses as a health measure in the framework of a special clinic for eye diseases.



Strategies meeting in Nuremberg

(Children) Glasses for Ethiopia

Also our partners of „(Children) Eyewear for Ethiopia“ were active again in 2016. In Meki, they carried out 523 eye tests. 62 children received the much needed glasses. For the first time, also nearby villages were visited, eye tests were carried out and OneDollarGlasses were provided.



Many of the people would have needed medical care. „Not being able to help in such cases is a great burden for us“, says Hans and Susanne Jenewein and team. The happy face of a young mother in the village of Meja Lalu compensated. She beamed when she got her first glasses with -5.5 and -6.0 dioptres.

This time, however, the focus of the mission was on the training of Tegist, a young employee of the health station in Meki. She is now able to perform tests independently and to provide One Dollar Glasses to pupils in Meki and the surrounding area all year round.

Outlook

In 2017 we will carry out further reconnaissance and screening campaigns in Alem Katema and provide the people in the catchment area of the Enat clinic with eyeglasses. In addition, we want to expand contact with the health centres of the country and seek further cooperation partners. In Addis Ababa, Dr. Ayele and Teklemariam are doing all they can to get the ODG licensing as a health measure. After all, we could finally provide the optometrists in the country with the affordable eyeglasses that they so desperately need for their patients.



Young Ethiopian woman with glasses



Girls in the Favela Villa Nova Esperanza

Brazil

Milestones in Brazil

2014

First Bending training
Renovatio is founded

2015

Poduction start of ODG Brazil
Government authorized
sales campaigns
ODG-bus as
mobile consultation room

2016

20 eye test campaigns
Around 7,000 people provided
with glasses – “Feliz al Instante”

The largest country in South America with its more than 200 million inhabitants is in the most severe economic crisis for 100 years. Three years of deep recession threw millions of Brazilians back into extreme poverty. The favelas, as the poverty districts are called, are spreading again. There is still no ophthalmologist in 79 % of Brazilian cities.

Renovatio and VER BEM

German students of our partner organization Enactus trained the first ODG technicians in the manufacture of glasses in Brazil in May 2014. A team around Ralf Toenjes, Fabio Rodas and Bruna Vaz, then still students of the Insper University in São Paulo, organized and managed the project. The name: VER BEM (see well). The team of Ralf Toenjes has been

doing great work with Renovatio, the specially founded charity. Thus, in a container in the favela Villa Nova Esperanza, they built up a small ODG production centre that offered people from the favela safe jobs. Cooperation with ophthalmic institutions and opticians created the conditions for tests and outreaches in poor urban districts and in the country.

In 2016, with the help of a large team of volunteers, around 20 ODG campaigns were conducted in the vast country. The team of VER BEM supplied about 7,000 Brazilians with individually adjusted One Dollar Glasses. Pedro Ivo Sousa, new partner in the Renovatio management, expressed it like this: „That equals 7,000 happy people who can see well for the first time in their lives.“

Documentary Film

Filmmaker Antje Christ (Arte) accompanied Martin Aufmuth on his training and supervision trip to Brazil in April 2016. The journey led from the favelas of São Paulo to remote villages in the Amazon.

JEWC World Congress

On 22 June 2016 Martin Aufmuth and Max Steiner travelled together with the team from VER BEM to the JEWC World Congress of the „Young Entrepreneurs“ to the south Florianopolis. With the help of practical de-



ODG presentation to Young Entrepreneurs

Ralf Toenjes with his team, introduced One Dollar Glasses to thousands of Brazilian students. In this way they could win several of the young congress visitors as enthusiastic multipliers for the idea of One Dollar Glasses.

Outlook 2017

Ralf Toenjes and his team of VER BEM have great plans for the Year 2017. Already at the beginning of the year, they brought Renata Rizzi onboard, an experienced manager, who has already begun to optimize the internal structures.



Strong opposites between rich and poor



Reconnaissance campaign



Screening campaign in the Favela

monstrations on the bending machine and convincing presentations of the concept, Martin Aufmuth and

As a first step, the establishment of an own specialist optician's shop is planned for Sau Paulo, a step which



Our Ver Bem-Team at the new office



Suzanna with husband



He can work again.



She can finally read again.

A five hours trip for a pair of glasses

Suzanna is 74 years old and lives in a small village on the Amazon. She has 15 children, 54 grand-

welcomed with rice, chicken, vegetables and freshly pressed Guava juice.



children and eight great-grandchildren. When she heard that we were coming, she immediately made her way. Five hours on the boat and walking to get good reading glasses. Happy with her new glasses, Suzanna invited our entire team to their home for the next day. The team came and was

After the meal, Suzanna proudly showed how, thanks to her glasses, she was able to thread the yarn into the needle of her old singer sewing machine.

Finally she can sew again for her family – for the first time in about ten years!



OneDollarGlasses in the Amazon

Filming with WDR took Martin Aufmuth and his team deep into the Amazon, in order to provide people in remote villages with glasses.

“The inhabitants of the village Nossa Sengora only heard about our activity on the same day. The campaign took place in the church of this small village. We were not sure, if anyone would come at all. Nevertheless, within a short period of time so many people were queuing, that we were not at all sure how we would manage the rush. The 14 year old niece of the preacher, Thalia Silver, spontaneously helped us with the registration of the patients. Then we noticed that she had poor eyesight herself.

After we conducted an eye test, it turned out that she needed glasses with +6 diopters.



When Thalia put on her glasses, she needed some time to get used to them. Then she was thrilled.



Up until this day she had had headaches, she told us. And now it was so easy to see!”

is needed under Brazilian law to flank the sales and distribution via the small opticians.

Beside the sale of glasses, it is intended that glasses will still be provided free to people in need in very remote areas of the Amazon lowlands. 2017 will be a very exciting year for this young project in Brazil on the way to achieving our target: the provision of an affordable ophthalmic basic care in Brazil.



EinDollarBrille e. V.

**Around 180 volunteers,
15 employees in Germany
and 100 local employees
in 6 project countries**

The EinDollarBrille e. V. looks back in the meantime at a five year history. However, our successes in Africa and South America would not have been possible without our approximately 180 highly motivated helpers in Germany and Switzerland. Again in 2017 they contributed many thousands of voluntary hours

in order to achieve our vision: Improving the quality of life for people in developing countries by setting up sustainable local structures providing high quality and affordable glasses.

Over and above, the great contribution and involvement of our



members and volunteers, the multitude of competencies is an invaluable, precious resource. We build on the knowledge and experience of opticians, doctors, engineers, managers, lawyers, marketing experts and development workers. Highly involved are students as well as professionals and retirees.

The prerequisites for a successful co-operation of all the people within EinDollarBrille e. V. are efficient organizational structures, clear roles and responsibilities as well as effective communication and decision routes. Topics, which challenge us regularly, but support us in our daily work.

EinDollarBrille e. V. 2016

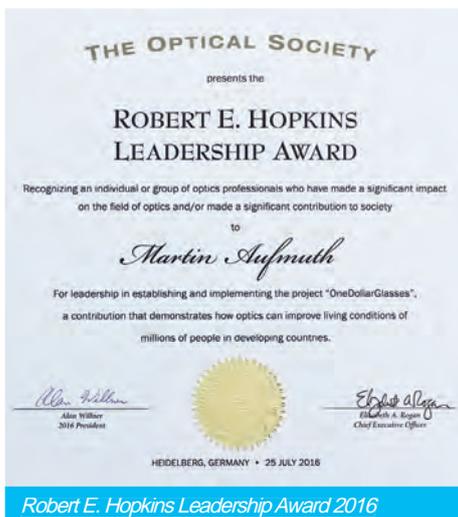
- 1. Chairperson: Martin Aufmuth
- 2. Chairperson: Alex Armbruster
- 3. Chairperson: Brigitte Weis (Treasurer)
- 4. Chairperson: Markus Urff
- Accounts auditor: Claus Güllich
- Accounts auditor: Bernd Schwamb





Martin Aufmuth with Chris Dainty at the presentation of the Robert E. Hopkins Leadership Award 2016

The OSA Leadership Award 2016



Robert E. Hopkins Leadership Award 2016

OneDollarGlasses received a particularly special award from the renowned Optical Society of America (OSA). They awarded Martin Aufmuth, founder and first Chairperson of OneDollarGlasses Association, the Robert E. Hopkins Leadership Award on 25th June 2016 in Heidelberg. With this award, OneDollarGlasses was recognized as ground breaking for the first time by experts in this discipline.

The Optical Society was established in 1916. It is the leading association in the area of optics and photonics

with more than 19,000 members in over 100 countries. With the highly coveted Robert E. Hopkins Leadership Award, the Optical Society awards either individuals or groups who have a decisive influence on society.

Martin Aufmuth received the award for OneDollarGlasses – “an invention which shows how ophthalmics can improve the quality of life of millions of people in developing countries” according to Chris Dainty, former president of the Optical Society, in his address.

Winner of „Good Example“



Good Example: 1st prize for ODG

The Bavarian Broadcasting authority („Bayerische Rundfunk“) advertised the competition „Good Example“ for the first time in 2016. After a rigorous pre-selection by the Jury from among 500 project candidates, the nominees were then presented to the general public for voting and

selection. OneDollarGlasses emerged as the winner of the first prize of 7,500 €.

The „Good Example“ competition supports innovative projects which have contributed in an exemplary way to a better society.

One Dollar Glasses Switzerland

Enthused by the idea of One Dollar Glasses, Luciano Cestonato and Victor Villiger together with several highly motivated fellow campaigners established the One Dollar Glasses Association on the 13th of December 2015. Since then, the younger sister organization of ODG Germany has developed at full speed.

Social Innovation Summit 2016

On the 29th of October 2016, One Dollar Glasses Switzerland availed of the opportunity, to present One Dollar Glasses at the Social Innovation Summit (SIS) at the Bananenreiferei in Zürich.

SIS brings social innovation and entrepreneurship together, provides a platform for new ideas, offer workshops and also a network for exchange. Flanked by four roll-ups, we had the largest stand at the event. One Dollar Glasses "Hands-on", the bending demonstrations and above all, the presentation "Providing the World with Glasses" which we held at the conference brought us many new contacts and supporters.

Optom/Optec

Back in 2016, Luciano Cestonato, President of One Dollar Glasses Switzerland, together with Jürg Messerli presented One Dollar Glasses to a specialist audience at the Optom/Optec. At this training event of the Swiss Opticians' Association, they succeeded in persuading various opticians to support us by putting out donation boxes.

Bending Training with Impact

On the 6th of November 2016, Jürg Messerli and Martin Kürsteiner trained beginners and intermediates in the production of One Dollar Glasses.

Among the participants were also students of the University of St. Gallen (HSG). The students were so enthusiastic that they immediately wanted to produce a marketing concept for us within the framework of a lectures project.



In the optician's shop of Luciano Cestonato



Foundation of ODG Switzerland in 2015



ODG at the Social Innovation Summit

Slurping Soup for ODG

On the 12th of November 2016, the community of Herrliberg extended an invitation for the traditional ecumenical soup day and this time ODG Switzerland was there. Luciano Cestonato and Jürg Messerli presented our project and were delighted with the generous donation from the „Soup Day“ drive.



ODG Information Day in Zurich

Lion's Day Zürich 2017 for ODG

Different Lions Clubs gave us the opportunity to present One Dollar Glasses to their members in the course of 2016. Martin Aufmuths presentation was received with overwhelming interest.

In particular, we are delighted that in the meantime around 20 Lions Clubs in Zurich came together to dedicate the National Lions day on 10 June 2017 to One Dollar Glasses. The preparations for this large event are well underway. We are excited about the results and delighted about the contribution of the Lions.



The Regional Group Hannover brought One Dollar Glasses to the Green Days of Rewe in Düsseldorf

News from the Regional Groups

Today One Dollar Glasses has regional groups (RG) in Erlangen, Munich, Stuttgart, Cologne, Hannover and soon in Hamburg.

Tirelessly, our fellow campaigners work in many different ways to fulfil our visions. They offer new fans of One Dollar Glasses the possibility to come to an information day. Here they can talk to involved team members and even produce a pair of glasses themselves while under the expert guidance of experienced One Dollar Glasses technicians. In 2016, there were in total 23 information days in the RGs and 5 further individual information sessions for interested parties.

Over and above this, the RGs organized a variety of lectures, presented One Dollar Glasses at around 15 trade fairs, took part in events, forged contacts to companies and universities and organized “regular’s tables”. Additionally, they established an „Onboarding process“ for the better integration of new volunteers and supported networking and exchange with One Dollar Glasses enthusiasts in their region.



Citizens' festival of the Federal President, Berlin

Regional Group Erlangen

Numerous activities took place in 2016 in the birthplace of One Dollar Glasses in Erlangen in 2016,



Information Day at RG Stuttgart



First Information Day in Hamburg



DGG-acquaintances in Cologne



At the 13th Fernwehfestival in Göttingen



Africa Festival, Darmstadt



At the Opti 2016, Martin Aufmuth introduced ODG to an ophthalmic specialist audience

driven by the very active team in Erlangen under the lead of Heike Hertrich.

OneDollarGlasses was present at the „Queckenmarkt“ and the Erlangen Christmas Market. A particularly special and happy highlight of the

year 2016 was the awarding of the Voluntary Work Prize of the town of Erlangen to OneDollarGlasses. The mayor of the city, Florian Janik, handed over the 500 € prize to Martin Aufmuth and other members of the RG Erlangen.



Receiving the „Erlanger Ehrenamtspreis“

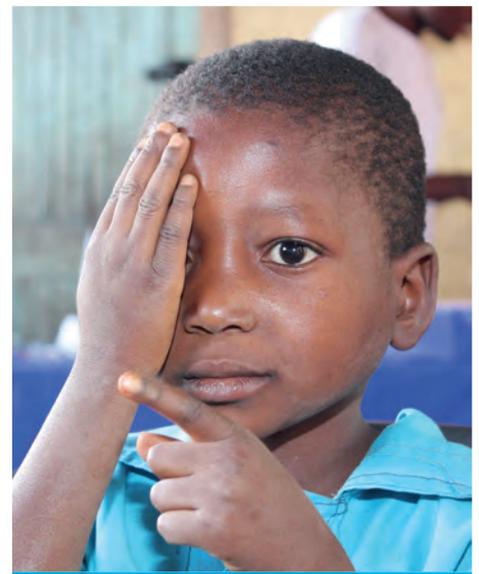
Ophthalmic Optics Team (OOT)

Ophthalmic expertise is a key factor in the development of OneDollarGlasses and in the training of our OneDollarGlasses opticians in the individual project countries.

The OOT, which consists mainly of doctors and opticians, secures a regular exchange among experts and from the perspective of ophthalmic optics an optimal approach in our projects. It produces and maintains training documents, explores new screening possibilities, develops control mechanisms and conducts lobbying activities for basic ophthalmic care for the population with governments and other decision makers.

One of the most important tasks of the OOT is to accompany the activities in the project countries with the appropriate expertise. While in South American countries, the eye

testing is exclusively performed by trained optometrists, there is a particular challenge in the countries where ODG staff members perform the eye testing on their own. That is why we developed the training concept of „Best-Spherical-Correction“ back in 2015. It enables reliable individual eye testing locally in situ and represents enormous progress on the way to affordable eye testing. The concept of „Best-Spherical-Correction“ convinced both the Germany Ophthalmic Society (Deutsche Ophthalmologische Gesellschaft) as well as the Medical Council in Malawi and other local players. A further development of the training concept is planned for 2017.



Vision test in Malawi



Innovations in spiral winding



Craftmanship perfection

Innovation in Production

The production of OneDollarGlasses is done by hand; neither electricity nor water is needed. The fact that the glasses are still of amazing quality is due to the materials used and the self-developed bending machine as well as the different tools.

Again in 2016 Martin Aufmuth worked with the volunteers of OneDollarGlasses on the further optimisation of the bending machine and tools. At the end of 2016, the 12th generation of bending machine

was already in use. „Even blind people can produce glasses with it“, stated Martin Aufmuth.

In the meantime, the new spiral bending pliers which give the spiral of the frame hinge the necessary friction, are now technically mature. The machines and tools are made of stainless, tempered aircraft steel; no other material can withstand the extreme conditions in our target countries.

The Glasses – round, tinted, square

OneDollarGlasses frames are produced in China; the plastic parts specifically for our glasses frames are produced in the glasses factory of Mr. Zhang. The ODG staff member Jonas Chen visited the manufacturing site personally – and was positively surprised by the excellent results. The visit and the experience with the production and supply qua-

lity were extremely convincing, especially as this all takes place according to the values of our philosophy.

Due to the high UV exposure in Africa and in the highlands of South America, we have been offering for



New: rectangular glasses with double handle



ODG – Classic shape



ODG – Sun Glasses

lity were extremely convincing, especially as this all takes place according to the values of our philosophy.

Again in 2016 the production of the glasses was further optimised. The construction of a new milling machine made a new and round groove shape possible for our glasses. This means that the lenses will be more durable and less likely to break in the future. Investments in a simplified production process also led to tangible increases in productivity. In particular, we are delighted that in 2017 we succeeded together

some time now not only the classic OneDollarGlasses but also sun glasses with UV protection.

Over and above that, since 2016 there is the OneDollarGlasses version with rectangular glasses as of course the design is important for our customers as well. The additional income from these “luxury glasses” enables us to make the standard glasses even more affordable for our less rich customers. Through this cross-financing, we want to supply even more people with glasses in the long term.



Friedrich Weickmann together with Martin Aufmuth and Friedrich Übele in the new high-bay warehouse at the Altmühltal Werkstätten

Tons of Lenses and Tools

Finally in September 2016 it was finished – for nine long years – Friedrich Weickmann, manager of the Altmühltal Werkstätten and member of OneDollarGlasses had worked towards this moment. The new build of the central stores in Treuchtlingen was successfully completed. In the new high rack storage area, Friedrich Weickmann reserved 54 pallet storage places for One Dollar Glasses – this represents, believe it or not, 27 tonnes of storage capacity for bending machines, wires, heat shrink tubing, tools and around 100 further articles of One Dollar Glasses.

A newspaper article about One Dollar Glasses back in 2014 inspired Friedrich Weickmann. He contacted Martin Aufmuth quite spontaneously and offered him storage space – this was the long awaited salvation for the inventor of the glasses, whose office, laundry room and cellar were already spilling over with material.

Just before Christmas in 2014, Friedrich Weickmann and Friedrich Übele came with a truck and transported the material to their workshop in Treuchtlingen.

Since then employees of the Altmühltal Werkstätten have sorted heat shrink tubing, beads and lenses, cut wire, pack tools and material, filled orders and sent them along with all of the necessary documentation to our project countries. An achievement which is invaluable for our entire organization!

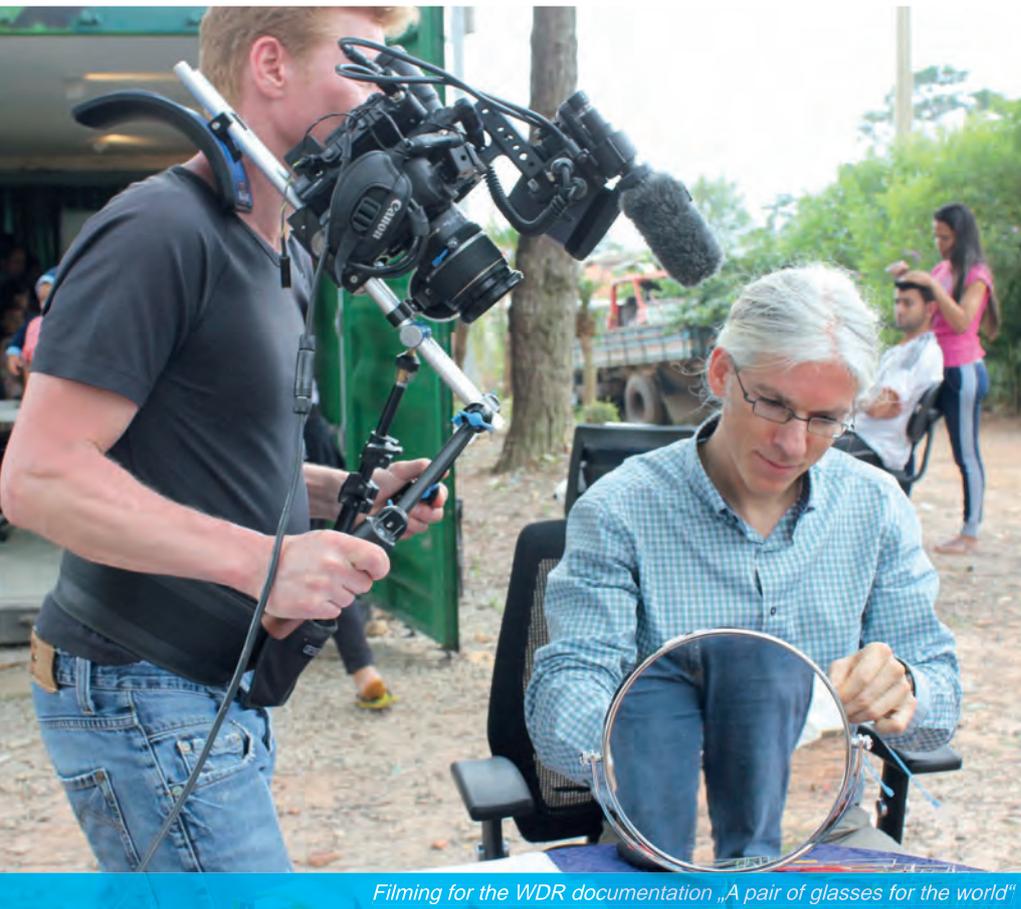
Many, many thanks to the fantastic team in Treuchtlingen!



Visit with Mayor Werner Baum (L)



New Building of the Altmühltal Werkstätten



Filming for the WDR documentation „A pair of glasses for the world“

and the Handelsblatt (09.04.2016) reported in great detail about the „Glasses, which change the World“. The „Sueddeutsche Zeitung“ (Regional Southern German newspaper) (14.02.2016) wrote about ODG activities in Bavaria and Focus Magazine about „Glasses for the Millions“ (02.01.2016).

On top of this, articles were published in professional journals „Augenlicht“ and „Eyebizz“ as well as in a host of regional newspapers such as „Hamburger Abendblatt“, the „Münchener Merkur“, the „Elbe Wochenblatt“, the „Wilhelmshavener Zeitung“, the „Fränkischen Tag“, the „Mittelbayerischen Zeitung“ und the „Erlanger Nachrichten“.

On Air and TV

Martin Aufmuth was a popular guest in 2016 on various radio programmes, such as „HR2kultur – Doppelkopf“ (08.11.2016) and „Bayern2 – Eins zu Eins Der Talk“ (04.12.2016).

Media Coverage

Print Media

By January, many press articles about OneDollarGlasses had already been published, several times in connection with the TechAward, which Martin Aufmuth received in November 2015 in California.

The media coverage had an impact: many new volunteers and donors were attracted via the articles in large regional newspapers. An article about the project called „How one Dollar can change your view of the world“, appeared in the daily newspaper „Die Welt“ (09.01.2016)

Last year the Bayerische Rundfunk (Bavarian Broadcasting) started the competition „Gutes Beispiel Bayern“ (Good Example Bavaria) last year – for people who want to improve the world. The winner in 2016 was OneDollarGlasses! The prize giving ceremony was broadcast live on the radio (Bayern2, 04.05.2016) and several BR Programmes (Radio and TV) reported this also.

The height of the media reporting was definitely the over 20 minute long film about OneDollarGlasses in Brazil: the reporter Antje Christ accompanied Martin Aufmuth for two full weeks from the favelas of Sao Paulo to the distant villages of the Amazon. The result was the wonderful programme: „Glasses for the World“ which was broadcast on the 03.06.16 in the programme WDR Weltweit (WDR Worldwide).



With Stern.TV in Bolivia



With the WDR-Team in Brazil



Filming on the Amazon

Link: www.EinDollarBrille.de/media-thek/medienecho.html

Activities in Germany

Again in 2017 numerous people supported and were active for OneDollarGlasses. Everyone contributed in his/her way to the realisation of our vision. As examples for all of the fantastic activities for the benefit of OneDollarGlasses, we would like to mention some examples here:

Creative School Activities

Several schools conducted charity runs, presentation or fundraising activities in 2016. The Dietzenhofer-School in Brannenburg made pretty crafts for the Christmas Bazaar and raised 4,400 € for One DollarGlasses!

Recycling Paper

The trainees of the electrical wholesaler FEGA & Schmitt in Ansbach collected paper to be re-cycled and supported us with their intake of 500 €.

Project of the Heart

Employees of the WBS Training AG Institute in Dortmund advertised heavily for One Dollar Glasses. They supported us with 1,500 €!

Help from Opticians

A lot of opticians support OneDollarGlasses in many different ways. Many are actively involved in trainings, in foreign assignments or in other expert areas of ophthalmics. Others advertised with flyers and posters or set up donation boxes.

Shredding for Glasses

The Rotary Club Gauting-Würmtal destroyed as part of a charity action for One Dollar Glasses about 2,000 kilogrammes of files and 60 kilogrammes of data carriers professionally and safely. The unusual idea was so popular that it raised an amazing 5,000 €

ODG at Junior School

Dieter Jahr presented One Dollar Glasses for two full days at the junior school in Ismaning. The children were able to bend frames themselves, fit shrink tubing and adjust glasses. Full of enthusiasm, they learned how sustainable development aid can work.

Successful Donation Boxes

More and more companies, opticians, chemists, doctors and hotels support our work by putting out donation boxes. The owner of EDEKA in Diethenhofen put out a donation box and after three weeks, they proudly transferred 800 € to us.



Recycling Paper



Shredding for ODG



Poster by pupils of Junior School Ismaning



Project of the heart: One Dollar Glasses



Dietzenhofer-Schule donated 4.400 €

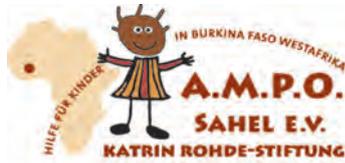
Partners and Supporters

Our numerous, tireless staff, donors and supporters are the cornerstone of our work. Further very important pillars are the partnerships and co-operations with other organizations, which connect us with other aid organizations, with representatives from education and science and also with private businesses.

We would like to thank all of our partners and supporters for their contribution and their share in the success of One Dollar Glasses. As examples, the following are mentioned:

Altmühltal Werkstätten

The Altmühltal Werkstätten in Treuchtlingen are the main partner of One Dollar Glasses in the area of warehousing and logistics.



A. M. P. O.

We have been working together with the aid organization A.M.P.O. in Burkina Faso since summer of 2013. A. M. P. O. supports the work of One Dollar Glasses in Burkina Faso and is an important partner, which supports us in sales on their property as well as in the implementation and organization of the project.



Breitfeld & Schliekert

This company provides supplies to opticians and also supports in making One Dollar Glasses more known to opticians in Germany.



Brille24

This online company has been generously supporting One Dollar Glasses financially since October 2014 both with know-how and also with the active contribution of several employees.



Caritas

Caritas Austria supports One Dollar Glasses in Ethiopia.



Else Kröner-Fresenius-Foundation

The Else Kröner-Fresenius-Foundation awarded One Dollar Glasses its humanitarian medical prize in September 2014. EKFS has been supporting One Dollar Glasses since autumn 2015 in setting up a pilot project in southern Malawi. The long term goal of the co-operation is to secure the wide-scale provision of glasses for the entire country.



Enactus Munich

Enactus is an international student organization, which pursues the target of improving the standard of living and quality of life of other people. The main office of Enactus lies in Springfield in the US state of Missouri; the organization has 65,000 members worldwide.

Students from Enactus Munich started with the One Dollar Glasses project at the beginning of 2013. In July 2013, they successfully introduced One Dollar Glasses in Burkina Faso and after this in September 2013 in Bolivia. In October, they won the Enactus World Cup with their project presentation in Cancun, Mexico. Enactus is an important and valuable partner in the further development of our concept and in the project implementation in-country.

FASE

The Financing Agency for Social Entrepreneurship supports One Dollar Glasses with comprehensive know-how under the umbrella of a grant for the further development of the business model and business plans until the point of readiness for financing via an external investor.



Hauschka Publishing House

The Hauschka publishing house supports One Dollar Glasses generously with the revenues from the sale of personalised homework notebooks and in the area of public relations.



IAPB

The International Agency for the Prevention of Blindness (IAPB) is an association of organizations of civil societies, companies and professional institutions to promote eye health. One Dollar Glasses is a member of the IAPB since March 2015



Lion Clubs, Leo Clubs

Numerous Lions and Leo Clubs in Germany, Switzerland and various African countries supported us generously both financially and with public relations support. On top, several Lions in Germany and in the target countries work directly with us.

L'Occitane

The L'Occitane Foundation supports One Dollar Glasses in Burkina Faso. Their objectives are the economic emancipation of women in Burkina Faso and also helping the visually impaired.



McDermott Will & Emery

The Munich office of the international law firm McDermott Will & Emery (worldwide over 1,100 lawyers) is one of the key supporters of One Dollar Glasses. Carsten Böhm, Gero Burwitz, Maximilian Baur and their teams of lawyers help with contract drafting, agreements with ministries and with the authorities and with employment law topics.



Partnerschaft mit Alem Katema e. V.

The association with its base in Baldham supports aid projects in Alem Katema in the highlands of Ethiopia. The association is our partner in Ethiopia since 2013.



Rotarier, InnerWheelClubs and Rotaract

Numerous clubs support One Dollar Glasses at club and district levels, both financially and via creative charity activities such as "Online Wine tasting", concerts of the professional shredding of files and data carriers. Members of various clubs are also involved in the project work in German and in the target countries.

SBCF Mexico

The Social Business Consultant Firm (SBCF) of Daniel Gomez is our committed partner in Mexico since 2016. The target there is the set up and provision of basic ophthalmic care for poor sections of the populations.



Siemens Foundation

The Siemens Foundation is a charitable foundation of Siemens AG. The focus of the work of the foundation is the set up and extension of basic care in developing and emerging countries as well as the support and promotion of education and culture.

Since the award to OneDollarGlasses of the first price of the empowering people award by the Siemens Foundation in 2013, they have supported OneDollarGlasses in an advisory capacity with their large network. They have supported us in Burkina Faso since November 2015 in the further development of the project in Ouagadougou (Burkina Faso) and with the extension of our outreach activities into rural areas.



Silicon Valley Community Foundation (SVCF)

The worldwide largest community foundation with its base in the USA supports One Dollar Glasses financially in the set-up of their projects.



Sternstunden

"Sternstunden" is a charitable campaign of the Bavarian Broadcasting authority (Bayerischen Rundfunk). It is supported by the bank of Bavaria, the Savings Bank Association of Bavaria (Sparkassenverband), the Bavarian building society (der Bayerischen Landesbausparkasse) and the Board of Insurance. Sternstunden supports One Dollar Glasses in Malawi with the provision of glasses to school kids.



Stiftung Hostelling International Bolivia (HI-Bolivia)

This foundation has been co-ordinating the social involvement of around 100 volunteers from Germany, Switzerland, Austria, France and Canada in the areas of education and health in Bolivia for 15 years. HI Bolivia is a partner of One Dollar Glasses since 2013, produces and provides the Bolivian population with glasses. A central store for South and Middle America is being built in Bolivia since 2016.

Oliver Herbrich Children's Funds Foundation

Oliver Herbrich supports our project with the foundation he setup in Malawi by training young glasses producers and in Bolivia by supplying glasses to school children.

VER BEM

The aid organization Renovatio is our partner in Brazil since 2014. At the beginning of 2017 representatives of Renovatio set up the socially oriented company VER BEM to provide even more people in Brazil with One Dollar Glasses.

2017 Outlook

Our young organization will be 5 years old in the summer 2017. We will celebrate our anniversary with our supporters in several locations in Germany.

Parallel to this, 2017 will be marked by further intensive structuring measures. Soon we will introduce a new CRM system, in which we can efficiently manage our steadily increasing number of contacts, partners and donors within our de-centralised structures. Over and above this, we plan the implementation of an inventory management system by which can reliably manage our significant material flows in our target countries.

In the target countries we will concentrate in 2017 on optimising our projects to operate independently in terms of both financial and human resources. An important step in this is the planned hiring of local country directors in Burkina Faso and Malawi. Additionally, we would like to harmonise the book-keeping in the project countries. Over and above this, the impact of OneDollarGlasses on the lives of their owners will be analysed. This project will be conducted in co-operation with the University of Passau.

In 2017 partnerships are planned with other organizations in several new countries according to the

so-called N- Model. 'N' stands for Nepal, where we together with a partner organization, apply this new Social Business model for the first time. The respective partner will be kitted out with our ODG system and then will on its own account and under its own responsibility will provide people with OneDollarGlasses. By doing this, we want to reach more people faster.

At the moment, there is a team in Kenya, where the official start of a new project is being prepared. For mid-2017, we are planning the leap to Asia via a pilot project in India. So we can already see further exciting ODG-developments on the horizon.

Financial Overview

The positive development of the OneDollarGlasses Association since its establishment in 2012 continued again in 2016. The income from donations which increased heavily compared to the previous year combined with the overwhelming commitment of the employees made both a continuous extension of existing projects and a strong co-operation with the partner organizations in South America possible as well as also enabling the development of activities in further African countries.

The OneDollarGlasses Association applies both the requirements of the DZI (German Institute for the certification of fund raising organizations) and its criteria for the DZI Donations Seal when producing its financial statements. The accounting is based on the net income method and on the calendar year. The book-keeping for the association is conducted by an external tax consultancy on the basis of the net income method. The financial statements are based on the calendar year.

2016 Income

Income increased in 2016 to 1,733,287 € (2015: 1,168,623 €). A main factor were donations (1,700,393 €) which contributed over 98 % of this good result. As in previous years, renowned foundations

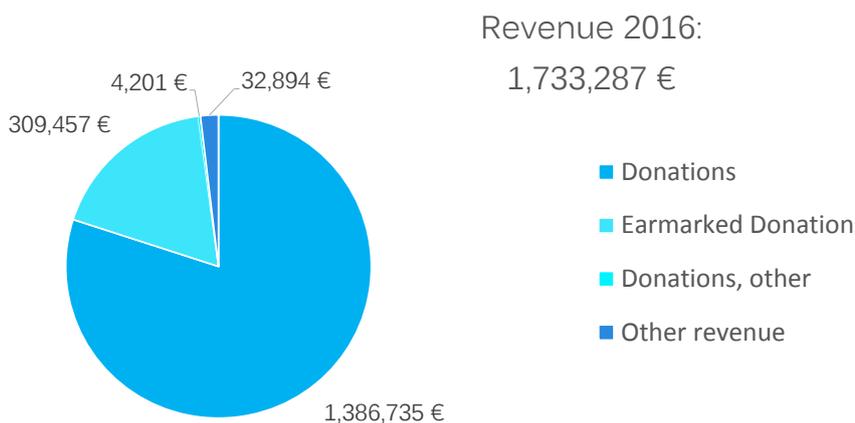
such as for example the Else Kröner-Fresenius-Foundation, the Siemens-Foundation and the L'Occitane Foundation provided earmarked funds (309,457 €) for the set-up of our projects in Malawi or Burkina Faso. Using reports on the expenditure of funds and project status reports we substantiate the correct and orderly usage of funds.

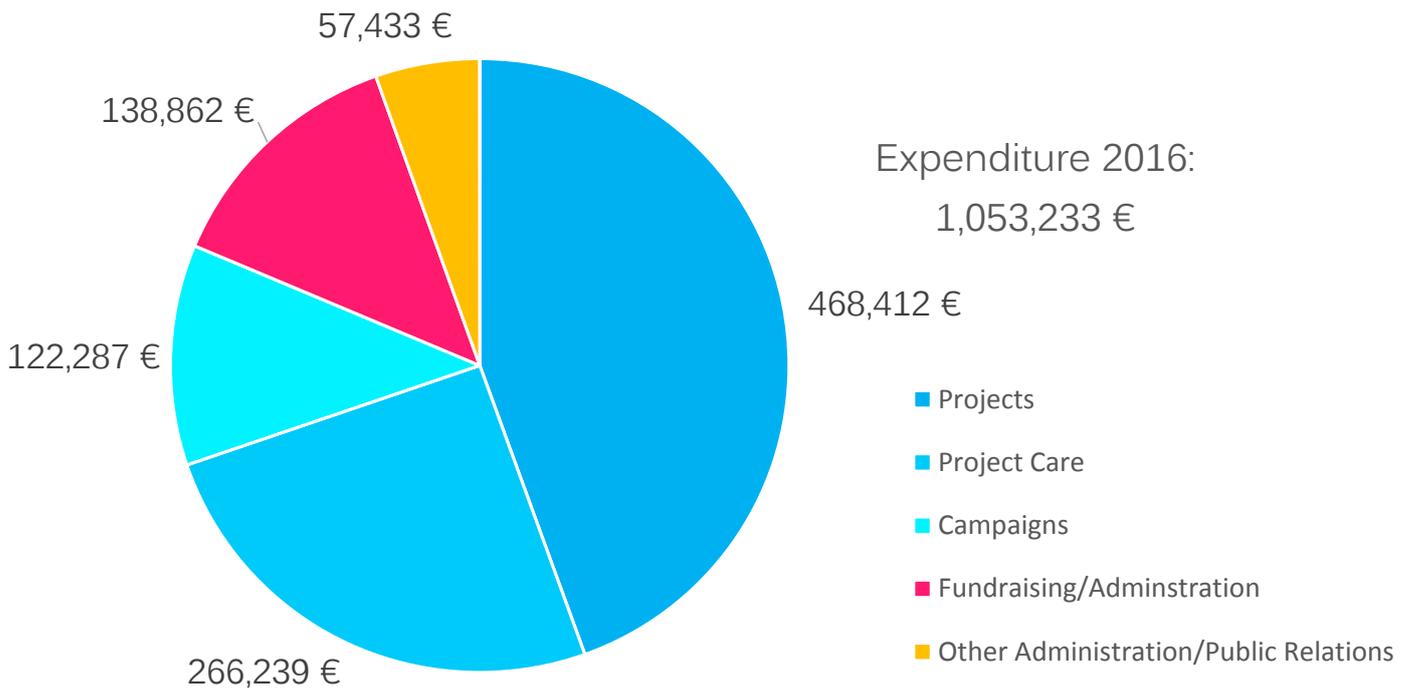
The overall good situation in 2017 with regard to income and our conservative planning made it possible for us to provide running projects with the required financial funds and also to focus on new strategic challenges. The remaining income was achieved via the sale of materials to our partner organization in South America (30,909 €) and from interest yields (1,985 €).

Thanks to the generous support of our donors and supporters our donations income increased again by 551,427 € and was 48 % higher than in the previous year.

Expenditure 2016

Running against the above-mentioned income in 2016 are expenses of 1,053,223 € compared to prior year (2015: 784,553 €). For the direction implementation of our projects in the target countries we spent 468,412 €; for the related project management from Germany we spent 266,239 €. In total, material costs of 99,204 € arose: for the manufacture of glasses (62,787 €), the purchase of tools and machines for the further development of the bending machines (11,245 €) as well as for the tools which are required for glasses production (25,172 €). In 2016 we invested 274,070 € in the training of OneDollarGlasses producers and opticians in the project countries and in the operational business locally. The above mentioned costs





also contain costs for the further development of technology for glasses. In the future, glasses with square frames and double handle will be offered as well as the standard round curved glasses. For our mostly volunteer trainers and for the project management and control locally, travel costs of 95,692 € were incurred. The projects which received the highest financial support were the projects in Malawi (148,892 €) and in Burkina Faso (142,982 €).

The refund of the tax pre-paid in 2015 (14,707 €) was received in 2017. We also expect a refund from the tax authorities for tax prepaid in 2016 (13,291 €)

80% (234,311 €) of the personal costs incurred (in total 292,037 €) were related to project monitoring and project set-up. Besides the chairman and his deputy whose main focus of work is project monitoring, the country co-ordinators for Malawi and Burkina Faso were also employed full-time by the association.

In 2017 we would like to place the operational management of the

country organization successively in the hands of local managing directors. Nonetheless, the presence of staff members of the association will still be necessary for the foreseeable future to support in the set-up and maintenance of sustainable structures. What are not visible in the expenditure are the voluntary engagement and the non-financial support from our partners. Many of our volunteers contribute many years of professional experience in the areas of ophthalmology, IT or management to our organization and thereby support the association in the implementation of our ambitious targets. Partner organizations such as Hostelling International Bolivia led by Max Steiner, Renovatio in Brazil or Finacess in Mexico cover costs of the project work and the training in-country.

The underlying principle of our concept is, that after the initial funding of the projects, the businesses will become financially self-sufficient. Currently local ODG employees in the various project countries earn a living that allows them to a) sustain their families and b) supply

The tireless work of volunteers for One Dollar Glasses does not appear in any statistic. These voluntary contributions of our staff members are not just priceless but also the engine to realise our vision.

Financial Assets One Dollar Glasses 2016

Allocation of income and expenses by function

		Income	Projects and Project Staff	Project Support	Campaigns	Fund management and Advertising	Administration/ Public Relations
Donations and Funds							
Donations	1.386.735 €	1.386.735 €					
Earmarked Donations	309.457 €	309.457 €					
Other	4.201 €	4.201 €					
Sonstige betriebliche Erträge							
Miscellaneous Income	30.909 €	30.909 €					
Tax Refund	- €	- €					
Interest	1.985 €	1.985 €					
Total Income	1.733.287 €						
Project Expenses							
Material for Glasses	62.787 €		62.787 €				
Bending Machines	11.245 €		11.245 €				
Tools	25.173 €		14.058 €	11.114 €			
Training, Project Implementations	281.237 €		274.070 €	7.167 €			
Labor Costs	292.037 €			234.311 €	12.392 €	18.377 €	26.957 €
Other Expenses							
Travel Costs	106.895 €		85.365 €	10.327 €	2.963 €	3.330 €	4.910 €
Postage, Shipping, Phone	25.506 €		16.164 €	1.909 €	1.827 €	4.942 €	664 €
Public Relations and Advertising	209.096 €				104.548 €	104.548 €	
Office Expenses	2.881 €						2.881 €
Deductible Taxes	4.023 €		4.023 €				
Other	32.353 €		700 €	1.411 €	557 €	7.665 €	22.021 €
Total Expenses	1.053.233 €		468.412 €	266.239 €	122.287 €	138.862 €	57.433 €
Profit	680.054 €						

much needed glasses to their fellow citizens.

In 2016 ODG expanded its awareness activities in affluent countries like Switzerland and Germany to call attention to the serious consequences caused by uncorrected vision all over the world. Our awareness activities generated total expenses of 122,287 €.

138,862 € was spent on fundraising efforts. Particularly during the pre-Christmas period, we increased advertising in local and regional newspapers. The increase in fundraising revenue more than compensated for the extra advertising costs during that period. Administrative costs associated with fundraising as well as sending out donation receipts added up to 18,377 €.

Overall administrative cost came to 57,433 €, of which 26,957 € were paid in wages. The main portion of the 22,021 € in miscellaneous expenses were spent on accounting and tax advice fees. In 2016 we started evaluating a software program that will help us handle our donations in the most efficient manner. We are on track for an implementation in the first half of 2017. Through the co-operation of our volunteer IT specialists with the external software vendor we managed to keep implementation costs reasonably low. Despite ever increasing demands on the organization, money spent on administrative and advertising expenses account for a low portion (18.6 %) of total expenses.

As in previous years, most ODG activities were based on community service in 2016. A great number of dedicated individuals worked hard and with great enthusiasm, offering their skills and know-how. However, due to increasing project management demands and to ensure continued smooth day to day business operations in Germany we had to add, in addition to afore mentioned full time employees, interns and part time employees.

Annual Financial Statements

The year-end closing figures our external accounting firm delivered to us were audited by our internal accounting staff, namely Claus Güllich and Bernd Schwamb. Based on their findings that the books are kept correctly, the ODG General Meeting, held in March 2017, approved the results.

Financial Assets

At the beginning of 2016 the amount of cash on hand was 815,020 €. By the end of the year this amount had

increased to 1,495,075 €. The substantial growth is based on the fact that most donations are received at the end of the year (November and December). In return, we have to ensure that our projects are sufficiently funded not only throughout the year but also with a longer term horizon in mind.

With these positive results we have laid the foundation to keep running and evolving our existing projects in 2017. A strategy on how we can achieve our goals has been developed. We will adhere to a "top-down" approach which means, we will not spend more on our projects than the amount of money that was available at the beginning of the year. Based on that principle we have written a detailed "bottom-up" business plan for our existing projects, also addressing what we think our strategic direction should be. While doing that we have tried to keep our plans flexible, enabling us to react to changing circumstances as necessary. Based on our projections, we expect to stay considerably below the 20 % mark in terms of total administrative costs compared to total expenses.

The generous donations of our supporters allow us to help effectively. Especially because of the long term commitments of some of our donors we have the security to engage in more extensive planning.





A heartfelt Thank You!

Dear donors, thanks to your contributions, we can help people see clearly. Your financial support makes it possible for us to train individuals to be OneDollarGlasses opticians and supply them with bending machines, tools and other necessary supplies.

We are pleased with the many new donors we were able to inspire with our OneDollarGlasses venture in 2016 as well as all donors that are loyal to us and support us on a regular basis. Thank you very much for your trust!

Our thanks also go out to the many ...

... opticians, doctors, ODG volunteers, companies and individuals, who tell their customers, patients and friends about us and organize fundraisers.

... charities, economic and academic representatives who help us with words and deeds.

... the many students that organize and run events on our behalf and come up with other creative ideas to support us.

... and last but not least, our many tireless volunteers.

We continue to work hard to realise our vision and very much hope that we can count on your support in the future.

Our goal of providing 150 million people with stable access to glasses is only achievable with your help. Thank you!

Yours OneDollarGlasses-Team

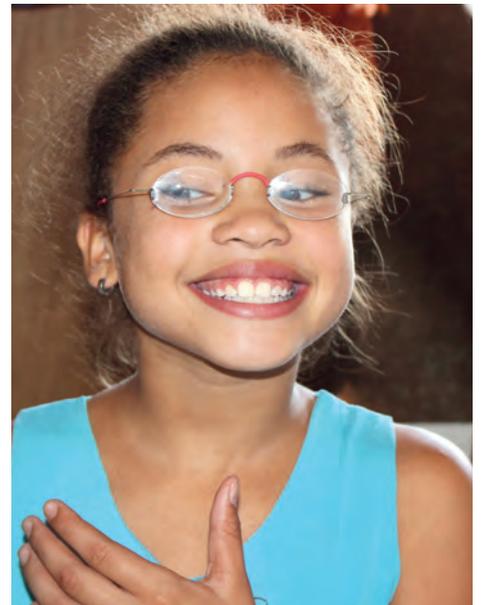
**One Dollar Glasses depends
on the support of many.**

Many thanks to all involved!



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Registration entry:	EinDollarBrille e. V.
Place of Registration:	Amtsgericht Fürth
Registration Number:	VR 200672
VAT Number:	DE286412852
Charitable status:	Die Satzung des EinDollarBrille e. V. in der Fassung vom 21.02.2012 erfüllt die Voraussetzungen nach den §§ 51, 59, 60 und 61 der Abgabenordnung. Der EinDollarBrille e. V. ist damit steuerbegünstigt und berechtigt, Zuwendungsbestätigungen nach amtlich vorgeschriebenem Vordruck auszustellen.
Responsible for content (§ 55 Abs. 2 RStV):	Martin Aufmuth Böhlach 22 91058 Erlangen
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Layout:	Anja Haverkock, Martin Aufmuth
Photographs:	Simon Ansel, Martin Aufmuth, Roland Bilger, Christoph Boosfeld, Jonas Chen, Heike Hertrich, Deniz Ispaylar, Dieter Jahr, Hans Jenewein, Jakob Schillinger, Michael Schubert, Paul Siebler, Max Steiner, Ralf Toenjes, Marie Tuil u. a.
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Donation Bank Account

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