

# Annual Report

OneDollarGlasses Association

# 2014



One Dollar Glasses





Martin Aufmuth - Founder and President

**“A simple pair of glasses can completely change the life of many people.”**

**Martin Aufmuth, Founder and First Chairman of the OneDollarGlasses Association**

## Foreword

### Martin Aufmuth - 1. Chairman

#### Big Bang

The Big Bang Theory has always fascinated me, even well before my physics studies. From a tiny thing, a dot in nothingness, something as unfathomably enormous and as unimaginable as our universe emerged with all its galaxies and secrets.

I see a small analogy in OneDollarGlasses. At the beginning, I had a small, crazy idea – nothing more than a couple of brain waves. The idea solidified into a vision to help millions of people worldwide with a simple pair of glasses. This idea developed further contours and led to further investigations and first experiments to produce a pair of glasses with different materials and finally led to a first prototype of OneDollarGlasses and the first bending machine.

In the meantime, this idea has become a project with around 100 volunteers in Germany and around as many people again in our 9 project countries. The lives of many people have changed beyond belief because they can see properly for the first time in their lives.

#### 2014 Project Progress

Two of the projects which began in 2013, Burkina Faso and Bolivia, showed great progress in 2014. In Burkina Faso, the first glasses were sold at the beginning of January. By February, our team had already accumulated 2000 Dollars in a bank account and was in a position to pay the first wages. Moreover, sales had increased to 300 glasses per month by December.

Particularly, workers with a physical disability showed a very high commitment. Our country coordinator Jakob Schillinger receives punctually once a week from our team leader Souleymane, a perfectly prepared Excel table. This contains up to date sales figures, inventory status,

a weekly report and the plan for the next week.

In 2014, in Bolivia high quality glasses manufacture was established in two different locations. Within the scope of large-scale eye camps, over 1000 people have already been provided with glasses. Max Steiner, our local team leader, is planning the first mobile optical units for 2015. These units can travel to more distant areas and provide the poor, rural population with glasses.

At the very beginning of 2014, first trainings took place in Malawi, Ethiopia and Nicaragua. After that, trainings followed in Benin, Brazil and Bangladesh. The number of project countries thereby increased from three to nine.

For the first time in 2014, we successfully deployed trainers from other African countries for further trainings in Africa. The first training in Benin was conducted by Pherouse from Rwanda; the intermediate training was conducted by Souleymane from Burkina Faso. Additionally, in Burkina Faso and Malawi, trainers from Rwanda helped with the further development and expansion of the projects.

In Brazil, a first training session was held with homeless people from the favelas in Sao Paulo in May. The training was organized by our highly committed partners from Enactus Inspere, a student organization in Brazil. During this period, people in a very distant region on the banks of the Amazon were provided with glasses.

#### Work in Germany

Organisational structures in Germany developed continuously during 2014. Operational procedures were harmonised. Machines and specialized tools were developed further.

Our active volunteer, Friedrich

Weickmann, and his highly committed team installed our new central stores in the workshops in Altmühlthal, an institution for handicapped people.

Our spring wires, lenses, pliers, machines and everything we need for our work is stored there in a forty foot container and related shelving system.

The packing and distribution is conducted by the workers in the workshop.

I would like to take this opportunity to express my deep gratitude to all our volunteers who push our projects

overseas and the organisation at home forward with great energy and enthusiasm.

Additionally, a sincere thank you to all of our partners and supporters from other organisations and institutions, from the private sector and finally, to all of those who made donations and without whose financial support our work would not have been possible.

I hope very much that you will enjoy reading our annual report.

Martin Aufmuth



*Martin Aufmuth with old man in Malawi*



The OneDollarGlasses

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Education - basic for sustainable development

## OneDollarGlasses – a simple solution for a global problem

## OneDollarGlasses

### A global problem

According to a WHO study, there are approximately 158 million people on this earth, who suffer from a short sightedness and around 544 million people who need reading glasses. Many of these people live on less than 1 USD a day and either do not have the money to buy glasses or have no access to ophthalmic care.

The estimated loss of income worldwide arising, due to people who cannot or can no longer work, and young people who cannot learn, adds up to an estimated 120 billion US Dollars per year. This just relates to the 158 people million suffering from short sightedness. This roughly corresponds to the amount of the entire annual global development aid.

### OneDollarGlasses

OneDollarGlasses consist of an extremely lightweight and flexible spring-steel wire. A pair of coloured beads gives the glasses an individual and unique design.

OneDollarGlasses can be produced by people locally without any electricity. The material costs for one pair of glasses are around 1 US Dollar (including wire, lenses, shrinkable tubing and costs for transport, administration and replacement parts). Martin Aufmuth is the inventor of the glasses.

### Bending Machine

The bending machine fits into a wooden box with the dimensions 30 x 30 x 30 cm. All of the necessary equipment and tools needed to



Work at the bending machine (Rwanda)

manufacture the glasses are contained in the box.

Around 6 people can work simultaneously on a bending unit. The production capacity of a machine lies at around 50000 glasses per year.

Glasses can be made in different sizes and for different interpupillary distances. The yellow marking on the bending machine is for children's glasses, the red is for medium interpupillary distances and the blue for those with large distances.

### Lenses

The already pre-cut lenses consist of polycarbonate with hardened surfaces. They are break and scratch resistant.

The basic assortment consists of 25 spherical lenses with strengths from -6.0 to +6.0 diopters in intervals of 0.5 diopters. The system can be extended at any stage with lenses of 0.25 intervals and thereby cover strengths beyond +/-6.0 diopters.

The pre-fabricated lenses can be manually inserted into the glasses frame. As a result, expensive milling machines and electricity to mill the lenses are not required.

### Training

Men and women are trained to use the bending machines within the time frame of a 14 day locally held training. At the end of the training, the best trainees are selected and can practice further on the bending machines.

After four to six weeks, a second intermediate training takes place. At the end of this training, the trainees can identify errors and produce perfect, high quality glasses. Specially trained quality testers secure a consistent high quality.

After their certification as OneDollarGlasses technicians, they are in a position to train further people to produce glasses.



Training: Jakob Schillinger training a homeless person in Brazil

### Sales Concept

Many people do not have the money to travel into the city or nearest clinic to buy glasses there. That is why the optician comes to the people in the village. In his suitcase, he has glasses frames in different sizes and a box with different pre-cut lenses. The patients are tested on site and receive the right glasses directly after.

Through this approach, costs are reduced. (1) It is not necessary to visit the patients twice – once for the refraction and the second time with the customised glasses. Everything can be addressed in the one visit. (2) It is simple and cost effective to replace scratched lenses with new ones.

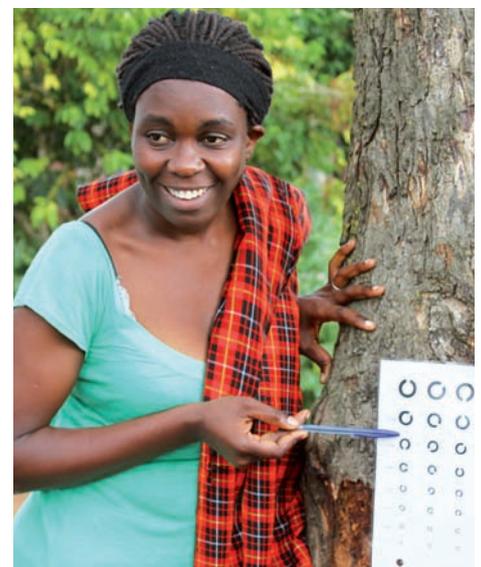
### Sustainable Business Model

The sales price for a pair of glasses varies from country to country and amounts to around 2-3 times typical local wages. As a result, the glasses are affordable for everyone and the ODG technicians earn enough to provide for themselves and their families.

The OneDollarGlasses association finances training costs, bending machines and starter kits from donations. Later the glasses producers buy further material themselves. The objective is the provision of a financially independent level of primary eye care for the population.



The Lenses - ready to be clicked in



Eye test in a village



Boy, Burkina Faso

## Our Projects

### OneDollarGlasses is already active in 9 countries

The first official training for OneDollarGlasses took place in Rwanda in March 2013. Over two weeks 16 trainees were trained to produce glasses on the bending machines. The trainees came from all 5 regions of the country and were selected by a Rwandan student organization.

In the same year, trainings took place in Burkina Faso and in Bolivia. In January 2014, projects started in Nicaragua and Malawi. Ethiopia, Brazil, Benin and Bangladesh followed. At around the same point in time, the sale of glasses commenced in Burkina Faso.

in has increased from 3 to 9 countries in comparison with the previous year.

For the coming year 2015, it is planned to maintain the number of countries at the same level to focus all energy on the stabilization and expansion of activities in the existing countries in order to gather the necessary experience which will help later in addressing further countries.

With this, OneDollarGlasses was active in 9 countries, in three continents by the end of 2014. In Nicaragua, Bolivia, Burkina Faso, Ethiopia, Malawi, glasses were already being sold. The number of countries in which OneDollarGlasses was active





*Girl at school, Burkina Faso*

## Burkina Faso

### Land of the honest

Burkina Faso lies in West Africa and is one of the poorest countries in the world. Regular dry periods have led to great hardship among the population who are mostly dependent on agriculture.

Burkina Faso translates as "Land of the Honest". The around 17 million inhabitants, the Burkinabe, speak around 60 different local languages. The capital of the country is Ouagadougou.

### Project progress

After the first training conducted by students of our partner organisation Enactus in Munich in July 2013, the trainees continued to practice diligently.

On the 1 January 2014 the moment arrived: after six months of preparation our team could provide the first patients with OneDollarGlasses.

Souleymane Siguiri, who contracted polio as a child and has been handicapped ever since, leads the group. The qualified accountant and architect sends a report and Excel table every week to Germany with up-to-date production and sales figures. Jakob Schillinger who is the country coordinator for Burkina Faso reviews the data and is fully available to answer questions from the team.

### First Sales

In 2014 the team accumulated 2000 dollars in a bank account from the sales of glasses. Souleymane then enquired tentatively if the team could pay out a portion of the money as wages. Obviously the team had not touched a cent of the income before then.

### Short Project Information

Project launched with the first training in July 2013; further training in April 2014

Location: Ouagadougou (Capital City)

Partner Organisation: A.M.P.O Orphanage with other social projects

At the end of the year 11 team members worked on the production and sale of the glasses. 4 of these individuals are physically handicapped.

The sales price is around 3000 CFA (4,60 Euro)

In the calendar year 2014 around 2875 glasses were sold with strong upward trend.



Audience with the King

After they received our OK, everyone paid themselves around 150 US Dollar with the balance of the money being put aside for material re-purchases.

In April 2014 the team from Enactus Munich (Jakob Schillinger, Theresa Günzel and Leonie Grosse) travelled to Burkina Faso to optimise the production and sale of OneDollarGlasses.

In 2014 around 2875 glasses were sold with a strong upward trend (in December alone, 333 glasses were sold). For 2015 sales of 1000 glasses per month are targeted.

Sales channels are a small owned shop on the A.M.P.O. grounds, sales at local markets and especially out-reaches to institutions like schools, vocational schools, universities, churches, police and authorities.

### How do sales work?

The sales organiser introduces the project to the relevant institution. This helps to spread the information about OneDollarGlasses. Key is the

widest possible distribution of the information. On the sales day itself, the OneDollarGlasses team tests the eyes of the patients and sell them glasses. The organiser as well as the sales people receives a percentage of the sales price

### Country Director

An advertisement for a Country Director was placed in the three biggest newspapers in Burkina Faso. Marketing and Project management experience were the key factors in the selection process. After a dozen interviews, Francois Kamano was selected, who advanced the project well in 2014.

### Kings Visit

If you would like to provide the rural population with glasses, the blessing of the regional king is often needed. Our Country Director got on his moped and headed out. He met with two kings from the regions Kourouma and Koutoumetenga. Both were enthusiastic about our project and confirmed their support.



OneDollarGlasses team in Burkina Faso



*Man with a pair of OneDollarGlasses – one of the first photos we received from Souleymane, after he received a camera.*

## Celestin from Rwanda

Celestin, a member of our team in Rwanda, lost both parents as a young child in the civil war in Rwanda. He was raised by Christian nuns. In October 2013 he was in Burkina Faso for the first time to hone the team's skills in bending glasses. During this time, Celestin fell in love with the country and its friendly inhabitants.

As soon as he was back home in Rwanda, there was only one topic, he wanted to go back to Burkina Faso to support his "ODG Brothers and Sisters" to expand the project. In September 2014, Celestin travelled again to Ouagadougou to act as an advisor and be at the side of the team there as a vigilant adviser.

The sale of glasses commenced in Burkina Faso in 2014. With the sale of over 2800 glasses, the foundations have been laid to establish a comprehensive sales structure in

the capital city of Ouagadougou in 2015 and then building on that, to penetrate further into the rural areas where millions of people are waiting for our help.

**Already 2,875 people bought glasses in the first year in Burkina Faso.**



*One Dollar Glasses are customised for every patient.*

## Short Project Information

First training in January 2014 starting with 40 trainees

Important governmental communications done

2nd training in May 2014 to improve quality supported by the trainer Abbas from Rwanda

30 May 2014: Signature of the MoU by the Ministry of Health

In October 2014 filming by Stern TV and first pilot sales took place

## Malawi

Malawi is a small, peaceful and very poor country in South East Africa. The majority of the 14 million inhabitants of Malawi live under the poverty threshold. Medical care is poor and child mortality high.

In schools with class sizes of frequently over 150 children, the problems of individual children cannot be considered. For children with defective vision, prospects are poor. OneDollarGlasses helps these children locally and gives them a perspective for the future.

### First Training

In January 2014, Wolfgang Krell (optician) and Dietmar Gans (serial company founder in the area of wood), conducted the first training in Malawi supported by two experienced OneDollarGlasses trainers Abbas and Kabuto from Rwanda

### Month-long Preparations

The training was preceded by month-long preparations, a multitude of phone calls and emails in order to forge important contacts in-country, to better understand local circumstances and ultimately, to prepare the training.

The interest in the training was enormous. Of the 55 applicants, 40 were accepted and 22 passed the bending course.

In the evenings, discussions, stage demonstrations and group work took place to enable patient contact, the sales process and the organisation of the production, storage, logistic, finance and much more to be learned in a fun way. On Sunday, the participants practiced fitting and adjusting glasses with people on the street.

Among the trainees were also newly fledged graduates of the Malawi School of Optometry. Their problem: they have completed four years training in ophthalmics, however, they do not have the means to set up a conventional ophthalmic practice. The OneDollarGlasses System can help them get a start in their careers.

During the training, Wolfgang Krell and Dietmar Gans made important contacts in the Ministry of Health in Malawi, with the Medical Council of Malawi (MCM), with eye clinics and opticians, the Germany embassy as well as with other influential personalities and important partner organisations.

At the end of the training, 6 of the 22 participants were provided with bending machines.



Active: Our ophthalmologist Wolfgang Krell



Martin Aufmuth shows the trainees the technical sophistication of the new bending machine.



*Hungry: After the eye test this little schoolgirl is looking forward to lunch: Nsima (maize porridge) - her favorite dish.*

### Signature of the MoU

A significant milestone was achieved when after long preparation the MoU with OneDollarGlasses was signed by the state secretary for the Ministry of Health, Mr. Kang'ombe on 30 May 2014.

In June 2014, Wolfgang Krell and Dietmar Gans visited Malawi for a second time. Further important meetings with political representatives in the Ministry of Health took place. Over and above, the foundation process for a limited company (Company limited by guarantee) commenced in co-operation with a local lawyer. In Malawi the way to set up an NGO occurs via the setting-up of such a limited company.

During this stay, the team conducted many interviews with applicants for the position of a Country Director. In total, Wolfgang Krell and Dietmar Gans invested over 1000 hours of voluntary work in setting up this project.

Wolfram Cüppers has been in Malawi since January 2015 and is progressing the project in leaps and bounds.

A house with land (Good Vision Camp) was rented as the centre for activities in Malawi. 9 team members are producing glasses there.

In February 2015, an ophthalmic training for people from the district hospitals took place with Uta Baumsteiger and Dieter Jahr.



*Done! The test in the spectacle bending.*



Children having fun watching their reflection in the mirror (picture: Wolfram Cüppers)

## In Malawi with SternTV

In October 2014, Martin Aufmuth and the volunteers Wolfram Cüppers, Jens Garberding and Corinna Orietta were with Stern TV in Malawi.

A 10 minute film was produced about our work. The feature was shown on the occasion of the live appearance of Martin Aufmuth on RTL on the 26th November 2014. Even though the slot was shown late in the evening, the number of viewers rose during the slot by 3 million.

During the filming in Malawi, a further training took place and first pilot sales were made in different villages and schools.

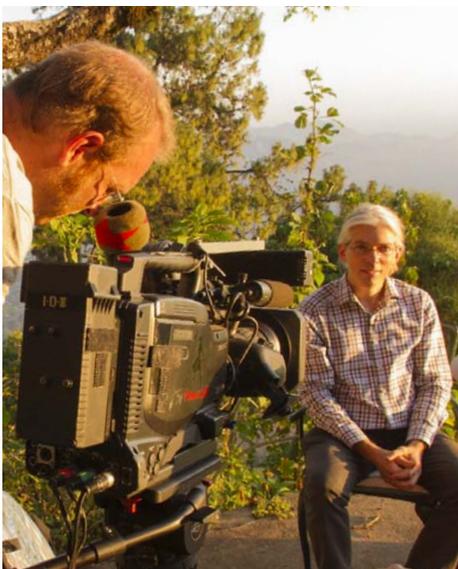
One of the first purchasers of One-DollarGlasses in Malawi was the 80 year old Simon. After testing, it was clear that Simon needed a strong pair of glasses: -4.5 diopters in both eyes. When we clicked in the lenses and he put on the glasses, he said

fully amazed, "I see the leaves on the trees! And I see the birds which I only heard before". We had already taken a photo of Simon – without glasses. When Wolfram took another photo of him, this time with glasses, Simon jumped back in shock. He had never seen a white person with a camera. The short shock subsided giving way to enormous joy and everyone laughed.

Then another problem materialised. Simon had no money with him. However, he did not want to give up the glasses. So he sent one of the boys home to his village to get money. He came back in around an hour with some money. The villagers had collected money, so that Simon could buy his glasses.

### Visiting Simon

Two days later we wanted to know how Simon was getting on with his new glasses. Together with the TV team, we visited him in his village.



Shooting (photo: Wolfram Cüppers)



*Visiting Simon (80) at home (picture: Wolfram Cüppers)*

Simon sat in the evening shade of his hut when we arrived. He smiled broadly when he recognized us – however, he was not wearing any glasses. Had he lost them? Simon went into his hut and came back out again after a short time – with his glasses proudly on his nose. He said he wanted to spare his glasses and only wear them when it was absolute necessary.

Simon had 5 children, they all died. They left him with 18 grandchildren, he said proudly. Simon said he has never been able to see properly for this entire life. In the previous year, he has not been able to work in his field once, as his eyesight was so bad. He said, he was really happy, that he could see so well and could work in his field again.

**“I see the leaves on the trees!”  
Simon aged 80 can work in  
his field again.**



*Simon with OneDollarGlasses (photo: Wolfram Cüppers)*



## Short Project Information **Nicaragua**

First training in January 2014

Second training in March 2014

Nicaragua in Central America has nearly 6 Million inhabitants. In the north, it borders with Honduras and in the south with Costa Rica. Nicaragua is one of the poorest countries in the world and the second poorest country in Latin America after Haiti.

### First Training

In January 2014 the volunteers Iris Wissmüller, Reiner Lutz and Franz Görn left for San Carlos after months of preparation to train a group of young people in the production of OneDollarGlasses.

The team suffered from the damp tropical heat. Several trainees left the training right at the beginning due to lack of suitability. At the end, three young, committed women received bending machines and continued to practice further.

In March, Iris Wissmüller and Reiner Lutz continued the training to ensure readiness of the glasses for sale. The workshop was turned into a shop. Poster advertisements and announcements in the radio increased awareness locally for the project: in taxis, at the marketplace and in restaurants at lunchtime.



Yadira - proud to be ODG Agent

### San Carlos

The small town of San Carlos with its humble shanty huts and potholed streets lies around seven hours by car from the capital city of Managua in the poor, distant southern part of Nicaragua, near the border with Costa Rica. Previously, an optician came only every two months to San Carlos. By paying a deposit of 50 dollars (frequently one month's wages), people could order a pair of glasses. Two months later, the optician returns with the glasses which frequently did not fit. The money was then for nothing.

## Official Approval

Securing official sales permission required a lot of persuasion and strong nerves. However, finally the two volunteers succeeded in making even the central constituency office in the capital city of Managua enthusiastic about the project.

Furthermore, contacts were made with other organisations.

At the end of 2014, the project was managed by Marvin Villalta. The producers are Migdalia Bermudez, Daniela Reyes, Yadira Romero and Alonso Alonzo. In the first pilot phase, 150 glasses were sold.

## 99th Birthday

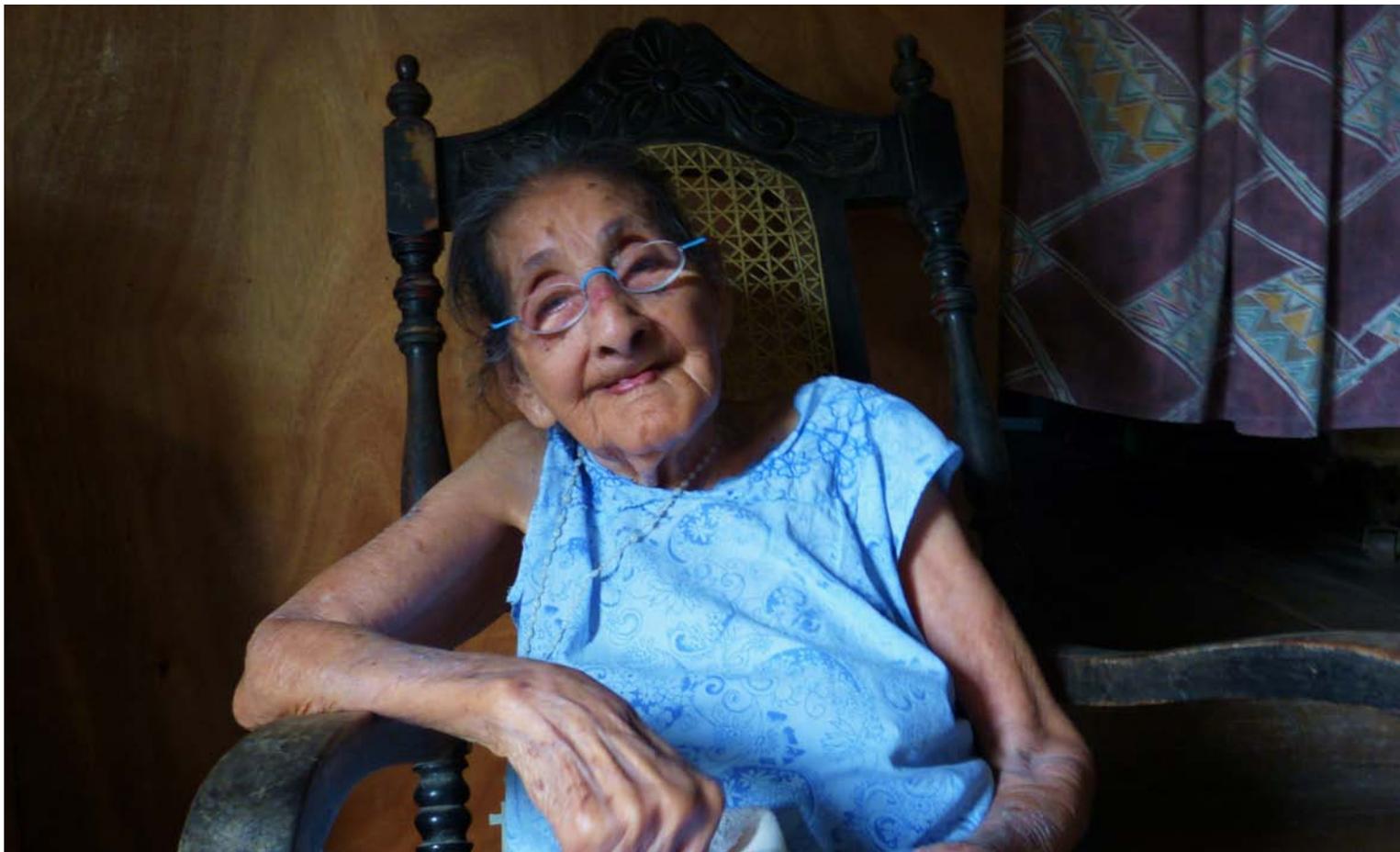
Maria Sandoval from San Carlos received a pair of OneDollarGlasses from her family for her 99th birthday. With +6 diopters, she has probably never been able to see properly during her entire, long life.



Final quality control



OneDollar Glasses – ready for sale



Maria Sandoval, aged 99 is delighted to see the world for the first time.



## Benin

### Short Project Information

First Training in April 2014  
with 14 trainees

The trainer was Pherouse from  
our project in Rwanda

Second training with Souleymane  
and Agathe from Burkina Faso.

Partner organisation: Marianne Dötzer's WEMA Home and the local NGO Horizont d'Espoir (Horizon of Hope).

Benin is a small land in West Africa. In the west, it shares borders with Togo, in the north with Burkina Faso and Niger, in the east with Nigeria and in the south with the Gulf of Guinea. The country was called Dahomey until 1975.

Benin has 9 Million inhabitants. The official language is French. The illiteracy rate is around 60%. Around two thirds of the population works in the agricultural sector.

The country is ranked 167 out of 187 on the "Human Development Index". The average age of the population is 17.4 years.

### First training in March

On the 21 March 2014, a first training was conducted in Benin together with Marianne Dötzer's organization WEMA Home and Pherouse, a One-DollarGlasses trainer from Rwanda.

### Flight to Benin – an Odyssey

The originally scheduled training had to be postponed as the airline cancelled the Lagos – Benin connection without warning. Around 150 passengers found themselves suddenly in the transit area of the airport in Lagos (Nigeria) without any connecting flights. Pherouse had no money with him – he could not even buy himself a drink. We had to transfer him some money – something which cannot be done very easily in Nigeria.

Then we tried to organize another flight for Pherouse from Germany.

We could only contact Pherouse via another traveller as Pherouse had no mobile phone with him. After three days, we finally secured a connecting flight for him to Benin via Lome. Unfortunately, Pherouse did not know that this flight made a stopover in Lome (Togo) and he embarked too early there, so Marianne was waiting in vain for him at the airport in Benin. One more day followed before he could be collected from Togo.

Locally, there were continuous electricity outages. This did not prevent the participants from learning how to produce the glasses with great enthusiasm. The participants had to be persuaded to take a break or even to call it a day. Marianne Dötzer, who has been engaged in Benin for 30 years said, "They even wanted to practice on Sunday after Mass."

8 to 9 hours of full concentration daily was difficult for some of the trainees. Four of them only knew school from the outside and were not used to sitting still for so long. After the blisters on their fingers had subsided, they were among the best. A lot of tears were shed at the end of the three week training which was originally planned as four week training. Time passed very quickly and the group did not want to let Pherouse go at all. He had to promise to return.

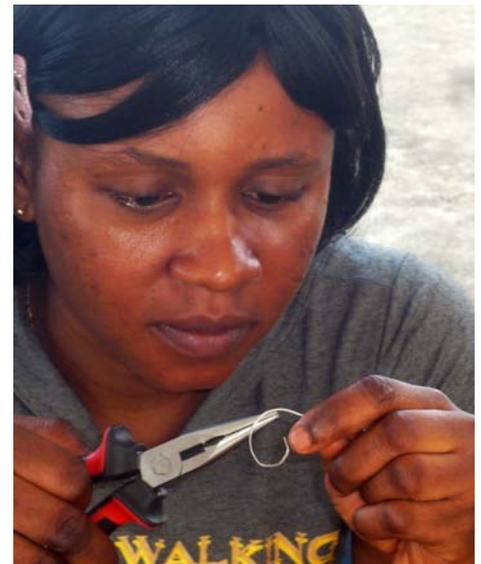
The trainees decided from then on to save money so that they could pay for Pherouse's next flight. The best trainees continued to work on the bending machines after the trainings.

### Second Training with Souleymane

In August, Souleymane from Burkina Faso, conducted an intermediate training course in Benin. In response to our question if Souleymane would like to stay 3 weeks to help the ODG team in the neighbouring country of

Benin, he responded with "mais oui, bien sûr!" and a big grin.

Souleymane, who has been handicapped since birth, was accompanied by Agathe Kabore from his team.



First exercise in bending the wire



From Burkina Faso: Agathe and Souleymane



Pherouse from Rwanda at his first training in Benin



## Bolivia

lentes para todos 

### Short Project Information

Production in 2 workshops in Santa Cruz and El Villar.

6 ODG technicians,  
Monthly production of 500 glasses,  
11000 glasses in inventory

There are around 10.6 Million inhabitants in the Andean country of Bolivia which has a surface area about three times as big as Germany. Around two thirds of the population lives in poverty. The really low population density makes access to people in the villages more difficult. In particular, the rural indigeneous population has frequently no access to the ophthalmic care.

### Project Progress

We have been engaged in Bolivia since September 2013 under the name of "Glasses for All" in close cooperation with Hostelling International Bolivia (HIB Foundation). The foundation is under the lead of Max Steiner who has been living in Bolivia for many years and has been progressing the project with great circumspection and a high level of energy.

In 2014, the high quality production of glasses was established in two

locations. Several trainings were conducted by the volunteer Leon Becker and several team members who then could independently train further local team members in the production and fitting of glasses. Nicolas Reboledo is responsible for production and quality control.

Around 1000 glasses per month can be produced in the two workshops in the large town of Santa Cruz as well as the rural region El Villar. New jobs could thereby be created for seven young men and one woman.

Accompanied by an optician and optometrists, a large scale campaign was conducted in schools and social institutions in the region around Santa Cruz. Around 1000 OneDollar-Glasses were sold in 2014.

## Challenges and Difficulties

In Bolivia, refractive testing of patients can only be performed by a trained eye specialist or optometrist. That is why all campaigns are conducted in co-operation with the health authorities and corresponding qualified personnel.

In this thinly populated country, campaigns in more distant areas incur high transport and personnel costs. It remains a significant challenge to provide affordable glasses and to cover the costs incurred.

## Cecilia receives Glasses

On 5 April 2014, OneDollarGlasses ran a campaign in the small town of Warnes, around 40 kilometers north of Santa Cruz in the Bolivian lowlands.

Many people came from far afield to have their eyes tested. Among them was a mother with two small daughters who had walked over an hour to reach the camp.

One of the girls, Cecilia was 10 years old at this point and attended the 4th class in the local junior school. She told us: "In school I have to sit right at the front and can still hardly see anything. My teacher is always calling out to me and telling me I am lazy. Outside on the street, people complain that I do not greet them by name. But I don't recognize them! And no one believes me."

After testing, opticians discovered that Cecilia had a visual acuity of -3.5 diopters in her left eye and -4.5 diopters in her right eye. Leon Becker fitted the glasses. Cecilia looked around in astonishment. She saw people arriving further away at the back of the compound and said, "My aunty is coming with my cousin – I would never have recognised them before from so far away."

She went home happily with her mother and her little sister. In total, 68 patients were treated in this one day.



*Cecilia and her mother at the eye test*



*Cecilia puts on her new glasses*

## Outlook 2015

In 2015, further campaigns are planned with the help of new partners in further states such as Cochabamba, Chuquisaca and La Paz. The average sales should therefore rise to at least 500 glasses per month.

Over and above this, it is planned to purchase a vehicle to function as a mobile ophthalmic unit which, comprising of a technician, a volunteer from Germany and an optometrist or eye specialist, will serve people in remote areas.



*Young woman with her first glasses*



*Nicolas Reboledo looking after a patient*



### Short project information

2 trainings with 30 young nurses were conducted

Local partner organization is Muhammad Yunus' Grameen

## Bangladesh

Bangladesh is one of the most densely population countries in the world. 158 million inhabitants (2015) live there in a surface area less than half the size of Germany. The capital city Dhaka has around 7 Million inhabitants.

Bangladesh is the fourth biggest rice producer in the world. More than a quarter of the population lives on less than 1 Euro a day. The national language is Bangla (Bengali). Large parts of the country are only a couple of metres above sea level.

### The Project

In June and August 2014, two trainings took place within the scope of our partnership with Grameen Healthcare in the Grameen GC Eye Hospital in Bogra, Bangladesh. Grameen Healthcare is an organization of the Nobel peace prize winner, Muhammed Yunus.

Around 20 young nurses between the ages of 18 and 30 years took part

in the training. At the end, the 5 best women were selected to progress the project further.

### Eye camps

Quite a few patients could be provided with glasses during a second training which took place within the frame of a large-scale eye camp. The glasses cost around 400 BDT (ca. 4 Euro); even poor people could afford the glasses.

The proof that the project could work in Bangladesh was demonstrated. At the end of 2014, we are waiting for the leave of absence of the selected nurses from Grameen Healthcare so that they can begin with the production and sale of the glasses



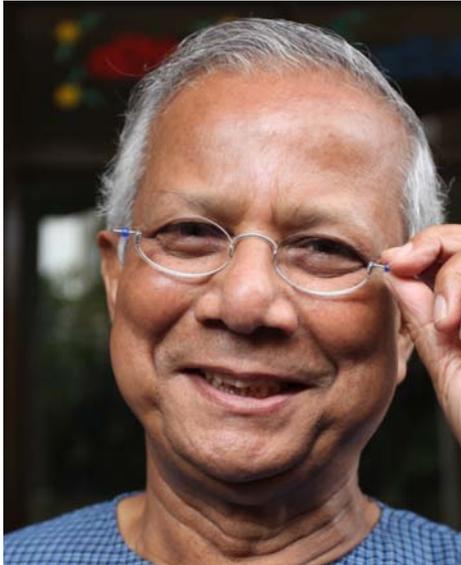
Boy in Bangladesh



Woman with OneDollarGlasses



Provati at the training



M. Yunus (picture: N. Mamun)



A Bangladeshi patient receives reading glasses for the first time in her life



### Short project information

In 2014 the authorisation for the sale of the first locally produced glasses was received



Bending training in Ethiopia

## Ethiopia

Ethiopia with its population of just fewer than 100 Million people is a landlocked country with the highest population on earth and very poverty stricken.

Most people try to live from farming. Around every second Ethiopian is under nourished. 3 million people are infected with the HIV virus. Thousands of children are left behind as Aids orphans every year. The WHO estimated that not even every second Ethiopian has access to clean drinking water.

### Project Launch 2013

Jo Neunert, a member of the One-DollarGlasses association together with our project partner "Partnership with Alem Katema e.V." and three further volunteers carried out a One-DollarGlasses training in the ENAT hospital in the Alem Katema region. This training followed on from months of intensive preparation.

At the end of the training, the 5 best participants received a bending machine and material for the first 1000 glasses.

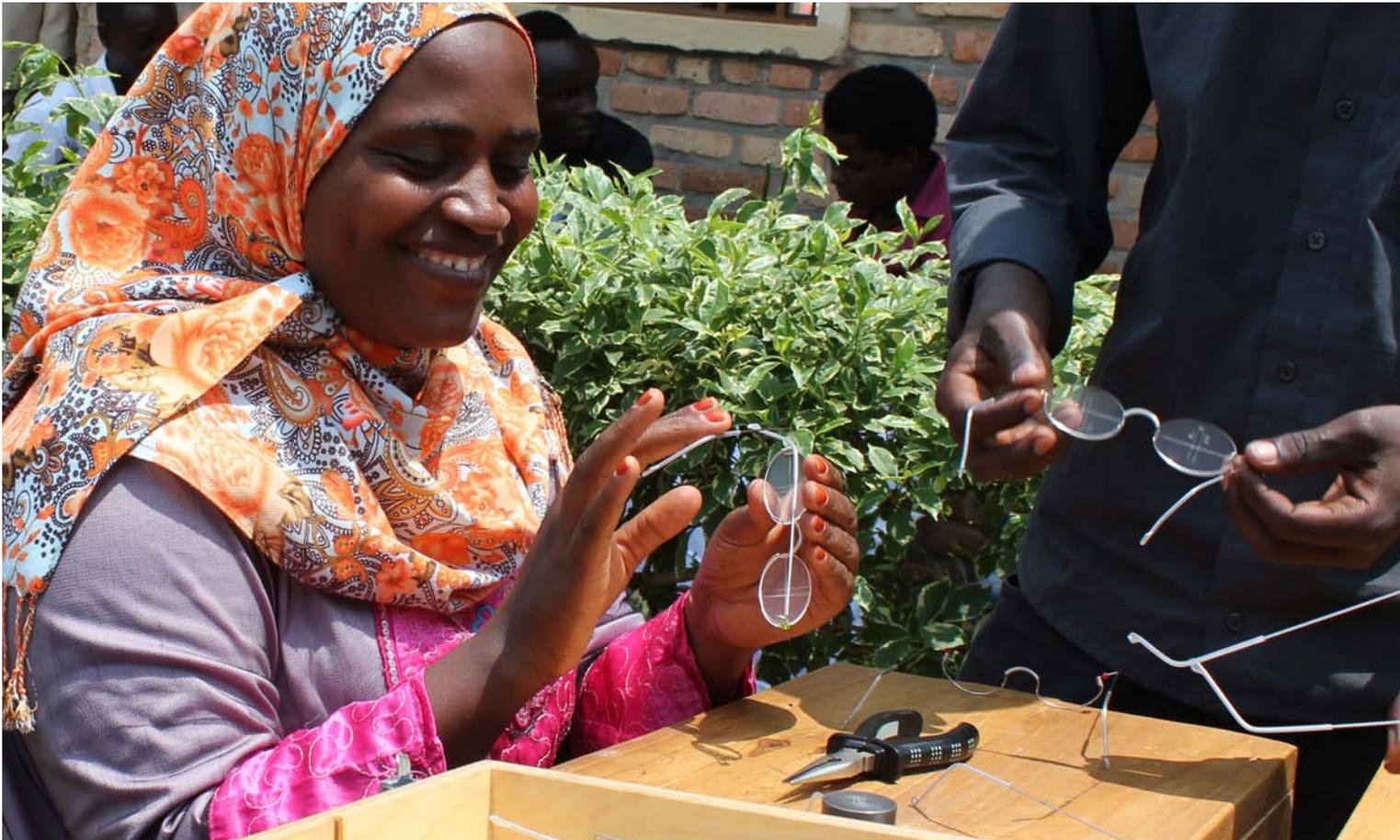
### Current Status

After the successful participants persevered and practiced, 3 of them received the authorisation for the sale of glasses in May 2014.

The sales price was set at 100 Birr (around 3,50 Euro). Unfortunately, only 150 glasses were sold as the staff did not demonstrate the required reliability and readiness for action.

### 2015 Outlook

It remains to be seen if and how this project can be continued in Ethiopia. Certainly, new and committed staff will need to be trained.



## Rwanda

Rwanda is a densely populated small country in East Africa. Due to its hilly landscape, it is also called “Land of the thousand Hills”. Rwanda is still suffering today from the consequences of its genocide in 1994. Corruption in Rwanda is low; the growth rates are relatively high. Nonetheless, Rwanda still counts as one of the poorest countries in the world.

### Project

In April 2013, the first training for OneDollarGlasses technicians took place. Two further trainings followed.

The major of the Kicukiro district in the capital city Kigali placed two training and workshop rooms free of charge at the disposal of the team. In June 2013, the team took the initiative and presented their OneDollarGlasses at the national craft fair - they were promptly rewarded with the 1st prize!

Together with other trainees we set up the first partner organisation of OneDollarGlasses, the national NGO “OneDollarGlasses Rwanda”. The work of the organization is an important component of the national health programme “Vision 2020”.

In 2014, the number of staff in Rwanda increased to, at one point, 27. Several thousand glasses frames awaited sale. The year 2014 was a crucial test of the group, as negotiations continued for the entire year with the Ministry of Health about the Memorandum of Understanding (MoU). As long as this was ongoing, no glasses could be sold.

### 2015 Outlook

Finally on 21st January 2015, we received the MoU signature by the minister for health. Now the sales of glasses in Rwanda could begin. Several volunteer teams will support the set-up of sales structures locally in 2015.

## Short Project Information

Founding of our first affiliated organisation “OneDollarGlasses Rwanda”

2014 was characterised by long and tough negotiations with the authorities

In January 2015, we finally received the official authorisation for sales

**Authorized signatory:**

**Dr. Agnes BINAGWAHO**  
Minister of Health

Ministerial signature of the MoU



*Living on the Amazon in Brazil*

## Short project information

Project launch in May 2014

Engaged student partner organisation Enactus Insper

Challenges due to strong regulations in the area of ophthalmic optics.

## Brazil

Brazil with its 192 million inhabitants is an enormous land of great natural beauty. You can find everything there from green jungles in the Amazon basin to the white sandy beaches of Rio. African, European, Asian and indigenous ethnicities live together and have created a varied

and multi-faceted culture. The Brazilian love of life is evidenced in its culinary specialties, dancing and festivals and last, but not least, sport – especially football.

Brazil has been recognized for many years as an emerging market. This begs the question: why does a country like Brazil need OneDollarGlasses? The answer is simple. Although Brazil with its gross domestic product of 2,2 million US Dollar number 7 in the list of wealthiest countries in the world, few people profit from this. The extremely disparate distribution of income 0.78 on the Gini index threatens to rupture society. (1 means all of the wealth belong to one household).

The wealthy receive eye care at a level comparable to Germany. Many poor people in rural areas or in the favelas of the large cities have no access to affordable glasses.



*Fun Bending: A homeless person at a training*

## Local Partners

Our local partners Enactus Insper from Sao Paulo and their NGO Renovatio have recognised this problem. When Ralf Toenjes and Fabio Rodaz, the two main men in charge of Renovatio, heard about OneDollarGlasses at the Enactus World Cup in Mexico in 2013, they were very enthusiastic and decided to take the idea to Brazil. When they returned home, they immediately began with preparations, negotiated with the authorities, searched for supporters and investors. In the spring of 2014 we received the surprising news that everything was prepared and the trainings could begin.

## Work with the Homeless

Following that, a team consisting of Jakob Schillinger, Alex Armbruster, Eva Beuchert, Dominik Nitsch and Deniz Ispayler, supported by our volunteer camera man Daniel Schinow, flew for the first training round to Sao Paulo in May 2014.

The three week training of homeless people was not easy, particularly due to the lack of reliability of some participants. Nevertheless, at the end 3 participants received a certificate for the successful completion of the training.

Parallel to the training, the team familiarized itself with the very extensive and complicated legal requirements in the area of ophthalmic optics. In Brazil only certified opticians and ophthalmologists are entitled to prescribe glasses. Additionally, the law dictates that a glasses sales person has to provide the patient with exactly the prescription strength that is stated on the prescription. This means that an extension to 0.25 diopter intervals is needed. Additionally, partnerships need to be entered into with existing ophthalmic institutions.

## Good Public Relations

The Renovatio team gathered money for 18000 glasses via a crowd-funding event. In co-operation with the University for Ophthalmology in



*Glasses Sales in the Amazon*

Sao Paulo (UNIFESP) and the public health system (SUS) the first OneDollarGlasses had been given to the needy by the end of 2014. The project received increased attention though local media. A television report about OneDollarGlasses on the large Brazilian TV station, TV Globo, reached many more millions of people.

We expect further exciting developments and strong project growth in 2015.



*Woman can read again*



*Happy couple with OneDollarGlasses*

# OneDollarGlasses Association

**OneDollarGlasses Association was founded in the summer of 2012.**

The OneDollarGlasses Association was founded in 2012 by Martin Aufmuth, the inventor of OneDollarGlasses. The association is recognized as a charitable organization by the German tax authorities.

to affordable, individually fitted and high quality glasses.

## Participants and Members

The objective of the organization is to provide people in developing countries with permanent access

The OneDollarGlasses Association had a total of 41 members at the end of 2014. Around 100 volunteer and 2 fulltime staff are also involved with



Karl  
Klausecker

Wolfgang  
Krell

Wolfram  
Cüppers

Corin  
Orient

Reiner  
Lutz

Jo  
Neunert

Mathilde  
Iweins

Nele  
Thorn

Franz  
Weller

Bernd  
Schwamb

Dieter  
Jahr

Monika  
Kuhn

Julia  
Demel

Martin  
Aufmuth

Jelena  
Aufmuth

Angelika  
Feulner

Christine  
Beil

Traudl  
Bodingbauer

Moritz  
Nelhiebel

the association. Around 70 people worked in the nine project countries at the end of 2014.

The highest body of the association is the general meeting. It takes place at least once a year, selects and relieves the board and decides on any change of the statutes.

At the top of the Board in 2014 were the first chairman and founder Martin

Aufmuth and his deputy Alex Armbruster. Jakob Schillinger acted as treasurer. Martina Horndasch and Claus Güllich are responsible for internal auditing.

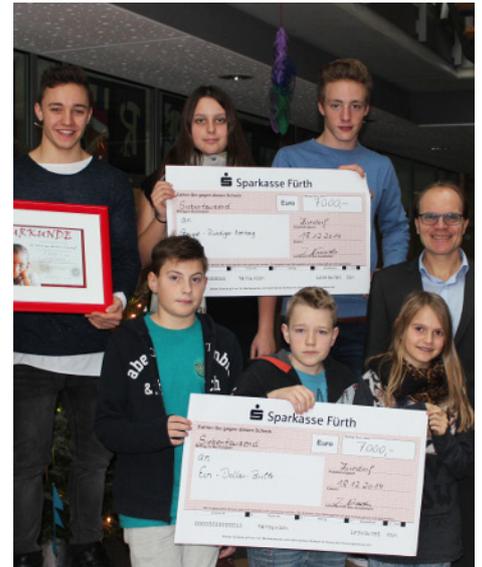
In October 2013 OneDollarGlasses was awarded first prize out of 800 projects worldwide at the Empowering People Award by the Siemens Foundation.



Fotograf: Thomas Laukat



Charity run: highly motivated school children from the Zirndorf secondary school



Handover of a large check after the run



Bending training in Cologne

## Activities in Germany

In 2014 many activities were held for and with OneDollarGlasses. Frequently, we only found out afterwards about the fantastic ideas with which individuals or groups had supported us. Here are a couple of examples.

### Running for Glasses

Charity runs and other school campaigns for OneDollarGlasses took place in 2014 in many schools. At the big charity run in Zirndorf on 17 October 2014, the school children ran 4.45 laps for which they were sponsored by parents, neighbours, friends and acquaintances. In total 14000 Euros

was raised, of which half was donated to OneDollarGlasses.

### „Fernwehfestival“ in Erlangen

As in the previous year, OneDollarGlasses was present with a stand at the above festival in Erlangen.

### Scouts for OneDollarGlasses

The scouts in Hemhofen near Erlangen gathered donations for us at Christmas.

### Enactus Munich

Again in 2014, OneDollarGlasses received a lot of support from our student team in Enactus Munich. The group ran bending workshops, represented OneDollarGlasses at the Street Life and Tollwood Festivals and also supported OneDollarGlasses with activities in the rest of Germany and various other foreign locations. A large thank you to Munich.

### United Nations

Martin Aufmuth presented the concept of OneDollarGlasses to the United Nations Conference on Trade and Development (UNCTAD) in Palais des Nations in Geneva on 30 April 2014. The concept was praised highly by representatives of many nations as ground-breaking.



Scouts from Hemhofen: Collected donations for OneDollarGlasses



Young and motivated team Student group from the university of Erlangen/Nuremberg

## Opticians active for ODG

In April 2014, our volunteer optician Dirk Horstmeier presented OneDollarGlasses at the trade fair in Hille. Many of the visitors were very enthusiastic about his live demonstration of how to bend glasses.

Opticians were also active for OneDollarGlasses in other locations in Germany. They presented the project at trade fairs and street festivals and placed our donation boxes in their shops. Many thanks to all our supporters.

## Engaged Students

### in Nuremberg

Students and staff members of the Nuremberg Technical University and the Friedrich Alexander University Erlangen have supported OneDollarGlasses since the summer semester of 2014. With great commitment and enthusiasm, they organised information days and student parties, sold mulled wine and gingerbread,

wrote newspaper articles and publicised the OneDollarGlasses project in their universities. They raised 2000 Euros in 2014 and established a regional students group.

“Students can also contribute to change the world and gain interesting experiences parallel to their studies. Together we are learning and making an impact; it is a lot of fun. I hope that our regional group will become even more popular in 2015” - Jonas Chen (Volunteer and leader of the Erlangen/Nuremberg student group)

## Regional Groups

In the meantime, there are new regional groups in Cologne and Berlin (as well as those already existing in Erlangen and Munich). During 2014, many bending trainings and trial sessions were run by these regional groups for new people who had an interest in OneDollarGlasses.

## Regional groups perform bending trainings



Dieter Jahr at a bending training in Erlangen



Leon Becker with our hosts

## Short Project Information

The OneDollarGlasses volunteers Christine Siegmund and Leon Becker visit Sudan



Schoolgirls in Sudan

## Visit in Sudan

In December 2014 our two volunteers Christine Siegmund and Leon Becker visited Sudan. The aim of the visit was to examine the local situation with regard to ophthalmic care and to investigate possibilities for the introduction of OneDollarGlasses.

The partner was the Martin Bauer Group and the Wedel family. This family company sources Hibiscus tea from Sudan and as a result, has good contacts in the country.

During their 10 day trip, Christine Siegmund and Leon Becker were in a position to gather sound insights

into the training of opticians, patient care and the governmental health programmes already up and running. The guests were welcomed with great hospitality and warmth. However, during the discussions about OneDollarGlasses, opinions diverged strongly. In Sudan, there are governmental programmes focused on preventing blindness which also provide free glasses to the poor rural population. Other Muslim partner countries provide financial and material support to Sudan.

## Media Coverage 2014

In 2014, as in the previous year, OneDollarGlasses secured large growth in media exposure. In December alone, 40 million people received media information about

OneDollarGlasses (see table).

Major media events in 2014 were the detailed feature in November on SternTV about our work in Malawi,

Martin Aufmuth's appearance in ARD Breakfast TV, a feature in the ZDF heute Journal (daily news programme) in December which had around 3 million viewers as well as a large number of newspaper reports in well-known media such as the "Süddeutsche Zeitung" (South German newspaper) and the "Augsburger Allgemeine Zeitung" among others. Reports were also made about OneDollarGlasses on various radio stations.

Most notable is how positively all media reported about our project. On many occasions, Martin experienced that various studio staff members gathered around him before or after the programme and were fascinated to watch him produce OneDollarGlasses.

Through this coverage, particularly the television appearances, but also the radio and newspaper features, many new volunteers and donations were secured.

We would like to express our gratitude to all journalists, editors and those in charge of media for their dedicated and positive coverage of our project.



Martin Aufmuth talking with Fatma Mittler-Solak in the ARD

Table: Media coverage of OneDollarGlasses in December 2014

Media	People reached
Handelsblatt	439.878
Nürnberger Nachrichten	103.868
RTL stern TV	1.742.400
Pfaffenhofener Kurier	28.762
RTL stern TV Sa.	254.200
Nürnberger Nachrichten	80.400
Mittelbayerische Zeitung	204.522
Süddeutsche	126.500
Donaukurier	165.415
ZDF heute	2.624.500
3SAT heute	152.000
BR3 Frankenschau	83.300
RTL stern TV	1.742.400
Saale Zeitung	23.672
Fränkischer Tag	174.657
Ladenburger Zeitung	2.300
RTL stern TV Sa.	254.200
Rhein-Neckar-Zeitung	17.609
Apotheken Umschau	29.391.999
famos (Nürnberger Zeitung)	104.800
RTL stern TV	174.400
RTL stern TV Sa.	254.200
Nürnberger Zeitung	279.531
Nürnberger Nachrichten	19.346
<b>Total of people reached in December 2014</b>	<b>39.805.959</b>



*Friedrich Weickmann, Manager of the Altmühltal Workshop, in front of a 40 foot container of material*

Several tonnes of material are stored in the central stores in Pappenheim.



*Dietmar Glossner at the shelving system*

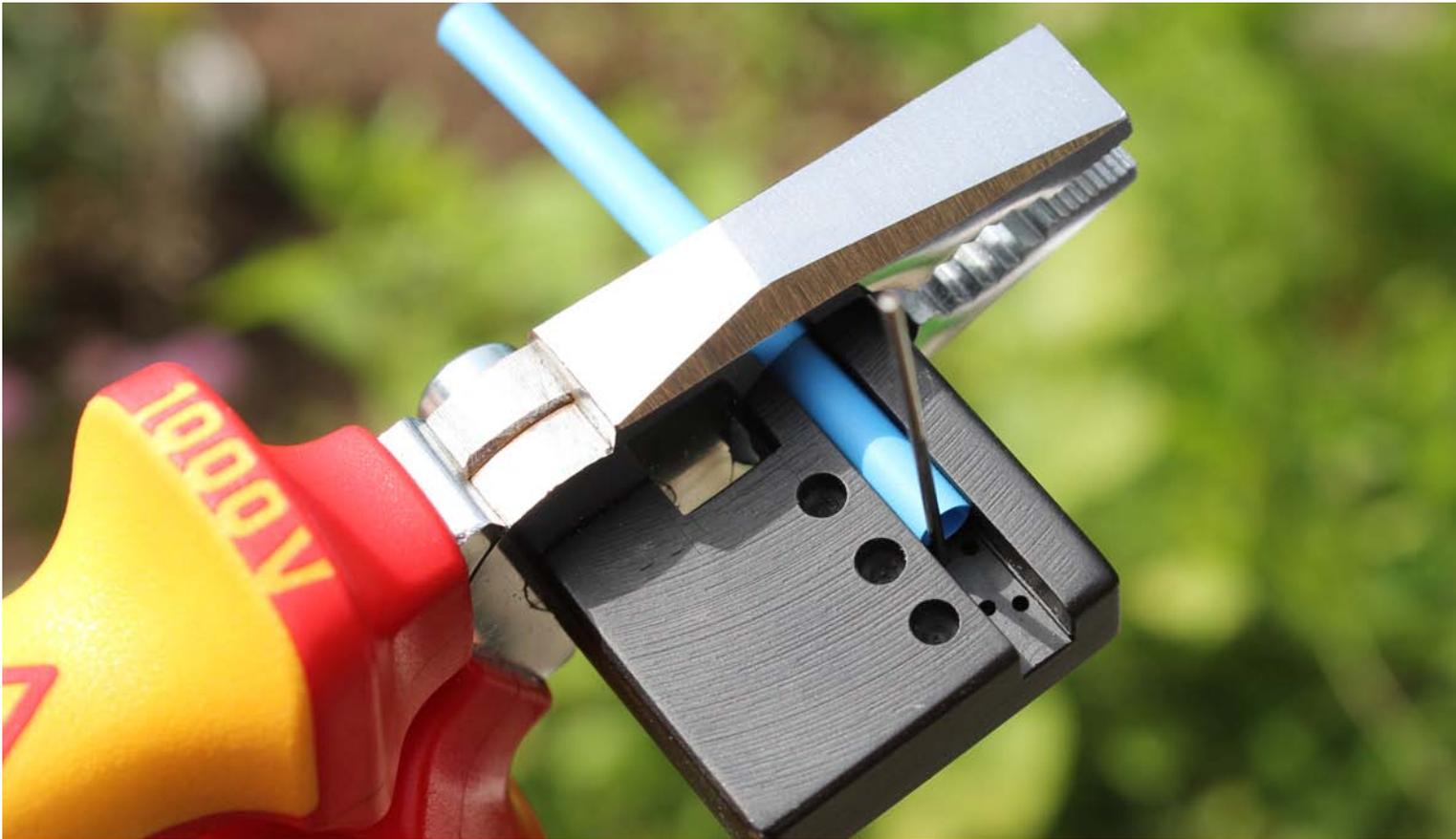
## OneDollarGlasses Central Stores

The OneDollarGlasses Central Stores are located in the Altmühltal workshop in Pappenheim. These workshops have facilities for people with mental and physical handicap.

After the garage, private cellar and office of Martin Aufmuth threatened to explode with the amount of supplies and he had already deposited wooden crates, machines and lenses with his neighbours, the salvation came on a Saturday in June 2014: the volunteer Friedrich Weickmann and his staff member Friedrich Übele arrived with a 7.5 ton truck and brought the suppliers to the workshop facilities in Pappenheim.

All of the OneDollarGlasses materials are now stored in a 40 foot container and a large shelving system.

In total, around 100 different articles are stored in the shelving. The employees and staff members of the workshops sort the rubber tubing, beads and lenses, prepare material and tooling for dispatch, and then dispatch within Germany and to the project countries.



*Eases the work: the new shrink tubing cutting equipment*

## Production system – Technical Development

In 2014 there were various new developments in the area of technical development and the production systems.

### New spiral ending equipment

Markus Feis, our volunteer design engineer significantly improved the existing spiral bending equipment. The production of coils for the hinges of the glasses is now faster and more precise.

### Cutter for Shrink Tubing

Martin Aufmuth together with Hans Batz (prototyping) developed trimming equipment for the rubber tubing. With this, it is possible to quickly cut the rubber tubing to the right length.

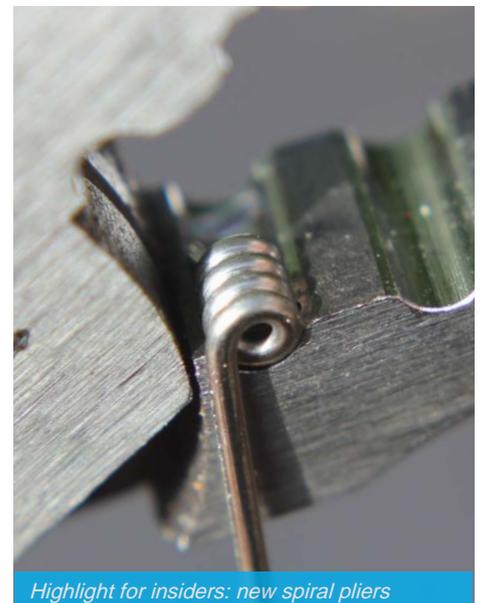
### New Spiral Pliers

With the newly developed spiral pliers from Markus Feis, the glasses coils can be made so that the arms of the glasses fold in and out softly.

New technical developments simplify the production of the high quality glasses frames.



*New spiral bending equipment*



*Highlight for insiders: new spiral pliers*

## Institutional Partners and Supporters

Our numerous, tireless staff, donors and supporters form the cornerstone of our work. Other very important pillars are the partnerships and co-operations with other organisations, with representatives from education and science and with private businesses.

We want to thank all our partners for their commitment and their share in the success of the OneDollarGlasses association from the bottom of our hearts.

Exemplarily, we mention the following:

### Enactus Munich

Enactus is an international, non-profit student organisation with the aim of improving living conditions and the quality of life of people. The headquarters of Enactus are located in Springfield, in the US state of Missouri. 37 different subsidiaries around the globe have been established so far. Worldwide, Enactus has around 66,500 members. They all work as independent organisations, but remain part of the international Enactus network. They all are linked through the idea of improving the world by small entrepreneurial projects.

In 2013, students of Enactus Munich chose OneDollarGlasses as their project. In July 2013 they successfully introduced OneDollarGlasses to Burkina Faso, following that in September 2013 to Bolivia. In October, they won the Enactus World-Cup with the presentation of their project in Cancun, Mexico. Enactus has become an important and valuable partner in the development of the concept and in the implementation of our project in our target countries. We thank all those involved for their passionate commitment and look forward to further cooperation.

### A.M.P.O.

We have been working together with the aid organization A.M.P.O. (Association Managré Nooma pour la Protection des Orphelins) since summer 2013. Its founder, Mrs. Katrin Rohde has created several social institutions, such as orphanages, hospitals, disability and school projects with A.M.P.O. and with the association 'Sahel e. V.'.

A.M.P.O. supports the work of OneDollarGlasses, especially via the provision of rooms as well as with the implementation and organisation of our projects locally.

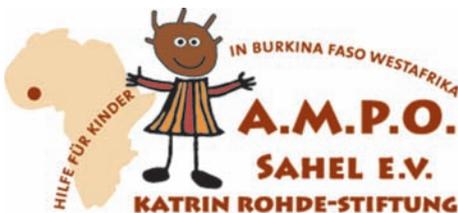
### Kinderhilfswerk Dritte Welt e.V.

Since 1975 the Children's Fund Third World Association accompanies and promotes projects that improve and secure health, care and vocational training of children and adolescents in the Third World.

Since April 2013 they have been supporting the OneDollarGlasses Association. The Children's Fund has given us a lot of support and advice in Rwanda, based on their many years of experience in the country and thus helped to bring the project on its way. They brought us together with Ali, who by now has become mentor and patron of the project in Rwanda. We also received financial support from the Children's Third World Fund

### Partnership with Alem Katema

The association which is based in Baldham, Germany supports aid projects in Alem Katema in the highlands of Ethiopia. Since November 2013 they have been our partners in Ethiopia.



## SIEMENS | Stiftung

### Siemens Foundation

The Siemens Foundation is a charitable foundation of the Siemens AG. The focus of the work of the foundation is in the roll-out of basic services in developing and emerging countries, as well as supporting education and culture. Since the awarding of first prize of "empowering people" to OneDollarGlasses by the Siemens Foundation in 2013, the foundation has supported our Association with their large network in an advisory capacity.

### Else Kröner-Fresenius-Foundation

The Else Kröner Fresenius Foundation awarded OneDollarGlasses its medical and humanitarian prize in September 2014. A part of this prize was financial support of 50,000 Euros for both projects in Malawi and Burkina Faso for a time frame of 12 months. With the help of this generous support, we are able to advance the project in Malawi.

### Brille24

The online trader Brille24 has supported financially and with the energetic support of some of their staff, especially Björn Holste, who contributes in particular his expertise in the area of public relations.

### McDermott Will&Emery

This internationally active law firm McDermott Will & Emery with over 1100 lawyers worldwide support OneDollarGlasses from their Munich office. Carsten Böhm and his team of lawyers help us among other things with contract preparation, agreements with ministries and authorities and with questions about labour law.

### FASE

FASE, the financing agency for social entrepreneurship supports OneDollarGlasses with competent know-how within the scope of a bursary. Purpose is to further mature our business model and business plan until ready for a potential external investor.

### Oliver Herbrich Children's Funds Foundation

Oliver Herbrich supports the training of young glasses producers in our project in Malawi with the foundation he set up.

### Social Entrepreneurship Akademie

The SEA supports us with the development of our business model and with strategic advice.

### Martin Bauer Group

The Martin Bauer Group supports OneDollarGlasses in Sudan.

### Breitfeld & Schliekert

This company supplies opticians and also helps to increase the awareness of OneDollarGlasses to become more known among opticians in Germany.

### Sonne am Haus

The company TS Aluminium ran a very successful donation campaign for ODG with their partners on their own website.

### Start Social

Two coaches helped us develop our internal organisation further and in particular, helped us to improve the integration of new supporters.

### Opticians, Eye Specialists, Businesses, Institutions

Thank you very much to all opticians eye specialists and businesses.

ELSE KRÖNER-FRESENIUS-STIFTUNG  
*Forschung fördern. Menschen helfen.*

BRILLE24.de  
CLEVER BRILLEN KAUFEN

McDermott  
Will & Emery

FASE



Social  
Entrepreneurship  
Akademie

Martin Bauer Group



B&S  
QUALITY MADE





**Primary goals for 2015 are the development of already existing projects and the creation of structures.**

## 2015 Outlook

The number of countries in which OneDollarGlasses is active increased in 2014 from three (end of 2013) to nine. In the same time frame, the number of volunteers in Germany and the staff abroad also increased dramatically.

This extreme growth brings great challenges. The projects in the project countries require intensive management to develop them further. The challenge is to develop in the medium to long term from initial, small pilot projects which are experimental in nature to country-wide stable projects which secure a lasting supply of the population. In parallel, the organisation in Germany must become more structured.

That's why we decided in 2015 not to increase the number of project countries further and thereby to enable the investment of all available resources in the roll-out and development of existing projects and organisational structures.



*Anna Samhammer, 21-year-old geography student in Munich, active for OneDollarGlasses since 2014*

## Participants come forward

### Anna Samhammer

I have heard about all the experiences and the people abroad only from stories. What I can talk about however, is the enthusiasm and the passion of the people who work for ODG in Germany.

Be it the trainers at the bending trainings, who with amazing patience show the new recruits the tips and tricks for bending glasses, the students from Enactus, who volunteer their time in parallel to their studies or the many members who are behind the organisation of the trial trainings and who co-ordinate the IT.

They are all open, friendly and very committed people, who enthuse about this project and continue to work on it passionately. The drive for action is infectious. It encourages me to contribute and motivates me to continue.

This is what I felt at my first meeting in Erlangen. Everyone introduces himself and tells his story and experiences. One has a lot of possibilities to enquire about the Association and to inform oneself. The bending training is demanding – it looks a lot easier than it is - but it is a lot of fun.

**„The project inspired me from the first moment on.“**

## Financial Overview

You will find below an overview of the revenue and expenditure of the OneDollarGlasses association for the year 2014.

Again the 2014, the positive development continued for the Association which was first founded in 2012.

The strong increase in donations and the big influx of volunteers enabled launches in new project countries as well as the further development of projects already initiated.

The One DollarGlasses Association broadly applies the requirements of the DZI (Central German Institute for Social Affairs) and its criteria for the DZI Donations Seal.

The accounting of the Association is conducted by a tax consultant on the basis of the net income method. The reporting is based on the calendar year.

### Earnings

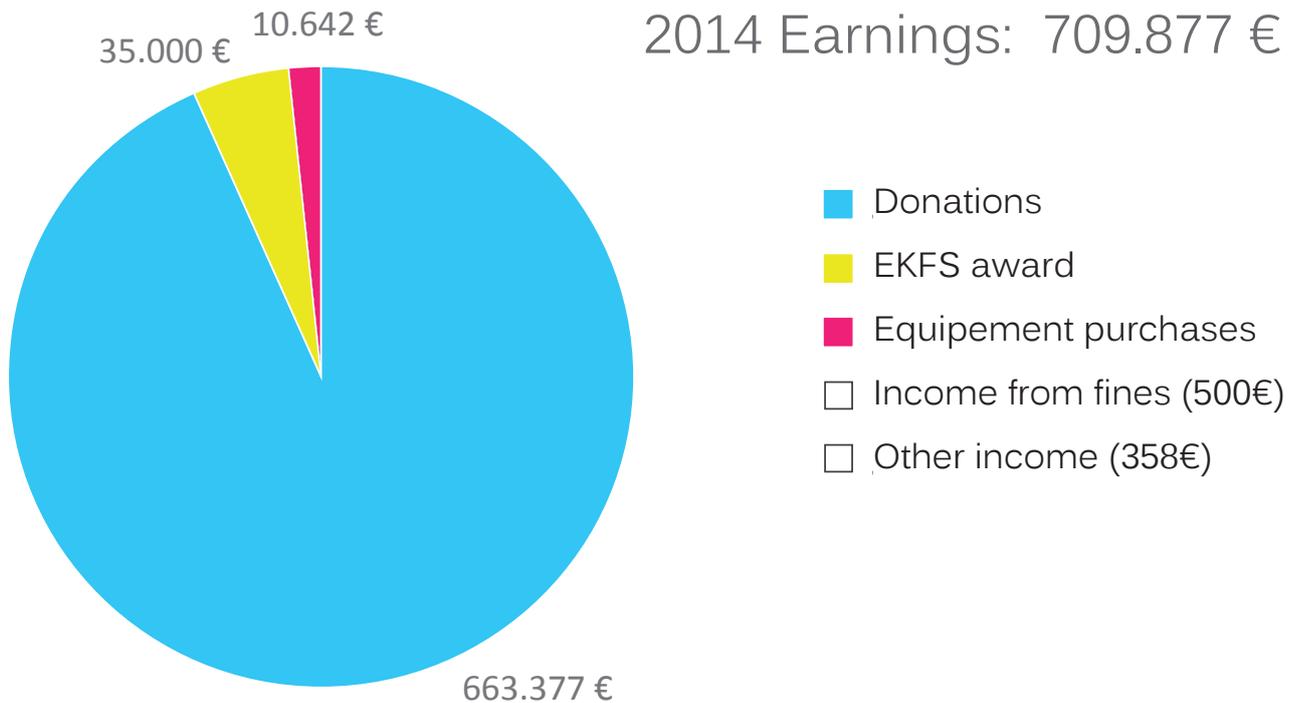
Total earnings increased in 2014 to 709.877 € (2013: 290.140 €).

Donations raised increased to 663.377 € and represent at 93% of total earnings the most important income position of the Association. Our supporters have entrusted us with three times as many donations as in the previous year.

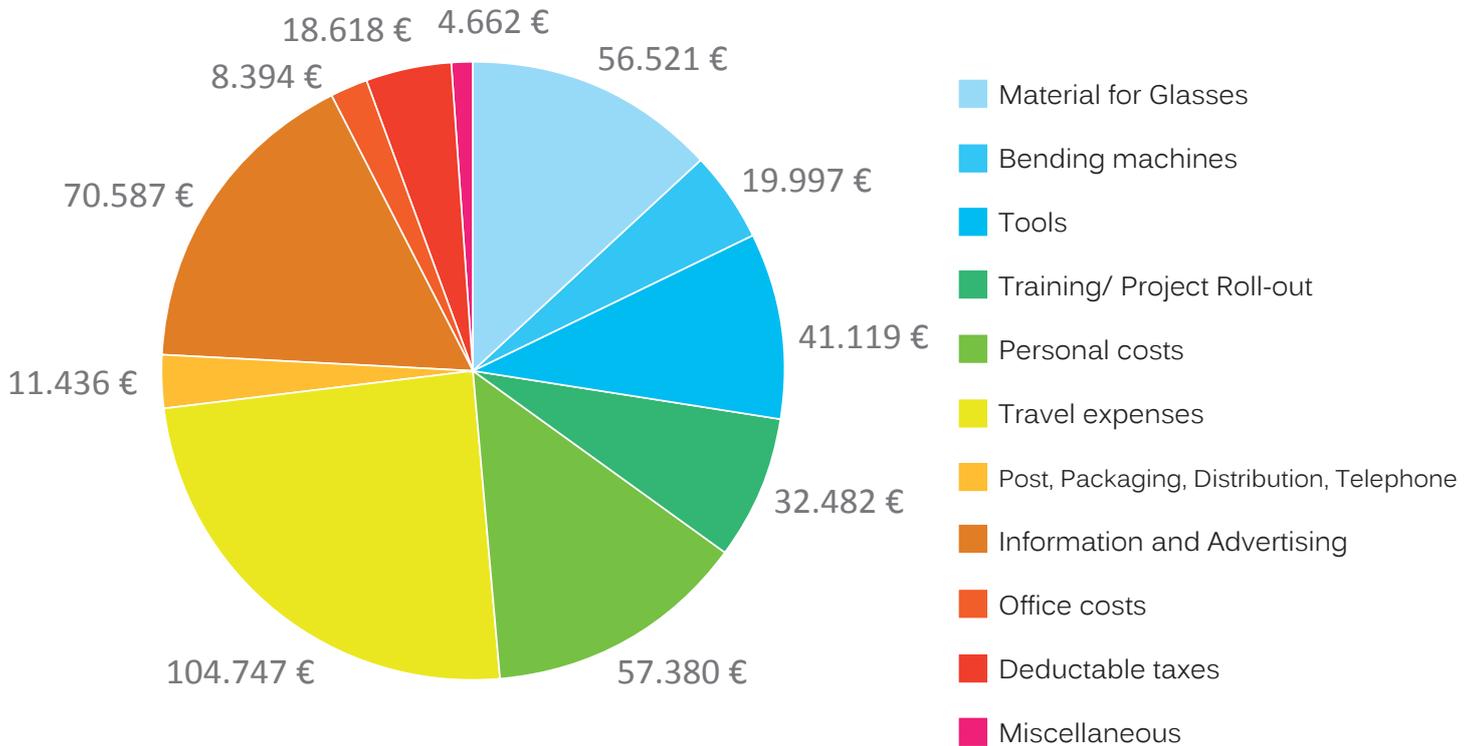
After the “empowering people” award by the Siemens Foundation in 2013, OneDollarGlasses received a renowned prize again in 2014. The Else Kröner Fresenius Foundation awarded OneDollarGlasses with the medical humanitarian prize to the tune of 50.000 €. In 2014, 35.000 € of this was invested in the roll-out of the project in Malawi.

### Expenses

The above mentioned income for 2014 stands alongside expenses which amounted to 425.944 €.



## Expenses 2014: 425.944 € Reserves: 283.933 €



For the first implementation of our projects in the target countries in 2014, we spent 271.446 €. The accompanying project management in Germany had a further impact of 47.257 €. A significant portion of this was consumed by material costs for glasses (56.521 €), the production of the bending machines (19.997 €) and the tooling required for the manufacture of glasses (41.119 €).

We invested 31.992 € in training and the starter kits for the local OneDollarGlasses opticians. Travel costs for our mostly volunteer trainers amounted to 97.401 €. The strongest support of 45.907 € was given to the project in Malawi.

For the tax pre-paid in 2014 (18.618 €), we expect a refund from the tax authorities in 2015.

During the year 2014, the board who had previously worked for the Verein on a completely voluntary basis was employed by the Association. The board focuses mainly on the roll-out of the projects; this is primarily reflected in the personal costs of 42.262 € for project management.

Neither the volunteer contributions nor the financial support of our partners are reflected in the expenses. The student organisation Enactus was heavily involved in 2014 in the training area in the project countries as well as in the training of trainers in Germany. Partner organisations such as A.M.P.O. under the lead of Katrin Rohde in Burkina Faso or Hostelling International Bolivia under the lead of Max Steiner covered the costs of project work and training in their respective countries.

We are dependent on donations for the successful deployment of our projects. Donations, the value of

**The majority of the work performed for OneDollarGlasses is conducted on a voluntary basis and does not appear in the financial statistics.**

## 2014 Financial Overview EinDollarBrille e.V.

## Allocation of income and expenses by function

		Income	Projects and Staff	Project Management	Campaign	Donation Management and Administration	General Administration / Public Relations
<b>Donations and Grants</b>							
Donations	663.377 €	663.377 €					
EKFS Award	35.000 €	35.000 €					
Fines received	500 €	500 €					
Other income	358 €	358 €					
<b>Other operational income</b>							
Sale of machines	10.642 €	10.642 €					
<b>Total revenues</b>							
	709.877 €						
<b>Total earnings</b>							
Material for Glasses	56.521 €		56.521 €				
Bending Machines	19.997 €		19.997 €				
Tools and Equipment	41.119 €		41.119 €				
Trainings / Project roll-out	32.482 €		31.992 €	489 €			
<b>Personnel costs</b>							
	57.380 €			42.262 €		10.449 €	4.669 €
<b>Other operational expenses</b>							
Travel expenses	104.747 €		97.401 €	2.129 €	2.137 €	988 €	2.093 €
Post, packing, dispatch, tel.	11.436 €		5.471 €	2.377 €	947 €	1.332 €	1.310 €
Information and advertising	70.587 €				35.516 €	35.071 €	
office costs	8.394 €				2.088 €	2.376 €	3.930 €
deductable taxes	18.618 €		18.618 €				
Miscellaneous	4.662 €		327 €				4.335 €
<b>Total expenses</b>							
	425.944 €		271.446 €	47.257 €	40.688 €	50.216 €	16.337 €

which multiplies after a short period of time. After every initial funding, the concept of OneDollarGlasses is self-sustaining. The OneDollarGlasses opticians generate an income from which they can provide for themselves and their families and at the same time provide hundreds of their country men with glasses.

In 2014 the Association modified its Articles of Association to inform and educate about the worldwide problem of visual defects and the

consequences for those affected in wealthy countries such as Germany. 40.688 € was invested in this area.

50.216 € was spent on donation management and administration. 35.071 €, the largest portion, was spent on inserts for various newspapers in the period before Christmas. This led to much higher donations. 10.449 € of personal costs arose for the proper administration of donations and the processing of the donation receipts for tax purposes.

General administration costs amounts to 16.337 € in 2014 for topics such as the procurement of computers, printers and official supplies. Of this 4.335 € of miscellaneous costs were external costs for book-keeping and tax advice.

In total, the proportion of advertising and administration expenditures in total expenditures amounted to 15.6%. We are proud of the fact, that already in the second full year of business; we achieved this good result despite the required launching costs.

The activities of OneDollarGlasses are conducted mostly on a voluntary basis. Numerous supporters voluntarily donated their knowledge and expertise with great idealism to OneDollarGlasses.

### Annual Financial Statements

The financial statements were produced by external tax consultants and were controlled by our elected controllers Martina Horndasch and Claus Güllich. Based on the positive audit results, the General Assembly

discharged the board at the Annual General Meeting in March 2015.

### Financial Circumstances

At the beginning of 2014, the association had a total cash assets of 131.899 €. At the end of year the credit has increased to 410.317 €. We are very happy about the large amount of donations in December 2014 which ensures our work for the following year to a considerable extent and gives us the necessary financial support in order to fully concentrate on our project work.

**A high donations inflow around Christmas gives reliability to the planning for the following year.**



*Young Brazilian with OneDollarGlasses*

## Thank you!

Dear supporters,

Thanks to your donations we can help people to see clearly! Because your financial contribution enables us to train more OneDollarGlasses opticians in developing countries and equip them with bending machines, tools and materials.

We are delighted about the many donations we received from people that we could inspire with our project OneDollarGlasses– new donors, but also people who have supported us before and people who donate on a regular basis! For your generosity and for the trust you are placing in us we, are ever so thankful!

We sincerely want to say „Thank you“ also to:

- the numerous opticians, doctors, club members, businesses and individuals, who are informing their

customers and people around them about us and initiate collections,

- the many aid organisations and representatives from trade and industry as well as from science, who give us support and advice,

- the countless schools who with great dedication organise sponsored events in order to support us,

- and especially to the many tireless volunteers.

We will continue to work on the realisation of our vision and hope that you will continue to support us in the future. Only together can we take the next steps and supply 150 million people in the world with eyeglasses. Thank you!

Your OneDollarGlasses-team

**OneDollarGlasses lives from the support of many.**

**A heartfelt thanks to all those involved.**



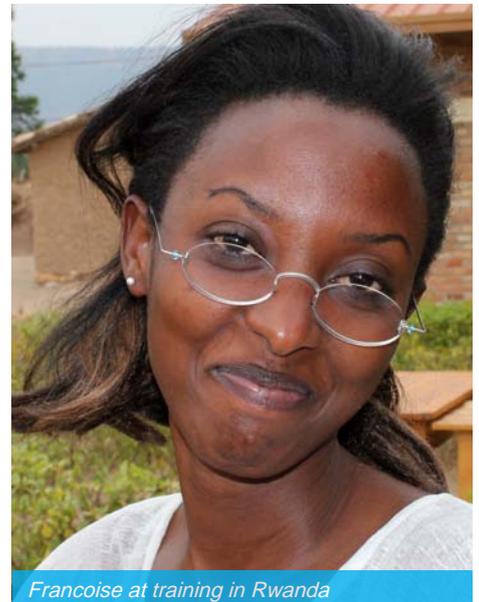
*Boy in Bangladesh*

## Imprint

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Represented by:	1st Executive: Martin Aufmuth 2nd Board: Alex Armbruster Treasurer: Jakob Schillinger
Register:	EinDollarBrille e. V.
Registered court:	Amtsgericht Fürth
Registration number:	VR 200672
USt-IdNr.:	DE286412852
Charitable status:	The articles of association of the OneDollarGlasses Association as amended on 21.02.2012 fulfill the criteria according to § 51, 59, 60 and 61 of the tax code. The OneDollarGlasses is tax privileged and is entitled to issue donation receipts for tax purposes according to the officially prescribed form.
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## Donations

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



# 2014



One Dollar Glasses 