



ANNUAL REPORT 2018

One Dollar Glasses 



FOREWORD

Martin Aufmuth, Chair

Dear friends, helpers and supporters,

[OneDollarGlasses](#) is growing and thriving: in 2018 we were able to reach more people with glasses than in any previous year. Whether in the slums of India or in remote villages of Malawi, everywhere we experience moving moments when people can see properly for the first time in their lives thanks to simple glasses.

40-year-old Margaret in the town of Blantyre in southern Malawi tells us: “As a schoolgirl I couldn’t read anything from the blackboard and then left school early. Even later I could never afford glasses. I have been wearing my [OneDollarGlasses](#) for four months now and can see so well with them!” A moving story that we hear repeated so often, and that proves the influence that simple glasses can have on the course of a whole life. The example of 21-year-old Kaushalya Katar in India also shows the social changes our project can initiate: After her training as a [OneDollarGlasses](#) optician with our partner NETRAM in the state of Odisha, she now heads a small team of opticians with whom she travels daily to the poor villages in the countryside. She also contributes a large part of her family’s livelihood with her income.

Extended sphere of activity

In order to be able to supply even more people with glasses, we have greatly expanded our capacities. In our project country Burkina Faso, for example, around 70 employees work for [OneDollarGlasses](#), including opticians, spectacles manufacturers, and eye camp organizers. In Kenya, on the other hand, we are currently working to integrate our project into the structures of the local health system and distribute the glasses via local health stations. In Bolivia, we were able to launch a second mobile optician unit – thanks in particular to the great support of some Rotary clubs – with which we can help people in other, sometimes very remote, regions in the country.



The distances and thus the logistical challenges, in Brazil are at least as great: Together with strong local partners, we have now established the first eyewear shops at central points such as clinics. In addition, our highly committed Brazilian team organizes very successful corporate campaigns in which employees of the companies receive affordable eyeglasses for themselves, while the proceeds of the sales in turn enable people in very poor regions – such as the Amazon region – to be supplied with eyeglasses free of charge.

OneDollarGlasses Switzerland and USA

Meanwhile, our Swiss subsidiary OneDollarGlasses Switzerland has successfully launched its first own project in Myanmar, at the Ayudana Hospital in Sagaing. This hospital specializes in ophthalmology and is run by the Sitagu Buddhist Association. The Swiss team has now trained five nurses in the production and adaptation of OneDollarGlasses. First campaigns in the clinic show: the need is very big! OneDollarGlasses USA has also recently been launched: After a lengthy evaluation phase, we were able to found the organization together with a small and highly committed team of volunteers on site and have received official recognition as an NGO.

Quality management and networking

In 2018, we were able to significantly optimize the quality management of our eyewear production in the country projects. On a monthly basis, the individual project teams check the quality of each other's eyewear on the basis of standardized photos and, if necessary, make suggestions for improvements. In other areas, such as the sale of eyeglasses, the implementation of campaigns, or management, we also have institutionalized the exchange of knowledge between the individual country projects through our own Best Practice unit and thus noticeably improved it.

Thanks to our supporters!

None of our work would be possible without the untiring commitment of our many volunteers, whom I would like to take this opportunity to thank warmly. They not only contribute their expertise from various fields, but also their valuable time and great commitment to the work of our organization! I would also like to thank all our partners from other organizations, our supporters from institutions and companies, and of course especially our private donors, whose support is so important for us. They all bring our vision to life: To provide needy people worldwide with eyeglasses and give them a new chance at a better life

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Register of Association: Fürth / VR 200672
Sales Tax ID (VAT ID): DE286412852
Responsible for Press Act: Executive Board:
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Charity Status:
The statutes of EinDollarBrille e.V. in the version dated March 5, 2016 fulfil the requirements of sections 51, 59, 60 and 61 of the German Tax Code. EinDollarBrille e.V. is thus tax-privileged and entitled to issue donation confirmations in accordance with the officially prescribed form.

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OneDollarGlasses THE IDEA

THE IDEA



OneDollarGlasses THE IDEA

Good vision – an unfulfilled dream
for millions of people

According to a study by the World Health Organization (WHO), 158 million people suffer from nearsightedness and around 544 million need reading glasses. These people often live on less than one US dollar a day, lacking the money to buy glasses and usually having no access to ophthalmic care. The consequences often last a lifetime: children cannot follow lessons at school; adults cannot take up any work or qualified work and cannot provide for their families. According to a study by the World Health Organization, the resulting annual loss of income amounts to around 202 billion US dollars.



OneDollarGlasses THE PRINCIPLE

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

- **OneDollarGlasses – the product:**

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

- **The bending machine:**

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

- **Training concept for OneDollarGlasses opticians:**

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

- **Job creation and economic development:**

[OneDollarGlasses](#) trains local specialists in the manufacture and sale of spectacles. Their salaries are financed from the sale of the glasses. This creates new jobs, especially in less-developed regions.

- **Integration of disadvantaged groups:**

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

- **The sales strategy:**

For many people in developing countries, a trip to the nearest city or clinic exceeds their financial means. In order to reach as many people as possible, [OneDollarGlasses](#) works together with local partners to establish various distribution channels that are adapted to regional conditions. These include shops in cities and larger towns, but also itinerant eye camps. The people are tested locally in their villages and are given their glasses immediately afterwards. This reduces costs for everyone involved.

- **Sensitization and awareness raising campaigns:**

The importance of good vision for education and social and economic development is not yet sufficiently recognized in many countries. [OneDollarGlasses](#) is committed to education and support measures through intensive networking and cooperation with local institutions from the health and education sector and other NGOs.

- **The OneDollarGlasses business model is sustainable**

Using donations, [OneDollarGlasses](#) finances the establishment of the necessary structures in the project countries including training costs, start-up equipment, and retail shops. The intent is to finance the running costs in the project countries, including the salaries of the local employees, to a large extent from the sale of the glasses. The objectives are to provide basic optical services to the population in developing countries and to provide people with inexpensive and individually adapted eye-glasses with their prescription.

Six years of OneDollarGlasses –

OUR GREATEST SUCCESSES

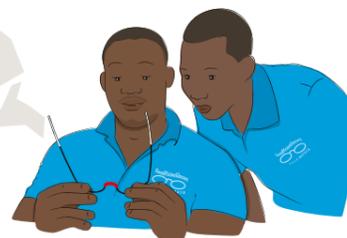
Over 170,000 people supplied with glasses



Subsidiaries founded in Switzerland and the USA

ERFOLGREICHE PROJEKTE IN AFRIKA, ASIEN UND LATEINAMERIKA

●● Mexico



Around 200 local jobs created

●● Burkina Faso

●● India

●● Myanmar

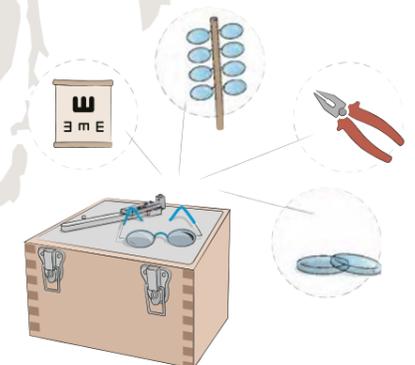
●● Ethiopia

●● Kenya

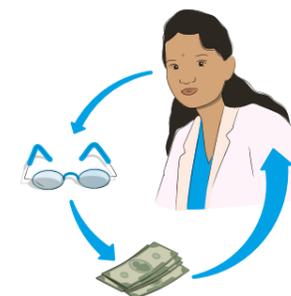
●● Malawi



Renowned awards at home and abroad



Own specialized optician training developed



Holistic social business model

Over 300 volunteers in Germany and Switzerland

Projektstart in Peru 2019

●● Bolivia

●● Brazil

MILESTONES

2018 •• More than 3,000 people provided with glasses •• Own Good Vision Technicians trained •• performed over 11,000 vision tests, including 4,500 with school children



INDIA

India is a subcontinent of superlatives with over 1.3 billion people, ethnic diversity, and over 100 languages. The country is characterized by the extreme contrast between rich and poor. Many people have little access to health care. An estimated 300 million people in India need glasses.



But where there's darkness, there is also light: in addition to an often depressing indifference to social grievances, there is also an active civil society and a great deal of commitment in this lively giant realm. Prashant Pachisia, our local partner, is a shining example of this: he has been successfully running a training center for young people from socially disadvantaged families for many years. More than 80 percent of the young people find a job after their further training.

Foundation of Care Netram

The starting signal for our joint project in India was given in autumn 2017 in the state of Odisha: 42 million people live in the 223 cities and 51,313 villages in 30 districts. 83% of Odisha's population lives in rural areas, 40% of which live on less than one US dollar a day. The capital

Bhubaneswar consists of one third slums. The need for affordable glasses is very high.

This is where Care Netram, our newly founded social enterprise, is based. It is responsible for the local production and distribution of OneDollarGlasses. Around 50 employees now work for Care Netram. The local team includes our OneDollarGlasses opticians, Good Vision Technicians (GVTs; our OneDollarGlasses opticians), the organizers of eye camps, spectacle manufacturers, and management. Half of our team consists of women, who often contribute significantly to the family income and are therefore more valued. This is one way we promote social development.



During training: opticians and proud spectacle manufacturers (below)

Qualified training and career prospects

Care Netram trained a total of 71 young men and women to become GVTs in 2018. Normally, they come from rural areas and from socially disadvantaged families. Our project offers them the opportunity to earn their own income and develop their careers; young women in particular have little opportunity to find work. During our one-year training, the GVTs first acquire basic knowledge of ophthalmic optics. They then begin their work in the eye camps under the guidance of an experienced optician. Camp coordinators take over the organization of these eye camps and negotiations with the village elders – an important role, because it is important to raise awareness for the benefits of glasses.

Kaushalya Katar – a new life

Kaushalya is 21 years old and in September 2017 she completed our first GVT course. She was the best in the course. The oldest of three siblings, she is a born organizer. In the eye camps she quickly took over the team leadership. Today she is the pride of her family, and not only because she contributes a considerable part to their livelihood. From her first salary she bought a nice new sari for her mother. Kaushalya's top priority, however, is to save money for her two sisters' training, and for their weddings.



Rush at the vision tests



Eyewear production in self-help groups in the country

Bending spectacles – not just for men

While only men work in our eyewear production in the city, in 2018 we were able to recruit women for this work in some rural areas for the first time. In the village of Baliapala, about two hours' drive from the capital Bhubaneswar, we work with a Self-Help Group, one of over two million women's cooperatives in India. The women from Baliapala were immediately enthusiastic when we introduced them to our eyewear project, because many of them were unemployed or had earned an extra income by rolling incense sticks, among other things. As often as they have time on top of the many family responsibilities, they now produce eyeglass frames and are delighted with the additional income.



Our partner in India: Prashant Pachisia

Glasses also make housework easier to do again

BOLIVIA



MILESTONES

Over 30,000 pairs of glasses since 2014 ••
Over 50,000 vision tests •• 21 on-site work-places •• Central production in Santa Cruz – Numerous campaigns in the countryside and in slums

Since 2015 •• Eye camps with mobile optics unit •• Training cooperation with the Instituto Tecnico de Salud, Seguridad Ocupacional y Medio Ambiente (ISSEM), the only ophthalmic optics institute in Bolivia •• Cooperation with Rotary, Siemens Foundation, and GIZ



Bolivia is about three times the size of Germany and has eleven million inhabitants, 6.5 million of whom are indigenous. The country's infrastructure is weak, and many regions are difficult to access.

Under the first indigenous president Evo Morales, who has been in office since 2006, the poverty rate fell from 59.9 percent (2006) to 36.4 percent (2017). However, large parts of the rural population still live in extremely precarious conditions. The average income is just under 200 euros per month.

Since 2014 more than 30,000 patients have been fitted with glasses

Under the project name "Lentes al Instante," our partner in Bolivia, the HI-Bolivia Foundation under the direction of Max Steiner, has provided over 30,000 needy people with individually fitted glasses since 2014. Last year alone there were around 11,000 of them. A total of around 50,000 people have received a free eye test since 2014 – an enormous step forward in a country where optical care only exists in the big cities.

Violinist Jennifer can play again!

15-year-old Jennifer Lopez Melgar has been playing the violin in the orchestra for six years – music is her great passion. Lately, however, she has increasingly had problems playing the violin, as she was almost unable to read the notes. She therefore looked forward with great nervousness to the major annual concert of her orchestra "Musica Baroca." As a thank you for her glasses, the orchestra played a small concert for our team.



Jennifer can read music again



In the Altiplano: endless expanses and thin air at an altitude of 4,000 meters



Franz Salazar

Franz Salazar had a rough childhood. He grew up in the small village of El Villar, far away from the nearest big city. Already as a 5-year-old he had to ride 1.5 hours to school every day all by himself. When he was a little older, he also took his little brother Jesus with him on his horse. So that he would not fall from the horse on the steep mountain paths, he tied his feet together under the horse's belly. Today Franz lives with his family in Santa Cruz, where he is in charge of the production of OneDollarGlasses. His younger brothers Jesus and Carlos also work on the team.



No stranger to hard work: our production manager Franz Salazar

High up: Eye camps in the Altiplano

HI-Bolivia is mainly active in the region around the city of Sucre. Since 2017, the team has also been running successful eye camps in poor suburbs of the city and remote rural areas. The target group is usually the indigenous population.

Thanks to German and international support from Rotary, HI-Bolivia was able to expand these activities even further in 2018: In the Altiplano alone, the highlands at an altitude of around 4,000 meters, around 150,000 needy people are to be provided with OneDollarGlasses glasses within the next 10 years. A new minibus will provide the necessary mobility. Screening is carried out with modern mobile autorefractometers.



Campaign work in Bolivia



Expansion of team and qualification

From the beginning of our activities in Bolivia, HI-Bolivia has created 21 new jobs. In 2018, an additional 15 volunteers from Volunta, a German Red Cross volunteer service organization, joined the local team. HI-Bolivia invests heavily in training: In 2018, four training seminars for opticians were held and a second campaign team was trained. HI-Bolivia uses the proven collaboration of ISSEM, the only optical institute in Bolivia, to train its employees.



Hub for Latin America

With a central OneDollarGlasses aid center, professional structures were created at the Santa Cruz site and our capacities were brought together. It includes the production facility for OneDollarGlasses, training rooms and quality assurance, as well as a new warehouse from which dispatch to the other Latin American project countries (Mexico, Brazil and, from 2019, Peru) is carried out. Since 2017, Bolivia has already assumed a hub function as a central warehouse for Latin America: in 2018, 15,000 of the 30,000 spectacles produced in Bolivia were exported to Brazil and Mexico.

Outlook

The support from Rotary, the proven cooperation with the ISSEM Institute, and the experience from numerous local campaigns give us good momentum for further growth: In February 2019, we put a second minibus into operation, with which we can increase our range even further. In terms of personnel, we are looking to strengthen our team with a second campaign team. In addition, two of our employees at the ISSEM Institute will receive a two-year training course as optometrists.



Eye camp in prison

The prison city of Palmasola in Santa Cruz is one of the most dangerous prisons in the world, with over 5,000 detainees. The majority of the inmates, some of whom live under hygienically untenable conditions, are presumed to be imprisoned for drug or robbery offences. But not all of them have been legally convicted, because it often takes years before a court case is brought to trial. Lentes al Instante was very warmly welcomed during its deployment but was accompanied by an armed team for safety's sake. Palmasola is certainly a harsh place, full of stories of violence, and yet the gratitude of the detainees was impressive. One patient had broken his glasses two years ago, but still had his old prescription – 14 diopters on both eyes – with him. For two years he moved slowly and always with his eyes on the ground. As part of the project the team from "Lentes al Instante" supplied 200 people at Palmasola with OneDollarGlasses.



Volunteers of OneDollarGlasses on a project visit in Bolivia



In the future, we also intend to expand regionally. The establishment of two to three Social Optical Shops at central locations in the country is planned for this year. Here we want to bundle various functions and services of our organization. In addition to quality assurance, diopter corrections, and the maintenance and repair of eyeglasses, we also want to strengthen our customer support outside of campaigns.

However, it is particularly important to us to support the youngest patients in their start in life. In cooperation with the Siemens Stiftung and GIZ Bolivia, we will conduct local campaigns at 40 schools with 16,500 students this year. Here, vision tests will show who can benefit from a pair of OneDollarGlasses.

BRAZIL



With 210 million inhabitants, the world's fifth-largest state also faced considerable challenges in 2018. Among others, around 8,000 Cuban doctors left the country following the election of President Jair Bolsonaro, which provoked a deep crisis in the healthcare system. The gap between rich and poor is extreme, and optical care is unattainable for many poor people.

Our activities in Brazil in 2018 focused on large-scale social campaigns and the planning and development of our own eyewear stores. Ralf Toenjes, head of our local social enterprise VER BEM, developed the concept for the shops together with two female architects, in particular the modular construction of the interior design. As is so often the case in Brazil, there were still many bureaucratic hurdles to overcome before the first shop opened. In addition, the young VER BEM team, which has grown considerably, moved into a new office in São Paulo.



MILESTONES

- 2014 •• First bending training ••
Foundation of aid organization Renovatio
- 2015 •• Government authorization VER BEM campaigns •• OneDollarGlasses bus starts operation as a vision care unit
- 2016 •• 20 vision screening campaigns ••
Supplied approximately 7,000 people with glasses
- 2017 •• Campaigns with health authorities ••
Over 15,000 vision screenings ••
Distribution of over 10,000 pairs of glasses
- 2018 •• VER BEM issues 18,856 pairs of glasses (since 2014: around 40,000) •• 15 VER BEM employees in the São Paulo region in the office and on campaigns, as well as four new employees in the social optics store in Maringá •• 60 social campaigns and company campaigns with around 25,000 vision tests ••
Social optics store "VER BEM Optica" in Maringá opened in November



Glasses for 20,000 children

The project "Ver na Escola" was developed by the Verter Institute with the support of the H. Olhos Group in cooperation with VER BEM. The Verter Institute is a non-profit organization that focuses on optical health promotion and knowledge transfer and trains research and development professionals. The aim of the "Ver na Escola" project is to improve the eye health of children and adolescents and to combat vision disorders. 20,000 children and adolescents between the ages of 3 and 15 will be examined in 16 educational centers.

- The initiative consists of three phases:
- Lectures on eye health for educators, parents, and students
 - Ophthalmic care
 - Adjustment of glasses by VER BEM

The first campaigns took place at the CEU Caminho do Mar, in the district of Jabaquara south of São Paulo.

Cross-financing for the needy

VER BEM receives great support for its shop solution from the healthcare provider Prever, which owns numerous healthcare facilities, including a large eye clinic in the city of Maringá. Prever provided the space for the first VER BEM shop directly on its clinic premises.

Dr. Nobuaki Hasegawa, the head of the Hoftalon Hospital de Olhos in Londrina, is also a great supporter of our strategy. The son of poor Japanese immigrants, Dr. Nobuaki Hasegawa has built up a huge eye social clinic by his own efforts in the course of his life. 36 ophthalmologists treat over 1,500 patients there every day. Dr. Nobuaki Hasegawa is enthusiastic about the idea of OneDollarGlasses and has provided our team with shop

space right next to the clinic. His ophthalmologists are instructed to send patients who need glasses directly to our VER BEM shop. The conversion work for the eyewear store has already begun.

VER BEM also offers normal optician glasses in its shops in addition to the very inexpensive OneDollarGlasses glasses. These are sold at a 30% lower "social price." The idea is "Copre um – Doe outro" ("Buy one – donate another"). Therefore, if you buy a normal pair of optician's glasses, you donate a pair of OneDollarGlasses at the same time, which will then be distributed to those in need in the favelas of the big cities or in poor rural areas as part of a social campaign.

Long queues at the social clinic Hoftalon



Clinic founder Dr. Nobuaki Hasegawa with his son Rodrigo.



New optics store from VER BEM – eyewear sales here are intended to cross-finance the eye camps for the needy of the country



Happy couple with OneDollarGlasses in a small village on the Amazon. People like them have access to glasses through VER BEM's "Copre um – Doe outro" program

Taking the optician bus to company campaigns

The old São Paulo public transport bus already had four million kilometers on the speedometer when it was converted into a mobile ophthalmic station. With this bus, VER BEM visited a total of 49 companies in 2018.

Normally, employees are released from work for one hour by their employers for an eye test, prescription, and glasses adjustment. VER BEM covers the costs for the vision tests. The glasses are either paid immediately or financed by the employer in installments. This business model also generates surpluses to finance glasses for the needy.



With the optic bus on company campaigns

Eyeglass care in the Amazon

The Brazilian health system stipulates that eye examinations may only be performed by ophthalmologists. That's why all our social campaigns involve ophthalmologists with their medical equipment. However, the remote rural areas of the Amazon cannot be reached by the ophthalmic bus. From Manaus, the last big city on the Amazon, VER BEM volunteers and doctors with their equipment packed in crates, travel for two hours by bus and then several hours by boat to reach the local poor.



On one of the countless tributaries of the Amazon.

MILESTONES

2017 •• Launch in Kisii County near Lake Victoria

2018 •• Training of hospital staff •• Start of the second pilot phase to integrate OneDollarGlasses into the existing healthcare system



KENYA

In Kenya, we have been established since 2017 in the district of Kisii under the project name “Tuone Vizuri Miwani” (TWM, “Let’s see better glasses”). Kisii is one of 47 counties and is located in the southwest of the country, not far from Lake

The goal: integrating OneDollarGlasses into the public health system

Our goal in Kenya is to integrate OneDollarGlasses into the daily routine processes of the public health system and thus to provide people with glasses on a permanent basis. For example, the intent is to encourage hospitals to integrate the eye test and OneDollarGlasses into their standard services, similar to the procedure for malaria treatment – the patient is screened and a corresponding entry in their patient card during the admission process. Clinic employees then perform the eye test and prescribe the glasses. Patients can then purchase their glasses from the hospital pharmacy or the ophthalmic department. Payment is then made via the banking system or MPESA, a well-established modern system in Kenya for cashless payments by mobile phone that does not require a regular bank account.

Pilot phase at two hospitals

During the first pilot phase, nurses and clinical officers were trained to perform vision tests and adjust eyeglasses. To carefully follow the process and ensure the successful development of the project, the second pilot phase focuses on two main hospitals: Kisii Teaching and Referral Hospital (KTRH), a central provincial hospital, and Keumbu Hospital, a district hospital. In the run-up to the second pilot phase, our Memorandum of Understanding (MoU) was signed by Health Minister Honorable Sarah Omache and several ministerial meetings were held.



“Good vision is an essential prerequisite for a good education and a better life. And our students today are our future.”

Patricia Makori, TVM, County Director Kisii

Sensitized to the importance of good vision

Our goal of anchoring OneDollarGlasses institutionally in the Kenyan health system is a major challenge, especially in view of the lack of personnel and financial resources of the health system. In the past year, the presidential elections and a six-month strike in the health sector also forced us to take a longer “compulsory break.”

Nevertheless, our strategy is proving to be promising: the hospital in Kisii is already on the way to integrating OneDollarGlasses into its routine processes. In addition, the personnel are paid by the hospital for the project work. The hospital in Keumbu is currently establishing its own ophthalmology department as a result of our initiative. The glasses are currently being imported from Malawi. While local production of OneDollarGlasses is desired by the Kenyan government, it only can be established if sales of eyeglasses grow.

Outlook

In 2019, our first goal is to optimize the processes in the two selected hospitals. In addition, we are looking to further advance the integration of OneDollarGlasses into the public health system. To do this, we have launched an initiative for its inclusion in the National Health Insurance Foundation (NHIF) – a political process that, as always, requires a lot of patience.

Over the next few years, we intend to establish the two main hospitals as distributors for affiliated, smaller hospitals and health centers. Via clinic campaigns, OneDollarGlasses will find their way to the villages; mobile clinic units visit remote regions, where they can provide people with health care. Additionally, we are planning to – also in cooperation with the government – evaluate further partnerships, for example with ecclesiastical and private hospitals.

MALAWI



MILESTONES

2014 •• Project launch in January •• Training of EDB Opticians •• MoU with Ministry of Health

2015 •• Foundation of OneDollarGlasses Ltd •• Hiring Good Vision Camp •• Training Good Vision Opticians •• Joint pilot project with Else Kröner-Fresenius-Foundation

2016 •• Opening of the 1st Good Vision Store in Blantyre •• Expansion of the sales team

2017 •• Creation of four new shops •• One-DollarGlasses-Optician certified •• New Regional Director Ganizana Malata

2018 •• A total of seven shops, 448 eye camps •• New offices in Lilongwe and Blantyre •• Project to supply the rural population of Malawi •• New concept for school program (see box)

Malawi is one of the poorest countries in the world. About half of the population lives on 60 Euro – per year! Most people work in agriculture and are therefore dependent on world market prices, especially for corn, tobacco, soy, and tea.



On the road with the OneDollarGlasses minibus

Climate change is also noticeable in Malawi, with droughts, water shortages, and flooding affecting farmers and fishermen. Especially in the weeks before the start of the rainy season, people in poor rural areas regularly suffer from hunger.

Access to education and health care is severely restricted. Some school classes have up to 200 children. The teachers thus have virtually no opportunity to individually support the children. As a rule, the blackboard is the only teaching medium; those who cannot read from the blackboard are left behind.

New locations – greater reach

Since our launch in Malawi in 2014, we have continuously expanded our local organization. To this end, we have strengthened and further qualified our optics teams in particular. In 2018, we moved the headquarters of OneDollarGlasses from Zomba to the capital, Lilongwe. Even there, many people have no access to basic optical care. Our presence in Lilongwe is important for establishing and maintaining contacts with partners and supporters. With a new minibus, which we use in Lilongwe, we are now more mobile and have been able to extend our radius for eye camps in rural regions. We have also opened a new location in Blantyre in 2018 to provide people in the south of the country with eyeglasses.

Out to the villages

In Malawi there are four bigger cities: Lilongwe, Blantyre, Zomba, and Mzuzu. However, around 80% of the population lives in rural areas. Within half an hour from the center of the capital city, you find yourself surrounded by poverty-ridden villages.



Our school project in Malawi

Many children in Malawi leave school prematurely because they cannot see properly. We want to prevent such fates with our own school project: In 2019 we will visit a total of 18 schools with two to three thousand pupils each. After the eye test, the children receive glasses where necessary. The campaign is accompanied by a comprehensive information program in which we familiarize teachers with the importance of glasses and good vision and, above all, closely involve parents. Parents whose children need glasses are asked to go to school and are informed by our staff about the consequences of vision impairments, and the benefits of glasses. Only then do the children receive their glasses. After one year, the affected pupils are tested again and the new pupils who have arrived at school in the meantime are screened.

A team of six, based in Lilongwe, looks after the eye camps in the rural regions. These are announced using a loudspeaker system on the car, which has proven to be the most efficient method of informing the local population and encouraging them to participate.



Children from 1 of the 18 sponsored schools at the eye test



“Martin Aufmuth’s concept is as simple as it is ingenious ... and it changes the lives of countless people in the warm heart of Africa. Malawi says thank you!”
 Jürgen Borsch, German Ambassador in Malawi



BURKINA FASO

MILESTONES

- 2013** •• Project start with first training in July
- 2014** •• Training in April •• Partner organization: A.M.P.O. Eleven employees 2,875 pairs of glasses issued
- 2015** •• Headquarters and Shop in Ouagadougou Mobile sales team •• Recognition as an international NGO •• Partner Siemens Stiftung •• 24 employees
- 2016** •• Four shops: two in Ouagadougou, and one each in Kaya and Tenkodogo •• 31 employees •• Issue of around 6,000 pairs of glasses
- 2017** •• Nine shops, with new ones in: Ouagadougou (two), Koupéla, Fada-N’gourma, Bobo-Dioulasso •• 47 employees •• Issuance of over 11,000 eyeglasses
- 2018** •• 54 employees •• Total of 19 eyeglass centers •• 23,910 eyeglasses produced •• 14,699 eyeglasses issued (28% increase in sales and donations) •• 16 new Good Vision Technicians trained •• an average of 30 eye camps per month •• more than 75% of management are local •• 74% cost recovery from the sale of glasses

In Burkina Faso, almost half of the population lives below the absolute poverty line. In the World Hunger Index 2018, Burkina Faso ranks 89th out of 119 countries. Despite the difficult living conditions, the inhabitants of the West African country are known beyond its borders for their cordiality and sincerity: Burkina Faso means “land of sincere people.”

OneDollarGlasses have been active in Burkina Faso for five years now, and after a long phase of system development and process optimization, the focus is now on nationwide expansion. Within one year, the number of our eyeglass centers grew from nine to nineteen.

Due to the fact that there are often no eyewear shops even in the cities, we are initially concentrating on creating centers in urban centers. By setting up a geographically optimized network of eyeglass centers in combination with local eye camps, we are ensuring that even in more remote regions the basic optical requirements are met on a long-term basis and that the population can access them easily. For example, this ensures the exchange of defective glasses and the distribution of new glasses due to changes in visual acuity.

A new generation of eyeglass centers

Our eyeglass centers are a central component of our care strategy. That is why we continuously optimize their design with regard to durability, efficiency, and functionality. The new solar panels on the roof of our newest shops not only help to save resources, but also make us independent of frequent power outages, which occur especially during the dry season. In addition, we have improved marketing around the eyeglass centers: among other things, we are setting up billboards at the entrances to villages in order to make patients aware of the new shops.



Friendly and dedicated: Our Good Vision Technicians at work



In the Dzaleka Refugee Camp
 Malawi may be one of the poorest countries in the world but compared to some other African countries it is at least relatively politically stable. Malawi is currently home to around 40,000 refugees (as of March 2018). They come from the Democratic Republic of Congo, Rwanda, Burundi, Ethiopia, and Somalia. About 4,000 refugees live in Camp Dzaleka near Lilongwe. There, with the support of the Malawian refugee department, we provided a total of 200 people with glasses as part of a four-day eye camp in 2018.



Strong partner: The Else Kröner-Fresenius-Stiftung

Since the end of 2015, the Else-Kröner-Fresenius-Stiftung (Foundation) has supported the activities of OneDollarGlasses in Malawi. As part of a second pilot project launched in November 2017, sustainable structures for the OneDollarGlasses business model are to be established in urban and neighboring semi-urban areas. At the same time, the foundation also supports the development of supply structures in the very poor rural regions.

Outlook

One of our most important projects for 2019 is the targeted provision of school children with glasses, including aftercare (see box on p. 29). In urban areas, we will work on further optimizing eyewear sales so that they are as self-sufficient as possible. In rural areas we want to reach even more people by selling heavily subsidized eyeglasses.

Eye test in our Good Vision Technicians health station



Old glasses prescription

Customers often carry their eyewear prescription around with them for years before they present at one of our eyewear centers. Until then, they could either not afford glasses or there was no available optics store. We can help most of them with our OneDollarGlasses. Of course, if someone has strong astigmatism, we cannot achieve full correction with our purely spherical lenses, but we can help to bridge the time needed to save for glasses with ground lenses.



Optimized production

More eyewear centers and more eye camps also lead to a higher demand for eyeglasses. Production was therefore further expanded in 2018 and a number of new eyewear manufacturers were trained. Our production now has ten employees who work in their own workshops, just a few minutes' walk from the administration center. During their work they are usually happy, laughing, and talking a lot. Last year, the team produced a total of 23,910 spectacles. Each producer receives a fixed basic income and an additional amount per pair of glasses produced. A clever move by our local management was to limit the monthly number of glasses per producer to a maximum of 250.

Each producer can manage this number well, no one will be jealous of the others because of higher quantities, and the quality is consistently good because there is enough time for each pair of glasses. In addition, we can provide more people with a secure income than if a few would produce very large quantities. In Burkina Faso, in

addition to the need for our own country, we also produce eyeglasses for our partner model: In this model, we make our eyeglasses available to partner organizations in other countries in which we have not yet set up our own structures and support them in quality management.

Colorful mix – large team

In Burkina Faso we employ over sixty people and are now one of the largest employers in the country. In terms of production, optics, sales, logistics, administration, and marketing, the team in Burkina Faso is currently the largest of all the OneDollarGlasses country projects. All our employees were previously unemployed; four of them are or were illiterate. Seven percent of our employees are people with disabilities. This is particularly important to us because in Burkina Faso, people with physical and mental disabilities mental limitations are usually excluded from normal working life.



Children preparing for the eye test



Each child brings a small pot to school for them to have rice and vegetables from the school kitchen



The story of Idrissa Nana

Every day Idrissa Nana, the owner of the bistro in our immediate neighborhood, delivers fresh baguettes "Pain-Avocat" in the morning, topped with a delicious combination of tomatoes, onions, and avocado. Idrissa has not seen well for a long time and often suffered from eye pain. His brother and co-worker told him about our organization, so Idrissa received his first eye test at the age of 30 and afterwards the urgently needed glasses. For him, this not only changed his everyday life, but also his business relationships: with the glasses, he can again travel further distances with his motorcycle and personally supply his customers

As part of our expansion, our demand for ophthalmic specialists also increased, so we trained a total of 16 new Good Vision Technicians in 2018. A prerequisite for the training was that, in addition to the official language French, they speak at least one of the 68 languages of the country and are thus able to communicate in remote villages of the country. The training rooms for our training are often made available to us free of charge by local partners. Often our partners also help with the pre-selection of applicants.

At 38%, our proportion of women is already relatively high and is expected to grow further to 50%. It is important to us that women in particular are given the opportunity to earn money themselves, because this typically also supports their families and children.

Birthday party

We celebrated the fifth anniversary of GoodVisionGlasses Burkina Faso together with all employees and their families. The celebration – with a delicious dinner and "birthday cake" – was preceded by a two-day workshop where the team got to know each other better,

Our team in Burkina Faso – currently the largest country team with over 60 employees



In 2018 we were able to enter into a cooperation agreement with the local Ministry of Health. In the province around Ouagadougou we visit every health center (CSPS) for one to two days with our Good Vision Technicians. We are already working with the local health system. We want to further expand and intensify this cooperation in 2019 and 2020.

Claudia Wittwer: Honorary Press Officer of OneDollarGlasses

exchanged experiences and, in addition to training in logistics and reporting, sales and consulting training with role plays took place. Certificates were awarded to all those who made an outstanding contribution to the organization in the course of the year. Employees who have been with the company for five years received small badges and certificates as recognition of their loyal support.

Outlook

In 2019, we will open a further eleven to fourteen shops, depending on the amount donated, covering eleven of the country's 13 regions. For security reasons, the Sahel zone is currently excluded.

Fifteen to twenty school campaigns per month are also planned, with around three hundred pupils being tested in each. In general, about 10 – 15% of all pupils need glasses and receive them free of charge.



THE ASSOCIATION IN GERMANY



Spring meeting 2018 in Nuremberg

In its six years of existence, [OneDollarGlasses](#) has achieved a great deal – reason enough to look back with joy on numerous successes in the project countries and also in Germany.

Many people around the world have already benefited from the use of [OneDollarGlasses](#) to see properly for the first time in their lives. [OneDollarGlasses](#) has created secure jobs for its employees. None of this would have been possible without our now more than 300 highly motivated volunteers in Germany, Switzerland, and now also in the USA, who have worked many thousands of volunteer hours and with great commitment for [OneDollarGlasses](#) in 2018.

Whether as an optician, financial expert, marketing or logistics expert, engineer, or office specialist, each individual brings valuable experience and expertise to our organization – and often realizes how much his or her

own life is enriched by this work. The common vision is to improve the lives of millions of people in developing countries by building a basic optical care system.

To make this vision a reality, we will continue do everything in our power to achieve this in the future, and hopefully inspire even more people to take part in our work. Every single support – active or financial – helps us to get a step closer to our great goal.



GLOBAL ORGANIZATION



Inventors: Martin Aufmuth with Kevin White, inventor from the USA, with measuring glasses for simple vision tests



Scott Mundle, Chief of the World Optometrists Organization



Martin Aufmuth explains the production of OneDollarGlasses to Peter Holland, CEO of the IAPB

International Networking at the IAPB in Hyderabad

OneDollarGlasses is a member of IAPB, the International Agency for the Prevention of Blindness, an association of organizations, companies and professional associations dedicated to promoting eye health worldwide. Once a year, the IAPB offers all members the opportunity to exchange ideas at an international congress. Recommendations for the World Health Organization are also developed in the workshops. A OneDollarGlasses team was present at the 2018 meeting in Hyderabad, India. In fact, the new CEO of the IAPB, Peter Holland, was very interested in OneDollarGlasses and took the opportunity to bend his own pair of glasses.

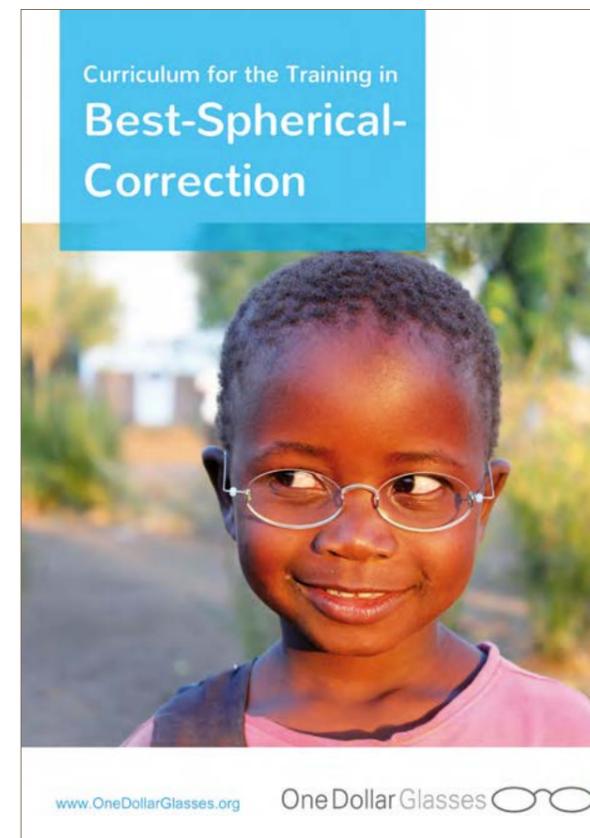


Willingness-to-pay study

In the extremely poor rural regions of our project countries, our experience is often that people cannot or do not want to pay for our glasses – no matter how low the price. In Malawi, for example, more than half of the population lives on the equivalent of only 60 euros a year. In order to determine a truly affordable price to reach people of all income levels with our glasses, we conducted a willingness-to-pay study in Malawi in 2018. We interviewed 254 people in various rural regions of the country about their personal and financial circumstances, their health care, their experience with glasses, possible access to capital and their willingness to pay for **OneDollarGlasses**. Our findings: to reach at least 80% of the people our glasses must not cost much more than 1 dollar in these regions. We have decided to subsidize our glasses accordingly.

One-year optical training

In addition to the large percent of population in developing countries who often cannot afford conventional glasses, access to eye health services is also lacking. 65,000 ophthalmic specialists are needed to meet the eye health needs of the all developing country populations. OneDollarGlasses has a solution for this with our Best Spherical Correction training. It enables graduates, Good Vision Technicians (GVTs), to perform eye tests to determine visual impairment, select the appropriate spherical lenses for the patient, and expertly adjust the glasses. GVTs are also able to identify whether an eye disease or vision impairment exists that cannot be corrected with **OneDollarGlasses**. Such cases are promptly referred to a doctor or medical clinic.

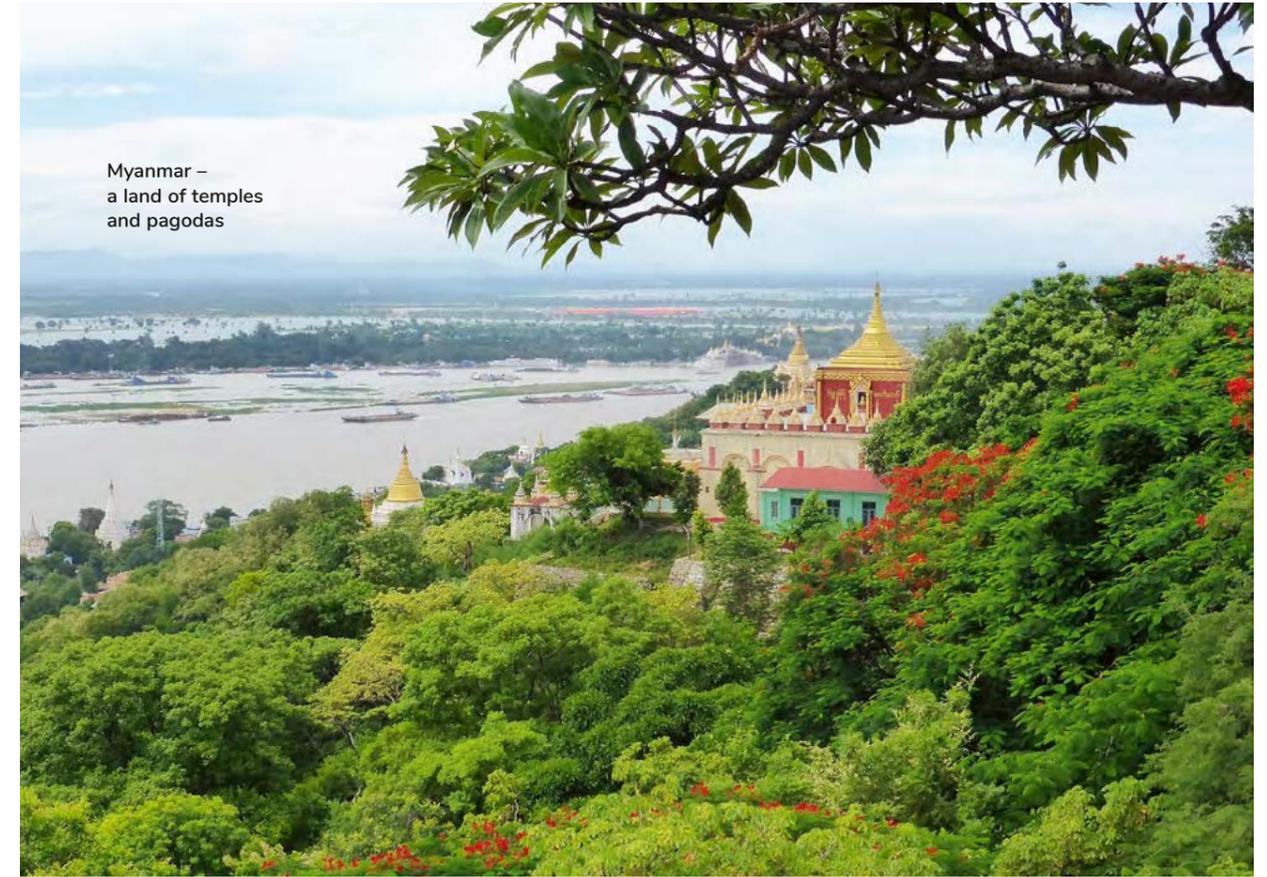


The one-year training course includes an overview of the various types of vision impairment, optics, anatomy and eye health, correct handling of the lenses and quality control. Learning content also includes raising awareness of eye health and good vision among patients and other contact partners. Theoretical instruction and practical assignments, for example via eye camps, alternate with one another.

The new one-year curriculum for the training of Good Vision Technicians



OneDollarGlasses Switzerland in Myanmar



Myanmar – a land of temples and pagodas

In 2015, Luciano Cestonato and Victor Villiger founded our first affiliate organization, **OneDollarGlasses** Switzerland. Since then, our team has found many new volunteers and financial supporters in Switzerland and since 2017 has been managing its first project in Southeast Asian Myanmar.

OneDollarGlasses Switzerland in Myanmar

The Sitagu Buddhist Foundation operates numerous monasteries and a total of 32 clinics in Myanmar. Following the signing of a joint partnership agreement with Sitagu, the Ayudana Hospital in Sagaing was selected for an initial cooperation, partly because of its focus on eye health.

In July 2018, the first employees of the clinic were trained in the manufacture and fitting of **OneDollarGlasses**. They are all trained nurses and already have experience with vision tests. The first eye camps were successfully staged and a total of around 1,000 people have already been provided with **OneDollarGlasses**.

New NGO planned in Myanmar

These initial successes have encouraged the team at **OneDollarGlasses** Switzerland to go one step further: In cooperation with an optimally networked local partner, it is planned to establish an organization in Myanmar in 2019.

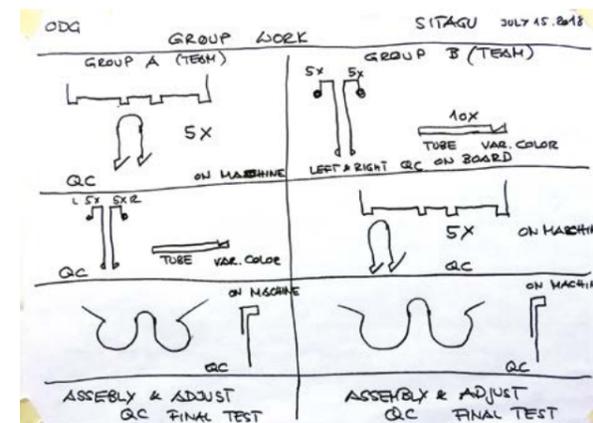
With the support of local partners, our Swiss team is currently evaluating, which distribution channels are best suited to reach as many people in the country as possible efficiently and cost-effectively. As soon as this is done and a suitable location is found, the majority of the frames will first be imported from our other country projects and later manufactured in our own production facility in Myanmar.

Strong partners on board

The project in Myanmar is supported by Swiss Lions Clubs and the Swiss SYMPHASIS Foundation. Together with strong partners, **OneDollarGlasses** Switzerland also supports other projects of the organization: In Malawi, our Swiss sister organization supports the training of Good Vision Technicians with the support of the Abantu Foundation. In addition, with funds from Swiss Lions clubs, another vehicle for eye camps could be purchased there. Thanks to the media group Thompson Reuters Switzerland, 1,000 vision tests were carried out in Bolivia in the region around Cochabamba and 600 people were provided with glasses.



Training sketches for the production of OneDollarGlasses



OneDollarGlasses USA



ODG USA Board of Directors (from left): Jen Hyde, Blair Wong, Markus Urff, Kathy Smith

OneDollarGlasses USA founded

After the founding of OneDollarGlasses Switzerland in 2015, we were able to launch our second sister organization, OneDollarGlasses (ODG) USA, in August 2018. ODG USA, headquartered in Boston, Massachusetts, received official non-profit charity status in February 2019. This is the prerequisite to receive tax exemption donations in the USA.

Start of work

In the first months of its existence, the focus of our young sister organization's work was on establishing contacts with our country projects and increasing visibility in the USA. In 2018, for example, there was a project visit to OneDollarGlasses in Burkina Faso. The ODG USA team was also represented at Vision Expo East, the largest optics conference in the world. With a special program to be implemented by ODG USA by summer 2019, the intent is to involve optics retailers in the USA. Opticians can donate a certain percentage from each spectacles sale.

In May 2018 Jennifer Hyde from Team ODG USA travelled with VOSH International to Haiti. VOSH International is an established non-profit organization in the United States that sends optometrists around the world

to provide vision care and dispense eyeglasses. In addition to the used eyeglasses, which are traditionally dispensed at VOSH clinics, OneDollarGlasses were also dispensed on a pilot basis. Due to their flexibility, OneDollarGlasses proved to be very popular both with the patients and VOSH eye doctors.

Outlook

The main goal for 2019 is to support the country projects of OneDollarGlasses. The partner program in optical shops is intended to increase the visibility of OneDollarGlasses in the USA. By finding new supporters OneDollarGlasses USA will be able to help expand the reach of OneDollarGlasses's good work around the globe.



The ODG USA team at Vision Expo East in New York

ACTIVITIES IN GERMANY



Great interest: Martin Aufmuth demonstrating the production of OneDollarGlasses in front of opticians at the Fielmann Academy in Plön

In 2018 a wide variety of activities and campaigns took place in Germany as well

BreakOut 2018: On the road for OneDollarGlasses!

BreakOut 2018, the charity travel competition for adventurers, was a complete success! Around 140 teams of two people each from Munich, Berlin, and Barcelona took up the challenge to travel as far away as possible within only 36 hours without spending money on their travel. Each team looked for sponsors who would donate a certain amount per kilometre for OneDollarGlasses. Some "spontaneous globetrotters" made it as far as Morocco and Turkey—and over 76,000 euros were collected for OneDollarGlasses.

Schools as multipliers

Schools and educational institutions are often particularly enthusiastic supporters of OneDollarGlasses. In order to promote this commitment, OneDollarGlasses has developed materials for use in schools. These include teaching materials for primary and secondary schools as well as for vocational schools, and also checklists for

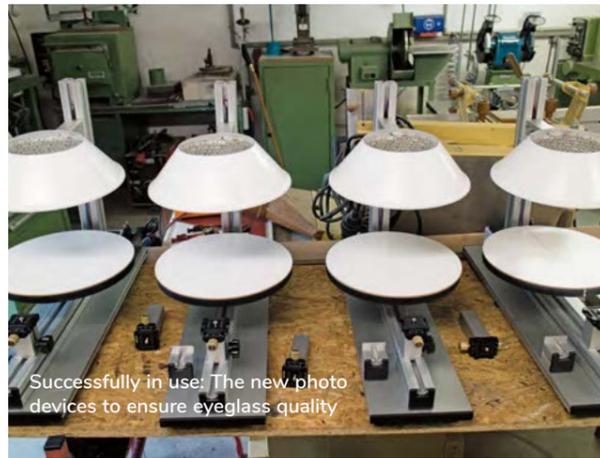
sponsor runs, action days, presentations, and much more. Some materials can also be downloaded from our website: <https://www.onedollarglasses.org/join-us-for-teachers.html>.

School campaign: Reading for a good cause

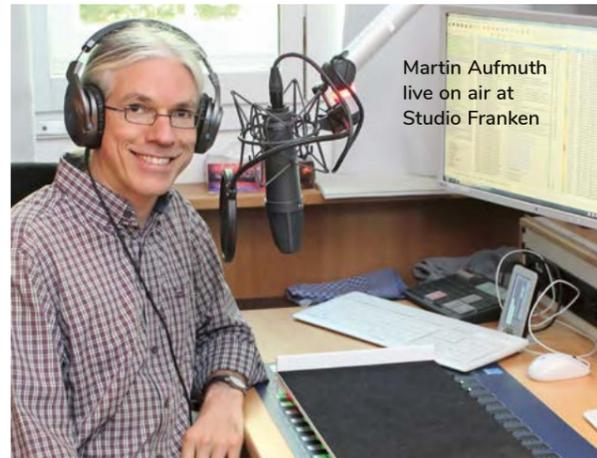
The Markgrafenschule in Bayreuth had come up with something very special in the form of a reading marathon in favour of OneDollarGlasses from 26 February to 8 April. The pupils looked for sponsors who donated one cent per page read. The young "bookworms" managed around 50,000 pages!



Cheque handover by the youth team Hanneberg & Großenseebach



Successfully in use: The new photo devices to ensure eyeglass quality



Martin Aufmuth live on air at Studio Franken



OneDollarGlasses at the brand eins Future Conference

Our Regional Groups

Our regional groups represent [OneDollarGlasses](#) in various regions of Germany: they are “anchor points” for networking active members, but also contact points for interested parties with a wide variety of questions. There are now regional groups in Erlangen, Munich, Stuttgart, Cologne, Berlin, Hanover, Hamburg, Bremen, and the Rhine-Main region.

Benefit concert at the Ulmer Café JAM

Everything works better with music – including collecting donations and informing interested people about [OneDollarGlasses](#). In Café JAM, in the shadow of Ulm Cathedral, three bands played free of charge on 24 March 2018 for the benefit of [OneDollarGlasses](#).

Fernwehfestival Göttingen

The travel bug can be contagious – this explains why the Wanderlust Festival in Göttingen in January was again a real crowd-puller. A team of our regional group from Hannover informed the visitors about [OneDollarGlasses](#).



Fair for “Makers”

The Maker Fair is full of ideas and activity, making it the perfect arena for [OneDollarGlasses](#). At this year’s event in Hanover (14 – 16 September 2018), our stand won the “Maker of Merit” award as one of the most interesting!



Didacta – only those who see well can learn well

The education fair Didacta was about learning and education. Many children in developing countries leave school prematurely because they cannot see properly. At our stand we have recruited teachers and students to support our work. These are already among our most committed multipliers today.

Streetlife Festival in Munich

Shortly before, there had been a storm, but finally the sun came out: At the Streetlife Festival a highly committed team of [OneDollarGlasses](#) representatives answered many questions and demonstrated the production of [OneDollarGlasses](#) on the bending machine. Even an eye test with our screening box was offered!

Africa Festival in Würzburg

Great atmosphere, good conversations: The Africa Festival in Würzburg (31 May – 3 June 2018) was once again a guarantee for great public interest this year.

Choirs sing for [OneDollarGlasses](#)

Singing and seeing are about different senses, but both can be wonderfully combined: The choir ad libitum gave a total of five concerts in 2018 for the benefit of [OneDollarGlasses](#). The evening on 24 November 2018 in the small church in Rödelsee was especially well received by the audience.

Great cinema for a great invention

Great cinema was announced on 27 July 2018 in Edingen-Neckarhausen. The film “Breton Love” was shown at the benefit event, with the proceeds going to [OneDollarGlasses](#). Our promotional film was the opening credits and introduced a very atmospheric evening.

brand eins Future Conference

Under the title “Departure! We can also do differently” was the invitation of the business magazine brand eins to its annual Future Conference in Hamburg on 17 May. Around 300 participants from business enterprises, NGOs, start-ups, and research discussed current trends and future topics in business, culture, and society. A perfect place to inform about the work of [OneDollarGlasses](#).

Our donation boxes – proven and successful

More and more companies, opticians, pharmacies, doctors, and hotels throughout Germany support our work by setting up our donation boxes. The flyers they contain offer a wonderful opportunity to talk to customers and interested parties. The donation boxes can be ordered from us at any time.

Action day at Hamburg primary school

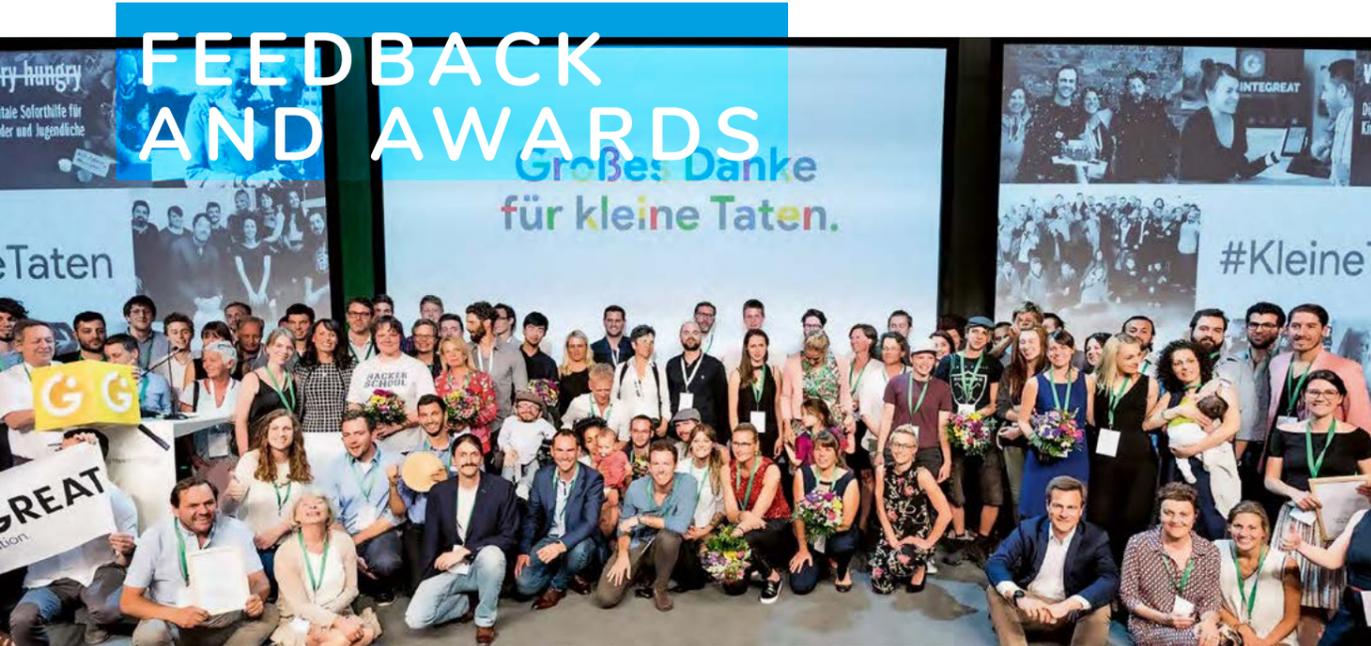
The [OneDollarGlasses](#) action day organised by the Hamburg regional group together with teachers and parents at the Burgunderweg school totally inspired the children. Lectures, bending demonstrations, and a subsequent charity run kept the children in suspense – and the parents were also “infected” by the exciting idea of [OneDollarGlasses](#).



Michael Sauer demonstriert die Herstellung der EinDollarBrille

Would you also like to become active?

Are you interested in active participation in our organization? Then please contact us at info@OneDollarGlasses.org or visit one of our events. You can find the latest information on our website at www.onedollarglasses.org.



Our work not only impacts numerous people in Germany, Switzerland and other countries, but has had a great response in the media and with many organizations. In 2018, [OneDollarGlasses](#) was again honored for its work.

OneDollarGlasses is winner of the Google.org Impact Challenge 2018!

[OneDollarGlasses](#) was the proverbial “needle in a haystack” – but still won the Google Impact Challenge 2018! Among 2,500 entries, our organization was among the top 3 winners in the category “local projects”. The prize money was used for our activities in Burkina Faso. With the Google.org Impact Challenge, Google supports ideas that improve our society through technology. Around 400,000 people voted in the 2018 competition. Many thanks to everyone who voted for us!

OneDollarGlasses among the winners of the “Land of Ideas” competition

For years, the “Germany – Land of Ideas” initiative together with Deutsche Bank has awarded prizes to 100 projects that provide innovative answers to pressing social questions as part of the competition “Distinctive Landmarks in the Land of Ideas”. This year [OneDollarGlasses](#) was among the prize winners. The motto of the competition was “Connecting Worlds – Strengthening Cohesion”. The award ceremony took place on 4 June 2018 in Berlin.

Reception with the Bavarian Minister of State

A total of twelve projects in the “Distinctive Landmarks in the Land of Ideas” competition came from Bavaria, including [OneDollarGlasses](#). Dr. Florian Herrmann, Head of the State Chancellery and Minister of State for Federal Affairs, took the opportunity to invite the twelve Bavarian “champions” to a reception in the cupola hall of the Bavarian State Chancellery. Ute Weiland, Managing Director of the “Germany – Land of Ideas” initiative, and Bernd Sauter, Head of the Bavarian Region, Corporate Banking Germany, Deutsche Bank, also delivered a short welcoming address. The projects were presented individually to Dr. Herrmann and we took the opportunity to present him with a pair of [OneDollarGlasses](#) produced especially for him.



Media reports increase awareness

Many volunteers of [OneDollarGlasses](#) came to our organization through media coverage – and even today, [OneDollarGlasses](#) owes a lot of attention to the press. Against this background, [OneDollarGlasses](#) is happy to provide press representatives with information about the organization as well as relevant images. Contact details for enquiries can be found on the website (under the menu item “Media”).

OneDollarGlasses India wins prestigious SKOCH Award

The SKOCH Award, launched in 2003, is the highest award in the country and is presented by an independent organization. It honors individuals, organizations and institutions for their outstanding social commitment in India. Congratulations to Prashant and his team in India!



Our team in India wins the prestigious SKOCH Award

PARTNERS AND SUPPORTERS

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

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

Altmühltal Werkstätten

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

A. M. P. O.

[OneDollarGlasses](#) has cooperated with the aid organization, A. M. P. O. (Association Managré Nooma For the Protection of Orphans), since summer 2013 in Burkina Faso. A. M. P. O. is an important partner that supports us with the sale of eyeglasses on its premises as well as various aspects of implementation and organization on site projects



Be One Percent

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



BreakOut

Traveling as far as possible in 36 hours with no money: This is the idea behind BreakOut, a charity based in Munich. On donkey, bicycle, foot or as a passenger in a car, once a year the volunteer student team travels throughout Europe and collects donations from team sponsors for every kilometer traveled. The BreakOut team is a group of students, who volunteer to carry out break-out activity. In 2018 BreakOut supported [OneDollarGlasses](#).



Breitfeld & Schliekert

This company equips opticians and at the same time helps to introduce [OneDollarGlasses](#) to opticians in Germany.



Brille24

This company equips opticians and at the same time helps to introduce [OneDollarGlasses](#) to opticians in Germany.



Caritas

Caritas Austria supports [OneDollarGlasses](#) in Ethiopia.



Dieter Kathmann Foundation

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

Else Kröner-Fresenius-Stiftung

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



Happel Foundation

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



Hauschka Verlag

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



IAPB

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



knodel foundation

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



Lions Clubs International, Leo Clubs

Numerous Lions and Leo clubs from Germany, Switzerland and various African countries provide generous financial and public relations support.

McDermott Will & Emery



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

Partnership with Alem Katema e.V.



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

Rotarians, InnerWheelClubs and Rotaract

Numerous Clubs support [OneDollarGlasses](#) generously at the club and district level financially, and through creative charity campaigns like "online wine tasting", concerts or professional shredding of files and data media. Members of different clubs are also very active in project work in Germany and the target countries.

SBCF Mexico

Daniel Gomez's Social Business Consultant Firm (SBCF) has been our committed partner in Mexico since 2015. The goal there is providing basic ophthalmic care for the poor parts of the population.



Siemens Stiftung

SIEMENS | Stiftung

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

Silicon Valley Community Foundation



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

Sternstunden



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

Stiftung Hostelling International Bolivia (HI-Bolivia)

Yearly over the past 15 years this foundation located in Bolivia has been coordinating social contributions in the education and health sector with approximately 100 volunteers from Germany, Switzerland, Austria, France and Canada. Focus is on campaigns for hospitals, dental clinics, and [OneDollarGlasses](#) projects. Since 2013, HI-Bolivia has been a partner of [OneDollarGlasses](#), producing the glasses and supplies for the Bolivian population. Since 2016 Bolivia has become a central warehouse for [OneDollarGlasses](#) built for South and Central America.

Stiftung Oliver Herbrich Kinderfonds

Oliver Herbrich's Children Fund supports [OneDollarGlasses](#) supports our project in Malawi with the education of young eye-glass producers, and in Bolivia with the supply of school children with eyeglasses.

StollVITAStiftung

Stoll VITA Stiftung

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

UN Women

UN Women is committed to gender equality worldwide, gender empowerment, and the rights of women. UN Women supports [OneDollarGlasses](#) in Malawi with sunglasses for people with albinism. These individuals require special protection for their eyes.



VER BEM

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



OUTLOOK 2019

In 2019, we desire to supply more people with glasses and further expand and professionalize our structures. One particular challenge is and remains that of supplying the sometimes extremely poor rural population in our project countries with glasses. People like those in Malawi, who live on 60 Euro (per year!), often cannot afford even our very cheap glasses. That is why we are working on models to subsidize glasses for these people and make them affordable.

In South America we are opening a new project in Peru: Supported by the Dieter Kathmann Foundation in Switzerland. We are officially launching our project "Lentes al Instante" in Peru this year. We have already successfully carried out the first test campaigns in the capital Lima. Max Steiner, South American coordinator and head of our projects in Bolivia, and his dedicated staff have taken over the training of the local team under the professional leadership of Alejandra Portillo.

We also broke new ground in West Africa: In April, we launched our first pilot campaign in Ivory Coast from our existing project in Burkina Faso. Our team was warmly welcomed there, and many people were happy about their new glasses.

In order to be able to work even more effectively in our project countries, we are also looking to further improve our internal structures: Above all, an intensive and organized exchange between the countries will help us to learn from our experiences across projects. There are currently more than 65,000 vacancies for opticians to care for the 700 million people worldwide who cannot afford conventional glasses. We would like to make a significant contribution to closing this gap. Based on our experience in these countries, we will further optimize the short ophthalmic training we have developed for this purpose. The focus here is on worldwide quality assurance of vision tests and spectacle fitting.

In order to cope with these and many other tasks, we are also expanding our organizational structures in Germany further: In April, after renovation work, we inaugurated our new central office in Erlangen. We have also brought in a few new full-time colleagues. However, the main pillars of our work always have been the untiring commitment of our many volunteers and partners, as well as the financial support of our donors and sponsors. Thank you very much for your great support!

FINANCIAL REPORT

The following is an overview of the financial situation of EinDollarBrille e.V. for the year 2018. The positive development of the association continued in 2018. The volume of donations has increased compared to the previous year.

This will enable us to further intensify and expand our involvement in existing projects, the long-standing cooperation with our partner organizations in South America, and also the newly entered cooperation with our partner in India. EinDollarBrille e.V. follows the guidelines of the DZI (Deutsches Zentralinstitut für soziale Fragen) and its criteria for the DZI Donation Seal in preparing its annual financial statements. The accounts of the association are kept by an external tax office on the basis of an income surplus account. Accounting is based on the calendar year.

Good cooperation with sponsors supports expansion of projects

Total revenues rose to € 3,623,764 in 2018 (previous year: € 2,359,362). The proportion of donations received was around 95% (€ 3,443,862). Thanks to the generous support of our donors and supporters, our donation volume has increased by € 1,209,308 or around 51% compared to 2017. Renowned foundations and organizations, such as the Else Kröner-Fresenius-Foundation, the Siemens Stiftung or Sternstunden (donation campaign of the Bavarian Broadcasting Corporation), continued to support us extensively in 2018 and made a total of €894,007 available for the development of our projects in Malawi, Bolivia and Burkina Faso. The Siemens Foundation has been with us since 2015 and has supported our project in Burkina Faso for over three years. Since the end of 2015, the Else Kröner-Fresenius-Foundation has participated in financing the implementation of the OneDollarGlasses glasses system in Malawi. Furthermore, with the financial support of the Sternstunden project (€ 12,834) in 2018, we were able to provide more than 3,000 school children in Malawi with glasses – and thus offer them the chance of a better future. We were also able to expand our cooperation with other

renowned sponsors: For example, German Rotarians, in cooperation with local Rotary clubs and Rotary International, support our project in Bolivia through global grants. In addition, our Burkina Faso project received a US\$ 110,000 global grant from Lions International in late summer. Many of these funds are available for the long-term development of the projects and can be called up over several years. In combination with our generally good revenue situation and based on our conservative planning, we have thus created the conditions that will enable us to promote the ongoing projects with the necessary financial resources and to strategically create and tackle new challenges.

The remaining income of € 179,902 was generated from fines (€ 4,190), material sales (€ 133,317) to our partner organizations, refunded taxes (€ 29,001) and interest income/price gains (€ 13,394).

Investments in projects and product development

The aforementioned revenues in 2018 are offset by expenses totaling € 2,444,709 (2017: € 1,553,488). We have invested € 1,242,601 for the direct implementation of our projects in the target countries. We spent € 534,530 on the accompanying project support from Germany. The total cost of materials was € 154,024: € 111,650 for the manufacture of spectacles, € 16,856 for the purchase of tools and machines and for the further development of bending machines and € 25,518 for tools used in the manufacture of spectacles. We invested € 980,578 (compared with € 554,140 in the previous year) in the training of OneDollarGlasses producers and opticians in the project countries and in ongoing local operations.

	Income	Projects and project collaborators	Project supervision	Campaigns	Donations management and advertising	General administration, general public relations
Donations and contributions						
Donations	€ 2,539,965	€ 2,539,965				
Earmarked donations	€ 881,173	€ 881,173				
Government grants	€ 4,190	€ 4,190				
Other	€ 9,890	€ 9,890				
Sternstunden campaign	€ 12,834	€ 12,834				
Other operating income						
Other income	€ 133,317	€ 133,317				
Tax refunded	€ 29,001	€ 29,001				
Interest	€ 13,394	€ 13,394				
Total income	€ 3,623,764					
Project expenses						
Spectacle materials	€ 111,650	€ 111,650				
Bending machines	€ 16,856	€ 16,856				
Tools	€ 25,518	€ 23,945	€ 1,573			
Training, development of project countries	€ 1,080,353	€ 980,578	€ 99,775			
Personnel expenses	€ 582,126		€ 376,719	€ 57,470	€ 110,064	€ 37,871
Other operational outlays						
Travelling expenses	€ 114,838	€ 67,870	€ 25,291	€ 7,589	€ 8,056	€ 6,032
Postage, Shipping, Phone	€ 73,665	€ 26,155	€ 8,461	€ 12,059	€ 19,494	€ 7,496
Information and advertising	€ 343,653			€ 161,096	€ 182,557	
Office charges	€ 14,419		€ 3,910	€ 328	€ 2,560	€ 7,620
Deductible taxes*	€ 15,547	€ 15,547				
Other	€ 66,086	€ –	€ 18,801	€ 2,486	€ 19,739	€ 25,060
Total expenses	€ 2,444,709	€ 1,242,601	€ 534,530	€ 241,028	€ 342,469	€ 84,080
Net income for the year	€ 1,179,055					

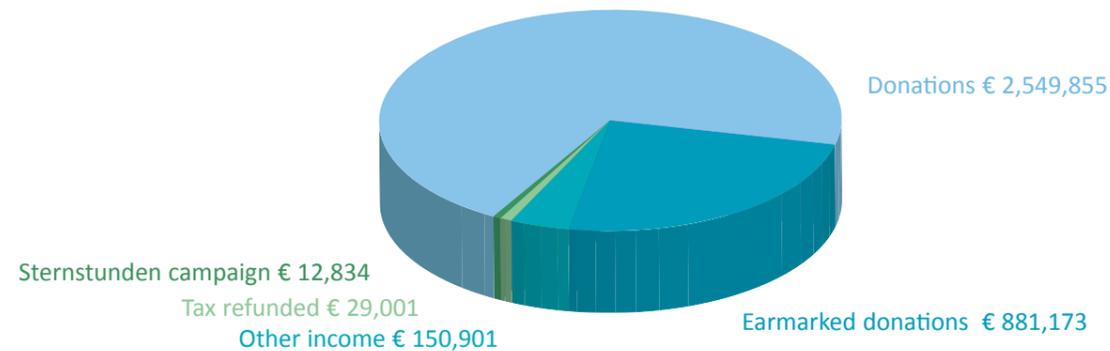
*reimbursable

The above amounts also include costs for the further development of our eyewear technology: In addition to the standard type of round, curved glasses, we now also offer glasses with a square frame and double bars. For our mostly volunteer trainers and for the project sup-

port and control on site, travel expenses amounting to € 93,161 were incurred. In 2018, we received a refund from the tax office for the pre-tax of € 29,001 paid in 2017.

INCOME

€ 3,623,764



Further increase in personnel

We would not be able to carry out our diverse tasks without the active support of our many volunteers. However, the further professionalization and expansion of our activities have led to the creation of additional paid jobs in 2018. Against this backdrop, personnel costs rose to € 582,126. Almost two thirds of this (€ 376,719) was spent on the supervision and development of the projects. The total remuneration of the members of the Management Board amounted to € 253,332. At the end of 2018, we had nine full-time positions (three on the Board), four part-time positions and nine mini-job contracts. Our paid Executive Board members continue to be very closely involved in the operational management of foreign projects. With the introduction of a second management level in the course of 2019, the Executive Board will focus even more strongly than before on strategic tasks. Although it is our medium-term goal to hand over as much responsibility as possible to local hands, we have noticed that especially in the very poor countries of the African continent it will be necessary for the time being to have association members (honorary or paid) permanently or temporarily on site to support and ensure the implementation, the construction, the management and the control of the projects.

Invaluable volunteer work

The voluntary commitment and financial support by our partners are not visible in the expenses: Without the commitment of almost 300 active people in Germany,

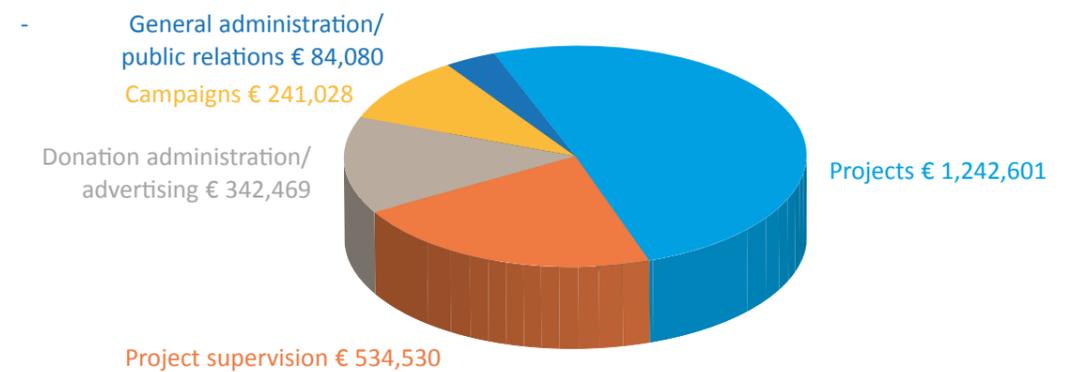
the success of OneDollarGlasses would not have been possible. In addition, partner organizations such as HI-Bolivia under the leadership of Max Steiner or Renovatio in Brazil cover the costs of project work and training in the country. In 2018, we further intensified our cooperation with HI-Bolivia and the Brazilian social enterprise VER BEM. In India, we have been working with Care Netram since 2018. For the successful implementation of our work we depend on the help of each individual. Many private individuals, companies and foundations support OneDollarGlasses, but campaigns such as sponsored runs in schools, donation boxes, birthday donations or deposit bottle campaigns also contribute to the success of our work. We would like to thank all those who help us to provide people with affordable glasses in the project countries. The basic idea of our strategy, however, has always been for the projects to be self-sustaining after start-up financing. Right now, the local employees of OneDollarGlasses in the project countries are earning an income from which they can sustain themselves. They make it possible for many of their compatriots to take a vision test for the first time and provide thousands of people with glasses every year.

Not possible without "administration"

In 2018, the association continued its educational work to raise awareness in wealthy countries such as Germany and Switzerland of the problem of worldwide amebtropia and the tragic consequences for those affected. We spent a total of € 241.028 on our campaign work.

EXPENDITURES

€ 2,444,709



€ 342.469 was incurred for fundraising and administration in 2018. Particularly in the pre-Christmas period, we increasingly draw attention to our concerns in regional and national newspapers with supplements. Through professional fundraising, we have not only expanded our cooperation with foundations and other sponsors who have supported us for years but have also been able to attract new partners for our work and projects. Personnel costs of € 110,064 were incurred for the orderly administration and processing of donors and donation confirmations. The IT software for donation management, which was introduced in 2017, passed its baptism of fire in 2018 and enables us to manage the growing volume of data efficiently and securely. General administrative activities accounted for € 84,080, of which € 37,871 related to personnel costs. "Miscellaneous" (€ 25,060) mainly includes expenses for external accounting and tax consultancy. Despite increasing administrative requirements, advertising and administrative expenditure accounted for a very low 17.4% of total expenditure.

Annual financial statements with positive result

The accounts prepared by the external tax office were audited by the elected auditors Claus Güllich and Bernd Schwamb. Based on its positive audit result, the General Meeting discharged the Board of Directors at the Annual General Meeting in April 2019.

Assets ensure sustainable project development

At the beginning of 2018, the association had total cash assets of € 2,300,949. At the end of the year, the balance increased to € 3,480,003. The high level of assets is due to the balance sheet date, as we receive the majority of donations in November and December. As our projects have a long-term character, we must ensure that we not only provide the projects with sufficient financial resources on an ongoing basis in the current year, but also that long-term and sustainable project work is guaranteed. To the extent permitted by law, we have allocated a further € 512,889 to reserves, which totaled € 1,308,563 at the end of 2018. With another good result for 2018, we have created the economic conditions for further developing existing projects and tackling new ones in 2019. Both in the Ivory Coast and in Peru (there together with HIB and the Dieter Kathmann Foundation) first promising activities have been initiated. As in previous years, we have set up a strategic planning process: Based on the top-down guideline that total expenditure must not exceed the funds available to us at the beginning of the year, we have drawn up a detailed bottom-up plan for, among other things, our most important project countries and our future strategic orientation. This creates transparency and planning security, but also provides us with the necessary flexibility to set the value of a parameter to react to changed framework conditions.

WHY WE GET INVOLVED

On behalf of our 300 or so mostly volunteer activists in Germany:



Michael Schubert (Project Manager Burkina Faso, Social Media Representative): "Through OneDollarGlasses, I can do my part to help shape the world a little bit as I would like to see it myself".



Anke Hoffmann (Head of Country Development): "Not only do we have the solution to a global problem, but our aid organization is also a social business. We're also a cooperative team – that's really a great combination."



Marion Hamatschek (Bending-team leader, Regional group Hamburg): "I'm on board because I've wanted to learn how to make glasses myself for a long time."



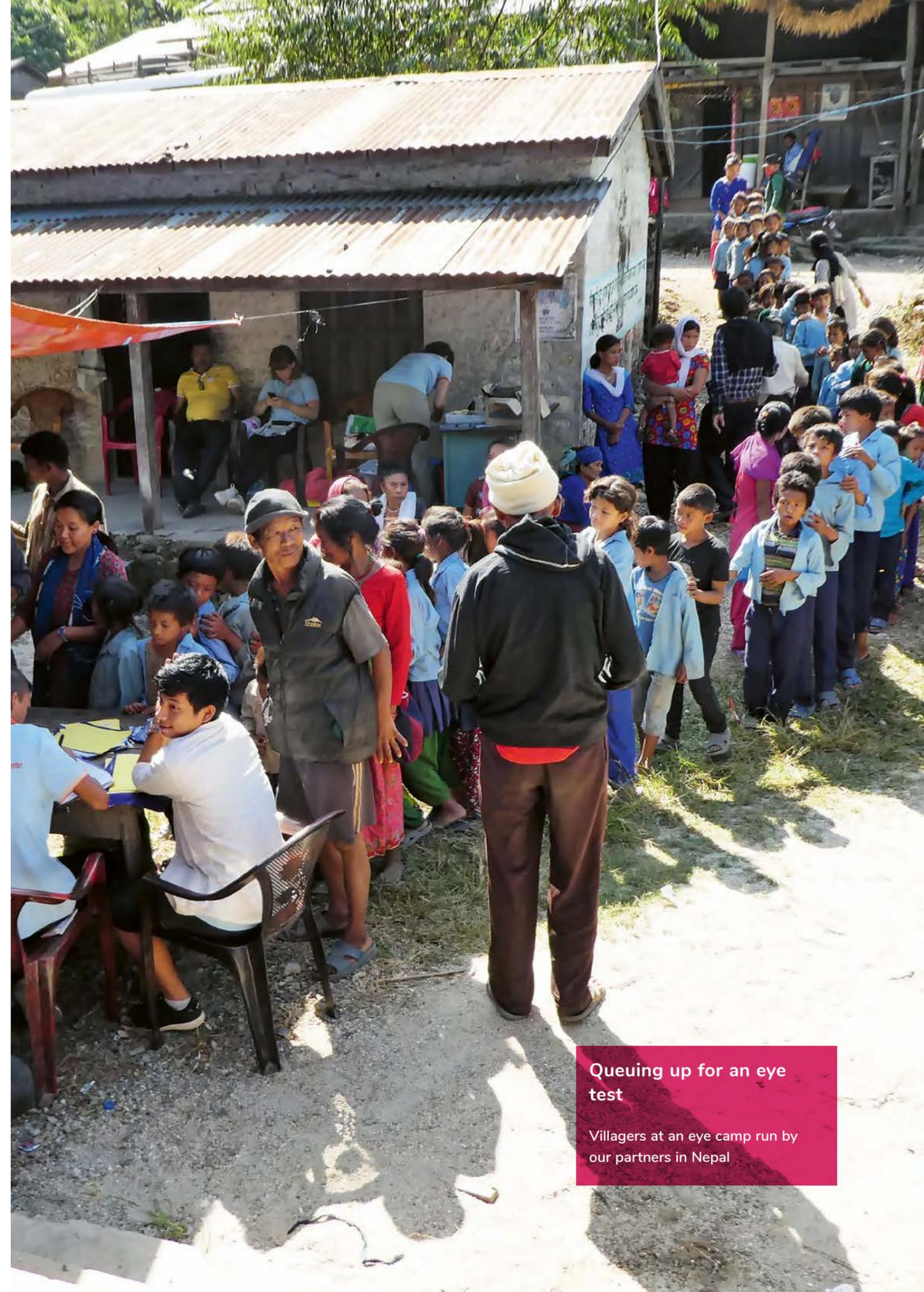
Ullrich Angersbach (Head of Staff Support): "As a wearer of glasses, I am aware that I would not have been able to study and pursue my profession without them. I am excited about helping to provide people in developing countries with affordable eyewear – especially in a great team where all ages and talents are involved."



Claudia Wittwer (honorary press spokesperson): "The sustainability of the idea and its proven effectiveness, not to mention a fabulous, expert, and – above all – friendly team: this motivates me every day to actively use my skills and strengths for OneDollarGlasses"



Jörn Hendrichs (Event Management, Bremen Regional group): "OneDollarGlasses are a great invention: Basic ophthalmic care and a contribution to combating poverty in one. That's why I am here."



Queuing up for an eye test

Villagers at an eye camp run by our partners in Nepal



One Dollar Glasses 
help for 150 million people

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