


# *Educate - Empower - Employ - Equalize*

Collaborative Capital Campaign



KEEP MOVING THE NEEDLE™



*EDUCATE – EMPOWER – EMPLOY – EQUALIZE*



*Rightfully*  
SEWN®

KEEP MOVING THE NEEDLE®

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Alphapointe and Rightfully Sewn have joined forces to educate, empower, employ, and ultimately provide equity to individuals who have experienced obstacles to employment by offering training and job opportunities, while strengthening our economy and advancing domestic manufacturing.

With this innovative partnership between our two non-profits, we are pursuing capital campaigns to expand our capabilities and increase our capacity to meet the needs of those we serve into the future. We are creating jobs for people who are blind—who have a 70% unemployment rate across the nation—increasing skills and jobs for people interested in sewing and fashion, including refugees, and providing job training and employment opportunities in sewing and garment-making to people from marginalized communities.

*We ask you to join us in enhancing the overall impact of both organizations and help propel critically needed job opportunities and expansion of manufacturing in the Kansas City market.*



# IMPACT

Alhaponite creates economic and workforce opportunities for those who can't see — so they can live independently and inclusively with the equity they deserve.

Founded in 1911, Alhaponite has grown to be one of the largest employers of people who are blind or visually impaired in the country, as well as one of the largest providers of rehab and clinical services for people who are losing vision. Headquartered in Kansas City, MO with manufacturing facilities in KC and Queens, NY, Alhaponite manufactures nearly 150 million items per year for the federal and state government, as well as commercial customers, and provides services to more than 3,000 children, youth, adults, and seniors every year. Alhaponite's business lines include plastics, micro-molding, office products manufacturing and sales, textiles manufacturing and sales, janitorial products, contact center services, and retail stores at military bases in Missouri and Arkansas.

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**NUMBER OF EMPLOYEES: 378**  
**190 OF WHOM ARE LEGALLY BLIND**



# IMPACT

Rightfully Sewn creates jobs and opportunities in Kansas City through the business of fashion.

Rightfully Sewn provides seamstress training for individuals seeking employment in the garment and production industries, and is also creating competitive job opportunities in the Kansas City region to meet the burgeoning demand for high-quality garments made in America. Through strategic partnerships with other community agencies, men and women from marginalized communities receive professional training and curriculum as well as job placement assistance. In addition to training programs, Rightfully Sewn offers job opportunities to seamstresses experienced in patterning, cut-and-sew services and large and small batch production. The growing apparel products portfolio includes dresses, dress shirts, athletic wear and other garments.



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**NUMBER OF EMPLOYEES: 23**

**60% HAVE REFUGEE STATUS**

**75% GRADUATED FROM THE SEAMSTRESS TRAINING PROGRAM**

# POSITIVE TRAJECTORY



Both Alhappointe and Rightfully Sewn have experienced tremendous growth since combining efforts in 2020. Rightfully Sewn has added substantial new lines of business, generating new jobs and sustainable revenue, in partnership with established customers of Alhappointe. Alhappointe has generated increased demand for the products produced in the Plastics Division, growing that business line by 52% since 2019. Both organizations expanded their workforces substantially, adding more jobs year over year and creating a sustainable path to independence for people who are blind as well as for people from Kansas City's most marginalized communities. In addition to providing more jobs, both Alhappointe and Rightfully Sewn have grown opportunities for training and rehabilitation. Alhappointe has doubled the number of clients with vision loss served in the last five years while Rightfully Sewn has increased the number of students in the Seamstress Training program by 40%. Both organizations are vital and sustainable forces for good in the community, poised to substantially grow future impact through the expansion and addition of new space.



# THE FUTURE

Over the past three years, demand for Alphapointe products has increased dramatically, particularly in the plastics division, and there is no indication of current production slowing down. Further expansion in turn fulfills our mission of creating employment opportunities for people who are blind; with a national unemployment rate of over 70%, jobs are a critical need in the community.

People who are blind and have other disabilities are always the first fired and the last hired, even when times are good. A recent study found that 40% of people with disabilities who were in the labor force were laid off or furloughed during the pandemic. Most will not get their jobs back.

To continue to add new employment opportunities for people who are blind, Alphapointe must expand the footprint of the plastics division and warehouse space, thereby making room for new business development currently not feasible due to lack of capacity. The expansion will add or retain a minimum of at least 60 jobs, with real wages and full benefits, for people who are blind. In addition to expanding the plastics production floor, Alphapointe will also expand the warehouse and shipping areas to ensure timely fulfillment of all contracts. Currently, the utilization of off-site rented warehouse space and truck trailers, as well as the cost of additional logistics support combined with the increased cost of raw products makes the production model less sustainable over the long term.



# THE FUTURE

Rightfully Sewn has experienced steady growth since inception in 2015, including a 600% job growth rate in the two years since being acquired by Alhappointe. With current Crossroads location leases expiring, a new, permanent home for Rightfully Sewn is needed. After completing an exhaustive search and due diligence, Rightfully Sewn has purchased a building located at 7320 Prospect Avenue that meets the organization's mission objectives. The new space will allow for continued growth of seamstress training program as well as further expansion of apparel production services. In return, Rightfully Sewn will be an earnest, respectful catalyst for the Marlborough neighborhood, helping to attract future investment, contributing to economic growth, and maintaining ties to Kansas City's unique cultural history through our advancement of the local garment industry.

The larger space, with the availability of a loading dock, will allow for growth and increased production efficiency for our ongoing revenue stream. The expanded space, along with consolidation of all our activities under one roof, will allow for the following measurable outcomes: increased production revenue, increased efficiency and yield, and increased number of clients served through our programming. The building purchase was finalized in 2022 and funds are being raised to renovate the building for exclusive use by Rightfully Sewn.







# BUDGET

## *ALPHAPOINTE BUILDING EXPANSION*

DESCRIPTION	AMOUNT
General requirements	\$147,821
Excavation/demo	\$24,241
Concrete	\$827,240
Structural steel	\$535,016
Roofing and sheet metal	\$468,024
Carpentry	\$20,497
Caulk, doors, millwork	\$53,090
Drywall, paint, walls	\$56,329
Flooring	\$17,295
Fire protection	\$94,238

# BUDGET CONTINUED

## *ALPHAPOINTE BUILDING EXPANSION*

DESCRIPTION	AMOUNT
Plumbing	\$161,669
HVAC	\$275,341
Electrical	\$423,443
<b>SUBTOTAL</b>	<b>\$3,104,243</b>
Design/est (8%)	\$248,339
Escalation (1.6%)	\$52,815
Permit/survey/design (10%)	\$340,540
CM services	\$262,216
CM fee	\$120,245
<b>TOTAL</b>	<b>\$4,128,397</b>





# BUDGET

## *RIGHTFULLY SEWN NEW HOME PURCHASE AND BUILDOUT*

DESCRIPTION	AMOUNT
Building Purchase	<b>\$400,000</b>
Utility Modifications and Site Cleanup	<b>\$10,000</b>
Demolition	<b>\$43,175</b>
Structural Renovations	<b>\$139,500</b>
Exterior	<b>\$141,220</b>
Interior	<b>\$257,300</b>
Mechanical, Electrical & Plumbing	<b>\$376,200</b>
General Contractor	<b>\$145,109</b>
<b>SUBTOTAL</b>	<b>\$1,112,504</b>

# BUDGET CONTINUED

## *RIGHTFULLY SEWN NEW HOME PURCHASE AND BUILDOUT*

DESCRIPTION	AMOUNT
Architecture & Engineering	<b>\$89,000</b>
Testing, Inspections & Permits	<b>\$29,025</b>
Sewing Machines	<b>\$20,000</b>
Furniture, Fixtures & Signage	<b>\$65,000</b>
Moving Costs	<b>\$30,000</b>
Project Management	<b>\$163,000</b>
Contingency (10%)	<b>\$193,345</b>
<b>SUBTOTAL</b>	<b>\$589,370</b>
<b>TOTAL</b>	<b>\$2,101,874</b>





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PLANTER BOX



ALUMINUM CANOPY



PAINTED BRICK



EXTERIOR CLADDING





*We look forward to speaking with you further  
and thank you for your consideration.*

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*Gina Gowin*


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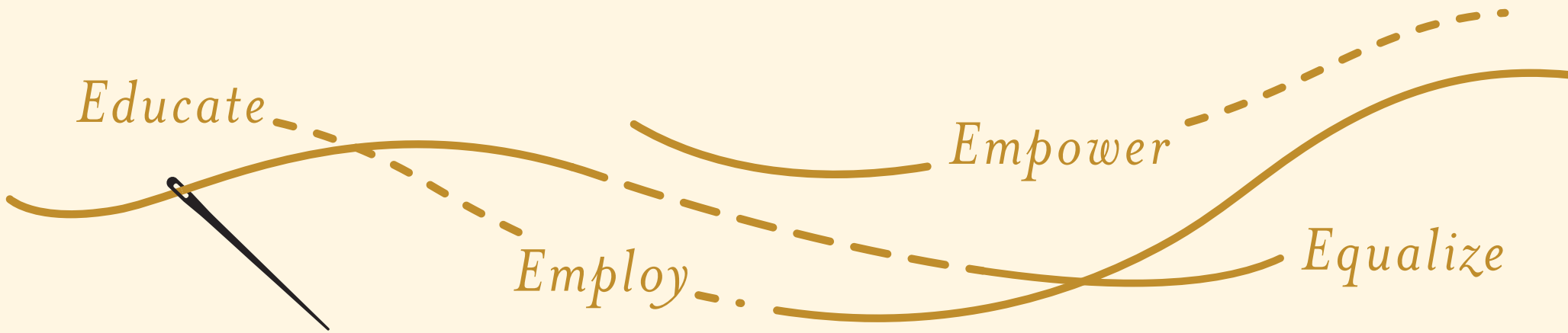
*Rightfully*  
SEWN®



A close-up, profile view of an elderly woman with grey hair, wearing glasses and a black face mask. She is focused on her work, holding a piece of dark green fabric and a small tool. To her right is a white industrial sewing machine with blue accents and a yellow warning triangle. The background is a blurred factory environment with a green light fixture.

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*Empowering people with vision loss to  
achieve their own goals and aspirations.*

[ALPHAPOINTE.ORG](http://ALPHAPOINTE.ORG)



*Creating jobs and opportunities in  
Kansas City through the business of fashion.*

[RIGHTFULLYSEWN.ORG](http://RIGHTFULLYSEWN.ORG)