

**Blind Industries &
Services of Maryland
Governor's Annual Report
FY 2019 (7/1/18-6/30/19)**

**Blind Industries & Services of Maryland
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Baltimore, MD 21227
(410) 737-2600
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Joint Message from BISM Chairman of the Board Walter A. Brown and President Frederick J. Puente

Blind Industries and Services of Maryland (“BISM”) is honored to present its Annual Report for the Fiscal Year (FY) concluded as of June 30, 2019. This Report includes information on BISM’s manufacturing operations, facilities, employment, and rehabilitation programs. This report is submitted pursuant to Human Services Article 7-703 (h)(6) (MSAR #6071) and is prepared in accordance with Section 2-1246 of the State Government Article. BISM’s FY 2019 Annual Report is presented to The Honorable Governor Lawrence J. Hogan, Jr., the General Assembly, and the Honorable Clarence K. Lam and Carol L. Krimm, Co-Chairs of the Joint Audit Committee.

BISM’s FY 2019 was, unfortunately, a second consecutive year in which we faced significant financial difficulties. Many of the same issues from FY 2018 continued in FY 2019. Orders from BISM’s federal customers were lower than expected and State sales did not reach the levels we anticipated. State sales continue to be hindered by many State of Maryland agencies and related entities choosing, in violation of current procurement laws, to purchase BISM-made and manufactured items from other vendors. This failure of compliance has been a problem for many years, but appears to have worsened.

The largest single financial impact on FY 2019 results was BISM’s compliance with the State mandated increase in minimum wage, which began on January 1, 2019. Despite the minimum wage increase, which BISM estimates cost the organization approximately \$3 million in additional payroll and related costs, BISM did not see commensurate increases in pricing for products sold to its State customers. Nevertheless, BISM avoided decreasing the size of its blind workforce and, in fact, worked to expand these numbers.

BISM’s Rehabilitation and Independence Training Department continues to deliver high quality programs and services for blind and low vision people. The State of Maryland grant to BISM for these services has not increased in the last seven years, yet the requirements for hours and contacts with students have increased. Essentially, BISM is consistently being asked to do more with less. Nonetheless, blind Marylanders continue to participate in BISM’s training programs and services free of charge.

On behalf of BISM’s Board of Trustees, management team and Associates, we extend our genuine appreciation to Governor Hogan and the Maryland General Assembly for your continued support.

Sincerely,

The image shows two handwritten signatures in black ink. The signature on the left is for Walter A. Brown, and the signature on the right is for Frederick J. Puente. Both signatures are written in a cursive, flowing style.

Walter A. Brown
Chairman, Board of Trustees

Frederick J. Puente
President

BISM Board of Trustees and Management

Board of Trustees

Dr. Walter A. Brown – Chairman
Dr. William E. Hadlock – Vice Chairman
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Michael Garnto – Chief Operating Officer
Ken Barnett – Vice President of Sales and Marketing
Holly B. Stanley – Chief Accounting Officer
Thomas D. Kohn, Esq. – Senior Director and Counsel
Dr. Michael L. Gosse – Senior Director of Accessibility
Gregg Kalifut – Director of Sales and Marketing
Tony Warner – Director of Human Resources
Andy McIver – Director of Rehabilitation and Independence Training
Elizabeth King – Director of Administration

Introduction: Blind Industries and Services of Maryland

Blind Industries and Services of Maryland (BISM) was established in 1908 by the Maryland General Assembly and has evolved into a multifaceted company that offers diverse employment opportunities and comprehensive rehabilitation programs and services for blind and low vision Marylanders of all ages.

BISM currently employs over 650 employee Associates, many of whom are blind or low vision, at 15 locations in five states. BISM's manufacturing facilities are located in Baltimore, Cumberland, Federalsburg, Hagerstown, Salisbury (2), and Raleigh, North Carolina. BISM also owns and operates seven AbilityOne Base Supply Centers on federal and military installations.

BISM manufactures various products at competitive prices for sale to its State of Maryland customers including: office paper pads; copy paper; paper towels; toilet tissue; janitorial/sanitation supplies, such as soaps and disinfecting chemicals; assembly services (better known as "kitting"); and custom label bottled water. BISM also produces cut and sewn textile products for the federal government, including uniforms for many branches of the United States armed services.

With regard to its workforce, BISM offers competitive wages, health and retirement benefits, and growth potential for our blind and sighted Associates. Our entire organization is built on the belief that every one of our Associates plays an integral part in our overall success. BISM has an uncompromising belief in the capabilities of people who are blind - every day we see that belief borne out in the accomplishments of our Associates.

With the funds generated by our manufacturing operations and with partial financial assistance afforded to BISM through a State Grant, BISM offers the highest level of training programs and services free of charge to blind and low vision Maryland residents. The Rehabilitation and Independence Training Department provides comprehensive blindness skills for adults, seniors, and youth. Our dedicated staff, most of whom are blind, teach braille, computer technology, independent living, travel, job readiness, and woodshop in a classroom setting, and offer adjustment to blindness seminars, confidence-building group activities, home teaching, and workshops. Successful students leave BISM with the skills to enter the workforce and pursue a career, attend college, manage an active family, and contribute to the community. BISM works closely with Maryland state agencies, specifically the Department of Rehabilitative Services (DORS), and elected representatives to ensure that our Rehabilitation and Independence Training Department continues to efficiently provide crucial services to the blind and low vision community.

Detailed Status of BISM – Fiscal Year 2019 (July 1, 2018 – June 30, 2019)

Rehabilitation and Independence Training

The mission of BISM's Rehabilitation and Independence Training Department is to provide blind and low vision people of all ages with life skills training that will lead to self-reliance and independence. BISM's training facilities are among the best in the nation and the programs are successful because our dedicated team of blind instructors serve as teachers, mentors, role models, and friends to the students.

FY 2019 was a good year for BISM's Rehabilitation and Independence Training Department. We continued to reach more blind Marylanders through our innovative youth, adult and senior programs. As the only agency in the State of Maryland using the structured discovery method of rehabilitation teaching philosophy, BISM provides students with the knowledge and skills that they need to live independent lives.

Of the 28 Marylanders who staff this department, 20 are blind (including five managers). BISM Rehabilitation staff provided 67,973 training hours to 1,171 blind individuals in FY 2019. Instruction and training hours were provided to adults (39,265 hours), seniors (1,768 hours), youth (13,356 hours), and in-home (584 hours). Training occurred across the State of Maryland at our center-based locations in Baltimore, Cumberland, Salisbury, Hagerstown, University of Maryland Baltimore County (UMBC), as well as at students' homes. Programs also included support groups and community workshops.

There were 136 referrals in FY 2019 to our adult and senior blindness skills training programs and 30 students completed BISM training programs. The youth division served 91 blind middle and high school students through weekend and overnight training programs and workshops.

BISM's training programs and services are offered at no cost to adults and seniors who are Maryland residents. A percentage of the adult CORE and senior services programs are funded by a State Grant authorized by the Governor and overseen by Department of Rehabilitative Services (DORS). BISM funds the majority of the Rehabilitation and Independence Training Department programs and services through the manufacturing and sales efforts of our Associates.

A. Comprehensive Orientation, Rehabilitation, and Empowerment (CORE) Adult Program

In FY 2019, 11 students successfully graduated or completed the CORE program to go along with three students who completed our Work Adjustment Training (WAT) program and are now employed.

The CORE program teaches blind and low vision adults the skills of blindness so they can become employed, pursue post-secondary education and regain control of their lives. Confidence building is an essential element of the program and is reinforced with each accomplishment. CORE students are taught by blind instructors and learn non-visual methods, both inside and outside of a classroom setting. The curriculum includes braille, long white cane travel, independent living, assistive computer technology, job readiness, woodshop, physical fitness, adjustment to blindness seminars, and off-site training. The CORE program generally requires eight to eleven months to complete.

CORE is a residential program and we consider this an essential component, designed to integrate skills developed throughout training. Students live in an apartment building at 300 West Lombard Street in downtown Baltimore City. They have easy access to every mode of public transportation offered in Baltimore and are two blocks from Camden Yards/Inner Harbor. This enhances the student's ability to master public transportation, build their confidence, and further develop their travel skills during practical applications. With two certified Orientation and Mobility instructors, the BISM CORE program is now a premier destination for those seeking cane travel instruction. Another benefit to apartment living is that the students are responsible for shopping, meal preparation, cleaning, and money management. All are essential skills of independence and career/personal development.

Students also organized and participated in community outreach, BISM fundraisers, and group activities. This past year, CORE students participated in trips to New York City and Philadelphia to practice different public transportation systems. They also visited Ocean City (MD) and had numerous excursions to restaurants in downtown Baltimore to apply skills acquired at BISM in real world settings. In addition to training in Baltimore, students spent two nights in a city they had previously not been to before to put the final "polish" on their travel skills. This past year, students visited Las Vegas, Atlanta, Oklahoma City, Boston, Miami, Minneapolis, Philadelphia, and Richmond.

B. Senior Services

BISM Senior Services staff is devoted to helping Maryland seniors who are coping with vision loss. We provide training, services and resources at BISM training centers in Baltimore, Cumberland, Salisbury, the Baltimore VA Hospital, and a community site in Hagerstown. Programs for low vision and blind senior citizens are presented at no charge, which is a critically important factor for those seniors living on low or fixed incomes. The goal of all BISM Senior Services programs is to empower blind and low vision senior citizens with the skills and confidence necessary to live independently. Senior program participants become better equipped to manage their daily needs, remain in their own homes, return to work or volunteering, resume social activities, and enjoy life.

BISM Senior Programs include:

1. Seniors Achieving Independent Living (SAIL): Weekly training classes occurring in Cumberland, Hagerstown, Baltimore, and Salisbury. The SAIL curriculum includes classes in braille, cane travel, independent home living (with heavy emphasis on safe, nutritious cooking), computer and assistive technology, adjustment to vision loss, gardening and leisure activities, plus peer support, confidence-building outings and community integration. Students work towards personal goals for independence with training tailored to each person's real-life situation.

2. Senior Support Groups: Occurring monthly in Cumberland, Hagerstown, Baltimore, Salisbury, and the Baltimore VA Medical Center. Our support groups were very active in FY 2019. They organized social events by working together on cooking and entertaining skills and traveled to local shopping venues, historical sites, and performing arts programs. Seniors made crafts and shared talents. At each location, thought-provoking discussions occurred with the goal of helping seniors adjust to vision loss and develop a positive outlook.

3. Home Instruction: Statewide life skills instruction for blind seniors in the comfort of their own home. Staff members shared resources, marked appliances, provided materials, and helped families. Our home instruction services provided blindness skills training to every county in the State of Maryland.

4. Community Workshops: Statewide one-day workshops on topics such as Independent Living, Adapted Technology, and Life Enhancement, are presented by senior staff throughout Maryland. These hands-on workshops encourage attendees to travel from station to station and use non-visual techniques (most for the first time) for cooking, labeling, and technology (phones, recorders, digital players, and talking devices). Seniors also learn about available resources and work in small groups.

In FY 2019, BISM provided 14,768 hours of training to seniors throughout the State of Maryland, and 358 blind and low vision senior citizens received blindness skills training. We provided 57 facility tours for senior citizens interested in attending BISM training plus many additional tours for families, supporters, counselors, professionals, and large groups. In FY 2019, BISM experienced a reduction in student enrollment at our Center based training programs. This allowed BISM to expand our support group services, including the addition of a new support group for blind veterans at Baltimore's VA Medical campus. This shift in focus resulted in a drop of services hours but an increase in people served.

Outreach, events, and presentations by senior staff reached over 1,700 seniors in FY 2019. Thousands more received information about BISM Senior Services

through targeted media efforts, advertising, publications, company newsletters, special events, and the BISM website.

Sixty-six presentations took place at senior centers, assistive living and retirement communities, civic organizations, schools, helping agencies, and community low vision support groups. These presentations engaged blind seniors in conversations about alternative techniques and practical solutions for improved daily living, and BISM staff listened to the concerns and fears of the seniors and offered positive feedback.

C. Youth Services

In the early part of FY 2019, BISM concluded a seven-week Work To Independence summer residential program for 14 blind and low vision high school students and the Independence 101 two-week program for four blind and low vision middle school students. The two programs took place at the UMBC campus and focused on developing confidence and increasing independence. Blind staff provided students with mentoring and individualized non-visual life skills instruction in braille, technology, independent living, and travel.

Students participated in several confidence-building activities, including out-of-town trips to Washington D.C., Ocean City, Maryland, New York City, and Work To Independence students visited Orlando for the National Federation of the Blind annual convention. For two weeks during the program, Work To Independence students were employed at a local business or organization for 16-24 hours a week.

BISM also offered a full year of workshops under the Gaining Leadership, Independence, Direction and Experience (GLIDE) program, geared to assist blind and low vision high school students with life and job skills. The monthly program had 17 participants and took place at BISM Baltimore from September 2018 to May 2019. The GLIDE program featured workshops on independent living skills, work readiness, advocacy, career exploration, communication, and more. GLIDE students also toured Towson University and learned about life on college campus.

Our Salisbury location offered two youth programs geared for elementary age blind and low vision children: the BELL program, which included instruction in braille, technology, and fun activities; and the Kids and Grands program, which merged the BELL students with our senior support group for a fun day of bonding and activities.

State Sales, Manufacturing and Production

BISM's Sales and Marketing team dedicates itself to offering high quality products at competitive prices and top-notch customer service to State of Maryland agencies, State-supported controlled entities, and commercial contractors.

When State of Maryland customers purchase from BISM, they are helping to provide employment opportunities for blind and low vision Marylanders. BISM's product offerings include paper pads, 50% recycled content copy paper, hand soaps, sanitizers, a full line of janitorial chemicals, floor care products, medical exam gloves, can liners, toilet paper, paper towels, warewashing chemicals, bleach, and personal care products.

FY 2019 was a solid year for BISM's State sales and, despite having issues as discussed herein with purchasing compliance, the department met its budgeted sales goals.

BISM's relationship with GOJO/Purell dramatically grew in FY 2019 as a result of BISM undertaking a new role with Purell as a Co-Manufacturing partner. Pursuant to a Co-Manufacturing Agreement between BISM and Purell, BISM invested in building and operating a Purell soap pouring line at our Baltimore location. BISM's Purell manufacturing line, which created new positions for a number of blind associates, labels bottles, mixes products, pours the product and seals, packs and ships the finished boxes directly to our customers. As a result, BISM experienced significant growth in its sales of Purell products. In addition to Purell soap, BISM also received approval to provide Purell's new ES8 dispensing system, the legacy LTX system, the ADX (touch platform), and the 800 ml Bag in the Box product to our State customers. This Co-Manufacturing Agreement is one of the few agreements Purell has awarded in the country and we are very proud of this partnership.

State sales also experienced substantial growth with the University of Maryland system and we have expanded the product lines we sell to the universities.

BISM continues to attempt to counteract resistance from many State agencies and related entities to purchase products from BISM, despite there being State laws requiring them to do so. Our Sales team conducts significant outreach to notify State agencies about these issues but with little success. State agencies and related entities repeatedly ignore the compliance rules. Despite our requests and communications with State officials, there is currently no formal enforcement tasked with ensuring that State agencies and related entities comply with applicable State procurement laws.

BISM Beverage

BISM Beverage provides clear purified water to our State and Commercial customers in a variety of single serve BISM Now brand sizes.

In FY 2019, BISM Beverage phased out our five-gallon bottled water line in Baltimore. However, we are still fully operational at our Federalsburg, MD location, producing cases of single serve bottled water in four different sizes. Our finished product is clear, purified custom label water that is sold in the Mid-Atlantic region to mainly commercial customers. We also still provide our generic "BISM Now" water to State of Maryland customers by the case, which we deliver with a sighted driver and a blind route assistant.

BISM Beverage continues to work hard to add commercial customers from New York to the Carolinas to bolster our custom label water sales.

We have officially added a 10 oz bottle size to our product line in the hope that it may catch the interest of other types of markets. MARC Train has come onboard in a big way by ordering this 10 oz bottle size.

Federal Manufacturing and Production

BISM's blind and low vision manufacturing Associates consistently exhibit the dedication and craftsmanship that helps us meet the needs of an ever-changing marketplace, without sacrificing the quality of our cut and sewn products. We cut and sew uniforms and other textile products for all branches of the U.S. military.

FY 2019 was a lower than expected sales year for BISM's fabric cutting and sewing divisions, due to the decrease in the cutting demands from a major federal customer and delayed procurement actions. These decreased demands were partially offset by supplementing cutting with commercial companies. Improvements in supplier deliveries of fabric continued during FY 2019, which allowed BISM to manufacture in accordance to the customer delivery schedules. The volume of orders across the board was consistent with FY 2018 at about 70 percent of capacity for sewing, but the cutting operations improved to 70 percent capacity in FY 2019 compared to 35 percent in FY 2018.

BISM continued to benefit from an additional textile sewing operation at Federal Correction Institution (FCI) in Butner, North Carolina. BISM opened its operations at FCI Butner in 2015 under a program with Federal Prison Industries to supplement the operations in its Raleigh, North Carolina facility. FCI Butner positively affected performance and allowed BISM more flexibility to compete in the commercial marketplace for fabric cutting services.

Demand for the Army Physical Fitness Uniform Jacket (APFU), Improved Physical Training Uniform Jacket (IPTU) and Extended Cold Weather Clothing System Jacket (ECWCS) for the federal government remained consistent in FY 2019. The sewing operations at Salisbury and Cumberland were 70 percent of budget due to lower than expected demand for these products.

Our Raleigh, North Carolina cutting and sewing division's performance improved in FY 2019 from FY 2018 but still only operated at approximately 75 percent of capacity due to lower demand from the customer. The Raleigh location cuts and sews a variety of textile products including the APFU Jacket and the J-List Bag for the U.S. Army, the Ripstop Airmen Battle Uniform (RABU) for the Air Force, along with backpack straps and pillows.

AbilityOne Base Supply Centers

BISM owns and operates seven AbilityOne Base Supply Centers (BSC) on federal military installations in Maryland, Delaware, District of Columbia, Virginia, and Kentucky. The AbilityOne BSC is a true one-stop shopping solution for our base customers by offering office supplies and furniture, cleaning products, tools, and military uniforms.

In an effort to satisfy customer demands, our e-commerce website, ShopBISM.com, offers over 80,000 office and janitorial supplies, next day delivery on most items, and free shipping on orders over \$50. The Dover Air Force Base AbilityOne BSC also operates the HazMart Pharmacy, where all items deemed as hazardous are managed by BISM Associates.

FY 2019 was a rewarding year for the BSC division. More than one-third of our BSC retail Associates are blind or low vision and these Associates play a pivotal role in all aspects of the operations. The BSCs are innovators in providing assistive technology tools for our blind and low vision Associates, including a computer magnification program known as ZoomText, CCTVs, wireless handheld talking scanners, and talking cash registers.

In FY 2020, BISM hopes to obtain approval to open two new BSC locations: Naval Research Laboratory in Washington, D.C. and Fort Meade in Maryland.

Human Resources

BISM's Human Resources Department is committed to the continued employment and growth of blind and visually impaired Associates in our administrative, manufacturing and retail facilities. In calendar 2019, BISM employed 252 blind Associates, who produced a number of different products, supported our nation's military, as well as our state institutions. We are a destination employer for people who are blind and low vision.

BISM remains dedicated to the upward mobility, mentoring, and recruitment of blind individuals into leadership roles. We are actively looking within our organization as well as nationwide to identify blind people who hold the potential skill sets to lead BISM into the future.

BISM's manufacturing facility in Hagerstown MD continues to develop and grow. Our efforts have been to increase the overall equipment efficiency and safety of the equipment. Our Baltimore location has added sewing of military jackets and the manufacture of copy paper to the list of products produced. These additions allow us to increase our blind employment.

Our focus in the coming year is in self-directed work teams and empowering our Associates to be productive and to increase their skills, thereby increasing their job

satisfaction. The improvements we are making at our facilities will create an improved working environment for our Associates, with increased earning potential and professional growth.

Summary

Blind Industries and Services of Maryland continues to be the largest employer of blind and low vision adults in the State of Maryland. Our internationally recognized Rehabilitation and Independence Training programs and services develop the life skills that help blind people of all ages be more independent and successful in all elements of their lives.

We appreciate the support from the Governor's Office, the Maryland Legislature, and State agencies, and we look forward to creating more opportunities for blind Marylanders in the future.

Form **990**

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2018

Department of the Treasury
Internal Revenue Service

Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public Inspection

A For the **2018** calendar year, or tax year beginning **JUL 1, 2018** and ending **JUN 30, 2019**

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization BLIND INDUSTRIES & SERVICES OF MARYLAND		D Employer identification number 52-0591664
	Doing business as		E Telephone number 410-737-2600
	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	
	City or town, state or province, country, and ZIP or foreign postal code BALTIMORE, MD 21227		G Gross receipts \$ 148,836,661.
F Name and address of principal officer: FREDERICK PUENTE SAME AS C ABOVE		H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No	
J Website: WWW.BISM.ORG		If "No," attach a list. (see instructions)	
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other		H(c) Group exemption number	
L Year of formation: 1908		M State of legal domicile: MD	

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: SEE SCHEDULE O.		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	9
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	9
	5 Total number of individuals employed in calendar year 2018 (Part V, line 2a)	5	693
	6 Total number of volunteers (estimate if necessary)	6	13
	7 a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b Net unrelated business taxable income from Form 990-T, line 38	7b	0.	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year 797,446.	Current Year 1,825,573.
	9 Program service revenue (Part VIII, line 2g)	622,461.	558,291.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,766,090.	183,495.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	7,763,749.	5,082,230.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	10,949,746.	7,649,589.
	Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.
14 Benefits paid to or for members (Part IX, column (A), line 4)		0.	0.
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		5,386,112.	5,055,955.
16 a Professional fundraising fees (Part IX, column (A), line 11e)		0.	0.
b Total fundraising expenses (Part IX, column (D), line 25)		390,321.	
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)		6,483,643.	6,713,992.
18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	11,869,755.	11,769,947.	
19 Revenue less expenses. Subtract line 18 from line 12	-920,009.	-4,120,358.	
Net Assets or Fund Balances	20 Total assets (Part X, line 16)	Beginning of Current Year 58,995,627.	End of Year 58,969,363.
	21 Total liabilities (Part X, line 26)	40,366,566.	44,511,753.
	22 Net assets or fund balances. Subtract line 21 from line 20	18,629,061.	14,457,610.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer	Date			
	HOLLY BETH STANLEY, CHIEF ACCOUNTING OFFICER Type or print name and title				
Paid Preparer Use Only	Print/Type preparer's name JULIA FLANNERY, CPA	Preparer's signature	Date	Check if self-employed <input type="checkbox"/>	PTIN P00928918
	Firm's name RSM US LLP	Firm's EIN 42-0714325	Phone no. 410-246-9300		
	Firm's address 100 INTERNATIONAL DRIVE, SUITE 1400 BALTIMORE, MD 21202				

May the IRS discuss this return with the preparer shown above? (see instructions) Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission: TO PROVIDE STABLE CAREER OPPORTUNITIES, INNOVATIVE REHABILITATION PROGRAMS, QUALITY PRODUCTS AND SERVICES, AND TO DEVELOP RESOURCES FOR TRAINING AND EDUCATION.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [] Yes [X] No If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [] Yes [X] No If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 5,976,966. including grants of \$) (Revenue \$ 5,188,643.) INDUSTRIES DIVISION, OFFICE STORES, CUTTING & SEWING DIVISIONS, AND VENDING PROVIDING EMPLOYMENT AND VOCATIONAL TRAINING TO APPROXIMATELY 235 ADULT BLIND AND SEVERELY MULTIPLE DISABLED BLIND.

4b (Code:) (Expenses \$ 1,537,778. including grants of \$) (Revenue \$ 558,291.) PROGRAM FOR REHABILITATION, SOCIAL SERVICES AND VOCATIONAL TRAINING FOR THE ADULT BLIND AND SEVERELY MULTIPLE DISABLED. PROVIDED TRAINING TO APPROXIMATELY 2222 BLIND INDIVIDUALS THROUGH VARIOUS PROGRAMS AND PROVIDED AIDS & APPLIANCES TO APPROXIMATELY 596 BLIND INDIVIDUALS.

BISM CONTINUES TO MOVE TOWARDS OUR GOAL OF PROVIDING SERVICES TO PEOPLE OF ALL AGES WHO ARE BLIND OR VISUALLY IMPAIRED BY OFFERING THE FOLLOWING PROGRAMS:

YOUTH SERVICES

BISM OFFERS TWO RESIDENTIAL PROGRAMS FOR BLIND YOUTHS. THE "WORK FOR INDEPENDENCE" PROGRAM FOR HIGH SCHOOL STUDENTS AND "INDEPENDENCE 101"

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe in Schedule O.) (Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 7,514,744.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	X	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>	X	
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

Part IV Checklist of Required Schedules (continued)

Table with 3 columns: Question, Yes, No. Rows 22-38 covering various organizational requirements and schedules.

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

Table with 3 columns: Question, Yes, No. Rows 1a-1c regarding Form 1096, Forms W-2G, and backup withholding rules.

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

Table with columns for question number, question text, and Yes/No response boxes. Includes questions 2a through 16 regarding employee counts, tax returns, gross income, foreign accounts, prohibited transactions, and charitable contributions.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows include 1a (voting members), 1b (independent members), 2-7a (governing body structure), 7b (decisions), 8 (documentation), and 9 (unreachable officer).

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 3 columns: Question, Yes, No. Rows include 10a (local chapters), 11a (copy of Form 990), 12a-c (conflict of interest policy), 13 (whistleblower policy), 14 (document retention), 15 (compensation review), and 16a-b (joint venture arrangements).

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed MD
18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection.
19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20 State the name, address, and telephone number of the person who possesses the organization's books and records

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) WALTER BROWN CHAIRMAN	2.00	X		X			700.	0.	0.	
(2) WILLIAM HADLOCK VICE CHAIRMAN	2.00	X		X			800.	0.	0.	
(3) MELBA TAYLOR SECRETARY	2.00	X		X			0.	0.	0.	
(4) JAMES R. BERENS TREASURER	2.00	X		X			0.	0.	0.	
(5) GEORGE LITTTRELL VICE TREASURER	2.00	X		X			900.	0.	0.	
(6) MICHAEL GOSSE TRUSTEE	2.00	X					0.	0.	0.	
(7) DONALD J. MORRIS TRUSTEE	2.00	X					1,120.	0.	0.	
(8) MARTHA SEABROOKS TRUSTEE	2.00	X					1,000.	0.	0.	
(9) NORM CONWAY TRUSTEE	2.00	X					400.	0.	0.	
(10) FREDERICK PUENTE CEO	40.00			X			390,292.	0.	19,805.	
(11) HOLLY BETH STANLEY CHIEF ACCOUNTING OFFICER	40.00			X			125,740.	0.	15,783.	
(12) MICHAEL GARNTO COO	40.00			X			171,307.	0.	3,523.	
(13) KENNETH BARNETT VP SALES & MARKETING	40.00				X		249,776.	0.	2,271.	
(14) GREGG KALIFUT DIRECTOR OF SALES/MARKETING	40.00				X		171,627.	0.	2,048.	
(15) GUIDO DEROSI SR. DIRECTOR	40.00				X		150,244.	0.	20,711.	
(16) TOM KOHN SENIOR DIRECTOR AND COUNSEL	40.00				X		214,885.	0.	25,216.	
(17) CHARLES COLLIER, JR. SALES	40.00					X	156,843.	0.	14,768.	

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) RICHARD THOMPSON SALES	40.00				X			102,124.	0.	6,210.
(19) ANTHONY WARNER DIRECTOR OF HR	40.00				X			102,516.	0.	2,224.
1b Sub-total								1,840,274.	0.	112,559.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								1,840,274.	0.	112,559.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **10**

	Yes	No
3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
PAY TRACE, 12709 MIRABEAU PKWY, BUILDING A, SUITE 100, SPOKANE VALLEY, INSECT SHIELD MANUFACTURING, INC. 814 W MARKET ST, GREENSBORO, NC 27401	CREDIT CARD PROCESSING FEES	563,617.
PROSOURCE MARKETING GROUP, LLC 700 E 1ST ST, HAGERSTOWN, MD 21740	FABRIC TREATMENT	474,393.
OLD DOMINION FRIEGHT LINE, INC. PO BOX 415202, BOSTON, MA 02241	CONVERTING SERVICES	179,411.
LECTRA SYSTEMS, INC. 889 FRANKLIN RD SE, MARIETTA, GA 30067	FREIGHT	154,495.
	EQUIPMENT MAINTENANCE	127,158.

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **7**

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

				(A)	(B)	(C)	(D)	
				Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a	Federated campaigns	1a					
	b	Membership dues	1b					
	c	Fundraising events	1c	164,850.				
	d	Related organizations	1d					
	e	Government grants (contributions)	1e	1,549,606.				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	111,117.				
	g	Noncash contributions included in lines 1a-1f: \$						
	h	Total. Add lines 1a-1f		1,825,573.				
Program Service Revenue	2 a	REHABILITATION FEES	Business Code	624310	511,810.	511,810.		
	b	AWARDS		900099	42,050.	42,050.		
	c	AIDS & APPLIANCE REVEN		900099	4,431.	4,431.		
	d							
	e							
	f	All other program service revenue						
	g	Total. Add lines 2a-2f			558,291.			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)			213,306.		213,306.	
	4	Income from investment of tax-exempt bond proceeds						
	5	Royalties						
	6 a	Gross rents	(i) Real	(ii) Personal				
		Less: rental expenses						
		Rental income or (loss)						
		Net rental income or (loss)						
	7 a	Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
		Less: cost or other basis and sales expenses						
		Gain or (loss)						
		Net gain or (loss)						
	8 a	Gross income from fundraising events (not including \$ 164,850. of contributions reported on line 1c). See Part IV, line 18						
		Less: direct expenses						
		Net income or (loss) from fundraising events						
	9 a	Gross income from gaming activities. See Part IV, line 19						
Less: direct expenses								
Net income or (loss) from gaming activities								
10 a	Gross sales of inventory, less returns and allowances							
	Less: cost of goods sold							
	Net income or (loss) from sales of inventory							
Miscellaneous Revenue		Business Code						
11 a								
	b							
	c							
	d	All other revenue						
e	Total. Add lines 11a-11d							
12	Total revenue. See instructions				7,649,589.	5,746,934.	0.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,507,258.	624,118.	883,140.	
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,516,506.	941,700.	1,341,477.	233,329.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits	669,655.	301,233.	339,289.	29,133.
10 Payroll taxes	362,536.	185,158.	158,319.	19,059.
11 Fees for services (non-employees):				
a Management				
b Legal	45,688.		45,688.	
c Accounting	60,000.		60,000.	
d Lobbying	43,062.		43,062.	
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	2,753.		2,753.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch. O.)	95,865.		95,865.	
12 Advertising and promotion	106,450.	2,525.	12,525.	91,400.
13 Office expenses	158,970.	66,022.	88,160.	4,788.
14 Information technology	86,959.	77,221.	6,891.	2,847.
15 Royalties				
16 Occupancy	284,141.	181,280.	99,294.	3,567.
17 Travel	83,840.	15,748.	67,675.	417.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials ...				
19 Conferences, conventions, and meetings				
20 Interest	1,115,775.	1,115,775.		
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	2,170,737.	1,660,576.	510,161.	
23 Insurance	190,521.	84,755.	100,103.	5,663.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a REHABILITATION COSTS	1,526,892.	1,526,892.		
b CREDIT CARD FEES	593,569.	593,569.		
c VEHICLE REPAIRS & FUEL	76,056.	65,458.	10,480.	118.
d LETTER OF CREDIT FEES	72,714.	72,714.		
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	11,769,947.	7,514,744.	3,864,882.	390,321.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	75,859.	1	1,311,335.
	2 Savings and temporary cash investments		2	6,521,366.
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	6,275,785.	4	8,753,686.
	5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use	12,891,514.	8	14,420,318.
	9 Prepaid expenses and deferred charges	655,365.	9	628,298.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 47,210,679.		
	b Less: accumulated depreciation	10b 19,876,319.	28,118,136.	10c 27,334,360.
	11 Investments - publicly traded securities	10,978,968.	11	
	12 Investments - other securities. See Part IV, line 11		12	
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11		15	
16 Total assets. Add lines 1 through 15 (must equal line 34)	58,995,627.	16	58,969,363.	
Liabilities	17 Accounts payable and accrued expenses	11,461,744.	17	17,382,825.
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities	4,600,000.	20	4,200,000.
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties	24,085,155.	23	22,658,168.
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	219,667.	25	270,760.
	26 Total liabilities. Add lines 17 through 25	40,366,566.	26	44,511,753.
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	18,602,061.	27	14,430,610.
	28 Temporarily restricted net assets		28	
	29 Permanently restricted net assets	27,000.	29	27,000.
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building, or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
33 Total net assets or fund balances	18,629,061.	33	14,457,610.	
34 Total liabilities and net assets/fund balances	58,995,627.	34	58,969,363.	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	7,649,589.
2	Total expenses (must equal Part IX, column (A), line 25)	2	11,769,947.
3	Revenue less expenses. Subtract line 2 from line 1	3	-4,120,358.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	18,629,061.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	-51,093.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	14,457,610.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

- 1** Accounting method used to prepare the Form 990: Cash Accrual Other _____
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.
- 2a** Were the organization's financial statements compiled or reviewed by an independent accountant? _____
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:
 Separate basis Consolidated basis Both consolidated and separate basis
- b** Were the organization's financial statements audited by an independent accountant? _____
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:
 Separate basis Consolidated basis Both consolidated and separate basis
- c** If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? _____
If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.
- 3a** As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? _____
- b** If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits _____

	Yes	No
2a		X
2b	X	
2c	X	
3a		X
3b		

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
▶ Attach to Form 990 or Form 990-EZ.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2018

Open to Public Inspection

Name of the organization: **BLIND INDUSTRIES & SERVICES OF MARYLAND**
Employer identification number: **52-0591664**

Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1 A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2 A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ).)
- 3 A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4 A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____
- 5 An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6 A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7 An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8 A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9 An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____
- 10 An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11 An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12 An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
 - a **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
 - b **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
 - c **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
 - d **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
 - e Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
 - f Enter the number of supported organizations: _____
 - g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
Total						

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	810,060.	1,354,922.	895,495.	797,446.	1,825,573.	5,683,496.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3	810,060.	1,354,922.	895,495.	797,446.	1,825,573.	5,683,496.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						53,604.
6 Public support. Subtract line 5 from line 4.						5,629,892.

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
7 Amounts from line 4	810,060.	1,354,922.	895,495.	797,446.	1,825,573.	5,683,496.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	167,175.	182,700.	234,616.	313,341.	213,306.	1,111,138.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	51,090.	68,710.	62,911.	28,905.	63,545.	275,161.
11 Total support. Add lines 7 through 10						7,069,795.
12 Gross receipts from related activities, etc. (see instructions)					12	475,796,678.
13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

Section C. Computation of Public Support Percentage

14 Public support percentage for 2018 (line 6, column (f) divided by line 11, column (f))	14	79.63 %
15 Public support percentage from 2017 Schedule A, Part II, line 14	15	77.25 %
16a 33 1/3% support test - 2018. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input checked="" type="checkbox"/>
b 33 1/3% support test - 2017. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
17a 10% -facts-and-circumstances test - 2018. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
b 10% -facts-and-circumstances test - 2017. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions		<input type="checkbox"/>

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge ...						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public support. (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) 2018	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources ...						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ►

Section C. Computation of Public Support Percentage

15 Public support percentage for 2018 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2017 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2018 (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from 2017 Schedule A, Part III, line 17	18	%

19a 33 1/3% support tests - 2018. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ►

b 33 1/3% support tests - 2017. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ►

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ►

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer (b) and (c) below.</i>		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
4a Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.</i>		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
b Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer 10b below.</i>		
b Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?		
b A family member of a person described in (a) above?		
c A 35% controlled entity of a person described in (a) or (b) above? <i>If "Yes" to a, b, or c, provide detail in Part VI.</i>		

Section B. Type I Supporting Organizations

	Yes	No
1 Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
3 By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		

Section E. Type III Functionally Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
a <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
b <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
c <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).		
2 Activities Test. Answer (a) and (b) below.		
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>		
b Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>		
3 Parent of Supported Organizations. Answer (a) and (b) below.		
a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>Provide details in Part VI.</i>		
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

- 1 Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI.) **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d	3	
4	Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions)	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by .035	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions)	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

Schedule A (Form 990 or 990-EZ) 2018

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions	Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in Part VI). See instructions.	
7 Total annual distributions. Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	
9 Distributable amount for 2018 from Section C, line 6	
10 Line 8 amount divided by line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2018	(iii) Distributable Amount for 2018
1 Distributable amount for 2018 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2018 (reasonable cause required- explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2018			
a From 2013			
b From 2014			
c From 2015			
d From 2016			
e From 2017			
f Total of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2018 distributable amount			
i Carryover from 2013 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2018 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2018 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2018, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI . See instructions.			
6 Remaining underdistributions for 2018. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI . See instructions.			
7 Excess distributions carryover to 2019. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2014			
b Excess from 2015			
c Excess from 2016			
d Excess from 2017			
e Excess from 2018			

Schedule A (Form 990 or 990-EZ) 2018

Schedule B

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.
▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2018

Name of the organization

BLIND INDUSTRIES & SERVICES OF MARYLAND

Employer identification number

52-0591664

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)(3) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** \$5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ▶ \$ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Name of organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	<hr/> <hr/> <hr/>	\$ 55,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
2	<hr/> <hr/> <hr/>	\$ 549,605.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
3	<hr/> <hr/> <hr/>	\$ 1,000,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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Part II Noncash Property (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
	<hr/> <hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/> <hr/>	\$ _____	_____

Name of organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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Part III Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this info. once.) ▶ \$ _____
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	

SCHEDULE C
(Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

OMB No. 1545-0047

2018

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

For Organizations Exempt From Income Tax Under section 501(c) and section 527
Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.
Go to www.irs.gov/Form990 for instructions and the latest information.

If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Table with 2 columns: Name of organization (BLIND INDUSTRIES & SERVICES OF MARYLAND) and Employer identification number (52-0591664)

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
2 Political campaign activity expenditures \$
3 Volunteer hours for political campaign activities

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 \$
2 Enter the amount of any excise tax incurred by organization managers under section 4955 \$
3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? Yes No
4a Was a correction made? Yes No
b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities \$
2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities \$
3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b \$
4 Did the filing organization file Form 1120-POL for this year? Yes No
5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

Table with 5 columns: (a) Name, (b) Address, (c) EIN, (d) Amount paid from filing organization's funds, (e) Amount of political contributions received and promptly and directly delivered to a separate political organization.

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A** Check if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B** Check if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
1a	Total lobbying expenditures to influence public opinion (grass roots lobbying)	43,062.													
b	Total lobbying expenditures to influence a legislative body (direct lobbying)														
c	Total lobbying expenditures (add lines 1a and 1b)	43,062.													
d	Other exempt purpose expenditures	11,726,885.													
e	Total exempt purpose expenditures (add lines 1c and 1d)	11,769,947.													
f	Lobbying nontaxable amount. Enter the amount from the following table in both columns.	738,497.													
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 50%;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.														
Over \$17,000,000	\$1,000,000.														
g	Grassroots nontaxable amount (enter 25% of line 1f)	184,624.													
h	Subtract line 1g from line 1a. If zero or less, enter -0-	0.													
i	Subtract line 1f from line 1c. If zero or less, enter -0-	0.													
j	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No												

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period						
Calendar year (or fiscal year beginning in)	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) Total	
2a	Lobbying nontaxable amount	715,614.	755,755.	743,488.	738,497.	2,953,354.
b	Lobbying ceiling amount (150% of line 2a, column(e))					4,430,031.
c	Total lobbying expenditures	85,334.	44,739.	50,542.	43,062.	223,677.
d	Grassroots nontaxable amount	178,904.	188,939.	185,872.	184,624.	738,339.
e	Grassroots ceiling amount (150% of line 2d, column (e))					1,107,509.
f	Grassroots lobbying expenditures	85,334.	44,739.	50,542.	43,062.	223,677.

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes," response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

	(a)		(b)
	Yes	No	Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total. Add lines 1c through 1i			
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1	
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	
3 Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	3	

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No," OR (b) Part III-A, line 3, is answered "Yes."

1 Dues, assessments and similar amounts from members	1
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).	
a Current year	2a
b Carryover from last year	2b
c Total	2c
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4
5 Taxable amount of lobbying and political expenditures (see instructions)	5

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

FORM 990, SCHEDULE C, PART II-A, LINE 1A

BLIND INDUSTRIES AND SERVICES OF MARYLAND WORKS TO EDUCATE OUR ELECTED

REPRESENTATIVES IN ANNAPOLIS, MARYLAND OF OUR (1) PROCUREMENT PREFERENCE

THAT WE ARE GRANTED THROUGH STATE LEGISLATION AND (2) THE INVALUABLE

REHABILITATION AND TRAINING SERVICES THAT WE PROVIDE FOR BLIND AND LOW

VISIONS CITIZENS. WE ACCOMPLISH THIS THROUGH CONDUCTING MEETINGS (IN

Part IV Supplemental Information *(continued)*

PERSON AND ON THE PHONE) AND PROVIDING INFORMATION VIA ELECTRONIC

COMMUNICATION FOR ELECTED OFFICIALS AND THEIR STAFF. WE PROVIDE SIMILAR

INFORMATION FOR OUR FEDERAL ELECTED OFFICIALS WITHOUT THE ASSISTANCE OF

OUTSIDE LOBBYISTS.

SCHEDULE D (Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2018 Open to Public Inspection

Name of the organization: BLIND INDUSTRIES & SERVICES OF MARYLAND
Employer identification number: 52-0591664

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include: 1 Total number at end of year, 2 Aggregate value of contributions to (during year), 3 Aggregate value of grants from (during year), 4 Aggregate value at end of year, 5 Did the organization inform all donors...?, 6 Did the organization inform all grantees...?

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Table with 2 columns: Held at the End of the Tax Year. Rows include: 1 Purpose(s) of conservation easements held by the organization, 2 Complete lines 2a through 2d if the organization held a qualified conservation contribution..., 3 Number of conservation easements modified..., 4 Number of states where property subject to conservation easement is located..., 5 Does the organization have a written policy..., 6 Staff and volunteer hours..., 7 Amount of expenses..., 8 Does each conservation easement..., 9 In Part XIII, describe how the organization reports...

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Table with 2 columns: \$. Rows include: 1a If the organization elected, as permitted under SFAS 116..., 1b If the organization elected, as permitted under SFAS 116..., 2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain...

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

- 3** Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
- a** Public exhibition
 - b** Scholarly research
 - c** Preservation for future generations
 - d** Loan or exchange programs
 - e** Other _____
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5** During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? **Yes** **No**

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? **Yes** **No**
- b** If "Yes," explain the arrangement in Part XIII and complete the following table:
- | | Amount |
|--|-----------|
| c Beginning balance | 1c |
| d Additions during the year | 1d |
| e Distributions during the year | 1e |
| f Ending balance | 1f |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? **Yes** **No**
- b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a** Board designated or quasi-endowment ▶ _____ %
 - b** Permanent endowment ▶ _____ %
 - c** Temporarily restricted endowment ▶ _____ %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- | | Yes | No |
|---|---------------|----|
| (i) unrelated organizations | 3a(i) | |
| (ii) related organizations | 3a(ii) | |
| b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? | 3b | |
- 4** Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		3,354,978.		3,354,978.
b Buildings		23,541,344.	9,335,050.	14,206,294.
c Leasehold improvements				
d Equipment		19,704,025.	9,933,201.	9,770,824.
e Other		610,332.	608,068.	2,264.
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				27,334,360.

Part VII Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) INTEREST RATE SWAP	270,760.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	270,760.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements	1	102,485,199.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	94,835,610.
e	Add lines 2a through 2d	2e	94,835,610.
3	Subtract line 2e from line 1	3	7,649,589.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	0.
5	Total revenue. Add lines 3 and 4c . (This must equal Form 990, Part I, line 12.)	5	7,649,589.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements	1	106,656,650.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	94,886,703.
e	Add lines 2a through 2d	2e	94,886,703.
3	Subtract line 2e from line 1	3	11,769,947.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	0.
5	Total expenses. Add lines 3 and 4c . (This must equal Form 990, Part I, line 18.)	5	11,769,947.

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART X, LINE 2:

BISM HAS ADOPTED THE ACCOUNTING STANDARD ON ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES, WHICH ADDRESSES THE DETERMINATION OF WHETHER TAX BENEFITS CLAIMED OR EXPECTED TO BE CLAIMED ON A TAX RETURN SHOULD BE RECORDED IN THE FINANCIAL STATEMENTS. UNDER THIS POLICY, BISM MAY RECOGNIZE THE TAX BENEFIT FROM AN UNCERTAIN TAX POSITION ONLY IF IT IS MORE LIKELY THAN NOT THAT THE TAX POSITION WOULD BE SUSTAINED ON EXAMINATION BY TAXING AUTHORITIES, BASED ON THE TECHNICAL MERITS OF THE POSITION.

MANAGEMENT HAS EVALUATED BISM'S TAX POSITIONS AND HAS CONCLUDED THAT BISM HAS TAKEN NO UNCERTAIN TAX POSITIONS THAT REQUIRE ADJUSTMENT TO OR DISCLOSURE IN THE FINANCIAL STATEMENTS. BISM IS NO LONGER SUBJECT TO U.S.

Part XIII Supplemental Information *(continued)*

FEDERAL, STATE AND LOCAL INCOME TAX EXAMINATIONS BY TAX AUTHORITIES FOR

YEARS ENDING BEFORE JUNE 30, 2016.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

COST OF GOODS 94,835,610.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

COST OF GOODS 94,835,610.

INTEREST RATE SWAP 51,093.

TOTAL TO SCHEDULE D, PART XII, LINE 2D 94,886,703.

SCHEDULE G
(Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

OMB No. 1545-0047

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

2018

Department of the Treasury
Internal Revenue Service

▶ **Attach to Form 990 or Form 990-EZ.**

Open to Public Inspection

▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

Name of the organization

BLIND INDUSTRIES & SERVICES OF MARYLAND

Employer identification number

52-0591664

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a Mail solicitations
- b Internet and email solicitations
- c Phone solicitations
- d In-person solicitations
- e Solicitation of non-government grants
- f Solicitation of government grants
- g Special fundraising events

- 2 a** Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? **Yes** **No**
- b** If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
Total						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through col. (c))
		FALL GOLF (event type)	SPRING GOLF (event type)	4 (total number)	
Revenue	1 Gross receipts	99,675.	52,100.	54,080.	205,855.
	2 Less: Contributions	87,950.	47,900.	29,000.	164,850.
	3 Gross income (line 1 minus line 2)	11,725.	4,200.	25,080.	41,005.
Direct Expenses	4 Cash prizes	1,050.	900.		1,950.
	5 Noncash prizes	3,752.	1,408.		5,160.
	6 Rent/facility costs	1,000.	1,000.	1,000.	3,000.
	7 Food and beverages	29,687.	9,358.	39,136.	78,181.
	8 Entertainment	33,490.	15,296.	1,400.	50,186.
	9 Other direct expenses	3,327.	154.	13,500.	16,981.
	10 Direct expense summary. Add lines 4 through 9 in column (d)				155,458.
11 Net income summary. Subtract line 10 from line 3, column (d)				-114,453.	

Part III Gaming. Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
		1 Gross revenue			22,540.
Direct Expenses	2 Cash prizes			14,500.	14,500.
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input checked="" type="checkbox"/> No	
7 Direct expense summary. Add lines 2 through 5 in column (d)				14,500.	
8 Net gaming income summary. Subtract line 7 from line 1, column (d)				8,040.	

9 Enter the state(s) in which the organization conducts gaming activities: MD

a Is the organization licensed to conduct gaming activities in each of these states? Yes No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? Yes No

b If "Yes," explain: _____

- 11 Does the organization conduct gaming activities with nonmembers? Yes No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? Yes No
- 13 Indicate the percentage of gaming activity conducted in:

a The organization's facility	13a	%
b An outside facility	13b	100.00 %
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ► HOLLY BETH STANLEY

Address ► 3345 WASHINGTON BLVD - BALTIMORE, MD 21227

- 15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? Yes No
- b If "Yes," enter the amount of gaming revenue received by the organization ► \$ _____ and the amount of gaming revenue retained by the third party ► \$ _____
- c If "Yes," enter name and address of the third party:

Name ► _____

Address ► _____

16 Gaming manager information:

Name ► HOLLY BETH STANLEY

Gaming manager compensation ► \$ _____ 0.

Description of services provided ► TRACK BOOKS AN RECORDS OF GAMING ACTIVITIES AT EVENTS.

Director/officer Employee Independent contractor

17 Mandatory distributions:

- a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? Yes No
- b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ► \$ _____

Part IV Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

**SCHEDULE J
(Form 990)**

Compensation Information

OMB No. 1545-0047

2018

Open to Public Inspection

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
 ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
 ▶ Attach to Form 990.
 ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Department of the Treasury
Internal Revenue Service

Name of the organization

BLIND INDUSTRIES & SERVICES OF MARYLAND

Employer identification number

52-0591664

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- | | |
|--|--|
| <input type="checkbox"/> First-class or charter travel | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (such as maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

3 Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- | | |
|---|---|
| <input checked="" type="checkbox"/> Compensation committee | <input type="checkbox"/> Written employment contract |
| <input checked="" type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- a** Receive a severance payment or change-of-control payment?
- b** Participate in, or receive payment from, a supplemental nonqualified retirement plan?
- c** Participate in, or receive payment from, an equity-based compensation arrangement?
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

- a** The organization?
- b** Any related organization?
- If "Yes" on line 5a or 5b, describe in Part III.

6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

- a** The organization?
- b** Any related organization?
- If "Yes" on line 6a or 6b, describe in Part III.

7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III

8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

	Yes	No
1b		
2		
4a		X
4b		X
4c		X
5a	X	
5b		X
6a		X
6b		X
7		X
8		X
9		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2018

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) FREDERICK PUENTE CEO	(i)	389,647.	0.	645.	0.	19,805.	410,097.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) MICHAEL GARNTO COO	(i)	170,596.	0.	711.	0.	3,523.	174,830.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) KENNETH BARNETT VP SALES & MARKETING	(i)	249,086.	0.	690.	0.	2,271.	252,047.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) GREGG KALIFUT DIRECTOR OF SALES/MARKETING	(i)	170,934.	0.	693.	0.	2,048.	173,675.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) GUIDO DEROSI SR. DIRECTOR	(i)	149,680.	0.	564.	0.	20,711.	170,955.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) TOM KOHN SENIOR DIRECTOR AND COUNSEL	(i)	214,171.	0.	714.	0.	25,216.	240,101.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) CHARLES COLLIER, JR. SALES	(i)	156,171.	0.	672.	0.	14,768.	171,611.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

PART I, LINE 5:

SEVERAL EMPLOYEES LISTED IN PART VII RECEIVE A COMMISSION BASED ON A % OF

EXEMPT FUNCTION SALES.

Supplemental Information on Tax-Exempt Bonds

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 24a. Provide descriptions, explanations, and any additional information in Part VI.**
▶ **Attach to Form 990.** ▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

Name of the organization **BLIND INDUSTRIES & SERVICES OF MARYLAND** Employer identification number **52-0591664**

Part I	Bond Issues											
	(a) Issuer name	(b) Issuer EIN	(c) CUSIP #	(d) Date issued	(e) Issue price	(f) Description of purpose	(g) Defeased		(h) On behalf of issuer		(i) Pooled financing	
							Yes	No	Yes	No	Yes	No
A	MARYLAND ECONOMIC DEVELOPMENT CORPORATION	52-1376562	57420NAQ4	10/01/04	10,000,000.	ACQUISITION AND RENOVATION OF FACILITIES		X	X			X
B												
C												
D												

Part II	Proceeds								
		A		B		C		D	
1	Amount of bonds retired	5,800,000.							
2	Amount of bonds legally defeased								
3	Total proceeds of issue	10,000,000.							
4	Gross proceeds in reserve funds								
5	Capitalized interest from proceeds								
6	Proceeds in refunding escrows								
7	Issuance costs from proceeds	260,340.							
8	Credit enhancement from proceeds								
9	Working capital expenditures from proceeds								
10	Capital expenditures from proceeds	9,739,660.							
11	Other spent proceeds								
12	Other unspent proceeds								
13	Year of substantial completion	2005							
		Yes	No	Yes	No	Yes	No	Yes	No
14	Were the bonds issued as part of a refunding issue of tax-exempt bonds (or, if issued prior to 2018, a current refunding issue)?		X						
15	Were the bonds issued as part of a refunding issue of taxable bonds (or, if issued prior to 2018, an advance refunding issue)?		X						
16	Has the final allocation of proceeds been made?	X							
17	Does the organization maintain adequate books and records to support the final allocation of proceeds?	X							

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Part III Private Business Use		A		B		C		D	
		Yes	No	Yes	No	Yes	No	Yes	No
1	Was the organization a partner in a partnership, or a member of an LLC, which owned property financed by tax-exempt bonds?		X						
2	Are there any lease arrangements that may result in private business use of bond-financed property?		X						
3a	Are there any management or service contracts that may result in private business use of bond-financed property?		X						
b	If "Yes" to line 3a, does the organization routinely engage bond counsel or other outside counsel to review any management or service contracts relating to the financed property?								
c	Are there any research agreements that may result in private business use of bond-financed property?		X						
d	If "Yes" to line 3c, does the organization routinely engage bond counsel or other outside counsel to review any research agreements relating to the financed property?								
4	Enter the percentage of financed property used in a private business use by entities other than a section 501(c)(3) organization or a state or local government		%		%		%		%
5	Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3) organization, or a state or local government		%		%		%		%
6	Total of lines 4 and 5		%		%		%		%
7	Does the bond issue meet the private security or payment test?		X						
8a	Has there been a sale or disposition of any of the bond-financed property to a non-governmental person other than a 501(c)(3) organization since the bonds were issued?		X						
b	If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed of		%		%		%		%
c	If "Yes" to line 8a, was any remedial action taken pursuant to Regulations sections 1.141-12 and 1.145-2?								
9	Has the organization established written procedures to ensure that all nonqualified bonds of the issue are remediated in accordance with the requirements under Regulations sections 1.141-12 and 1.145-2?		X						

Part IV Arbitrage		A		B		C		D	
		Yes	No	Yes	No	Yes	No	Yes	No
1	Has the issuer filed Form 8038-T, Arbitrage Rebate, Yield Reduction and Penalty in Lieu of Arbitrage Rebate?		X						
2	If "No" to line 1, did the following apply?								
a	Rebate not due yet?		X						
b	Exception to rebate?		X						
c	No rebate due?	X							
	If "Yes" to line 2c, provide in Part VI the date the rebate computation was performed								
3	Is the bond issue a variable rate issue?	X							

Part IV Arbitrage (Continued)

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
4a Has the organization or the governmental issuer entered into a qualified hedge with respect to the bond issue?	<input checked="" type="checkbox"/>							
b Name of provider	BANK OF AMERICA							
c Term of hedge	23.5000000							
d Was the hedge superintegrated?		<input checked="" type="checkbox"/>						
e Was the hedge terminated?		<input checked="" type="checkbox"/>						
5a Were gross proceeds invested in a guaranteed investment contract (GIC)?		<input checked="" type="checkbox"/>						
b Name of provider								
c Term of GIC								
d Was the regulatory safe harbor for establishing the fair market value of the GIC satisfied?								
6 Were any gross proceeds invested beyond an available temporary period?		<input checked="" type="checkbox"/>						
7 Has the organization established written procedures to monitor the requirements of section 148?		<input checked="" type="checkbox"/>						

Part V Procedures To Undertake Corrective Action

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
Has the organization established written procedures to ensure that violations of federal tax requirements are timely identified and corrected through the voluntary closing agreement program if self-remediation isn't available under applicable regulations?		<input checked="" type="checkbox"/>						

Part VI Supplemental Information. Provide additional information for responses to questions on Schedule K. See instructions

FORM 990, SCHEDULE K, PART IV, LINE 2C

BOND COUNCIL DETERMINED IN 2011 THAT NO FURTHER REBATE CALCULATIONS WERE NECESSARY.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2018

Open to Public
Inspection

Name of the organization

BLIND INDUSTRIES & SERVICES OF MARYLAND

Employer identification number

52-0591664

FORM 990, PART I, LINE 1

REHABILITATION, TRAINING, AND EMPLOYMENT OF BLIND AND LOW VISION

INDIVIDUALS. WE POSITIVELY CHANGE PEOPLE'S ATTITUDES TOWARD BLINDNESS.

FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS:

FOR MIDDLE SCHOOL AGED CHILDREN. THESE PROGRAM PARTICIPANTS ATTEND

DAILY CLASSES REGARDING BLINDNESS, ASSISTIVE TECHNOLOGY, BRAILLE, CANE

TRAVEL, AND INDEPENDENT LIVING. ALL OF THIS OCCURS WHILE LIVING IN AN

APARTMENT WITH BLIND ADULT ROLE-MODELS. THE FINAL COMPONENT OF THIS

PROGRAM IS A WORK EXPERIENCE FOR THE OLDER STUDENTS.

BISM ALSO HAS A MENTORING PROGRAM WHICH PLACES BLIND HIGH SCHOOL AND

COLLEGE AGE STUDENTS WITH SUCCESSFUL BLIND ADULT MENTORS.

CORE PROGRAM

BISM'S COMPREHENSIVE ORIENTATION, REHABILITATION, AND EMPOWERMENT

(CORE) PROGRAM TEACHES BLIND AND VISUALLY IMPAIRED ADULTS THE SKILLS OF

BLINDNESS SO THEY CAN BECOME EMPLOYED, PURSUE POST-SECONDARY EDUCATION,

AND REGAIN CONTROL OF THEIR LIVES. CONFIDENCE BUILDING IS AN ESSENTIAL

ELEMENT OF THE PROGRAM AND IS REINFORCED WITH EACH ACCOMPLISHMENT. CORE

STUDENTS ARE TAUGHT BY BLIND INSTRUCTORS AND LEARN NON-VISUAL METHODS

IN A CLASSROOM SETTING. THE CURRICULUM INCLUDES BRAILLE, LONG WHITE

CANE TRAVEL, INDEPENDENT LIVING, AND ASSISTIVE COMPUTER TECHNOLOGY,

ADJUSTMENT TO BLINDNESS SEMINARS, PHYSICAL FITNESS, WOODSHOP, AND

OFF-SITE TRAINING. THE CORE PROGRAM GENERALLY REQUIRES SEVEN TO TEN

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule O (Form 990 or 990-EZ) (2018)

Name of the organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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MONTHS TO COMPLETE.

CORE IS A RESIDENTIAL PROGRAM AND WE CONSIDER RESIDENTIAL LIVING THE ESSENTIAL COMPONENT DESIGNED TO INTEGRATE SKILLS DEVELOPED THROUGHOUT TRAINING. STUDENTS LIVE IN APARTMENTS IN AN URBAN SETTING AND ARE RESPONSIBLE FOR SHOPPING, MEAL PREPARATION, CLEANING, AND MONEY MANAGEMENT. STUDENTS ALSO ORGANIZE AND PARTICIPATE IN COMMUNITY OUTREACH, BISM FUNDRAISERS, AND GROUP ACTIVITIES. THROUGH UTILIZATION OF CLASSROOM TAUGHT BLINDNESS SKILLS OUTSIDE OF THE REHABILITATION BUBBLE, OUR STUDENTS LEARN NOT ONLY INDEPENDENCE SKILLS BUT WHAT IT TAKES TO BECOME SUCCESSFUL PROFESSIONALLY AND PERSONALLY.

SENIOR PROGRAM

BISM'S SENIOR SERVICES OFFERS LIFE SKILLS TRAINING, SUPPORT GROUPS, RESOURCE MATERIALS, HOME INSTRUCTION, ADAPTED DEVICE DEMONSTRATIONS AND COMMUNITY OUTINGS FOR BLIND AND LOW VISION SENIORS. THE GOAL OF ALL BISM SENIOR SERVICES PROGRAMS IS TO EMPOWER BLIND AND LOW VISION SENIOR CITIZENS WITH THE SKILLS AND CONFIDENCE NECESSARY TO LIVE AN INDEPENDENT, FULFILLING LIFE.

THE SENIORS ACHIEVING INDEPENDENT LIVING (SAIL) PROGRAM'S CURRICULUM INCLUDES CLASSES IN BRAILLE, CANE TRAVEL, INDEPENDENT HOME LIVING, ASSISTIVE COMPUTER TECHNOLOGY, ADJUSTMENT TO BLINDNESS SEMINARS, GARDENING AND LEISURE ACTIVITIES. WITH THE SKILLS ACQUIRED AT BISM, SENIOR PARTICIPANTS BECOME BETTER EQUIPPED TO MANAGE THEIR DAILY NEEDS, REMAIN IN THEIR OWN HOMES, RESUME SOCIAL ACTIVITIES, INCREASE THEIR QUALITY OF LIFE AND AVOID UNNECESSARY PLACEMENT IN COSTLY ASSISTED LIVING FACILITIES.

Name of the organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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FORM 990, PART VI, SECTION B, LINE 11B:

THE FORM 990 IS REVIEWED BY THE PRESIDENT, SENIOR DIRECTOR, CHIEF ACCOUNTING OFFICER AND THE CONTROLLER BEFORE IT IS FILED WITH THE INTERNAL REVENUE SERVICE. IT IS ALSO REVIEWED BY THE TREASURER OF THE BOARD OF TRUSTEES AND MADE AVAILABLE TO THE REST OF THE BOARD OF TRUSTEES TO COMMENT UPON, IF THEY CHOSE TO DO SO, BEFORE IT IS FILED WITH THE INTERNAL REVENUE SERVICE. IT IS ALSO DISCUSSED AT THE NEXT MEETING OF THE BOARD OF TRUSTEES, WHERE ANY CONCERNS/ QUESTIONS ARE ADDRESSED.

FORM 990, PART VI, SECTION B, LINE 12C:

WE REGULARLY AND CONSISTENTLY MONITOR AND ENFORCE COMPLIANCE WITH THE CONFLICTS OF INTEREST POLICY BY REQUIRING THE FOLLOWING:

EACH NEW PERSON SERVING AS AN OFFICER, ASSOCIATE OR MEMBER OF THE BOARD OF TRUSTEES SHALL BE REQUIRED TO REVIEW A COPY OF OUR POLICY AND TO ACKNOWLEDGE IN WRITING THAT HE OR SHE HAS DONE SO.

EACH PERSON SERVING AS AN OFFICER, ASSOCIATE OR MEMBER OF THE BOARD OF TRUSTEES (RESPONSIBLE PERSON) SHALL ANNUALLY COMPLETE A DISCLOSURE FORM IDENTIFYING ANY RELATIONSHIPS, POSITIONS OR CIRCUMSTANCES IN WHICH HE OR SHE IS INVOLVED THAT HE OR SHE BELIEVES COULD CONTRIBUTE TO A CONFLICT OF INTEREST ARISING. SUCH RELATIONSHIPS, POSITIONS OR CIRCUMSTANCES MIGHT INCLUDE SERVICE AS A DIRECTOR OF OR CONSULTANT TO A NONPROFIT ORGANIZATION, OR OWNERSHIP OF A BUSINESS THAT MIGHT PROVIDE GOODS OR SERVICES TO BISM.

ANY SUCH INFORMATION REGARDING BUSINESS INTERESTS OF A RESPONSIBLE PERSON OR A FAMILY MEMBER SHALL BE TREATED AS CONFIDENTIAL AND SHALL GENERALLY BE MADE AVAILABLE ONLY TO THE CHAIR, THE PRESIDENT, AND ANY COMMITTEE APPOINTED TO ADDRESS CONFLICTS OF INTEREST, EXCEPT TO THE EXTENT ADDITIONAL DISCLOSURE IS NECESSARY IN CONNECTION WITH THE IMPLEMENTATION OF OUR

Name of the organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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POLICY.

OUR POLICY SHALL BE REVIEWED ANNUALLY BY EACH MEMBER OF THE BOARD OF TRUSTEES. ANY CHANGES TO THE POLICY SHALL BE COMMUNICATED IMMEDIATELY TO ALL RESPONSIBLE PERSONS.

FORM 990, PART VI, SECTION B, LINE 15A:

THE SENIOR DIRECTOR PROVIDES THE BOARD OF TRUSTEES WITH A COMPILATION OF SALARIES FOR THE POSITION OF PRESIDENT IN AGENCIES FOR THE BLIND THAT ARE COMPARABLE TO OUR AGENCY AS WELL AS A SALARY SURVEY OF NOT-FOR-PROFIT ORGANIZATIONS. THE BOARD OF TRUSTEES REVIEWS INFORMATION REGARDING COMPENSATION LEVELS FOR THE PRESIDENT'S PEERS, THEY TARGET A RANGE OF COMPENSATION THAT IS APPLIED TO THE PRESIDENT BASED ON THE SCOPE OF HIS JOB, EXPERIENCE AND CAPABILITIES AND THEN LOOK AT HIS INDIVIDUAL PERFORMANCE FOR A GIVEN YEAR. ALL THESE ELEMENTS FACTOR INTO COMPENSATION FOR THAT YEAR. IN ADDITION, IN 2016 BISM HIRED AN INDEPENDENT CONSULTANT TO EVALUATE THE COMPENSATION PACKAGE OF THE PRESIDENT AND OTHER KEY EMPLOYEES.

FORM 990, PART VI, SECTION C, LINE 19:

OUR GOVERNING DOCUMENTS ARE AVAILABLE AT THE STATE OF MARYLAND DEPARTMENT OF ASSESSMENTS AND TAXATION WEBSITE. GOVERNING DOCUMENTS, THE CONFLICT OF INTEREST POLICY AND THE FINANCIAL STATEMENTS ARE AVAILABLE FOR INSPECTION DURING NORMAL BUSINESS HOURS AT OUR HEADQUARTERS OR CAN BE MAILED UPON REQUEST FOR THE SAME PERIOD OF DISCLOSURE AS SET FORTH IN SECTION 6104(D).

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

LOSS ON INTEREST RATE SWAP -51,093.

Name of the organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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FORM 990, HEADING G, GROSS RECEIPTS:

IN FISCAL YEAR ENDING JUNE 30, 2018, BLIND INDUSTRIES AND SERVICES OF MARYLAND CHANGED ITS INVESTMENT PHILOSOPHY AND CONVERTED MOST OF ITS EQUITY BASED FUNDS INTO SHORT TERM INVESTMENTS INCLUDING SHORT TERM CERTIFICATES OF DEPOSIT AND TREASURY NOTES. THE RESULTING FISCAL YEAR 2019 FORM 990 CONTINUES TO EVIDENCE THIS INVESTMENT PHILOSOPHY BY RECORDING NUMEROUS ADDITIONAL TRADES AS GROSS RECEIPTS RESULTING FROM EACH SUCH TRADE. ACCORDINGLY, APPROXIMATELY \$46 MILLION OF GROSS RECEIPTS SHOWN IN FORM 990, LINE G, REFLECTS THESE TRADES AND DOES NOT EVIDENCE OPERATING INCOME OF THE ORGANIZATION.

**SCHEDULE R
(Form 990)**

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2018

Open to Public Inspection

Name of the organization **BLIND INDUSTRIES & SERVICES OF MARYLAND** Employer identification number **52-0591664**

Part I Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
MARYLAND MANUFACTURING SERVICES, INC. - 30-0002955, 2240 NORTHWOOD DRIVE, SALISBURY, MD 21801	EMPLOYMENT & TRAINING TO ECONOMICALLY DISADVANTAGED & UNDEREMPLOYED PERSONS	MARYLAND	501(C)(3)	LINE 12C, III-FI	N/A		X

Part III Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV Identification of Related Organizations Taxable as a Corporation or Trust. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

	Yes	No
a Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity		X
b Gift, grant, or capital contribution to related organization(s)		X
c Gift, grant, or capital contribution from related organization(s)		X
d Loans or loan guarantees to or for related organization(s)		X
e Loans or loan guarantees by related organization(s)		X
f Dividends from related organization(s)		X
g Sale of assets to related organization(s)		X
h Purchase of assets from related organization(s)		X
i Exchange of assets with related organization(s)		X
j Lease of facilities, equipment, or other assets to related organization(s)		X
k Lease of facilities, equipment, or other assets from related organization(s)		X
l Performance of services or membership or fundraising solicitations for related organization(s)		X
m Performance of services or membership or fundraising solicitations by related organization(s)		X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)		X
o Sharing of paid employees with related organization(s)		X
p Reimbursement paid to related organization(s) for expenses	X	
q Reimbursement paid by related organization(s) for expenses		X
r Other transfer of cash or property to related organization(s)		X
s Other transfer of cash or property from related organization(s)		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1)			
(2)			
(3)			
(4)			
(5)			
(6)			

Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) <small>Are all partners sec. 501(c)(3) orgs.?</small>		(f) Share of total income	(g) Share of end-of-year assets	(h) <small>Dispropor- tionate allocations?</small>		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) <small>General or managing partner?</small>		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	

Part VII Supplemental Information.

Provide additional information for responses to questions on Schedule R. See instructions.

SCHEDULE R, PART II, RELATED ORGANIZATION

MARYLAND MANUFACTURING SERVICES, INC. IS AN INDEPENDENT 501(C)(3)

ORGANIZATION HAVING ITS OWN BOARD OF TRUSTEES AND ACTS INDEPENDENT OF

BLIND INDUSTRIES & SERVICES OF MARYLAND.