Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

6

Department of the Treasury Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.

► Information about Form 990 and its instructions is at www.irs.gov/form990. Tax year beginning JUL 1, 2016 and ending JUN 30, 2017

Inspection

OMB No. 1545-0047

	01 111	e 2010 Calefidat year, of tax year beginning 001 1, 2010	and	rending o	ON 30, 2017			
B	Check if applicab	C Name of organization			D Employer ide	entific	cation number	
	Addre	e BLIND INDUSTRIES & SERVICES OF MARYLAND						
	Name	e Doing business as			5	2-05	91664	
	□ Initial □ return □ Final	3345 WASHINGTON BLVD	E Telephone nu		r 37-2600			
_	⊥return termir ated					10,7		
	ated	444	ode		G Gross receipts \$		108,116,815.	
L	return	BABIIMORE, MD 2122/			H(a) Is this a gro			
	Application pendi	na l					? Yes X No	
	pendi	SAME AS C ABOVE			H(b) Are all subording	nates in	cluded? Yes No	
1	Tax-ex	empt status: X 501(c)(3) 501(c) () ◀ (insert no.) 49	947(a)(1)	or 527	If "No," atta	ach a	list. (see instructions)	
J١	Websi	te: ▶ WWW.BISM.ORG			H(c) Group exer	nptio	n number	
K	orm o	organization: X Corporation Trust Association Other	>	L Year	of formation: 1908		■ State of legal domicile: MD	
	art I	Summary		•		•	<u> </u>	
	1	Briefly describe the organization's mission or most significant activities:	SEE SC	HEDULE O.	,			
Governance	'							
ш	2	Check this box if the organization discontinued its operations	or dieno	sad of more	than 25% of its no	at acc	eate	
Je.	3					3	11	
é	4	Number of independent voting members of the governing body (Part VI, III				4	11	
જ	-					5	584	
ies	5	Total number of individuals employed in calendar year 2016 (Part V, line 2				-		
Activities &	6	Total number of volunteers (estimate if necessary)				6	12	
Ą	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 34		<u></u>		7b	0.	
					Prior Year		Current Year	
<u>o</u>	8	Contributions and grants (Part VIII, line 1h)			1,354,9	_	895,495.	
enc	9	Program service revenue (Part VIII, line 2g)			608,2	_	667,250.	
Revenue	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)		3,463,9	_	344,956.		
<u> </u>	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)			11,007,5	43.	9,588,832.	
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), li	ne 12)		16,434,6	95.	11,496,533.	
	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)				0.	0.	
	14	Benefits paid to or for members (Part IX, column (A), line 4)				0.	0.	
ý	15	Salaries, other compensation, employee benefits (Part IX, column (A), line	es 5-10)		5,826,0	74.	6,279,443.	
Expenses	16a	Professional fundraising fees (Part IX, column (A), line 11e)			0.		0.	
ē	. b	Total fundraising expenses (Part IX, column (D), line 25)	76	679.				
ũ	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)			5,486,2	06.	5,835,651.	
		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)			11,312,2	80.	12,115,094.	
	19	Revenue less expenses. Subtract line 18 from line 12			5,122,4	15.	-618,561.	
JC Se	3				ginning of Current \	ear/	End of Year	
ets	20	Total assets (Part X, line 16)			55,227,2		52,558,579.	
Net Assets or	21	Total liabilities (Part X, line 26)			35,211,1	_	32,116,637.	
Vet	22	Net assets or fund balances. Subtract line 21 from line 20			20,016,1		20,441,942.	
	art II	Signature Block			_ , , , _ , ,	•	_ , , , , ,	
		alties of perjury, I declare that I have examined this return, including accompanying	schadula	e and stateme	ante and to the heet	of my	knowledge and helief it is	
		st, and complete. Declaration of preparer (other than officer) is based on all informa				OI IIIy	Knowledge and beller, it is	
uuu	, 60116	L. and complete. Decial attorror preparer (other than officer) is based on an informa-	ition or w	mon preparei	Thas any knowledge.			
0		Signature of officer			I Date			
Sig		<u> </u>			Dato			
Her	е	HOLLY BETH STANLEY, CHIEF ACCOUNTING OFFICER Type or print name and title						
					Date Che	F	PTIN	
		Print/Type preparer's name Preparer's signature			if			
Paid		JULIA FLANNERY, CPA				-employ	•	
-	parer	Firm's name RSM US LLP			Firm's Ell	V 🛌	42-0714325	
Use	Only	Firm's address 100 INTERNATIONAL DRIVE, SUITE 1400					0.4.6 . 0.0.6.5	
		BALTIMORE, MD 21202			Phone no	.410	-246-9300	
May	y the I	RS discuss this return with the preparer shown above? (see instructions)					X Yes No	

Pa	rt III Statement of Program Service Accomplishments
	Check if Schedule O contains a response or note to any line in this Part III
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?
	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 \$5,294,449. including grants of \$) (Revenue \$) (Revenue \$)
	INDUSTRIES DIVISION, OFFICE STORES, CUTTING & SEWING DIVISIONS, AND
	VENDING PROVIDING EMPLOYMENT AND VOCATIONAL TRAINING TO APPROXIMATELY
	260 ADULT BLIND AND SEVERELY MULTIPLE DISABLED BLIND.
4b	(Code:) (Expenses \$ 1,767,637. including grants of \$) (Revenue \$ 667,250.
76	PROGRAM FOR REHABILITATION, SOCIAL SERVICES AND VOCATIONAL TRAINING FOR
	THE ADULT BLIND AND SEVERELY MULTIPLE DISABLED. PROVIDED TRAINING TO
	APPROXIMATELY 1913 BLIND INDIVIDUALS THROUGH VARIOUS PROGRAMS AND
	PROVIDED AIDS & APPLIANCES TO APPROXIMATELY 336 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.)
ıu	(Expenses \$ including grants of \$) (Revenue \$)
4-	Total program convice expenses

Form 990 (2016) BLIND INDUSTRIES & 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)?			
	If "Yes," complete Schedule A	1	Х	
2	Is the organization required to complete Schedule B, Schedule of Contributors?	2	Х	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for			
	public office? If "Yes," complete Schedule C, Part I	3		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? If "Yes," complete Schedule C, Part II	4	х	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or	<u> </u>		
3		5		x
6	similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	-		
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to			x
_	provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		
7	Did the organization receive or hold a conservation easement, including easements to preserve open space,	_		,,
	the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete			
	Schedule D, Part III	8		Х
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?			
	If "Yes," complete Schedule D, Part IV	9		Х
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent			
	endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10		Х
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.			
а	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D.			
	Part VI	11a	х	
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? If "Yes," complete Schedule D, Part VII	11b		x
_	Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total			
·		11c		x
4	assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	110		
u		444		x
	Part X, line 16? If "Yes," complete Schedule D, Part IX	11d	х	_ A
	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e		
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses		7.7	
	the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f	Х	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete			
	Schedule D, Parts XI and XII	12a	Х	
b	Was the organization included in consolidated, independent audited financial statements for the tax year?			
	If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b		Х
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		Х
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		Х
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? If "Yes," complete Schedule F, Parts I and IV	14b		Х
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? If "Yes," complete Schedule F, Parts II and IV	15		х
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? If "Yes," complete Schedule F, Parts III and IV	16		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? If "Yes," complete Schedule G, Part I	17		x
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines	<u> </u>		
		18	х	
19	1c and 8a? If "Yes," complete Schedule G, Part II	"		
IJ	•	19		x
	complete Schedule G. Part III	ו ו		

Form 990 (2016) BLIND INDUSTRIES & SERVICES Part IV Checklist of Required Schedules (continued)

			Yes	No
20a	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		Х
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
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? If "Yes," complete Schedule I, Parts I and II	21		Х
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on			
	Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22		Х
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current			
	and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete			
	Schedule J	23	Х	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the			
	last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete			
	Schedule K. If "No", go to line 25a	24a	Х	
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		Х
С	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease			
	any tax-exempt bonds?	24c		Х
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		Х
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit			
	transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	25a		Х
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and			
	that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete			
	Schedule L, Part I	25b		Х
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or			
	former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If "Yes,"			
	complete Schedule L, Part II	26		Х
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial			
	contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member			
	of any of these persons? If "Yes," complete Schedule L, Part III	27		Х
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV			
	instructions for applicable filing thresholds, conditions, and exceptions):			
а	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		X
b	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		Х
С	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer,			
	director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		X
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29		Х
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation			۱.,
	contributions? If "Yes," complete Schedule M	30		Х
31	Did the organization liquidate, terminate, or dissolve and cease operations?			
00	If "Yes," complete Schedule N, Part I	31		Х
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete			x
22	Schedule N, Part II	32		_ ^
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations	22		x
24	sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I	33		
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and	34	х	
250	Part V, line 1	35a		х
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)? If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity	SSA		
D		35b		
36	within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization?	330		
30		36		x
37	If "Yes," complete Schedule R, Part V, line 2 Did the organization conduct more than 5% of its activities through an entity that is not a related organization	30		
J1	and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		x
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?	57		<u> </u>
55	Note. All Form 990 filers are required to complete Schedule O	38	х	
	11010 7 m 1 0 m 1	1 00		

Form 990 (2016) **Part V** Sta Statements Regarding Other IRS Filings and Tax Compliance

	Check it Schedule O contains a response or note to any line in this Part v				<u>Ш</u>
		r		Yes	No
	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	100			
	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	0			
С	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gamin			77	
_	(gambling) winnings to prize winners?		1c	Х	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements,	584			
	filed for the calendar year ending with or within the year covered by this return 2a		01	Х	
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?		2b	Λ	
0-	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)		0-		Х
	Did the organization have unrelated business gross income of \$1,000 or more during the year?	Г	3a_		_ A
	If "Yes," has it filed a Form 990-T for this year? If "No," to line 3b, provide an explanation in Schedule O At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a		3b		
4a	financial account in a foreign country (such as a bank account, securities account, or other financial account)?	I	4a		x
h	If "Yes," enter the name of the foreign country:		-1 a		
b	See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR)				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	·	5a		х
	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b		х
	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	Г	5c		
	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization s				
-	any contributions that were not tax deductible as charitable contributions?		6a		х
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts				
	were not tax deductible?		6b		
7	Organizations that may receive deductible contributions under section 170(c).				
а	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to	the payor?	7a		х
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b		
С	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required				
	to file Form 8282?		7c		Х
d	If "Yes," indicate the number of Forms 8282 filed during the year				
е	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e		Х
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f		Х
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as rec	uired?	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form	1098-C?	7h		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the				
	sponsoring organization have excess business holdings at any time during the year?		8		
9	Sponsoring organizations maintaining donor advised funds.				
а	Did the sponsoring organization make any taxable distributions under section 4966?	·····	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	·····	9b		
10	Section 501(c)(7) organizations. Enter:				
	Initiation fees and capital contributions included on Part VIII, line 12 Overage received included on Forms 000, Part VIII, line 10, for public use of old to facilities.				
	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities				
11	Section 501(c)(12) organizations. Enter: Gross income from members or shareholders 11a				
	Gross income from members or shareholders				
b					
12a	amounts due or received from them.) Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	$\overline{}$	12a		
	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	İ	ı_u		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.				
	Is the organization licensed to issue qualified health plans in more than one state?	ľ	13a		
-	Note. See the instructions for additional information the organization must report on Schedule O.				
b	Enter the amount of reserves the organization is required to maintain by the states in which the				
-	organization is licensed to issue qualified health plans				
С	Enter the amount of reserves on hand 13c				
	Did the organization receive any payments for indoor tanning services during the tax year?		14a		х
	If "Yes," has it filed a Form 720 to report these payments? If "No." provide an explanation in Schedule O	Г	14b		
			Г	aan	(0010

Form 990 (2016) BLIND INDUSTRIES & SERVICES OF MARYLAND 52-0591664 Pag
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
Sec	tion A. Governing Body and Management			
			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year 11			
	If there are material differences in voting rights among members of the governing body, or if the governing	1		
	body delegated broad authority to an executive committee or similar committee, explain in Schedule O.			
b	Enter the number of voting members included in line 1a, above, who are independent 1b 11			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other	1		
_	officer, director, trustee, or key employee?	2		х
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision			
_	of officers, directors, or trustees, or key employees to a management company or other person?	3		x
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		х
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		х
6	Did the organization have members or stockholders?	6		х
_	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or			
	more members of the governing body?	7a		x
h	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or			
-	persons other than the governing body?	7b		x
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:	1.0		
	The governing body?	8a	х	
b	Each committee with authority to act on behalf of the governing body?	8b	Х	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the			
·	organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		x
Sec	tion B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)		ı	
	(This occitor B requests information about policies not required by the internal nevertue code.)		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		Х
	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates,			
	and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Х	
	Describe in Schedule O the process, if any, used by the organization to review this Form 990.			
	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	х	
	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Х	
	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes." describe			
	in Schedule O how this was done	12c	х	
13	Did the organization have a written whistleblower policy?	13	Х	
14	Did the organization have a written document retention and destruction policy?	14	Х	
15	Did the process for determining compensation of the following persons include a review and approval by independent			
	persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
а	The organization's CEO, Executive Director, or top management official	15a	х	
	Other officers or key employees of the organization	15b		х
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a			
	taxable entity during the year?	16a		х
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation			
	in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's			
	exempt status with respect to such arrangements?	16b		
Sec	tion 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 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) a	vailable	====== e	
-	for public inspection. Indicate how you made these available. Check all that apply.			
	X Own website Another's website X Upon request Other (explain in Schedule O)			
19	Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and	financ	ial	
	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:			
	HOLLY BETH STANLEY, CPA - 410-737-2600			
	3345 WASHINGTON BLUD BALTIMODE MD 21227			

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.

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

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

(A)	(B)	.34		((C)			(D)	(E)	(F)
Name and Title	Average hours per week	box	not c , unle:	Pos heck i ss per id a di	more rson is	than o	n an	Reportable compensation from	Reportable compensation from related	Estimated amount of other
	(list any hours for related organizations below line)	Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	the organization (W-2/1099-MISC)	organizations (W-2/1099-MISC)	compensation from the organization and related organizations
(1) MICHAEL GOSSE	2.00									
CHAIRMAN		Х		Х				0.	0.	0.
(2) WILLIAM E. HADLOCK	2.00									
SECRETARY		Х		Х				950.	0.	0.
(3) GEORGE H. LITTRELL	2.00	,						1 000	0	
TRUSTEE	2.00	Х						1,000.	0.	0.
(4) WALTER A. BROWN VICE CHAIRMAN	2.00	Х		X				850.	0.	0
(5) NORM CONWAY	2.00	^		^				850.	0.	0.
ASST TREASURER	2.00	Х		x				0.	0.	0.
(6) JAMES R. BERENS	2.00								•	
TREASURER		х		х				0.	0.	0.
(7) DONALD J. MORRIS	2.00									
TRUSTEE		Х						1,000.	0.	0.
(8) MARTHA E. SEABROOKS	2.00							,		
TRUSTEE		Х						900.	0.	0.
(9) PETER L. GEHLBACH	2.00									
TRUSTEE		Х						550.	0.	0.
(10) MELBA TAYLOR	2.00									
TRUSTEE		х						0.	0.	0.
(11) SARAH GOLDSTEIN	2.00									
TRUSTEE		Х						600.	0.	0.
(12) FREDERICK PUENTE	40.00									
CEO				Х				516,287.	0.	43,348.
(13) HOLLY BETH STANLEY	40.00									
CHIEF ACCOUTNING OFFICER				Х				135,154.	0.	21,844.
(14) JACK GRIZZEL	40.00									
<u>coo</u>				Х				215,030.	0.	37,772.
(15) KENNETH BARNETT	40.00									
VP SALES & MARKETING					Х			236,176.	0.	26,039.
(16) GREGG KALIFUT	40.00									
DIRECTOR OF SALES/MARKETIN				_	Х			193,315.	0.	26,048.
(17) MICHAEL GARNTO	40.00									
DIRECTOR OF MANUFACTURING					Х			153,628.	0.	19,908. Form 990 (2016)

632007 11-11-16 Form **990** (2016)

101111330 (2010)										- 1 ago -
Part VII Section A. Officers, Directors, Tru	stees, Key Em	oloy	ees,	and	l Hig	ghes	t C	ompensated Employee	s (continued)	
(A)	(B)				C)			(D)	(E)	(F)
Name and title	Average hours per week	box	not c , unle: cer ar	ss per	more rson i	than o	an	Reportable compensation from	Reportable compensation from related	Estimated amount of other
	(list any hours for related organizations below line)	Individual trustee or director	In stitutional trustee	Officer	Key employee	Highest compensated employee	Former	the organization (W-2/1099-MISC)	organizations (W-2/1099-MISC)	compensation from the organization and related organizations
(18) GUIDO DEROSSI	40.00									
SR. DIRECTOR					Х			160,481.	0.	41,568.
(19) CHARLES COLLIER, JR. SALES	40.00					x		172,862.	0.	34,402.
(20) MONICA BEST JAMES	40.00									
GOVERNMENT AFFAIRS						х		114,152.	0.	14,504.
(21) RICHARD THOMPSON	40.00									
SALES						х		114,032.	0.	23,180.
(22) ANTHONY WARNER	40.00									
DIRECTOR OF HR						Х		108,596.	0.	3,435.
								0.105.563		202 242
1b Sub-total								2,125,563.	0.	292,048.
c Total from continuation sheets to Part V									0.	0.
d Total (add lines 1b and 1c)								2,125,563.		292,048.
2 Total number of individuals (including but	not limited to th	ose	liste	d ab	ove) wh	o re	ceived more than \$100,	000 of reportable	

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

11

			100	140
3	Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on			
	line 1a? If "Yes," complete Schedule J for such individual	3_		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? If "Yes," complete Schedule J for such individual	4	Х	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services			
	rendered to the organization? If "Yes." complete Schedule J for such person	5		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)	(B)	(C)
Name and business address	Description of services	Compensation
PAY TRACE, 12709 MIRABEAU PKWY, BLDG A,		
STE 100, SPOKANE VALLEY, WA 992	CREDIT CARD PROCESSING FEES	409,319.
OLD DOMINION FREIGHT LINE, INC.		
PO BOX 415202, BOSTONM, MA 02241	FREIGHT	293,706.
GERBER TECHNOLOGY		
PO BOX 95060, CHICAGO, IL 60694	EQUIPMENT MAINTENANCE	269,097.
INSECT SHIELD MANUFACTURING, INC.		
814 W MARKET STREET, GREENSBORO, NC 27401	FABRIC TREATMENT	204,936.
SHOREGOOD WATER COMPANY, 101 FRANK M ADAMS		
INDUSTRIAL WAY, FEDERALSBURG, MD 21632	WATER PRODUCTION	199,348.
2 Total number of independent contractors (including but not limited t	o those listed above) who received more than	
\$100,000 of compensation from the organization	11	
		000

Form 990 (2016) **Part VIII** Statement of Revenue

		Check if Schedule O conta	ains a respon	se or note to any line	e in this Part VIII			
					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
SΩ	1 a	Federated campaigns	1a					3.2 3.1
ant		Membership dues						
2,5		Fundraising events		248,881.				
ifts ar A		Related organizations						
nis.		Government grants (contributi		583,615.				
Sir		All other contributions, gifts, grant						
outi her		similar amounts not included abov	1 1	62,999.				
ğ	q	Noncash contributions included in lines	· · · · · · · · · · · · · · · · · · ·	,				
Contributions, Gifts, Grants and Other Similar Amounts		Total. Add lines 1a-1f			895,495.			
				Business Code				
o l	2 a	REHABILITATION FEES		624310	492,633.	492,633.		
Program Service Revenue	b	AWARDS		900099	170,873.	170,873.		
Sel	С	AIDS & APPLIANCE REVEN		900099	3,744.	3,744.		
am	d							
Be	е							
Pr	f	All other program service reve	nue					
		Total. Add lines 2a-2f			667,250.			
	3	Investment income (including	dividends, int	erest, and				
		other similar amounts)		▶	234,616.			234,616.
	4	Income from investment of tax	c-exempt bon	d proceeds				
	5	Royalties		>				
			(i) Real	(ii) Personal				
	6 a	Gross rents						
	b	Less: rental expenses						
	С	Rental income or (loss)						
	d	Net rental income or (loss)		.				
	7 a	Gross amount from sales of	(i) Securitie					
		assets other than inventory	2,813,07	75. 36,142.				
	b	Less: cost or other basis						
		and sales expenses						
		Gain or (loss)						
		Net gain or (loss)			110,340.			110,340.
nue	8 a	Gross income from fundraising including \$ 248,	•					
Other Reven		contributions reported on line	1c). See					
Ę.		Part IV, line 18		a 62,911.				
the	b	Less: direct expenses		b 129,406.				
0	С	Net income or (loss) from fund	raising event	s <u></u>	-66,495.			-66,495.
	9 a	Gross income from gaming ac	tivities. See					
		Part IV, line 19		a 3,385.				
	b	Less: direct expenses		b 0.				
		Net income or (loss) from gam			3,385.			3,385.
	10 a	Gross sales of inventory, less						
		and allowances		a 103,403,941.				
	b	Less: cost of goods sold		b 93,751,999.				
	С	Net income or (loss) from sales			9,651,942.	9,651,942.		
		Miscellaneous Revenue	e	Business Code				
	11 a			_				
	b			_				
	C			_				
		All other revenue						
		Total. Add lines 11a-11d Total revenue. See instructions.		·····	11,496,533.	10,319,192.	0.	281,846.
		TOTAL LEVELUIR THE USE USUNCHOUS					U .	401 010.

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 (D) (A) Do not include amounts reported on lines 6b. Program service expenses Management and general expenses Total expenses Fundraising 7b, 8b, 9b, and 10b of Part VIII. expenses Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 Grants and other assistance to domestic individuals. See Part IV, line 22 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 Benefits paid to or for members Compensation of current officers, directors, 1,860,058 trustees, and key employees 724,082. 1,135,976. Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) 3,183,650. Other salaries and wages 1,215,621. 1,909,645. 58,384. 7 Pension plan accruals and contributions (include 200,907 section 401(k) and 403(b) employer contributions) 77,064. 123,843. 650,757 276,985. 369,642 4,130. Other employee benefits 9 384,071 182,461. 193,331. 8,279. 10 Payroll taxes 11 Fees for services (non-employees): Management 51,451. 51,451, Legal 54,000. 54,000. Accounting 44,739 44,739. Lobbying Professional fundraising services. See Part IV, line 17 93,758. Investment management fees 93,758. Other. (If line 11g amount exceeds 10% of line 25, 32,906. 32,906. column (A) amount, list line 11g expenses on Sch O.) 264,499 251,015. 13,484 Advertising and promotion 12 1,605. 210,907. 74,918. 134,384 Office expenses 13 194,252. 187,036. 4,254. 2,962. Information technology 14 15 Royalties 312,746 150,939. 160,850 957. 16 Occupancy 34,601. 81,331. 116,132. 200. 17 Payments of travel or entertainment expenses 18 for any federal, state, or local public officials Conferences, conventions, and meetings 19 621,031, 621,031, 20 Payments to affiliates _____ 21 1,299,073, 728,082, 570,991 Depreciation, depletion, and amortization 22 110,511. 84,684 25,665 162. 23 Other expenses. Itemize expenses not covered 24 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.) REHABILITATION COSTS 1,753,461. 1,753,461. CREDIT CARD FEES 532,987. 532,987. LETTER OF CREDIT FEES 84,795. 84,795. С VEHICLE REPAIRS & FUEL 49,418. 58,403. 8,985. е All other expenses 12,115,094, 7,062,086 4,976,329 76,679. Total functional expenses. Add lines 1 through 24e 25 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)

Form 990 (2016)
Part X Balance Sheet

Га	πX	Balance Sneet					
		Check if Schedule O contains a response or not	e to any l	ine in this Part X		······	
					(A) Beginning of year		(B) End of year
	1	Cash - non-interest-bearing			136,134.	1	85,795.
	2	Savings and temporary cash investments			2		
	3	Pledges and grants receivable, net				3	
	4	Accounts receivable, net		11,450,228.	4	9,159,027.	
	5	Loans and other receivables from current and fo					
		trustees, key employees, and highest compensa	ated empl	oyees. Complete			
		Part II of Schedule L		l		5	
	6	Loans and other receivables from other disquali					
		section 4958(f)(1)), persons described in section	4958(c)(3	B)(B), and contributing			
		employers and sponsoring organizations of sect					
s		employees' beneficiary organizations (see instr).		6			
Assets	7	Notes and loans receivable, net		7			
As	8	Inventories for sale or use			11,194,716.	8	9,046,735.
	9				432,501.	9	506,603.
	10a	Land, buildings, and equipment: cost or other					
		basis. Complete Part VI of Schedule D	10a	38,634,367.			
	b	Less: accumulated depreciation		16,260,238.	21,735,744.	10c	22,374,129.
	11	Investments - publicly traded securities			10,277,903.	11	11,386,290.
	12	Investments - other securities. See Part IV, line 1				12	
	13	Investments - program-related. See Part IV, line			13		
	14	Intangible assets			14		
	15	Other assets. See Part IV, line 11			15		
	16	Total assets. Add lines 1 through 15 (must equ		1	55,227,226.	16	52,558,579.
	17	Accounts payable and accrued expenses			13,140,076.	17	9,764,134.
	18	Grants payable		1		18	
	19	Deferred revenue				19	
	20	Tax-exempt bond liabilities			5,400,000.	20	5,000,000.
	21	Escrow or custodial account liability. Complete				21	
m	22	Loans and other payables to current and former					
Liabilities		key employees, highest compensated employee					
Ē		Complete Part II of Schedule L				22	
<u>"</u>	23	Secured mortgages and notes payable to unrela		1	16,157,955.	23	17,022,661.
	24	Unsecured notes and loans payable to unrelated				24	
	25	Other liabilities (including federal income tax, pa					
		parties, and other liabilities not included on lines	•				
		Schedule D	,	·	513,084.	25	329,842.
	26	Total liabilities. Add lines 17 through 25			35,211,115.	26	32,116,637.
		Organizations that follow SFAS 117 (ASC 958), check	here 🕨 🗓 and			
ý		complete lines 27 through 29, and lines 33 an	d 34.				
SC.	27	Unrestricted net assets		19,989,111.	27	20,414,942.	
alaı	28	Temporarily restricted net assets		28			
В	29	Permanently restricted net assets	27,000.	29	27,000.		
Ë		Organizations that do not follow SFAS 117 (A	SC 958),	check here			
౼		and complete lines 30 through 34.					
ţ	30	Capital stock or trust principal, or current funds				30	
SSE	31	Paid-in or capital surplus, or land, building, or ed				31	
Net Assets or Fund Balances	32	Retained earnings, endowment, accumulated in				32	
ž	33	Total net assets or fund balances			20,016,111.	33	20,441,942.
	34	Total liabilities and net assets/fund balances			55,227,226.	34	52,558,579.

Form **990** (2016)

52-0591664

Ра	rt XI Reconciliation of Net Assets					
	Check if Schedule O contains a response or note to any line in this Part XI					X
1	Total revenue (must equal Part VIII, column (A), line 12)	1		11,4	96,5	533.
2	Total expenses (must equal Part IX, column (A), line 25)	2		12,1	15,0	094.
3	Revenue less expenses. Subtract line 2 from line 1	3		-6	18,5	561.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4		20,0	16,3	111.
5	Net unrealized gains (losses) on investments	5		8	61,3	150.
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		1	83,2	242.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33,					
	column (B))	10		20,4	41,9	942.
Pa	rt XII Financial Statements and Reporting					
	Check if Schedule O contains a response or note to any line in this Part XII					
				Y	'es	No
1	Accounting method used to prepare the Form 990: Cash X Accrual Other					
	If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule	0.	_			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		2	a		Х
	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?		2	b	x	
	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:					
	X Separate basis Consolidated basis Both consolidated and separate basis					
С	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?			c :	x	
	If the organization changed either its oversight process or selection process during the tax year, explain in Sche					
За	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Sin	gle Aud	dit			
	Act and OMB Circular A-133?					Х
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required	ed aud	it 🗌			
	or audits, explain why in Schedule O and describe any steps taken to undergo such audits		ء ا	h		

Form **990** (2016)

SCHEDULE A

Department of the Treasury

Internal Revenue Service

Total

(Form 990 or 990-EZ)

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.

▶ Information about Schedule A (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No. 1545-0047

2016

Open to Public Inspection

Name of the organization **Employer identification number** BLIND INDUSTRIES & SERVICES OF MARYLAND 52-0591664 Reason for Public Charity Status (All organizations must complete this part.) See instructions. Part I The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.) A church, convention of churches, or association of churches described in section 170(b)(1)(A)(i). 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). 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: 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). X 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.) A community trust described in section 170(b)(1)(A)(vi). (Complete Part II.) 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 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.) An organization organized and operated exclusively to test for public safety. See section 509(a)(4). 11 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. 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. 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. 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. 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. 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. Enter the number of supported organizations Provide the following information about the supported organization(s). (i) Name of supported (ii) EIN (iii) Type of organization (v) Amount of monetary (vi) Amount of other your governing document? (described on lines 1-10 organization support (see instructions) support (see instructions) No above (see instructions))

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.)

Sec	ction A. Public Support							
Cale	ndar year (or fiscal year beginning in) 🕨	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total	
1	Gifts, grants, contributions, and							
	membership fees received. (Do not							
	include any "unusual grants.")	956,152.	770,905.	810,060.	1,354,922.	895,495.	4,787,534.	
2	Tax revenues levied for the organ-							
	ization'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	956,152.	770,905.	810,060.	1,354,922.	895,495.	4,787,534.	
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)						26,148.	
6	Public support. Subtract line 5 from line 4.						4,761,386.	
Sec	ction B. Total Support							
Cale	ndar year (or fiscal year beginning in) 🕨	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total	
7	Amounts from line 4	956,152.	770,905.	810,060.	1,354,922.	895,495.	4,787,534.	
8	Gross income from interest,							
	dividends, payments received on							
	securities loans, rents, royalties							
	and income from similar sources	133,779.	151,860.	167,175.	182,700.	234,616.	870,130.	
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.)	53,392.	48,821.	51,090.	68,710.	62,911.	284,924.	
11	Total support. Add lines 7 through 10						5,942,588.	
12	Gross receipts from related activities,	etc. (see instructio	ns)			12	455,258,523.	
13	First five years. If the Form 990 is for	-			-			
0-	organization, check this box and stop	here					.	
	ction C. Computation of Publi							
14	Public support percentage for 2016 (li		•	* * * * * * * * * * * * * * * * * * * *		14	80.12 %	
15	Public support percentage from 2015					15	81.82 %	
16a	33 1/3% support test - 2016. If the c							
_	stop here. The organization qualifies		•					
b	33 1/3% support test - 2015. If the c							
	and stop here. The organization qual							
17a	10% -facts-and-circumstances test	_						
	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"	-	•	*	-	7 U 4F is 4		
b	10% -facts-and-circumstances test	_					∪% or	
	more, and if the organization meets the		•				▶ □	
40	organization meets the "facts-and-circ			•	,			
18	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							

Page 3

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 usalify under the tests listed below please complete Part II \

Se	ction A. Public Support	siow, piease comp	Diete Part II.)				_
	endar year (or fiscal year beginning in)	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
	Gifts, grants, contributions, and membership fees received. (Do not			,			,,
	include any "unusual grants.")						
2	Gross receipts from admissions, merchandise sold or services per- formed, 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 organ-						
	ization'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						
	Amounts included on lines 1, 2, and						
ŀ	3 received from disqualified persons 3 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						
8	c Add lines 7a and 7b						
		(-) 0040	(1-) 0040	(-) 004.4	(-1) 0045	(-) 0040	(0 T-1-1
	endar year (or fiscal year beginning in)	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
	Amounts from line 6 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
k	Unrelated business taxable income						
	(less section 511 taxes) from businesses acquired after June 30, 1975						
	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	s first, second, thir	d, fourth, or fifth ta	ax year as a sectio	n 501(c)(3) organiza	ation,
	check this box and stop here						>
Se	ction C. Computation of Publi	c Support Per	centage				
15	Public support percentage for 2016 (li	ne 8, column (f) di	ivided by line 13, c	olumn (f))		15	<u>%</u>
	Public support percentage from 2015					16	%
	ction D. Computation of Inves						
	Investment income percentage for 20					17	<u>%</u>
	Investment income percentage from 2					18	%
198	a 33 1/3% support tests - 2016. If the						7 is not
Ł	more than 33 1/3%, check this box ar 33 1/3% support tests - 2015. If the						► L
Ī	line 18 is not more than 33 1/3%, che						
20	Private foundation. If the organization						. \square

Page 4

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

- 1 Are all of the organization's supported organizations listed by name in the organization's governing documents? 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.
- 2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).
- 3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes." answer (b) and (c) below.
- 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)? If "Yes," describe in Part VI when and how the organization made the determination.
- c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in Part VI what controls the organization put in place to ensure such use.
- 4a Was any supported organization not organized in the United States ("foreign supported organization")? |f "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.
- b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? 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.
- 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)? 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.
- 5a Did the organization add, substitute, or remove any supported organizations during the tax year? 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).
- 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? If "Yes," provide detail in Part VI
- 7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (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? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).
- Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes." complete Part I of Schedule L (Form 990 or 990-EZ).
- 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))? If "Yes," provide detail in Part VI.
- 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? If "Yes." provide detail in Part VI.
- 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? If "Yes," provide detail in Part VI.
- 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)? If "Yes," answer 10b below.
 - b Did the organization have any excess business holdings in the tax year? (Use Schedule C. Form 4720, to determine whether the organization had excess business holdings.)

	Yes	No
1		
2		
_		
За		
3b		
3с		
4a		
4b		
4c		
5a		
5b		
5c		
6		
7		
8		
9a		
9b		
9c		
10a		
10b		

Par	Supporting Organizations (continued)			
			Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?			
а	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?	11a		
b	A family member of a person described in (a) above?	11b		
С	A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI.	11c		
Sect	tion 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? 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.	1		
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? 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.	2		
Sect	tion 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)? 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).	1		
Sect	tion 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?	1		
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? If "No," explain in Part VI how			
	the organization maintained a close and continuous working relationship with the supported organization(s).	2		
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? If "Yes," describe in Part VI the role the organization's			
	supported organizations played in this regard.	3		
Sect	tion 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).			
а	The organization satisfied the Activities Test. Complete line 2 below.			
b	The organization is the parent of each of its supported organizations. <i>Complete line 3 below.</i>			
С	The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see inst	ructions).		
2	Activities Test. Answer (a) and (b) below.		Yes	No
а	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? 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.	2a		
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? 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.	2b		
3	Parent of Supported Organizations. Answer (a) and (b) below.			
а	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>	За		
b	Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each			
	of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard.	3b		

Page 6

Pa	Type III Non-Functionally Integrated 509(a)(3) Supporting	ng Orgar	nizations	r age o
1	Check here if the organization satisfied the Integral Part Test as a qualifyi	ng trust on	Nov. 20, 1970 (explain in F	Part VI.) See instructions. A
	other Type III non-functionally integrated supporting organizations must c	omplete Se	ections A through E.	
Sect	ion 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		
Sect	ion 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):			
а	Average monthly value of securities	1a		
b	Average monthly cash balances	1b		
С	Fair market value of other non-exempt-use assets	1c		
d	Total (add lines 1a, 1b, and 1c)	1d		
е	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		
Sect	ion 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	Check here if the current year is the organization's first as a non-functional	ally integrate	ed Type III supporting orga	anization (see
	instructions)	. •		•

Schedule A (Form 990 or 990-EZ) 2016

Pai	¹t V │ Type III Non-Functionally Integrated 509	9(a)(3) Supporting Orga	nizations (continued)	
Sect	ion D - Distributions		,	Current Year
1	Amounts paid to supported organizations to accomplish exe	empt purposes		
2	Amounts paid to perform activity that directly furthers exem			
	organizations, in excess of income from activity			
3	Administrative expenses paid to accomplish exempt purpos	S		
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 t	the organization is responsive	1	
	(provide details in Part VI). See instructions	3		
9	Distributable amount for 2016 from Section C, line 6			
10	Line 8 amount divided by Line 9 amount			
		(i)	(ii)	(iii)
		Excess Distributions	Underdistributions	Distributable
Sect	ion E - Distribution Allocations (see instructions)		Pre-2016	Amount for 2016
1	Distributable amount for 2016 from Section C, line 6			
2	Underdistributions, if any, for years prior to 2016 (reason-			
_	able cause required- explain in Part VI). See instructions			
3	Excess distributions carryover, if any, to 2016:			
a	Excess distributions sarry ever, if any, to 2016.			
b				
	From 2013			
	From 2014			
	From 2015			
	Total of lines 3a through e			
	Applied to underdistributions of prior years			
	Applied to 2016 distributable amount			
	Carryover from 2011 not applied (see instructions)			
一	Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4	Distributions for 2016 from Section D,			
•	line 7: \$			
	Applied to underdistributions of prior years			
	Applied to 2016 distributable amount			
	Remainder. Subtract lines 4a and 4b from 4			
5	Remaining underdistributions for years prior to 2016, 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 2016. Subtract lines 3h			
U	and 4b from line 1. For result greater than zero, explain in			
	Part VI. See instructions			
7	Excess distributions carryover to 2017. Add lines 3j			
'	and 4c			
8	Breakdown of line 7:			
a	Excess from 2013			
	Excess from 2014			
	Excess from 2015			
	Excess from 2016			

Schedule A (Form 990 or 990-EZ) 2016

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.

OMB No. 1545-0047

Name of the organization

▶ Information about Schedule B (Form 990, 990-EZ, or 990-PF) and its instructions is at www.irs.gov/form990 .

Employer identification number

Schedule B (Form 990, 990-EZ, or 990-PF) (2016)

BL	BLIND INDUSTRIES & SERVICES OF MARYLAND 52-0591664				
Organization type (check	one):				
Filers of:	Section:				
Form 990 or 990-EZ	X 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				
	is covered by the General Rule or a Special Rule . (7), (8), or (10) organization can check boxes for both the General Rule and a Special Ru	le. See instructions.			
For an organization	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					
sections 509(a)(1) any one contribut	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, 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), ut 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 ertify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).					

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

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

Part I	Contributors (See instructions). Use duplicate copies of Part I if additional	I space is needed.	
(a)	(b)	(c)	(d)
No. 1	Name, address, and ZIP + 4	\$531,115.	Person X Payroll
(a)	(b)	(c)	(d)
No. 2	Name, address, and ZIP + 4	\$52,500.	Person X Payroll
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
3		\$51,994.	Person X Payroll Noncash (Complete Part II for noncash contributions.)
(a)	(b)	(c)	(d)
No. <u>4</u>	Name, address, and ZIP + 4	\$\$	Person X Payroll Noncash (Complete Part II for noncash contributions.)
(a)	(b)	(c)	(d)
No. 5	Name, address, and ZIP + 4	\$35,000.	Person X Payroll Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
NO.	Name, address, and ZIP + 4	\$	Person Payroll Noncash (Complete Part II for noncash contributions.)

Name of organization

Employer identification number

BLIND INDUSTRIES & SERVICES OF MARYLAND

52-0591664

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			
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received			
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received			
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received			
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received			
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received			

Name of orga	anization			Employer identification number		
BLIND IND	OUSTRIES & SERVICES OF MARYLAND			52-0591664		
Part III	Exclusively religious, charitable, etc., cont	columns (a) through (e) and the	following line entry.	(7), (8), or (10) that total more than \$1,000 for		
	completing Part III, enter the total of exclusively religious Use duplicate copies of Part III if addition	s, charitable, etc., contributions of \$1,0	00 or less for the year.	Enter this info. once.) \$		
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift		(d) Description of how gift is held		
Parti						
		(e) Transfer o	f gift			
	Transferee's name, address, a	nd ZIP + 4	Relation	nship of transferor to transferee		
(a) No						
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift		(d) Description of how gift is held		
			_			
		(e) Transfer o	f gift			
	Transferee's name, address, a	nd ZIP + 4	Relation	nship of transferor to transferee		
(a) No. from	(b) Purpose of gift	(c) Use of gift		(d) Description of how gift is held		
Part I	(b) Fullpose of grit	(c) use of gift		(a) Description of now gift is field		
_		(e) Transfer o	f gift			
	Transferee's name, address, a		_	nship of transferor to transferee		
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift		(d) Description of how gift is held		
			_			
		(e) Transfer o	f gift			
-	Transferee's name, address, a	nd ZIP + 4	Relation	nship of transferor to transferee		

SCHEDULE C

(Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

OMB No. 1545-0047

Open to Public Inspection

Department of the Treasury

► Complete if the organization is described below. ► Attach to Form 990 or Form 990-EZ. ▶ Information about Schedule C (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990. Internal Revenue Service

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

) (see separate instructions), then				
	Section 501(c)(4), (5), or (6) organizat ne of organization	cions: Complete Part III.		Em	ployer identification number
Ivali	•	STRIES & SERVICES OF MARY	71 AND	-""	52-0591664
Pa		anization is exempt unde		or is a section 527 o	
	THE OFFICE IT THE OFF	dinzation is exempt unde		01 13 4 30011011 027 0	rgamzation.
4	Dravida a description of the execution	estion's divest and indivest politics	ul compoian octivitico i	n Dort IV	
	Provide a description of the organiz	'			Φ.
	Political campaign activity expendit				a
3	Volunteer hours for political campai	gn activities			
Pa	art I-B Complete if the org	anization is exempt unde	er section 501(c)(3).	
1	Enter the amount of any excise tax	incurred by the organization unde	er section 4955	>	\$
2	Enter the amount of any excise tax	incurred by organization manage	rs under section 4955		\$
3	If the organization incurred a section	n 4955 tax, did it file Form 4720 f	or this year?		Yes No
4a	Was a correction made?				Yes No
_ k	If "Yes," describe in Part IV.				
Pa	art I-C Complete if the org	anization is exempt unde	er section 501(c),	except section 501	c)(3).
1	Enter the amount directly expended	by the filing organization for sec	tion 527 exempt funct	ion activities	\$
2	Enter the amount of the filing organ	ization's funds contributed to oth	er organizations for se	ection 527	
	exempt function activities			>	\$
3	Total exempt function expenditures	. Add lines 1 and 2. Enter here ar	nd 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 em				
	made payments. For each organization	tion listed, enter the amount paid	from the filing organiz	ation's funds. Also enter t	he amount of political
	contributions received that were pro-				ate segregated fund or a
	political action committee (PAC). If	additional space is needed, provi	de information in Part	IV.	
	(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0	contributions received and

(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) 2013	(b) 2014	(c) 2015	(d) 2016	(e) Total			
2a Lobbying nontaxable amount	653,386.	662,548.	715,614.	755,755.	2,787,303.			
b Lobbying ceiling amount (150% of line 2a, column(e))					4,180,955.			
c Total lobbying expenditures	36,447.	37,282.	85,334.	44,739.	203,802.			
d Grassroots nontaxable amount	163,347.	165,637.	178,904.	188,939.	696,827.			
e Grassroots ceiling amount (150% of line 2d, column (e))					1,045,241.			
f Grassroots lobbying expenditures	36,447.	37,282.	85,334.	44,739.	203,802.			

Schedule C (Form 990 or 990-EZ) 2016

Schedule C (Form 990 or 990-EZ) 2016 BLIND INDUSTRIES & SERVICES OF MARYLAND 52-0591664 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)).

		1-1	\	/1.	
	each "Yes," response on lines 1a through 1i below, provide in Part IV a detailed description	(a))	(b)	
of th	e lobbying activity.	Yes	No	Amo	ount
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:				
а	Volunteers?				
	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?				
	Media advertisements?				
	Mailings to members, legislators, or the public?				
	Publications, or published or broadcast statements?				
	Grants to other organizations for lobbying purposes?				
a q					
-	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?				
i	Other activities?				
i	Total. Add lines 1c through 1i				
	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?				
	If "Yes," enter the amount of any tax incurred under section 4912				
	If "Yes," enter the amount of any tax incurred by organization managers under section 4912				
Par	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? † III-A Complete if the organization is exempt under section 501(c)(4), section	n 501(c)(5), or sec	tion	
	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?				
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from th		3		
Par	t III-B Complete if the organization is exempt under section 501(c)(4), 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	9 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	cal			
	expenses for which the section 527(f) tax was paid).				
а	Current year		. 2a		
b	Carryover from last year		2b		
С	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 exc	ess			
	does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and per	olitical			
	expenditure next year?		4		
5	Taxable amount of lobbying and political expenditures (see instructions)		5		
Par	t IV Supplemental Information				
Prov	ide 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 a	nd 2 (see	
	uctions); and Part II-B, line 1. Also, complete this part for any additional information.				
FORM	1 990, SCHEDULE C, PART II-A, LINE 1A				
BLIN	ID INDUSTRIES AND SERVICES OF MARYLAND WORKS TO EDUCATE OUR ELECTED				
REPI	RESENTATIVES IN ANNAPOLIS, MARYLAND OF OUR (1) PROCUREMENT PREFERENCE				
	·				
THAT	WE ARE GRANTED THROUGH STATE LEGISLATION AND (2) THE INVALUABLE				
REHA	ABILITATION AND TRAINING SERVICES THAT WE PROVIDE FOR BLIND AND LOW				
VISI	ONS CITIZENS. WE ACCOMPLISH THIS THROUGH CONDUCTING MEETINGS (IN				

Part IV Supplemental Information (continued)	52-0591664	Page 4
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.

► Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

Open to Public Inspection

OMB No. 1545-0047

Name of the organization

BLIND INDUSTRIES & SERVICES OF MARYLAND

Employer identification number 52-0591664

Pai	t I Organizations Maintaining Donor Advise	d Funds or Other Similar Funds o	or Accounts. Complete if the
	organization answered "Yes" on Form 990, Part IV, lin	e 6.	
		(a) Donor advised funds	(b) Funds and other accounts
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 and donor advisors in v	writing that the assets held in donor advise	d funds
	are the organization's property, subject to the organization's	_	
6	Did the organization inform all grantees, donors, and donor a		
	for charitable purposes and not for the benefit of the donor of		
Pai			
1	Purpose(s) of conservation easements held by the organization		
	Preservation of land for public use (e.g., recreation or e	ducation) Preservation of a histo	orically important land area
	Protection of natural habitat	Preservation of a certi	fied historic structure
	Preservation of open space		
2	Complete lines 2a through 2d if the organization held a qualif	ied conservation contribution in the form o	f a conservation easement on the last
	day of the tax year.		Held at the End of the Tax Year
а	Total number of conservation easements		2a
	Number of conservation easements on a certified historic stru	ucture included in (a)	2c
	Number of conservation easements included in (c) acquired a		
	listed in the National Register		I I
3	Number of conservation easements modified, transferred, rele		
	year▶		
4	Number of states where property subject to conservation eas	sement is located	
5	Does the organization have a written policy regarding the per	iodic monitoring, inspection, handling of	
	violations, and enforcement of the conservation easements it	holds?	Yes No
6	Staff and volunteer hours devoted to monitoring, inspecting,		
	>		
7	Amount of expenses incurred in monitoring, inspecting, hand	ling of violations, and enforcing conservation	on easements during the year
	> \$		
8	Does each conservation easement reported on line 2(d) above	e satisfy the requirements of section 170(h)(4)(B)(i)
	and section 170(h)(4)(B)(ii)?		Yes No
9	In Part XIII, describe how the organization reports conservation	on easements in its revenue and expense s	statement, and balance sheet, and
	include, if applicable, the text of the footnote to the organizat	ion's financial statements that describes th	ne organization's accounting for
	conservation easements.		
Par	t III Organizations Maintaining Collections of		ner Similar Assets.
	Complete if the organization answered "Yes" on Form	990, Part IV, line 8.	
1a	If the organization elected, as permitted under SFAS 116 (AS	C 958), not to report in its revenue stateme	ent and balance sheet works of art,
	historical treasures, or other similar assets held for public exh	nibition, education, or research in furtheran	ce of public service, provide, in Part XIII,
	the text of the footnote to its financial statements that describ	oes these items.	
b	If the organization elected, as permitted under SFAS 116 (AS	C 958), to report in its revenue statement a	and balance sheet works of art, historical
	treasures, or other similar assets held for public exhibition, ed	ducation, or research in furtherance of publ	lic service, provide the following amounts
	relating to these items:		
	(i) Revenue included on Form 990, Part VIII, line 1		> \$
	(ii) Assets included in Form 990, Part X		> \$
2	If the organization received or held works of art, historical treat	asures, or other similar assets for financial	gain, provide
	the following amounts required to be reported under SFAS 1	16 (ASC 958) relating to these items:	
а	Revenue included on Form 990, Part VIII, line 1		> \$

b Assets included in Form 990, Part X

Sche	dale B (1 01111 000) 2010	TRIES & SERVIC						52-059			ge 2
Par	t III Organizations Maintaining C	ollections of Ar	rt, Hist	orical Tre	asures, or	Other	Similar	Assets	(continu	ued)	
3	Using the organization's acquisition, accession	on, and other record	ds, check	cany of the f	following that	are a sigr	nificant us	se of its c	ollection i	tems	
	(check all that apply):										
а	Public exhibition		d 🔛	Loan or exc	hange progra	ıms					
b	Scholarly research	•	е 🔲	Other							
С	Preservation for future generations										
4	Provide a description of the organization's co							e in Part	XIII.		
5	During the year, did the organization solicit or								_		
_	to be sold to raise funds rather than to be ma								Yes		No
Pai	t IV Escrow and Custodial Arrang		lete if the	e organizatio	n answered "	Yes" on F	orm 990,	, Part IV, I	ine 9, or		
	reported an amount on Form 990, Par										
1a	Is the organization an agent, trustee, custodia								7		ı
	on Form 990, Part X?							L	Yes		No
b	If "Yes," explain the arrangement in Part XIII a	and complete the fo	llowing 1	table:							
									Amount		
С	Beginning balance						1c				
d	Additions during the year						1d				
е	Distributions during the year						1e				
f	Ending balance						1f		7	$\overline{}$	
	Did the organization include an amount on Fo					•	/?		Yes	\vdash	No
Par	If "Yes," explain the arrangement in Part XIII.										
ı aı	t V Endowment Funds. Complete in								(-) Faur		
4.	Parimain a of consultations	(a) Current year	(b) H	Prior year	(c) Two year	s dack (a) Inree y	ears back	(e) Four	<u>years b</u>	ack
1a	Beginning of year balance										
b	Contributions										
C	Net investment earnings, gains, and losses										
d	Grants or scholarships										
е	Other expenditures for facilities										
	and programs										—
	Administrative expenses										
g 2	End of year balance [Provide the estimated percentage of the current p	ont year and halana	l (line 1	a column (a)) hold oo:						
a	Board designated or quasi-endowment	•	بر عاران عر %	g, coluitiii (a)	ij Heiu as.						
b	Permanent endowment	%									
	Temporarily restricted endowment										
·	The percentages on lines 2a, 2b, and 2c shou										
3a	Are there endowment funds not in the posses		ation tha	at are held an	nd administer	ed for the	organiza	tion			
ou	by:	solon of the organiza	ation the	it are riold ar	ia aarriiriiotor	00 101 1110	organiza		ſ.	Yes	No
	(i) unrelated organizations								3a(i)		-110
									3a(ii)	\neg	
b	If "Yes" on line 3a(ii), are the related organiza								3b	\neg	
4	Describe in Part XIII the intended uses of the										
Par	t VI Land, Buildings, and Equipm										
	Complete if the organization answered	d "Yes" on Form 990	0, Part I\	/, line 11a. S	ee Form 990	, Part X, lir	ne 10.				
	Description of property	(a) Cost or o			or other		cumulate	d	(d) Book	value	
		basis (investr			(other)		reciation				
1a	Land			3	,354,978.				3,3	354,9	78.
b	Buildings			23	,835,620.		7,965,3	397.	15,8	870,2	23.
	Leasehold improvements						-				
	Equipment			10	,833,437.		7,694,4	194.	3,1	138,9	43.
	Other				610,332.		600,3	347.		9,9	985.
	. Add lines 1a through 1e. (Column (d) must ee		X. colur	nn (B). line 10	0c.)				22,3	374,1	.29.

Correction D (1 cmm coc) 2010	& SERVICES OF MARY	LAND	52-0591664	Page 🤄
Part VII Investments - Other Securities.				
Complete if the organization answered "Yes"				
(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cos	t 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"				
(a) Description of investment	(b) Book value	(c) Method of valuation: Cos	it or end-of-year market	value
<u>(1)</u>				
(2)				
(3)				
(4)				
(5)				
(6)				
(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"		11d. See Form 990, Part X, line 19		
	Description		(b) Book	value
<u>(1)</u>				
(2)				
(3)				
(4)				
(5)				
(6)				
<u>(7)</u>				
(8)				
<u>(9)</u>				
Total. (Column (b) must equal Form 990, Part X, col. (B) lin Part X Other Liabilities.			>	
Complete if the organization answered "Yes"	on Form 990, Part IV, line		line 25.	
1. (a) Description of liability		(b) Book value		
(1) Federal income taxes		202.212		
(2) INTEREST RATE SWAP		329,842.		
(3)				
(4)				
(5)				
(7)				

329,842.

(8) (9)

Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶ 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

1	Complete if the organization answered "Yes" on Form 990, Part IV, line Total revenue, gains, and other support per audited financial statements			1	106,292,924.
_	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				100,232,324,
2	Net unrealized gains (losses) on investments	2a	861,150.		
a b	Donated services and use of facilities		001,130.	-	
۲ C	Recoveries of prior year grants Other (Describe in Part VIII.)		93,935,241.	-	
d	Other (Describe in Part XIII.)			20	94,796,391.
e	Add lines 2a through 2d			2e 3	11,496,533.
3	Subtract line 2e from line 1			3	11,450,555
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:	45			
a	Investment expenses not included on Form 990, Part VIII, line 7b				
b	Other (Describe in Part XIII.)			40	0.
C E	Add lines 4a and 4b			4c 5	11,496,533.
Pa	Total revenue. Add lines 3 and 4c. (This must equal Form 990. Part I. line 12.) † XII Reconciliation of Expenses per Audited Financial Stat	ements With	Expenses per F		11,130,333.
	Complete if the organization answered "Yes" on Form 990, Part IV, line				
1	Total expenses and losses per audited financial statements			1	105,867,093.
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				
C	Other losses		93,751,999.		
d	Other (Describe in Part XIII.)			0.	93 751 999
e	Add lines 2a through 2d			2e	93,751,999.
3	Subtract line 2e from line 1			3	12,115,094.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:	1.1			
a	Investment expenses not included on Form 990, Part VIII, line 7b				
b	Other (Describe in Part XIII.)	•			0
	Add lines 4a and 4b			4c	0.
5 Do	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18, t XIII Supplemental Information.)		5	12,115,094.
	de the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 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 inforn	nation.		
PART	X LINE 2:				
	,				
BISN	HAS ADOPTED THE ACCOUNTING STANDARD ON ACCOUNTING FOR UNC	ERTAINTY IN			
INCO	ME TAXES, WHICH ADDRESSES THE DETERMINATION OF WHETHER TAX	BENEFITS			
	,				
CLA	MED OR EXPECTED TO BE CLAIMED ON A TAX RETURN SHOULD BE RE	CORDED IN			
THE	FINANCIAL STATEMENTS. UNDER THIS POLICY, BISM MAY RECOGNIZ	E THE TAX			
	·				
BENE	FIT FROM AN UNCERTAIN TAX POSITION ONLY IF IT IS MORE LIKE	LY THAN NOT			
THAT	THE TAX POSITION WOULD BE SUSTAINED ON EXAMINATION BY TAX	ING			
AUTI	ORITIES, BASED ON THE TECHNICAL MERITS OF THE POSITION.				
MAN	GEMENT HAS EVALUATED BISM'S TAX POSITIONS AND HAS CONCLUDE	D THAT BISM			
HAS	TAKEN NO UNCERTAIN TAX POSITIONS THAT REQUIRE ADJUSTMENT T	O OR			
	LOSURE IN THE FINANCIAL STATEMENTS. BISM IS NO LONGER SUBJ	TOT TO 11 O			

Schedule D (Form 990) 2016 BLIND INDUSTRIES & S Part XIII Supplemental Information (continued)	SERVICES OF MARYLAND	52-0591664	Page 5
Part XIII Supplemental Information (continued)			
FEDERAL, STATE AND LOCAL INCOME TAX EXAMINATIONS E	BY TAX AUTHORITIES FOR		
VEXDS ENDING DEFODE TIME 30 2014			
YEARS ENDING BEFORE JUNE 30, 2014.			
PART XI, LINE 2D - OTHER ADJUSTMENTS:			
COST OF GOODS	93,751,999.		
INTEREST RATE SWAP	183,242.		
TOTAL TO SCHEDULE D, PART XI, LINE 2D	93,935,241.		
PART XII, LINE 2D - OTHER ADJUSTMENTS:			
COST OF GOODS	93,751,999.		

SCHEDULE G

Department of the Treasury Internal Revenue Service

(Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

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.

► Attach to Form 990 or Form 990-EZ.

► Information about Schedule G (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No. 1545-0047

Open to Public Inspection

Name of the organization

Employer identification number

BLIND INDUSTRIES & SERVICES OF MARYLAND					52-05916	64	
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 rais a Mail solicitations b Internet and email solicitations c Phone solicitations d In-person solicitations 2 a Did the organization have a written of key employees listed in Form 990, P b If "Yes," list the 10 highest paid individual compensated at least \$5,000 by the 	e Solicitar f Solicitar g Special or oral agreement with any individual reart VII) or entity in connection with previduals or entities (fundraisers) pursu	tion of tion of fundra (includerofessi	non-g gover aising ding of ional fu	overnment grants nment grants events ficers, directors, trus undraising services?	itees, or Ye :		
(i) Name and address of individual or entity (fundraiser)	(ii) Activity	have o	Did raiser sustody ntrol of utions?	(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				
					it is account for an or		
List all states in which the organization or licensing.	on is registered or licensed to solicit (contrib	utions	or has been notified	it is exempt from re	egistration	

Schedule G (Form 990 or 990-EZ) 2016 BLIND INDUSTRIES & SERVICES OF MARYLAND Page 2 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 FALL GOLF SPRING GOLF (add col. (a) through TOURNAMENT TOURNAMENT col. (c)) (event type) (event type) (total number) 199,193. 58,388. 54,211. 311,792. 1 Gross receipts 2 Less: Contributions 179,093. 43,788. 26,000. 248,881. **3** Gross income (line 1 minus line 2) 20,100. 14,600. 28,211. 62,911. 4 Cash prizes 1,050. 750. 1,800. 6,670. 5 Noncash prizes 4,366. 2,304. Direct Expenses 1,000. 1,000. 6 Rent/facility costs 32,515. 3,811. 36,326. 7 Food and beverages 34,277. 17,080. 51,357. 8 Entertainment 2,245. 29,694 32,253. 9 Other direct expenses 129,406. **10** Direct expense summary. Add lines 4 through 9 in column (d) -66,495. 11 Net income summary. Subtract line 10 from line 3, column (d) 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. (b) Pull tabs/instant (d) Total gaming (add (c) Other gaming (a) Bingo Revenue bingo/progressive bingo col. (a) through col. (c)) Gross revenue 2 Cash prizes Direct Expenses Noncash prizes Rent/facility costs Other direct expenses Yes % Yes % Yes 6 Volunteer labor No 7 Direct expense summary. Add lines 2 through 5 in column (d) 8 Net gaming income summary. Subtract line 7 from line 1, column (d) **9** Enter the state(s) in which the organization conducts gaming activities: a Is the organization licensed to conduct gaming activities in each of these states? **b** If "No," explain: _

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year?

b If "Yes," explain:

Sch	ledule G (Form 990 or 990-EZ) 2016 BLIND INDUSTRIES & SERVICES OF MARYLAND 52-	DDATED.	4	Page 3
11	Does the organization conduct gaming activities with nonmembers?		Yes	No No
	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:			
	The organization's facility	13a		%
	An outside facility			%
	Enter the name and address of the person who prepares the organization's gaming/special events books and records:			
	Name			
	Address			
15a	a Does the organization have a contract with a third party from whom the organization receives gaming revenue?	🔲 '	Yes	☐ No
b	o 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			
	Gaming manager compensation ▶ \$			
	Description of services provided			
	☐ Director/officer ☐ Employee ☐ Independent contractor			
17	Mandatory distributions:			
а	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 > \$			
Pa	Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, I	ines 9, 9	b, 10	b, 15b,
	15c, 16, and 17b, as applicable. Also provide any additional information. See instructions			

Schedule G	(Form 990 or 990-EZ)	BLIND INDU	JSTRIES & SE	RVICES OF MA	ARYLAND	52-0591664	Page 4
Part IV	G (Form 990 or 990-EZ) Supplemental Info	ormation _{(cont}	inued)				<u> </u>
			•				

SCHEDULE J (Form 990)

Department of the Treasury

Internal Revenue Service

Compensation Information

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.
➤ Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

2016

OMB No. 1545-0047

Open to Public Inspection

Name of the organization

BLIND INDUSTRIES & SERVICES OF MARYLAND

Employer identification number 52-0591664

Pa	art I Questions Regarding Compensation			
	·		Yes	No
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.			
	First-class or charter travel Housing allowance or residence for personal use			
	Travel for companions Payments for business use of personal residence			
	Tax indemnification and gross-up payments Health or social club dues or initiation fees			
	Discretionary spending account 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	1b		
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?	2		
	, , , , , , , , , , , , , , , , , , , ,			
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.			
	X Compensation committee			
	X Independent compensation consultant X Compensation survey or study			
	X Form 990 of other organizations X 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:			
а	Receive a severance payment or change-of-control payment?	4a		х
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b		Х
С	Participate in, or receive payment from, an equity-based compensation arrangement?	4c		Х
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.			l
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.			l
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:			
а	The organization?	5a	Х	<u> </u>
b	Any related organization?	5b		Х
	If "Yes" on line 5a or 5b, describe in Part III.			l
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:			
а	The organization?	6a		X
b	Any related organization?	6b		Х
	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	7		X
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	8		X
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in			
	Regulations section 53.4958-6(c)?	9		i

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

Schedule J (Form 990) 2016

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.

		(B) Breakdown of	W-2 and/or 1099-MI	SC compensation	(C) Retirement and other deferred	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B)	
(A) Name and Title		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation	compensation	Derients	(6)(1)-(0)	reported as deferred on prior Form 990	
(1) FREDERICK PUENTE	(i)	514,660.	0.	1,627.	24,000.	19,348.	559,635.	0.	
CEO	(ii)	0.	0.	0.	0.	0.	0.	0.	
(2) HOLLY BETH STANLEY	(i)	134,154.	0.	1,000.	20,123.	1,721.	156,998.	0.	
CHIEF ACCOUTNING OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.	
(3) JACK GRIZZEL	(i)	213,371.	0.	1,659.	24,000.	13,772.	252,802.	0.	
COO	(ii)	0.	0.	0.	0.	0.	0.	0.	
(4) KENNETH BARNETT	(i)	234,528.	0.	1,648.	24,000.	2,039.	262,215.	0.	
VP SALES & MARKETING	(ii)	0.	0.	0.	0.	0.	0.	0.	
(5) GREGG KALIFUT	(i)	191,616.	0.	1,699.	24,000.	2,048.	219,363.	0.	
DIRECTOR OF SALES/MARKETIN	(ii)	0.	0.	0.	0.	0.	0.	0.	
(6) MICHAEL GARNTO	(i)	151,923.	0.	1,705.	18,000.	1,908.	173,536.	0.	
DIRECTOR OF MANUFACTURING	(ii)	0.	0.	0.	0.	0.	0.	0,	
(7) GUIDO DEROSSI	(i)	158,905.	0.	1,576.	24,000.	17,568.	202,049.	0,	
SR. DIRECTOR	(ii)	0.	0.	0.	0.	0.	0.	0,	
(8) CHARLES COLLIER, JR.	(i)	171,145.	0.	1,717.	20,000.	14,402.	207,264.	0.	
SALES	(ii)	0.	0.	0.	0.	0.	0.	0.	
	(i)								
	(ii)								
	(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.

SCHEDULE K (Form 990) Department of the Treasury Internal Revenue Service

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. Information about Schedule K (Form 990) and its instructions is at www.irs.gov/form990.

OMB No. 1545-0047 2016 Open to Public Inspection

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) Iss	ue price	(f) Descript	ion of purpose	(g) De	feased	(h) On		(i) Po	
									\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	T	of is		finan	~~
	YLAND ECONOMIC DEVELOPMENT						ACQUISITION	AND	Yes	No	Yes	No	Yes	No
	PORATION	52-1376562	57420NAQ4	10/01/04	10	000		OF FACILITIES		x	x			x
A CORE	TORALION	32-1370302	57420NAQ4	10/01/04	10,	000,000.	RENOVATION	or racinities		_ ^	^			
В														
С														
D														
Part II	Proceeds													
							В	С				D		
1 Am	nount of bonds retired			5	,000,000.									
	nount of bonds legally defeased													
	3 Total proceeds of issue				0,000,000.									
4 Gross proceeds in reserve funds														
	pitalized interest from proceeds													
	oceeds in refunding escrows				060 240									
	·				260,340.									
	•					1								
	orking capital expenditures from proceeds				,739,660.									
				***	,739,000.									
	ner spent proceeds													
	· · · · ·		<u></u>		2005									
<u>13 TE</u>	ar of substantial completion			Yes	No	Yes	No	Yes	No		Yes		No	
14 We	ere the bonds issued as part of a current ref	unding issue?			X	163	NO	163	140		163	+	140	
	ere the bonds issued as part of an advance				Х									
	s the final allocation of proceeds been made	_												
	es the organization maintain adequate books and records to			х х										
	Private Business Use		•					•						
				A			В	Ç				D		
1 Wa	as the organization a partner in a partnership	o, or a member of a	n LLC,	Yes	No	Yes	No	Yes	No		Yes		No	
wh	ich owned property financed by tax-exempt	bonds?			Х									
	e there any lease arrangements that may res	•												
boi	nd-financed property?				X									

Pai	rt III Private Business Use (Continued)									
			A		В		Ç	!	D	
3a	Are there any management or service contracts that may result in private	Yes	No	Yes	No	Yes	No	Yes	No	
	business use of bond-financed property?		Х							
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?		Х							
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?		Х							
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?		Х							
b	If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed									
	of		%		%		%		%	
С	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							
Pai	rt IV Arbitrage									
			A		В		Ç	D		
1	Has the issuer filed Form 8038-T, Arbitrage Rebate, Yield Reduction and	Yes	No	Yes	No	Yes	No	Yes	No	
	Penalty in Lieu of Arbitrage Rebate?		Х							
2	If "No" to line 1, did the following apply?									
a	Rebate not due yet?		Х							
b	Exception to rebate?		Х							
c	No rebate due?	Х								
	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?	Х								
4a	Has the organization or the governmental issuer entered into a qualified									
	hedge with respect to the bond issue?	Х								
b	Name of provider	BANK OF A	MERICA							
	Term of hedge		23.5000000							
	Was the hedge superintegrated?		X							
e	Was the hedge terminated?		Х							

Part IV Arbitrage (Continued)								
		4	I	3	(C	ļ	D
	Yes	No	Yes	No	Yes	No	Yes	No
5a Were gross proceeds invested in a guaranteed investment contract (GIC)?		Х						
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?		Х						
7 Has the organization established written procedures to monitor the requirements of								
section 148?		Х						
Part V Procedures To Undertake Corrective Action		•	•	•				
		4	ı	3				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?		X						
Part VI Supplemental Information. Provide additional information for responses to questions	on Schedule	K. See instru	uctions	•	•			
FORM 990, SCHEDULE K, PART IV, LINE 2C								
BOND COUNCIL DETERMINED IN 2011 THAT NO FURTHER REBATE CALCULATIONS								,
WERE NECESSARY.								,
								,
								,
								,
								,
								,
							,	,
							,	,

SCHEDULE O

Internal Revenue Service

(Form 990 or 990-EZ) Department of the Treasury

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. ▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990

Inspection

OMB No. 1545-0047

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

Name of the organization BLIND INDUSTRIES & SERVICES OF MARYLAND	Employer identification number 52-0591664
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
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
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:	
GAIN ON INTEREST RATE SWAP 183,242.	

SCHEDULE R (Form 990)

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.

Department of the Treasury Internal Revenue Service

Name of the organization

▶ Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

BLIND INDUSTRIES & SERVICES OF MARYLAND

OMB No. 1545-0047

Open to Public Inspection

Employer identification number

52-0591664

Part I Identification of Disregarded Entities. Complete	The organization answered Tes		· · · · · · · · · · · · · · · · · · ·					
(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state of foreign country)	(d) or Total inco	ome End-of-yea		Direct c	(f) ontrolling ntity	9
Part II Identification of Related Tax-Exempt Organizations during the tax year.	tions. Complete if the organization a	answered "Yes" on Form 990	D, Part IV, line 34 b	ecause it had one	or more r	related tax-exen	npt	
(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		(f) ct controlling entity	conti	g) 512(b)(13) rolled ity?
		, , ,		501(c)(3))			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

Page 2

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)	(b)	(c)	(d)	(e)	(f)	(g)	(h)		(i)	(j)	(k)
Name, address, and EIN of related organization	Primary activity	Legal domicile (state or foreign	Direct controlling entity	Predominant income (related, unrelated, excluded from tax under	Share of total income	Share of end-of-year assets	Disproportional allocations?		Code V-UBI amount in box 20 of Schedule	General of managin partner?	Percentage ownership
		country)		sections 512-514)		455515	Yes	No	K-1 (Form 1065)	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)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i	i)
Name, address, and EIN of related organization	Primary activity	Legal domicile (state or foreign	Direct controlling entity	Type of entity (C corp, S corp, or trust)	Share of total income	Share of end-of-year assets	Percentage ownership		tion b)(13) rolled tity?
		country)		,				Yes	No
	1								
	1								
	!								

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

Yes No

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

1	During the tax year, did the organization engage in any of the following transactions with or	ne or more rel	ated organizations listed ir	n Parts II-IV?			
а	Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity		-		1a		Х
	Gift, grant, or capital contribution to related organization(s)				1b		Х
	Gift, grant, or capital contribution from related organization(s)				1c		Х
	Loans or loan guarantees to or for related organization(s)				1d		Х
	Loans or loan guarantees by related organization(s)				1e		Х
f	Dividends from related organization(s)				1f		Х
	Sale of assets to related organization(s)				1g		Х
h	Purchase of assets from related organization(s)				1h		Х
i	Exchange of assets with related organization(s)				1i		Х
j	Lease of facilities, equipment, or other assets to related organization(s)				1j		Х
-							
k	Lease of facilities, equipment, or other assets from related organization(s)				1k		Х
1	Performance of services or membership or fundraising solicitations for related organization((s)			11		Х
m	Performance of services or membership or fundraising solicitations by related organization(1m		Х
	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)				1n		Х
					10		Х
р	Reimbursement paid to related organization(s) for expenses				1 p	Х	
	Reimbursement paid by related organization(s) for expenses				1q		Х
_	•						
r	Other transfer of cash or property to related organization(s)				1r		Х
s					1s		Х
2	If the answer to any of the above is "Yes," see the instructions for information on who must						
	· · · · · · · · · · · · · · · · · · ·	(b) Insaction (pe (a-s)	(c) Amount involved	(d) Method of determining amount invo	olved		
		pc (a 3)					
(1)							
· O \							
2)							
(3)							
(4)							
-							
5)							
(C)							
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)	Are all partners sec 501(c)(3) orgs.?	(g) Share of end-of-year assets	Dispretion allocat	opor- late tions?		General manage partner	(k) Percentage ownership
	-									
									\prod	
	_							Ochodolo		

Schedule R (Form 990) 2016