Phuong Le Named 2007 Employee of the Year

Phuong Le has been named the 2007 Lighthouse for the Blind of Fort Worth Employee of the Year. Phuong, employed at the Lighthouse since May 2001, was not present when it was announced at the annual Lighthouse Christmas luncheon that he had received this award. Phuong was on a trip; one he takes about every three years, to see his family in Southeast Asia.

Phuong is a native of Vietnam where he grew up, attended school and worked as an electrician. As he grew older and his eyesight gradually began to deteriorate, he realized he must emigrate to the United States to secure a future for himself and his family. At first he had to leave behind his wife, Kim, in Saigon City, but she has now joined him in Fort Worth with their beautiful four-year-old daughter, Truc.

Phuong Le is rated near the top of the scale in the quality and quantity of the work he performs in our Industrial Division. He can capably carry out a variety of tasks in the Paper and Energy Dissipation Pad Departments. His attendance record is perfect and his work skills are impeccable. Phuong gives every task assigned to him his very best effort.

Away from work, he is very family oriented and enjoys spending time with his wife and daughter, as well as using his computer. In August 2003, he fulfilled another dream when he became a citizen of the United States.

Phuong Le is an individual who has not only had to contend with significant vision loss, but has also had to leave his homeland and adjust to a new culture, language and customs. He is a man of courage and character with a great desire to succeed in any endeavor he attempts. He defines the word determination.

We are honored to have Phuong Le as our 2007 Lighthouse for the Blind Employee of the Year.

The Lighthouse Receives a Grant

The Lighthouse for the Blind recently received a $500,000 grant from the William A. & Elizabeth B. Moncrief Foundation, dedicated to the Lighthouse Endowment Trust.

The Moncrief gift will be used in support of the “Services for Seniors with Vision Loss” program, which carries out in-home training for elderly people with diminishing eyesight. Robert W. Mosteller, Lighthouse president, said that this is the largest donation the Lighthouse for the Blind has received in support of one of its programs.
Steve Peglar Elected as 2008 Chairman of the Board of Directors

Mr. Steve Peglar has been elected to serve as the chairman of the Board of Directors at the Lighthouse for the Blind for 2008.

Steve is the vice president of The Whitney Smith Company, Inc., a human resources consulting firm based in downtown Fort Worth, where he has been employed for 10 years. Previously, Steve served as human resources manager for DynCorp Aerospace Technology in Fort Worth, and also as human resources manager for DynCorp International Services, Inc., in Reston, Virginia.

Steve lives in Fort Worth with his wife, Joy, and sons, Adam and Ethan. He is originally from Oak Ridge, Tenn. and graduated in 1988 from the University of Tennessee in Knoxville. Steve has been a member of the Board of Directors at the Lighthouse since 2001 and has served in the capacity of vice chairman, treasurer and personnel committee chairman. In addition to his work with the Lighthouse, Steve also currently serves on the board of directors of the Susan G. Komen Foundation of Tarrant County.

Having experienced permanent and almost complete vision loss in one eye due to severe optic nerve damage resulting from a bicycle accident in 1974, Steve feels a special and personal connection with the mission of the Lighthouse. He is excited to serve in the capacity of chairman, and welcomes the opportunity to assist the Lighthouse to achieve its goals and fulfill its mission for the upcoming year.

Statement of Financial Position

<table>
<thead>
<tr>
<th>Assets</th>
<th>Liabilities &amp; Net Assets</th>
<th>Revenue</th>
<th>Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments: $8,082,680</td>
<td>Accounts Payable: $465,598</td>
<td>Net Sales to Public: $1,418,603</td>
<td>Industrial: $1,856,606</td>
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<tr>
<td>Property &amp; Equipment: $2,108,634</td>
<td>Accrued Pension Cost: $212,990</td>
<td>Other: $734,159</td>
<td>Management &amp; General: $346,175</td>
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<tr>
<td>Accounts Receivable: $1,391,372</td>
<td>Accrued Liabilities: $49,238</td>
<td>Contributions: $486,625</td>
<td>Orientation &amp; Mobility: $114,900</td>
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<tr>
<td>Inventory: $1,320,707</td>
<td></td>
<td>Investments: $312,083</td>
<td>Community Services: $91,246</td>
</tr>
<tr>
<td>Cash &amp; Equivalents: $428,801</td>
<td></td>
<td>Program Service Fee: $128,328</td>
<td>Senior Services: $46,327</td>
</tr>
<tr>
<td>Other: $20,717</td>
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</tbody>
</table>

Total Liabilities & Net Assets: $14,080,737

Changes in Net Assets: $624,544
A Review of 2007

2007 proved to be a very good year. The Lighthouse served a record 1,443 people through our service and employment programs. Sales for the year totaled $13,644,333. This was $1.8 million better than 2006 and just $5,000 short of beating the record that was set in 2005.

The Industrial Operations had increases in the sales of all products and included a one-time sale of folding cots to FEMA. Servmart closed out the year with September sales of $253,649 to set a new one-month record.

We started a new employment project in February as one of three pilot programs across the country providing document-imaging services to public and commercial customers. Joyce Trimble and Karl Kiene joined the staff as project and sales managers. This project provides jobs that are computer- and service-based. Six blind employees were hired initially and four more added in the summer. We have found that there is a high level of interest for this service in a wide range of customers, from very small to very large companies. Working with Larry Camp, several projects were evaluated for addition to the federal procurement list. Currently the most promising is the Triad box for the Air Force. Prototype samples are being evaluated at this time.

In Community Services, all programs met their goals for the year, with exception of Senior Services. Gayle Burns resigned in July and the position was vacant for two months. Tess Shell was hired to fill the vacancy and started work on Oct. 1. In the past year, over 1,400 individuals and their families received meaningful information regarding vision loss and resources to help them meet their needs, training them in the use of white canes to promote a greater degree of personal independence, and home visits to provide training to help the elderly adapt to their loss of vision. Program evaluations were completed, and consumer responses were very positive. People consistently felt that the services provided were meeting their needs and that the staff members were professional, prompt and thorough in their work.

Development activities were successful in raising $486,625 in contributions for the Lighthouse. These funds provide budget support, digital imaging equipment, industrial equipment, acquisition of land and additions to the corpus of the endowment. New programs that were started include a year-end appeal during the holidays and a Community Awareness Program to show the public our programs and activities. Board members invited guests to the bi-monthly, one-hour presentations. In 2008 the program will be expanded to host groups that have interests in the Lighthouse, such as Delta Gamma Alumni and the Junior League.

For our 73rd year, our goals are to serve 1,500 people who are blind and to generate sales of $15,155,000. 2008 is going to be great for the Lighthouse.

2008 Officers
Steve Peglar: Chairman • Stephen Wilson: Vice-Chairman
Blake Hailey: Vice-Chairman • Charlie Little: Secretary • Adam Gellent: Treasurer

Visit our Web site at www.lighthousefw.org
The Lighthouse Celebrates Production of the 16 Millionth Fast Pack Shipping Box

The Lighthouse for the Blind has been producing Fast Pack Shipping Boxes for the General Services Administration (GSA) for 25 years. More than 75 employees who are blind are celebrating the production of their 16 millionth box.

“We have worked with GSA to produce these boxes for 25 years without ever having one box returned,” said Bob Mosteller, president of The Lighthouse for the Blind of Fort Worth. “That sort of quality is only possible because of the dedication to quality that is shared by many of the agency’s employees.”

On Dec. 4, in celebration of this accomplishment, the Lighthouse for the Blind and the National Industries for the Blind presented a Partner in Excellence Award to GSA’s Federal Acquisition Service. This presentation acknowledged one of the numerous ways in which GSA helps to sustain the Lighthouse and its mission to create opportunities for employment for people who are blind in and around the Fort Worth area.

(Right): Pictured from left to right are Jim Williams, commissioner of the Federal Acquisition Service, a division of General Services Administration; Charlie Wood, the Lighthouse vice president of sales; Alex Rosalez, a 25-year employee of the Lighthouse; Bob Mosteller, president of the Lighthouse.