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**Tarrant County Association for the Blind
 Foresight
 Lighthouse for the Blind of Fort Worth
 912 West Broadway
 Fort Worth, TX 76104**

Address Service Requested

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Colleyville Lions Club Foundation
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Honorarium Contributions

In honor of Ann Ward
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In honor of Ms. Edrena Jennings Smith
 Ms. Margaret A. Croft
In honor of Ruth Hill
 Ms. Pat Engel
In Honor of Letha Smith
 John and Mary Gross
(continued on page four)

Staff

Robert W. Mosteller, president, vice presidents: Wayne Pound, development and community services, Tommy Jaynes, manufacturing, Charlie Wood, sales and marketing. Jim Walker, Servmart manager, Gayle Bruns, rehabilitation specialist, Kent Bowers, Michelle Gatton, orientation and mobility instructors, Deanna Conner, controller, Todd Icard. community services, Ric Tucker, Webmaster/TS, Sally House, public relations consultant, Todd Icard, Community Service.

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Staff looks for new products as sales slow during second quarter

Sales and production slowed in the second quarter of the fiscal year at the Lighthouse for the Blind of Fort Worth.

Lighthouse president Robert W. Mosteller attributed the decline to a reduction in the budgets of federal agencies that are the main consumers of products made at the Lighthouse.

Sales were at a respectable \$5,584,983 although that figure was below the budgeted amount.

“We are ahead of last year’s sales in boxes and paper and in sales at the office supply store at Naval Air Station - Joint Reserve Base.” said Mosteller.

But the increase in costs of utilities, materials and in transportation, affects Lighthouse operations as it also affects all consumers.

The Lighthouse staff is always looking for and evaluating potential new products to be manufactured by its capable and versatile employees.

“We have been working with Larry Camp to find new federal products that include kitchen products, signage and special shipping containers for United States Department of Agriculture,” he noted.

“Several other products are in the development stage as we evaluate products that can be manufactured to our high standards.”

The Federal Emergency Management Agency



Charlie Wood and FEMA cot

(FEMA) recently placed an order for 10,000 cots that were to be delivered in May. They are being stored, along with other emergency supplies such as bottled water and Meals Ready to Eat, (MRE) in the Fort Worth warehouse that was formerly operated by General Services Administration. It is in response to any anticipated emergencies or disasters that set unprecedented records in 2005.

Throught the State Use Program, the Lighthouse has added non-recycled copy paper. That product is slated to start shipment in the fall.

Mosteller commended the production staff for its “excellent job” in reducing delivery times on paper and box shipments to customers. The goal is shipment in three to five days.

Rehabilitation Services offer expanded services and programs. Michelle Gatton and Kent Bowers are working with fewer people in the white cane program, but are able to devote more time to their training procedures.

Todd Icard, who is assuming many of the responsibilities in community services that were formerly Wayne Pound’s, has developed information packets that are targeted to specific regions. He started with a backlog of 75 from the Corpus Christi area and the Department of Blind Services found them so useful and well done, they will likely expand the program to other areas in Texas,. The Fort Worth Lighthouse is the only one in the state that performs this service.

Wayne Pound, calling on his years of working with Social Security staff in rehabilitation and community services, was able to resolve some problems with Social Security Disability Insurance payments to employees. A new system of days paid per month has begun.

“We are making progress on our long term goals to expand employment and services at the agency,” said Mosteller. “We are working to purchase property located on the northwest corner of our block and Wayne Pound has been very successful in raising funds for this project.

“We expect the last six months of our fiscal years to be better than the first and will work toward that goal.”

Staff offers outreach to community

Staff members at the Lighthouse for the Blind of Fort Worth continue to reach out to the community as an extended part of their jobs.

During the second quarter of the fiscal year, Community Services represented by Wayne Pound and Todd Icard served 294 people for 2,352 units of service to meet 47 per cent of the yearly goal.

Pound gave tours to Birdville Independent School District teachers as well as University of North Texas HSC Medical Students. This is an annual tour for UNT students who provide Pound with evaluations and observations about the Lighthouse. He also attended meetings of the Mayor's Committee on Persons with Disabilities and the Association of Fundraising Professionals. Icard attended a Medicare Part D training session as did Gayle Bruns, the rehabilitation teachers for seniors.

She made a presentation on the program to residents of Hill Villa. Additionally, she attended monthly Health Services meetings in Parker County and EATC General Assembly at Hurricane recovery. She placed 10 Closed Circuit Televisions with older people in her program. The CCTV's magnify the printed word or objects and give seniors better options. She has 443 units of service with 135 seniors served for 54 percent of the yearly goal.

Kent Bowers, orientation and mobility instructor, has 457.5 units of service with 16 visually impaired people for 30 percent of yearly goal. He also made a presentation and consulted with the physical therapist at Immanuel Health Care.

Michelle Gatton, also a white cane instructor, has met with an occupational therapist to assist with her blind clients. She has 423 units of service and worked with 16 visually impaired or blind people.

The Industrial Division is serving 70 people for 74 percent of the yearly goal and have 125 units of service.

"Our services sector continues to deliver good results," said Robert W. Mosteller, president, "Numbers are improving with all results within expectations."

Community Services expanding

Todd Icard, who joined the Lighthouse for the Blind of Fort Worth in the fall of 2005, has seen his job expanded in many directions and even throughout the state.

As community service specialist, Todd is assuming more and more responsibilities from Wayne Pound, a Lighthouse vice president who developed community services over a 32 year period.

Todd recently spoke at two low vision groups sponsored by the Society to Prevent Blindness and distributed brochures, Lighthouse staff business cards and newsletters.

After attending a seminar on Medicare Plan D, he gained enough information and insight to assist Lighthouse employees to enroll in the new plan. For the most part he did telephone consultations to ensure he obtained correct information on the best plan for employees. He also was able to assist some Lighthouse employees with IRS income tax filings.

One of his new assignments was taking over the backlog from the Corpus Christi area in distributing resource materials. He assembled information packets that include adaptive aids catalogues, guides to independent living, information on low vision, resources in the area, information on support groups, transportation, and an application for the Talking Book Program from Austin.

The packets are tailored for the particular person. If Todd determines that the person has macular degeneration, glaucoma, cataracts, or retinitis pigmentosa, he will include specialized material or pamphlets about that particular condition.

If he interviews with a Spanish speaking or marginally bilingual person, he can provide information in Spanish.

After a short time, Todd makes a follow up call with the person to determine if additional assistance is needed and if the information has proved beneficial. Some may call on counselors with the state's Division of Blind Services for assistance with everyday tasks.

The Fort Worth Lighthouse also has packets tailored for the Fort Worth area, Wichita Falls and San Angelo. Much of the material in them was assembled by Wayne Pound and developed over an extended period at the request of the Commission for the Blind.

They provide comprehensive information to enable a visually impaired person to lead a more independent life. The catalogue of adaptive aids includes many innovative products that may range from the rather simple to the complex.

Todd also reported that he is working with community services to operate more efficiently. The program will include name, address, visual conditions and other information to better categorize the person.

Todd Icard has a background that fits well into his job at the Lighthouse. He has worked in the physical therapy field, a job he found gratifying. He also spent time with the Texas Department of Human Services and Child Protective Services.

His fluency in Spanish has proved beneficial as he works with Lighthouse employees who have more ease speaking Spanish. Todd continues to find ways to grow his position for the benefit of the people he works with.



Debra Warren works on subcontract for S & B Technology

Foresight

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The Lighthouse for the Blind of Fort Worth
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Robert W. Mosteller, president
Michele Hahnfeld, chairman

Mosteller named to NIB Board

Robert W. Mosteller, president of the Lighthouse for the Blind of Fort Worth, has been named to the national board of National Industries for the Blind.

He will serve a four year term with nine other directors. Most other directors represent the private business sector and are not affiliated with non-profit agencies such as the Fort Worth Lighthouse.

They meet several times a year to gain overviews of various Lighthouse operations and to plan strategies for successful growth results.

Lighthouse is eighth largest non-profit employer in area

A recent survey by FortWorth's *The Business Press* ranked the Lighthouse for the Blind of Fort Worth as the eight largest non profit employer in the area.

The list rates Texas Health Resources as number one, followed by other health related operations as John Peter Smith Health Network in second place and Child Care Association as number three. Volunteers of America Texas is fourth and the Fort Worth Zoological Association as fifth.

YMCA Metropolitan Fort Worth is the sixth largest non-profit employer with Goodwill Industries in seventh place.

With ???employees, the Lighthouse, according to the paper's description, offers employment, referral, white cane training and self-help services for seniors.

It cites sales of products as the primary source of funding.

The Lighthouse is now in its 71 year of consecutive operation.

Ken W. Davis Foundation offers matching grant to Lighthouse

The Ken W. Davis Foundation has made a significant contribution to the Lighthouse for the Blind of Fort Worth in the form of a \$10,000 matching grant.

Designated for the Endowment Trust, the Foundation will match dollar-for-dollar any amount raised until October 1, 2006 to a total amount of \$10,000.

"We look forward to the success of this important campaign and hope our contribution attracts others to this worthy cause," wrote Alan K. Davis, Vice President/Program Officer

"We are very grateful to the Ken W. Davis Foundation for this generous matching gift grant," said Wayne Pound, vice president/development and community services. "It offers us the opportunity to attract donors who in turn will have their gifts matched for the Endowment Trust."

Pound said friends of the Lighthouse as well as Lighthouse staff members have responded to the Foundation gift and he foresees reaching the goal during the summer.

In the application letter to the Foundation, Lighthouse President Robert W. Mosteller explained that the Board of Directors had approved

a long-range goal to increase its endowment, currently valued at \$6,000,000, to \$20 million by 2015. The Endowment Trust was created in 1985 with funds from a bequest and is managed by a separate board of four trustees for the exclusive benefit of the Lighthouse.

The Endowment Trust has grown through gifts and prudent investment and provides almost \$100,000 for Lighthouse services and operations. Endowment earnings above those used yearly, are returned to the corpus and retained in its reserve fund.

Mosteller and Pound confirmed that the challenge grant would offer a "powerful focused entre" to ask donors to consider support for the Lighthouse permanent endowment, and would "open doors to other major donors."

The application proposal concluded with: "We would welcome the opportunity to provide the Foundation with additional information about the Lighthouse or to host you and the directors on a tour of our facilities. More than this, however, we invite the Foundation to join us in transforming lives so that limits to seeing are not limits to achieving."

New screen printer gift of donor

Jay E. Sandelin, a Fort Worth executive, renewed ties with the Lighthouse for the Blind of Fort Worth recently.

Sandelin, who was a board member in the past, visited the Lighthouse with long time friend Bill Massad recently. Massad reported that he often plays tennis with Sandelin and Massad, ever an advocate for the Lighthouse, Massad told his friend of something he could do to help the agency.

It seems a new screen printer was needed in the box division of the Lighthouse. Massad had information pertaining to the printer that he then persuaded Sandelin to buy for the Lighthouse.

According to that information, the printer currently in use was 20 years old, the electronic controls were outdated and could not be replaced

But the screen printer could, and thanks to a generous gift from Sandelin, was.

During box manufacturing, required identification and specification data are printed on the side of the boxes. Also included are the box maker's seal that identifies the properties of the cardboard. The Fort Worth Lighthouse identification and logo travel throughout the world on the 30 sizes of boxes manufactured at the Lighthouse.

The Lighthouse has produced more than 15 million units with zero defects and on-time delivery - an enviable record!

"Our employees are very pleased to have this new screen printer to make their work more efficient," said Robert W. Mosteller. "We thank our long time friend Bill Massad and also Jay Sandelin for making this possible."

Lockheed Martin AERO Club provides new Toyota forklift

A new Toyota forklift is now in operation at the Lighthouse for the Blind of Fort Worth. It was provided by the Lockheed Martin Aeronautical Reaching Out (AERO) Club as part of the organization's outreach to the community, according to Ira Kathryn "Kathy" Luper, executive director.

The forklift will be used in transporting materials in the manufacturing division, according to Robert W. Mosteller, Lighthouse president. It is currently in use in the box division where visually impaired workers manufacture 30 sizes of corrugated containers. Most are purchased by General Services Administration and others are manufactured to consumer's specifications. Lockheed Martin Aeronautics uses several sizes of the foam lined containers in their operations.

The new \$17,500 forklift replaces a 20 year old machine that had been used in manufacturing the energy dissipation pad.



Lockheed Martin AERO Club members Charles Lew, Marie Cooney and Kathy Luper with forklift.

Lockheed Martin has a long history of generosity to the Lighthouse. In November 1999, the Lockheed Martin Employees Con-Trib Club donated \$14,000 that was used to buy equipment.

In 1993, the forerunner - General Dynamics Employees' Con-Trib Club - donated \$9,234 to provide electric pallet jacks and an automatic case sealer. In 1991 a gift of \$3,715 was used to purchase a computer to support the manufacturing department. In the 70s, the organization provided funds for a van that was used as transportation in community services and in the children's summer camp programs.

"Lockheed Martin is an excellent corporate citizen and we appreciate the support they provide on several fronts," said Mosteller.

Raisers Edge offers novel methodology

A new sophisticated software program now in place at the Lighthouse for the Blind of Fort Worth is proving to be a superior product as an intensified development plan is being implemented.

Called "The Raisers Edge," is the ultimate tracking tool in the fund raising profession as it affords a carefully monitored method to track donors, patterns of giving, amounts pledged and received. Phyllis Looney is working with Wayne Pound, development vice president, to maximize the capabilities of the program.



Mario Hernandez and Jay Sandelin

New Chairman of the Board



Michele Hahnfeld, who is with the Brants Company, is the new chairman of the Board of the Lighthouse for the Blind of Fort Worth.

An active civic volunteer, she has served in many capacities on the Lighthouse board. A profile on Michele Hahnfeld will appear in the next Foresight.

Development projects aid Lighthouse

The Lighthouse for the Blind of Fort Worth has embarked on a concentrated effort to boost its Endowment Fund and operation funds.

Wayne Pound, vice president/development and community services, was assigned the development challenge in 2005 and has achieved many successes in his new endeavor.

Pound is well known in the community as a speech giver at civic functions, as a tour giver, as a person who helps get visually impaired children to the Moslah Shrine Circus and the Fort Worth Stock Show. After 32 years at the Lighthouse, he has learned what is possible, what is available and what limitations might exist.

An Advisory Council of community leaders was created to assist Pound in his development work. All have served as officers of the Lighthouse or have affiliations with the agency. Members include: Pat Massad, James Creel, Bill Cranz, Bob Lansford, J.T. Rogers, Janis Brous and Michele Hahnfeld. In meetings they discuss various topics including the image of the Lighthouse in the community, potential sources for financial support and other pertinent topics.

One suggestion was to let this newsletter have wider distribution and also provide copies to Lighthouse employees. The possibility of other printed materials was also broached.

Speakers Bureau

Another suggestion was to create more awareness of the Lighthouse through speakers and tours. Staff people including Pound, Todd Icard, Gayle Bruns, Kent Bowers and Michelle Gatton have made frequent appearances before seniors groups, health providers, medical students and educators.

Foresight readers who would be interested in having a Lighthouse representative speak to a retirement facility, at a civic organization, a school or other group, may contact Pound at 817/332-3341 and discuss the possibility of a speaker.

Tours of the 80,000 square foot facility may also be arranged. To observe employees who are blind or visually impaired can alter any pre-conceived ideas of the capabilities of the visually impaired. It is the concept behind the Lighthouse slogan "Seeing is Believing" that was adopted last year.

Web Page

The Fort Worth Lighthouse also maintains a Web Site that tells of the programs for the blind and visually impaired in the area and products made by the sight impaired production workers. Internet users may access it at www.lighthousefw.org.



Publication praises pad production

An article in a recent government publication told of the work done in the past by employees of the Lighthouse for the Blind of Fort Worth. Titled "JWOD Program Ensures Safe Landing" it told of the "crucial role played by blind employees in air drop success." For many years, Lighthouse employees manufactured the energy dissipation pad under an exclusive contract for the United States Army.

The honeycombed pad allows fixed wing aircraft to drop supplies to military or other personnel in sometimes remote locations at reduced risk. Each pad can undergo stress of 70 per cent strain which is about 6300 pounds for square foot.

The U.S. Army Soldier Systems Center at Natick trusts the manufacturing to the Javits-Wagner-O'Day (JWOD) Program which creates employment for people who are blind or have other severe disabilities, according to the writer, Stephanie Lesko, public affairs specialist with the Committee for Purchase From People Who Are Blind or Severely Disabled.

For personnel on the ground, the pads are recyclable and, in addition to protecting shipments, they serve as temporary shelter as walls, floors and dry mats.

The article quoted Robert W. Mosteller, Lighthouse president: "Our organization and employees take a great deal of pride in producing a quality product for the Army. We are very capable and productive and, should the market grow, we can meet additional demand."

"We are proud to do our part in keeping our warfighters safe during the U.S. war on terrorism, while at the same time employing people who are blind who want to draw a salary and support our troops as well," said Steve Schwalb, chairperson of the federal agency that administers the JWOD program.

Mosteller said 500,000 have been manufactured over the course of the contract.

Extrava-Can-Za, dinner and bingo set for July 3 at Lighthouse

Noontime on July 3 will mark a special celebration for employees of the Lighthouse for the Blind of Fort Worth. It will be time for Extrava-Can-Za, the annual tribute to recycling, the 4th of July and a reward for good work.

Employees will have a catered dinner and will be escorted by staff members to assigned seats in the lunchroom.

After their dinner, they will play six games of bingo with cash prizes for winners. Staff members serve as spotters for the sight impaired players. The rules are simple: after a win, the players must wait until the final game to resume play and if there is a tie for the win, the prize is divided equally.

Wayne Pound, vice president/development and community services, serves as caller for the games.

This is one of the most eagerly anticipated "perks" for employees and also serves as a reward for the exceptional quality of work done at the Lighthouse.

Honorarium Contributions (cont.)

In honor of Mr. Raymond Lansdell

Ms. Zella Mae Horton

In honor of Mary Ellen Kisabeth

Mr. and Mrs. C. T. Scott, Jr.

In honor of Aaron Miller

Southeast Fort Worth Lions Club

In honor of Mike Smith

Summit Bank

Gifts to the Lighthouse

A gift to the Lighthouse for the Blind of Fort Worth is a meaningful way to help the agency provide services and employment opportunities to the blind and visually impaired.

Through programs of rehabilitation and through gainful employment, those with visual impairments can become productive citizens in their communities.

A gift may serve as an honorarium, memorial or may be directed to the Endowment Fund or to the general fund.

Appreciated stock, real estate or cash gifts are acceptable and may qualify for a tax deduction. Relevant information is available from your tax adviser, lawyer or accountant.

For additional information, please contact Lighthouse Vice President Wayne Pound at 817/332-3341, fax-817-332-3456, or by e-mail at wpound@lighthousefw.org.

It is estimated that about 75 percent of the population dies without a valid will. In Texas, the courts determine how assets will be distributed. At times it would not have been the desire of the deceased for assets to be divided in the manner the courts decide. In Texas a holographic (handwritten) will is valid if signed by witnesses and software is available that can produce a valid instrument. Estate planning and preparation of a will is always best if done through lawyers.

Extrava-Can-Za started many years ago when vending machines dispensed beverages in cans and when recycling was a popular activity. An employee suggestion noted that soft drink cans could be recycled with the proceeds from sales returned, in some form, to employees.

The suggestion was implemented and a catered meal was added to provide employees with three special activities during the year. They also enjoy Thanksgiving and Christmas dinners and a safety luncheon.

And although the vending machines have been changed over the year, the reason for Extrava-Can-Za remains the same: recycling. The Lighthouse regularly recycles materials left over from operations including foam, cardboard and paper.

The employee lunchroom committee will meet to select a menu for the July 3 meal. Phyllis Looney coordinates the day's activities which have always proved to be a popular pre-holiday observance at the Lighthouse.