



Insight

Lighthouse for the Blind of Fort Worth

June 2008

Awareness Program Changing Perceptions



President Bob Mosteller showing guests one of the many packing products the Lighthouse produces.

Neighboring businesses were delighted to participate in a special breakfast at the Lighthouse on May 27, 2008. The goal of the breakfast was to create awareness in the community about the operations going on at the Lighthouse.

Participants arrived in the morning for a meet-and-greet. Refreshments were provided, while the participants listened to a presentation by President Bob Mosteller and Vice President Wayne Pound. The presentation highlighted the services the Lighthouse provides for the visually impaired as well as the products currently being produced by the Lighthouse. Several current employees of the Lighthouse gave testimonies about how the Lighthouse has dramatically improved their lives. Participants learned the Lighthouse of Fort Worth

will serve over 1,600 blind individuals and their families in 2008.

Mosteller gave a tour of the facilities. The tour provided insight into the products and capabilities of the Lighthouse. The tour showed that visually impaired people are capable of doing the same type of jobs as people with normal vision. Participants saw workers operating heavy pieces of machinery used for the making of fast pack shipping boxes as well as an assembly line of office products. The tour showed the 80,000 square foot space the Lighthouse uses for day-to-day operations.

The morning activities concluded with many questions by the participants and folders distributed to everyone containing information about the Lighthouse. In the future, we hope to continue to use the Community Awareness Program to enlighten everyone about the purpose and capabilities of Lighthouse for the Blind of Fort Worth.

Participating Businesses:

National Women in Construction

Miller Veterinary Supply

Community Tissue Services

RealWorld Integrated Marketing
Communications, affiliated with the
TCU Schieffer School of Journalism

Lighthouse Energy Dissipation Pads In Use Every Day

Fort Worth Lighthouse supplies the Army with the pads (pictured at right) that are used in the air drop of vehicles, equipment and supplies. They are used daily around the world. The pads are constructed of liner papers and a honeycomb core and are designed to protect the payload by absorbing the force of the impact when the load hits the ground. Peak production of the pad has reached 1,530 cases a month. The pads are also used in air drop operations by military services in the Netherlands, Australia and Singapore.

Energy dissipation pads in action.



Lighthouse Comforts Families

One of the services carried out by the Lighthouse Community Services Program for many years has been to provide individuals who are confronting loss of vision, their families and friends, with meaningful information on local, state or federal resources that might be of benefit. There are many agencies that provide services helpful to individuals with diminishing eyesight. These might include Meals on Wheels, Guardianship Services, Social Security Administration, Texas Division for Blind Services, Section 8 Housing Assistance, Talking Books from the Texas State Library in Austin, Radio Reading Programs, companies that sell adaptive technology and many other resources. Knowing



Wayne Pound, vice president of the Lighthouse, is one of the many employees hard at work matching people confronting the loss of their vision with community service programs.

about these services, eligibility requirements and contact information can be extremely beneficial for people seeking services that might be helpful to them.

For several years the Lighthouse, through a contractual arrangement with the Texas Division for Blind Services, has provided this Information and Referral service for North Texas residents. Two years ago we were asked to expand this service to include individuals in Corpus Christi and surrounding communities and recently we have been asked to conduct this service for residents in the Houston area. Through mail-outs containing resource information and telephone contacts, the Lighthouse Community Services program is providing useful information to approximately 30-40 visually handicapped individuals every month in many communities throughout our state.

Lighthouse Pushes Through Recession

The second quarter of our fiscal year continued its roller coaster ride. Fortunately in March, the direction was up with sales of \$1,167,092. Sales for the year totaled \$6,286,351. The Service Programs are off to their best year ever with over 800 people being served through the Seniors, O/M and Information and Referral programs. The highlight was Tess Shell working with 223 people so far this year. This is 96% of her annual goal.

For the six months, our paper and box orders have been soft. The problems with the economy have had their impact on our operation. Our shining star is Servmart, where our sales are \$568,798, which is a 30% increase over the same six month period last year. We are starting to bring in customers to our document imaging service. Our pipeline is filling and we are billing for completed projects. We have a good variety of customers including school systems, law firms and financial institutions. A significant job is in the works for Catholic Charities, which is going through an accreditation process that requires enhanced document management. Delivery of all orders remains excellent, with most orders leaving the plant within 3 to 5 days. GSA provides a Supplier Report Card to rate on-time delivery for our contracts, and our lowest rating was 98.38%. We are working to be 100% on all orders.

Several new opportunities are coming online. At the Naval Air Station Fort Worth, we have received approval to take over the Hazmat operation for Class A items. We are in the process of setting up the system for the operation at this time. We also

received our first order for the TRIADS boxes that are used to air drop humanitarian relief supplies. The order is for 250 units that will be shipped to the GSA Depot in Burlington. We have also begun working with Bill Heffner, a recent GSA retiree, to help us find suitable production or service projects that we can provide the federal government under the AbilityOne program.

There have been a couple of personnel changes. Deanna Conner retired after 10 years of service to the Lighthouse. Tom Carlson was hired to replace Deanna and worked with her for a month to

learn our operations. In Document Imaging, Stormi Glenn joined the staff as a production supervisor. We are pleased to have these two capable people join our team.

In Development, Wayne is working on raising money to replace the delivery truck at Servmart and to purchase computer equipment to expand the DI department. We are also looking for money to buy

additional CCTVs to expand our loan program to more elderly blind consumers. This year we have expanded our Community Awareness Program to a monthly presentation. In March the Trust Officers from JP Morgan attended.

The program evaluation this quarter included contacting consumers who had participated in all of our programs for their reactions and comments. General comments were favorable, in that the program content or training met most individual's needs and that all would recommend our services to other blind consumers. Several suggestions were provided that will be incorporated to improve program content.

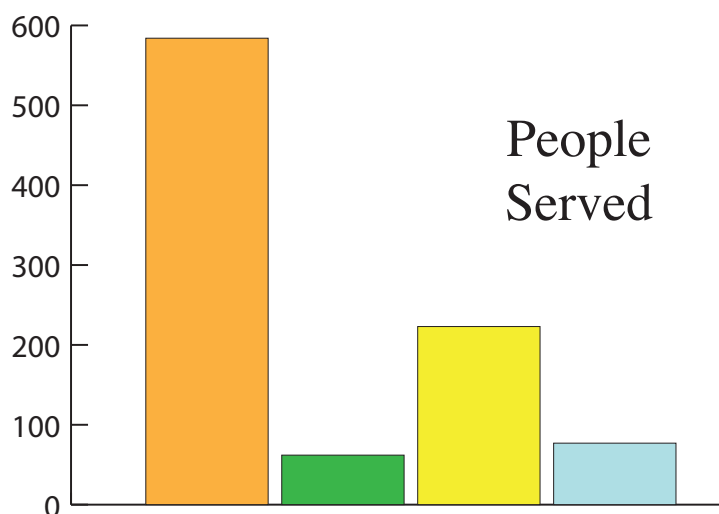
Highlights

*30% Increase in
Servmart sales*

98.38% Delivery Rating

800 People served

Services Summary



- Community Services – 584
- Orientation & Mobility – 62
- Senior Services – 223
- Industrial – 77

Defense Distribution Centers Recognized

On May 13, Charlie Wood, vice president of sales and marketing, traveled to the headquarters of the Defense Logistics Agencies Defense Distribution Center in Pennsylvania with Kim Zimmer of National Industries for the Blind to present a plaque to the center's commander Colonel Perry Knight. The plaque recognized the DDC's support of the federal AbilityOne program for the past eight years through the purchase of the fast pack shipping boxes produced by the Fort Worth Lighthouse.

The reusable boxes are shipped to eight DDC depots located across the United States and are used to ship gauges, instruments and circuit boards. Colonel Knight expressed his appreciation for the AbilityOne program's quality products and timely delivery. The boxes are essential to the success of the DDC's mission to supply the branches of the armed services.



Defense Distribution Center staff receives plaque May 13.

Donations for December 1, 2007 – May 19, 2008

Memorial Contributions

In memory of **Orin Atkins**
J.T. & Carolyn Rogers

In memory of **Dick Bell**
Martha Callaway

In memory of **Tillman Campbell**
William and Patricia Massad
Wayne & Becky Pound

In memory of **Jane Carter**
Mrs. Burgess Sealy

In memory of **Fred Cribbs**
Frank & Anne Mathenia

In memory of **Effie Daniel**
Bobbie Wygant

In memory of **Barbara Fagin**
Hope Levine

In memory of **Dorothy Frizzell**
Dr. James Atkinson, D.D.S.

In memory of **Desma George**
Dr. James H. Atkinson,
D. D. S. and staff

In memory of **Byrdeen Goldsmith**
Adam & Ginelle Gellert

In memory of **Maury Horton**
Stephen Horton

In memory of **George Hudson**
Wayne & Becky Pound

In memory of **Marilyn Jones**
Richard & Barbara Chowning
Serena Overhoff

In memory of **Willie Fay Lewis**
Ann Allan
TPG Capital/Matching
donation

In memory of **James Nobles**
Kathryne Nobles Feldman
Thomas & Angela
Springmeier

In memory of **Mrs. Skaggs**
W. A. Grammer

In memory of **Mary Lou Wardlow**
Charlie & Gayle Wood

In memory of **Cecilia Wood**
Charlie & Gayle Wood

In memory of **Dr. Delyle Youngman**
Robert & Susie Mosteller

Honorarium Contributions

In honor of **Gail & Larry Cooke**
Rosalyn Rosenthal

In honor of **The Faught Family**
Mr. & Mrs. B.J. Faught

In honor of
Mr. & Mrs. William Massad
Philippe & Phyllis Arrighi
Janna Poland

In honor of **Robert Mosteller**
Cecilia Rollins
Clyde & Kathy Womack
Stephen & Aubra Wilson

In honor of **Wayne Pound**
Phillip & Susan Green
Karl & Nancy Komatsu

In honor of **C.T. & Julie Scott**
Howard & Mary Scott

In honor of **Elizabeth Schell Smith**
Mr. & Mrs. James Schell

In honor of **staff & employees of the
Lighthouse for the Blind**
Paul & B.J. Cox

In honor of **Wanda Stovall**
Stephen & Aubra Wilson
Stephanie Usher

General/Endowment Contributions

Alcon Foundation

Jeff & Laura Alexander

Robert & Catherine Alexander
Foundation

Everett & Jeanine Baldwin

Sharon & Tom Barrett

Angela Bass

Mr. & Mrs. Gus Bates, III

Mrs. Louis Bell

Carswell Retired Officers Wives Club

Chesapeake Energy

Chiles Survivors Trust/Fran Chiles

Ted Collins, Jr.

Continuity of Care

Tom & Shirley Coston

W. P. Cranz, Jr.

A. R. & Juana R. Daniell

Ken W. Davis Foundation

Mark Edward Dreier

Frost Bank

Mrs. James Fuller

Garvey Texas Foundation

Haltom's

Ms. Lucille Hawkins

Sally House

Dr. John Johnson, Jr.

Lee Johnson

Donations Continued

General/Endowment Contributions

Johnson Family Trust
Tom & Ruth Ann Kearley
John Stephen Klazura
Bill Lamkin
Dr. Charles Little
Magnifiers & Etc./Marion Linn
M. Mallick
Mr. & Mrs. William Massad
Julio Melgar
Rev. Irvin Mitchell
Molyneaux Charitable Foundation
William & Elizabeth Moncrief
Foundation/W. A. Moncrief
Bob & Tessa Mosteller

Kathy & Lee Nicol
Stephen & Joy Peglar
Joseph Paul Pignatelli
Martha Rush
Clara Anne Sankary
C.T. & Julie Scott
Claude & Peggy Scott
Gretchen & Whitney Smith
Mike & Sue Smith
Wanda Stovall
Summit Bank
Texas Federation of the Blind/
Faye Luttrell
Mary Tabb & Clyde Thompson
Charitable Trust/
JP Morgan Chase Bank

Emily Tolle
Chyau Song Tzeng
Ulta Whaley Trust/
JP Morgan Chase Bank
Fieldon & Colleen Williams
Ms. Frances Wohler
Ms. Bobbie Wygant

Equipment Donations

Louis D. Brown
Dr. John Johnson, Jr. M.D.
William & Patricia Massad
Robert & Susie Mosteller



LIGHTHOUSE
for the Blind of Fort Worth
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