



GEORGIA LIONS LIGHTHOUSE FOUNDATION, INC.

A MAJOR SERVICE PROJECT OF GEORGIA LIONS CLUBS

1775 Clairmont Road, Decatur, Georgia 30033-4005 • 404/325-3630 Fax 404/636-5549
1-800-718 SITE (1-800-718-7483)

The Georgia Lions Lighthouse Foundation, Inc. Joint Board Meeting, the Macon Crowne Plaza October 19, 2003

The joint board meeting for the Georgia Lions Lighthouse Foundation, Inc. and the Georgia Lions Camp for the Blind was called to order by Lion Bill Craig, Council Chair. Lion Jon Winters, PDG, led the Pledge of Allegiance and Lion Stan Bazemore, PCC, led the Invocation. Council Chair Bill Craig welcomed dignitaries and other Lions in attendance.

These minutes will reflect only those parts of the meeting that pertain to the Georgia Lions Lighthouse Foundation, Inc.

Approval of the Minutes Lighthouse President Haynes Townsend accepted a motion for the approval of the minutes from the last board meeting, held on May 31, 2003 at State Convention. The motion was seconded and the minutes were approved as submitted.

Lighthouse Reports Lighthouse President Haynes Townsend welcomed everyone and thanked them for all of their hard work and dedication on behalf of the Lighthouse. He also expressed his appreciation of the Lighthouse staff.

President Haynes reported that the Executive Committee approved the Finance Committees recommendation that the \$100,000 from Chick Fil*A be divided \$25,000 to the Children's Eye Care Center at Emory and \$75,000 to go to the Trust Fund as a lead gift for our fundraising campaign. He also indicated that we are still waiting on a response for a grant request for funding for the capital campaign

Treasurers Report Lion Jon Winters, PDG reviewed the monthly financial statements that were given to all in attendance at the meeting. The Lighthouse continues to be in good financial shape, though we need to continue to look for other sources of income in order to keep up with our continued growth. Lion Jon also reported that the audit for the Fiscal Year just ended has been completed and that we had received positive comments from our auditors, Marshall Jones and Co. Lion Jon also reported that the Finance Committee and Executive Committee agreed to contract directly with our current bookkeeper, Margaret Hampton. A copy of the treasurer's reports will be kept at the Lighthouse along with an official copy of these minutes.

Service Report Lion Linda Hauptfuhrer reported that the Lighthouse is averaging 17 eye surgeries a month, which is up from last year. She also shared that the Lighthouse is paying for many more glasses this year as compared to last year and that we have

already spent 50% of what we had budgeted for glasses 3 months into the year. This is mainly due to the HIPAA privacy laws that recently went into effect. It is not clear at this point how HIPAA will impact the local Clubs. Linda will be attending additional training on HIPAA in order to see clarification on that and other issues.

The Hearing program has seen approximately a 35% increase in applications received so far this year. We are also looking at the possibility of providing digital hearing aids through an initiative by NACLF. (The North American Conference of Lions Foundations, of which the Lighthouse is a member) and Lions International. The projected cost would be about \$250 per aid.

Past President Mark White and Linda Hauptfuhrer were recently on a talk show with radio Eagle 106. The show will be aired on November 2.

Linda expressed appreciation for all the Lions of Georgia do to support the important work of the Lighthouse.

Finance Report: Finance Chairman Ron Crooks reviewed the background of the Tompkins estate. The Lighthouse is one of two income beneficiaries for the estate, and we receive 50% of the interest income from the estate on a monthly basis.

The Lighthouse trust fund is currently valued at \$3.6 million dollars. No dividends or interest income has been withdrawn from the account for the last several years in order to allow the account to grow. The management expenses of the trust fund are paid for by the trust fund.

Hearing Committee: Dr. Don Schmidt, PID, reported that the committee is working on a brochure that outlines what the hearing conservation program is all about. The plan is to use it at health fairs, club activities and other appropriate events. Dr. Schmidt also reminded everyone that Better Hearing Month is in May, and that once again the Lighthouse will be sending information to the Clubs to use in their various community awareness events. He also reported that the Athens Lions Club will be giving an Audiometer to the Lighthouse. The idea is to get people trained so they can go out and provide hearing screenings. Dr. Schmidt also reported that the Lighthouse is exploring avenues for providing Digital Hearing aids. He thanked the Lions for helping to spread the word about hearing loss.

Children's Eye Care Center at Emory: Lion Paul Johnson, PCC reported that the Lighthouse is trying to work with the Children's Eye Care Center in order to get a brochure developed. The hope is that one will be available for review at the February meeting. Lion Paul also encouraged clubs to consider holding specific fundraising events for the Children's Eye Care Center. He challenged each District you raise \$20,000 for the Children's Eye Care Center.

Ten Million Dollar Club: PDG Joe Reynolds reviewed the history of the Ten Million Dollar Club and encouraged each club to purchase a club membership in the Ten Million Dollar Club. He also encouraged clubs to purchase memberships for each individual member of their clubs. His committee is exploring the possibility of a patch to recognize this club membership.

Used Eyeglasses Program: PDG and Past Lighthouse President Ken Massingale indicated that between July 1, 2003 and October 18, 2003, the Lighthouse had already shipped 25,510 pairs of glasses to MAP International. (Medical Assistance Program, International) Glasses shipped are packed in boxes that indicate that they were collected, processed and shipped by the Lions of Georgia. New frames without lenses are given to the Technical Schools for training purposes. The Lighthouse ships out approximately 100,000 pairs of glasses each year. We have also received a number of Braille books and recordings of children's stories which we have forwarded to the Georgia Lions Camp for the Blind.

White Cane Linda Hauptfuhrer reported that we did not make our goal of \$175,000 this year. The White Cane committee brainstormed ideas on updating the White Cane booklet and that next year we will aim to make it available to clubs in September. All funds raised for White Cane go directly to fund vision services.

Vice Presidents Reports: Vice Presidents or their designates gave an update on their districts and collected checks. Reporting for the districts were:

- 18-A Vice President Jan Price
- 18-B District Governor Lil Shurtleff
- 18-C Delores Foreman
- 18-D Vice President Joe Hirsch
- 18-E Vice President Val Valenzuela
- 18-F Vice President J.C. Coefield

Lighthouse Closing remarks: President Haynes reminded those present that all Lions in good standing in multiple districts 18 are now able to vote at Lighthouse board meetings. This constitutional change was voted on at State Convention and is now in effect. President Haynes also announced that he will be running for a third term as Lighthouse President. He thanked everyone for attending the meeting and for their participation.

Council Chairman Bill Craig reported that the Lions gave a total of \$12,091 during the board meeting. He thanked everyone for their efforts on behalf of the Camp and the Lighthouse, and thanked those who were responsible for coordinating the meetings. He also gave a special thank you to the Macon Cherry Blossom Lions for once again hosting a lovely dinner.

Thois Masters gave the benediction.
The meeting was adjourned at 1:00 pm.

Respectfully Submitted,

Lion Jane Price, VP 18-A
Acting Secretary

GEORGIA LIONS LIGHTHOUSE FOUNDATION, INC.
Total Contributions from Georgia Lions Clubs and Others

Comparison July 1, 2003 thru January 31, 2004

Other Category consists of Private, Corporate, Association, Ten Million Dollar Club, Tom Bingham Fellows, & Grants

DISTRICT	REGULAR	MEMORIALS	WHITE CANE	EYE CENTER	OTHER	TOTAL
A-Last Year	\$24,081.39	\$965.00	\$1,145.00	\$7,900.00	\$3,920.00	\$38,011.39
A-This Year	\$25,177.19	\$3,100.00	\$400.00	\$8,090.00	\$600.00	\$37,367.19
B-Last Year	\$3,575.00	\$75.00	\$2,650.00	\$1,900.00	\$575.00	\$8,775.00
B-This Year	\$4,675.00	\$3,001.25	\$25.00	\$1,375.00	\$500.00	\$9,576.25
C-Last Year	\$6,212.50	\$240.00	\$550.00	\$256.00	\$500.00	\$7,758.50
C-This Year	\$2,219.69	\$1,465.00	\$1,115.00	\$1,140.00	\$1,350.00	\$7,289.69
D-Last Year	\$12,604.00	\$1,400.00	\$3,525.00	\$12,891.00	\$7,450.00	\$37,870.00
D-This Year	\$14,520.00	\$2,360.00	\$2,656.39	\$11,560.00	\$5,550.00	\$36,646.39
E-Last Year	\$7,871.30	\$100.00	\$2,325.00	\$1,345.00	\$400.00	\$12,041.30
E-This Year	\$1,868.00	\$300.00	\$2,174.55	\$1,445.00	\$1,100.00	\$6,887.55
F-Last Year	\$14,447.02	\$1,490.00	\$4,689.03	\$4,118.00	\$500.00	\$25,244.05
F-This Year	\$15,570.26	\$1,080.00	\$2,360.00	\$4,975.00	\$700.00	\$24,685.26
NL-Last Year	\$284.82	\$700.00	\$0.00	\$0.00	\$7,813.00	\$8,797.82
NL-This Year	\$110.00	\$320.00	\$0.00	\$0.00	\$2,080.16	\$2,510.16
Totals -LY	\$69,076.03	\$4,970.00	\$14,884.03	\$28,410.00	\$21,158.00	\$138,498.06
Totals -TY	\$64,140.14	\$11,626.25	\$8,730.94	\$28,585.00	\$11,880.16	\$124,962.49

Trust Income - Last Year		\$0.00
Trust Income-This Year		\$0.00
Estates, Bequests - Last Yr.		\$123,455.78
Estates, Bequests, This Yr.		\$80,823.31

Tompkins Estate 80623.31 Pinelake 200.00

REVENUE	HEARING	OPIC	Pin Sales	OTHER	TOTALS
LAST YR	26654	\$0.00	\$0.00	\$1,793.00	\$28,447.00
THIS YR	44338	\$0.00	\$0.00	\$211.00	\$44,549.00

LAST YR	\$69,076.03	\$4,970.00	\$14,884.03	\$28,410.00	\$173,060.78	\$290,400.84
THIS YR	\$64,140.14	\$11,626.25	\$8,730.94	\$28,585.00	\$137,252.47	\$250,334.80

**GEORGIA LIONS LIGHTHOUSE FOUNDATION
BUDGET REPORT**

July 1, 2003 thru January 31, 2004
BUDGET

		Y-T-D	BUDGET	Y-T-D %
Income				
Clubs	165,000.00	64,140.14	100,859.86	38.87
Estates	100,000.00	200.00	99,800.00	0.20
Fees	63,000.00	44,338.00	18,662.00	70.38
Financial Development/Marketing	10,000.00	0.00	10,000.00	0.00
Grants	75,000.00	0.00	75,000.00	0.00
Memorials	15,000.00	11,626.25	3,373.75	77.51
Private, Assoc., Corp.	15,000.00	2,080.16	12,919.84	13.87
Tom Bingham	20,000.00	4,750.00	15,250.00	23.75
Tompkins	177,000.00	80,623.31	96,376.69	45.55
Trust	76,000.00	0.00	76,000.00	0.00
White Cane	175,000.00	8,730.94	166,269.06	4.99
Total	891,000.00	216,488.80	674,511.20	24.30

Expenses				
Sight Services				
Glasses	20,000.00	28,829.38	-8,829.38	144.15
Surgery	423,500.00	173,476.36	250,023.64	40.96
Hearing Services				
Hearing Aids	80,000.00	55,123.20	24,876.80	68.90
Advertising	1,000.00	0.00	1,000.00	0.00
Audit/Taxes	11,000.00	10,000.00	1,000.00	90.91
Awards/Plaques	7,000.00	641.79	6,358.21	9.17
Bookkeeping	18,000.00	10,500.00	7,500.00	58.33
Building Maintenance	16,000.00	5,204.76	10,795.24	32.53
Computer/Equip. Maintenance	11,000.00	4,321.28	6,678.72	39.28
Conferences, Meetings	7,000.00	3,463.15	3,536.85	49.47
Dues/Memberships	1,250.00	971.50	278.50	77.72
Financial Development/Marketing	15,000.00	449.90	14,550.10	3.00
Insurance	6,500.00	3,449.50	3,050.50	53.07
Miscellaneous Expense	2,000.00	1,091.14	908.86	54.56
Mileage	2,000.00	275.52	1,724.48	13.78
Office Supplies	6,600.00	4,257.44	2,342.56	64.51
Phone	12,500.00	5,954.03	6,545.97	47.63
Printing	10,000.00	5,209.69	4,790.31	52.10
Shipping/Postage	14,000.00	7,866.46	6,133.54	56.19
Training	2,500.00	299.00	2,201.00	11.96
Utilities	5,000.00	2,409.91	2,590.09	48.20
Staff				
Payroll	219,150.00	106,795.57	112,354.43	48.73
<small>(includes taxes, medical ins., etc.)</small>				
Total	891,000.00	430,589.58	460,410.42	48.33

This report does not reflect the following designated contributions:

Emory	\$28,585.00
TMD	\$3,100.00
Leadership Fund	\$1,950.00

GEORGIA LIONS LIGHTHOUSE FOUNDATION, INC.

Sight Service Report July 1, 2003 thru January 31, 2004

DISTRICT	Surgery	Patients		DISCOUNTS	GLASSES	Patients		*OTHER	TOTAL #	TOTAL \$	Last Year	Last Year
		Served	Pending			SERVED	This Year		SERVED	Total		
A	\$49,180.48	25	3	\$183,939.58	\$12,283.02	99	1	125	\$61,463.50	134	\$87,229.75	
B	\$20,482.98	11	0	\$83,223.35	\$1,192.64	2	0	13	\$21,675.62	15	\$25,570.83	
C	\$32,928.30	27	1	\$99,015.21	\$2,762.81	11	0	38	\$35,691.11	38	\$51,251.25	
D	\$14,571.18	15	6	\$59,359.86	\$1,704.00	5	0	20	\$16,275.18	11	\$8,883.80	
E	\$25,322.37	22	6	\$95,739.70	\$3,589.00	18	0	40	\$28,911.37	28	\$39,981.18	
F	\$30,991.05	11	0	\$164,192.19	\$7,297.91	27	1	39	\$38,288.96	7	\$14,225.65	
TOTALS	\$173,476.36	111	16	\$685,469.89	\$28,829.38	162	2	275	\$202,305.74	233	\$227,142.46	

HEARING PROGRAM EXPENDITURES
SERVICE REPORT
Expenses paid from July 1, 2003 - January 31, 2004

DISTRICT	EARMOLD & FITTING FEES		REPAIRS/ ITES/ BTES FEES			TOTAL AMOUNT	TOTAL PATIENTS	TOTAL AIDS	LAST YEAR	FY 02-03 Patients	FY 02-03 Aids
	AMOUNT	PATIENTS SERVED	AMOUNT	PATIENTS	# AIDS						
A	\$100.00	1	\$13,793.14	79	124	\$13,893.14	80	124	\$15,523.73	89	141
B	\$0.00	0	\$3,535.51	23	34	\$3,535.51	23	34	\$2,781.03	15	26
C	\$0.00	0	\$9,880.19	52	83	\$9,880.19	52	83	\$5,135.33	32	48
D	\$0.00	0	\$9,385.71	58	88	\$9,385.71	58	88	\$5,163.18	39	57
E	\$163.25	1	\$11,394.66	59	93	\$11,557.91	60	93	\$5,961.45	49	69
F	\$0.00	0	\$6,397.30	39	61	\$6,397.30	39	61	\$3,724.93	28	42
	\$263.25	2	\$54,386.51	310	483	\$54,649.76	312	483	\$38,289.65	252	383
						\$473.44					
						\$55,123.20					

Please note: We have modified this report to show the number of Hearing Aids the Lighthouse is providing, as well as the number of people we are serving.

Hearing Aid Donations for Fiscal Year 2003-2004

	DISTRICT A	DISTRICT B	DISTRICT C	DISTRICT D	DISTRICT E	DISTRICT F	NON-LIONS	TOTAL
July 02'	30	0	0	0	0	7	42	79
July 03'	0	0	0	0	0	3	73	76
August 02'	0	3	0	15	2	2	37	59
August 03'	14	0	11	0	0	75	48	148
September 02'	4	0	0	0	0	37	73	114
September 03'	34	1	0	0	2	2	51	90
October 02'	33	0	3	2	0	0	33	71
October 03'	7	7	5	22	0	0	33	74
November 02'	0	0	0	0	16	0	31	47
November 03'	5	0	1	0	0	15	78	99
December 02'	1	0	0	0	0	0	88	89
December 03'	40	0	0	15	6	0	155	216
January 03'	26	0	0	0	0	3	52	81
January 04'	14	0	0	8	0	0	36	58
February 03'	0	0	0	0	0	0	0	0
February 04'	0	0	0	0	0	0	0	0
March 03'	0	0	0	0	0	0	0	0
March 04'	0	0	0	0	0	0	0	0
April 03'	0	0	0	0	0	0	0	0
April 04'	0	0	0	0	0	0	0	0
May 03'	0	0	0	0	0	0	0	0
May 04'	0	0	0	0	0	0	0	0
June 03'	0	0	0	0	0	0	0	0
June 04'	0	0	0	0	0	0	0	0
Total 02-03	94	3	3	17	18	49	356	540
Total 03-04	114	8	17	45	8	95	474	761

*Please contact Joanna Estroff at the Georgia Lions Lighthouse if your Lions Club has made a donation and it is not shown on this report.