

Lions Blind & Charity Fund, Inc.
P.O. Box 2011
Buffalo, NY 14226

Chairman's Report 2/20/2002

Dear Member Clubs Presidents and Directors:

It is my pleasure as Chairman to report the status of your Lions Blind & Charity Fund, Inc. (Fund) for the fiscal year ending January 31, 2002.

This past year we began to experience a level of activity that we hope is a glimpse into the future of the Fund. For example, we successfully transitioned our annual appeal packet assembly project from four separate dates into one elongated day. This seemed to work very well from two perspectives. First, it greatly reduced the amount of work necessary in having to move supplies from storage to the assembly area and back again. More importantly, with Lions coming and going at different times throughout the day it increased the amount of interaction and created an opportunity for members of various clubs to get to know one another just a little better.

We also attempted to increase the Fund's public awareness by placing an informative article in several papers. While difficult to measure the effectiveness of this initiative we do know that it can't do us any harm. Another area of change is donor acknowledgment. We continue to send a personalized thank you to all donors at the \$10.00 or greater, level. This year we are also sending first-time donors of \$5.00 or more, a letter welcoming them into our family of supporters. This effort will be evaluated after next year's returns are final to see if it results in improved donor retention.

Following the Board's approval at the last Annual Meeting the Fund did enter into a formal equity portfolio management agreement with Bailey, Cashmore & Co., LLC. Our investment fortune this past year mirrors the financial marketplace in general, although our significant investment in fixed income vehicles has somewhat tempered the overall negative results. We believe we are positioned to benefit from the general economic upturn predicted to begin later this year.

In previous reports I have commented that we achieved progress during the past year. From my perspective this year is no less rewarding, as your officers continue to implement changes we feel are in the best interest of the Fund. We also encourage, and would welcome, a higher level of participation at Executive Committee meetings. These meetings are held at Lion Richard Koch's office on Millersport Highway adjacent to the I-290 (aka Youngman Expressway) and future meeting dates can be found at our website: **LBCFundInc.org**.

While all of us can be justifiably proud of our accomplishments, we must not be lulled into a false sense that we have nothing left to improve. We must continue to build on past successes by supporting one another until complete success is achieved.

Over the year ending January 31, 2002, the Executive Committee (Officers and other interested Lions) met a total of seven times to establish plans for the next fund raising appeal and the day-to-day management of the Fund. Additionally, this same group participated in the three Saturdays spent assembling appeal packets, documenting donations and preparing donor acknowledgement letters for mailing. It is also fitting to note that each elected officer contributed countless hours of service to the Fund in addition to formal meeting attendance.

Some notable accomplishments since last year's Annual Meeting are:

- Presented a donation of \$45,453.98 to Upstate New York Transplant Services, Inc. that was used to purchase special equipment to facilitate UNYTS vision services.
- Completed the second test mailing of 7,000 Appeal Packets (3,500 to each of two ZIP codes) using a "stamp" versus bulk mail indicia.
- Contracted with Autistic Services and Southeast Community Work Center to assemble appeal packets for \$.04 per packet.
- Set Fall appeal packet mailing (~ 55,000) for November 2002.
- Mailed personalized appeal letters to over 4,000 donors from past appeal campaigns.
- Mailed personalized "Thank You" letters to all previous donors of \$10.00 or more and all first-time donors of \$5.00 or more.
- Responded to approximately 350 calls to the Lions Blind & Charity Fund telephone.

While I am proud of each of the above accomplishments I am most proud of the way you, the Member Clubs, responded to requests for help in getting the appeal packets mailed, returns opened and thank you letters prepared for mailing. Special thanks are in order to the following Member Clubs:

Alden Lions	Clarence Lions	Kensington Lions
Amherst Central Lions	Depew Lions	Lancaster Lions
Blasdell-Woodlawn Lions	East Buffalo Lions	Riverside Lions
Boston Lions	Evans Township Lions	Sheridan Drive Lions
Buffalo Host Lions	Grand Island Lions	
Cheektowaga Lions	Kenmore Lions	

The status of the following previously announced estates (all bequests are invested in accordance with the 1997 Board approved policy) is as follows:

- | | | |
|---------------------|------------------------|----------------------------------|
| • Adam J. Kessler | Beneficiary (1 of 12) | Status - Pending |
| • Angeline E. Nenno | Contingent Beneficiary | Status - No Distribution to Fund |

We received donations of \$205 from the Combined Federal Campaign of Niagara Frontier (CFC – code 9114). In order to maintain CFC continuity, I am recommending that the Board authorize a formal audit in any year the Fund's income exceeds \$100,000.

The State Employees Federated Appeal (SEFA - code # 571040) was very supportive this past year with donations of \$1,120. We also benefited from donations totaling \$92 from the Eastern Niagara United Way and the Niagara Combined Federal Campaign.

Again I respectfully request that all Fund Directors encourage their Club members who donate through the United Way to donor designate the Lions Blind & Charity Fund this coming year. By United Way directive we may promote this type of donation only from Nov. 15 through Aug. 15 of each year.

In closing this report I would like to especially note the work of the following current Officers of the Fund, Lion Richard Koch, Treasurer; Lion James Martin, Vice-Chairman; and Lion Len Thornton, Secretary. Each has many times this past year taken on tasks that were over and above their normal duties. We owe them a loud Lion's roar and a debt of gratitude for their efforts.

Yours in Lionism,

Lion Thomas H. Reinagel
Chairman, Lions Blind & Charity Fund, Inc.