

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

Chairman's Report 2/15/2007

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, 2007.

Most member clubs continue to respond to requests to help assemble appeal packets and open donations (see Club Activity Summary sheet). Continued thanks to the Club Directors who have been so cooperative in responding to Lion Jim Martin's requests for Lion volunteers to accomplish these tasks.

Those who attended last year's annual meeting know that we became a major supporter of Upstate New York Transplant Services (UNYTS) Transformations Capital Campaign by approving a motion to donate \$175,000 over five years. The first \$35,000 installment was presented at a reception honoring outgoing and incoming Board Members at UNYTS offices on November 22nd.

At the 2006 Annual Meeting, the Directors voted to distribute 4% of the Fund's assets to the Member Clubs. While the financial marketplace improved significantly over the past year I remain conservative in nature. Later this evening we will discuss this year's distribution amount for Member Clubs, and trust that we continue to act responsibly to preserve and, if possible, grow our assets for future generations of Lions and continued support of the Eye Banking portion of UNYTS.

Each year since becoming Fund Chairman, I have reported that we achieved progress during the past year. Last year was no less rewarding as we made significant changes to our approach to prospective and repeat donors. Lion Len Thornton will share the details of these initiatives as part of his report. We also expanded our service to the community-at-large by becoming listed as a resource agency with the Erie County Central Referral Services. Over time this listing will result in Lions Clubs throughout Erie County being made aware of persons in need – to provide us additional opportunities to practice our "We Serve" motto.

The Executive Committee continues to meet regularly to review plans for our annual appeal and the day-to-day management of the Fund. Your officers also participated in several sessions to assemble appeal packets, record donations and prepare donor acknowledgement letters. Please also know that each elected officer contributed many hours of service to the Fund in addition to formal meeting attendance.

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

- Presented \$35,000 donation to UNYTS as first payment on our pledge of \$175,000.
- Mailed 246 appeal packets using a first-class postage to previous "high donors".
- Mailed 75 follow up letters to unresponsive previous "high donors".
- Set Fall appeal mailing of approximately 50,000 packets for November 2007.

Some notable accomplishments since last year's Annual Meeting: (continued)

- Mailed personalized appeal letters to over 3,720 donors from past appeal campaigns and all Lions of our Member Clubs.
- Mailed personalized "Thank You" letters to all previous donors of \$20.00 or more.
- Responded to hundreds of calls to the Lions Blind & Charity Fund telephone.
- Maintained a database backup copy stored in Lion Koch's office.
- "Seeded" 200 Lion non-donor letters with \$1.00 bill, requesting return of the dollar and at least another dollar in return.

During this past year we received the following bequests:

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|--------------------|------------|
| • Martha H. Gomph | \$3,000.00 |
| • John R. Sherwood | \$4,000.00 |

United Way donations received for the year ending 1/31/2007 were:

- | | |
|---|------------------|
| • State Employees Federated Appeal (SEFA - code # 571040) | \$ 720.83 |
| • United Way of Buffalo & Erie County | <u>\$ 57.18</u> |
| Total | \$ 778.01 |

I respectfully request all Fund Directors to encourage their Club members who are employed to donor designate the Lions Blind & Charity Fund through the United Way. Those who are currently making United Way donations through payroll deduction may change their agency of choice at any time throughout the year. By United Way directive, we may promote donor-designated donations only from Nov. 15 through Aug. 15 of each year.

I am pleased to report that our "seeding" Lion non-donors the past two years, has resulted in an increase in Lion member donations. I continue to urge Lions who are retired, or who work for companies that don't have a United Way campaign, to respond to our annual appeal as a show of support for the work that we do.

I am proud to have served as your Chairman this past year, and thankful to the Lions of the Member Clubs who responded to requests to help open returns, prepare appeal packets and thank you letters.

In closing this report I would like to especially note the work of the 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 Tom Reinagel

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