



The Lighthouse for the Blind, Inc.
The Seattle Lighthouse for the Blind Foundation

Annual Report FY 2005

The Lighthouse for the Blind, Inc.

Message from the Board Chair

I am proud to report that the Seattle Lighthouse excelled in meeting both our financial bottom line and in fulfilling our mission of creating opportunities for people who are blind, Deaf-Blind, and blind with other disabilities this year. Thanks to the outstanding commitment of employees, volunteers, and generous members of our community, the Lighthouse surpassed its past performance and continued to thrive as a leading social enterprise.

I want to commend our exceptional production, machining, and sales teams for a record year in returns. Altogether, we saw \$31.5 million in revenue from sales of Lighthouse-made products, our highest sales numbers to date. Our easel line surpassed \$3.1 million, \$1 million more than projected. Our long-standing relationship with The Boeing Company yielded \$5.2 million in revenue from sale of quality airplane parts manufactured in our machine shop. Many thanks to the dedicated employees who made this record achievement possible.

Our revenues came in at \$500,000 over budget, allowing us to secure new contracts and meet our mission through expanding employment opportunities for people who are blind. In 2005, we began negotiations to add a third component to our canteen line. Thanks to the efforts of Lighthouse staff, we have now secured a three-year contract to produce canteen cups for the federal government.

Our financial success, coupled with generous community donations, helped us to meet our goal of creating brand new employment opportunities for blind individuals. With the national unemployment rate remaining at over 70% for blind people, we remain firmly dedicated to expanding employment opportunities and opportunities for advancement here at the Lighthouse. I am proud to share that in 2005, the Lighthouse successfully added twenty additional jobs to our roster. As of September 30, 2005, we employed one hundred and fifty-four people who are blind, Deaf-Blind, or blind with another disability.

While our sales revenue helped us to expand our operations and employment, generous community donations helped us to expand our training programs for employees and community members with visual disabilities. In our Employee and Community Services program, we added staff to both the Orientation and Mobility (O & M) program and to our Deaf-Blind Technology Training Center (TTC). O & M instructors successfully met the challenge presented by Metro transit bus tunnel closures in September, spending numerous hours meeting the crucial need for re-routing training. TTC staff served over forty-five Deaf-Blind people in learning to use computer technology for access to information and communication.

2005 also saw the end of the ACE/SOS program for blind working-age adults, leaving an opportunity for a new, Lighthouse-sponsored computer education program to begin. We are now in the midst of a fundraising campaign to support a computer training program for blind Lighthouse employees and community members and plan to implement the program in the year ahead.

Another highlight in 2005 was our twenty-seventh annual Deaf-Blind retreat. This year's retreat was a truly international event with Deaf-Blind individuals from Canada, Australia, Japan, and the United States attending. The event activities included a panel of our international guests sharing valuable information about Deaf-Blind experiences around the globe.

I want to offer my sincere thanks to all of the generous individuals, corporations, foundations, and other organizations that made it possible for the Lighthouse to continue serving people with visual disabilities through helping to preserve and expand the vital programs and supports that are such a key part of living with independence and self-sufficiency.

In addition to the Lighthouse employees and community members who made our success possible, we also owe a debt of thanks to two representatives in our government for their work on our behalf. This past year, we honored Senator Patty Murray and Representative Jim McDermott with the JWOD Champion award. The JWOD Champion award honors members of congress who have acted in a major support role for National Industries for the Blind agencies. Both Senator Murray and Representative McDermott have worked tirelessly to advance opportunities for blind and Deaf-Blind individuals through their support of Lighthouse programs and employment.

I am deeply grateful to be part of a team of people with such an exceptional spirit of cooperation. Through the hard work and collaboration of the Lighthouse team with the larger community, we are reaching new heights in realizing our mission of creating and enhancing opportunities for people with visual disabilities. I would like to thank each of you who worked to make 2005 such a resounding triumph.



Doug Klan
Board Chair

Lighthouse for the Blind, Inc.

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Employee of the Year: Deng Kong



Deng Kong

Photo by Alan Berner, courtesy of the Seattle Times

When she was twelve, Deng Kong and her family fled Laos for the United States. They spent eight months in a refugee camp before immigrating to the U.S. By this time, Deng was totally blind due to untreated glaucoma.

She remembers this as being a very lonely time in her young life with no friends and only

her family members to talk to. "People avoided me as if I was a plague. People with disabilities are viewed as being stupid, useless, possessed by demons and, more often than not, are being locked away in institutions," Deng says.

Upon arriving in Seattle in 1978, Deng felt overwhelmed by Western culture. She recalls, "I was in for one heck of culture shock. First, women in bikinis in public? Back at home, women did not show more than their faces, arms, and what was below their knees. Then there was how a child addressed older people, by first names! That was considered to be an ill brought up child in many Asian countries. We used the term 'uncle' or 'aunt' to address older folks. Although they were not family related, it was a polite and respectful way to address them. Then there was the showing affection in public. Hugging, kissing, and holding hands – wow!"

Deng set to work attaining English fluency as well as learning independent living skills for people who are blind. She gained proficiency in Braille, independent white cane travel, and assistive technology. She went on to earn her Bachelor of Arts degree in Chinese Studies from the University of Washington in Seattle. She is fluent in Laotian, Mandarin Chinese, and English.

Deng started working at the Seattle Lighthouse in 2001 as an intern after completing the Service and Office Systems (SOS) training program that was jointly sponsored by The Seattle Lighthouse and Washington State Department of Services for the Blind. After completing her internship Deng accepted a position as a customer service representative in the Lighthouse customer service department.

In addition to her duties in the Lighthouse call center, Deng has expanded her role to include acting as the backup receptionist for

our front office. She is also a regular participant in the Lighthouse school tours program, which educates local school children about the capabilities of people with visual disabilities.

Deng is positive, spirited, reliable, and loves to be busy. She is well liked by everyone who knows her and is always willing and able to lend a hand when asked even if the request falls outside her regular job duties. "I can always rely on Deng to follow through with tasks to completion. If she says she will call a customer back after researching a problem I can always expect it to be done. Deng is resourceful and has good problem solving skills," says Sharon Carmody, sales and services manager.

Away from work Deng leads a very active life. In addition to being featured in Lighthouse publications, she has also been recognized in the Seattle Times for her experience as a cross-country skier and her experience judging a tactile art exhibit.

As an art devotee, Deng especially enjoyed serving on a panel of judges for the *Touching Art* exhibit hosted by the University of Washington School of Art. The Lighthouse hosted a special reception for this exhibit of art pieces made expressly for the enjoyment of blind people. A photograph of Deng examining one of the art pieces won a special prize in *Parade* magazine's photos of the year.

An avid reader, Deng loves to curl up with romances, mysteries, and science fiction. Other activities she enjoys include cross country skiing, walking, crocheting, and organizing a large summer picnic each year for Lighthouse employees. She loves to listen to music and also to sing karaoke with family and friends. "Chinese oldies only please," she smiles.

As The Seattle Lighthouse's Employee of the Year, she is also our nominee for the National Industries for the Blind (NIB) Peter J. Salmon Career Achievement Award. This honor is given for leadership in the blindness field to a visually impaired employee working in a direct labor position for a NIB associated agency. As our nominee for this prestigious award, Deng will represent the Seattle Lighthouse at the NIB National Convention.



Deng Kong accepts her award from President George Jacobson

The Lighthouse for the Blind, Inc.



Lighthouse Legacy Society The Seattle Lighthouse

The Lighthouse Legacy Society honors individuals making planned gifts to the Seattle Lighthouse for the Blind Foundation through their wills or estate plans.

Unless otherwise designated by the donor, these gifts are typically placed in the Foundation's permanent endowment fund, where principal remains intact in perpetuity, and earnings are used each year to support Lighthouse programs.

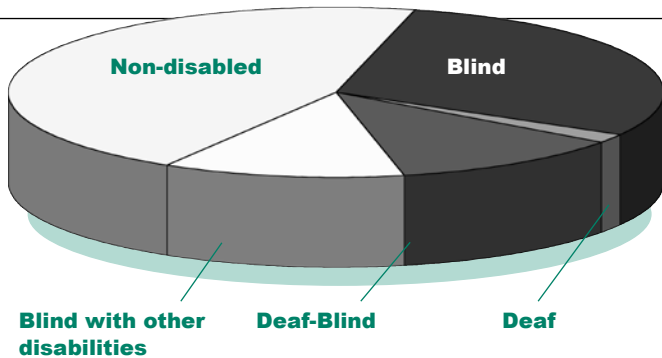
The only requirement for membership in the Lighthouse Legacy Society is written notification of a planned gift. Those providing such written notification before April 2, 2008 will enter the Lighthouse Legacy Society as charter members.

Please send notification of your planned gift to:

Seattle Lighthouse
Attention: Kirk Adams
2501 South Plum Street
Seattle, WA 98144

Lighthouse Legacy Society Charter Members

Kirk Adams	George Jacobson	Patrick and
Katherine M. Beck	Clifford and	Christine O'Hara
Howard and Dianna Dickerman	Olivia Johnson	Patrick Sullivan
James and Constance Engelstad	Doug M. Klan	Bruce and
Paul and Bev Fletcher	Tom Kuebler	Judy Walker
Ray and Phyllis Haman	Jeff Patterson	G. H. "Oly" Wise
Helen E. Hauck		



People who are blind, Deaf-Blind, blind with other disabilities, Deaf, and non-disabled work together to advance the mission of the Seattle Lighthouse

As of 9/30/05, our employee breakdown was as follows:

Total Employees - 289	Deaf - 6
Blind - 93	Blind with other disabilities - 30
Deaf-Blind - 31	Non-disabled - 129

Employee Awards

The Lighthouse Employee Awards Ceremony took place on February 17th, 2006. President George Jacobson recognized the dedication, talent, and outstanding accomplishments of Lighthouse employees.

At this year's ceremony, National Industries for the Blind CEO Jim Gibbons recognized Seattle Lighthouse for the Blind as one of the top ten nonprofit organizations in the country to identify and obtain new employment opportunities for blind adults in the U.S. As part of the event, Gibbons awarded the Lighthouse a check for \$33,000. This award is the result of the Lighthouse successfully fulfilling NIB's National Employment Growth/Retention Incentive Program.

The Lighthouse also recognized Representative Eric Pettigrew and Representative Sharon Tomiko Santos for their exemplary support of training opportunities for people who are blind and Deaf-Blind. Representatives Pettigrew and Tomiko Santos were instrumental in securing funding for orientation and mobility support to people with visual disabilities

We thank our awards ceremony sponsors: 5th Avenue Theatre, ACT Theatre, Amber Janitorial Inc., Argosy Cruises, ASKO Processing, Inc., Badgley, Phelps & Bell, Inc., Carter Mold, Farestart, Golden Pacific Embossing, HD Hotspurs, Grand Hyatt, Intiman Theatre, Jillian's, Just Jim Plumbing & Heating, Inc., Marqueen Hotel & Inn at Queen Anne, Marriott, Residence Inn, Racha, Silver Cloud Inn, Spirit of Washington Dinner Train, The Box Maker, TTAAPP Central, Underground Tour, University Bookstore

Service Awards Honor Employees' Commitment to the Seattle Lighthouse for the Blind

The following were recognized at the 2005 annual employee awards ceremony for their years of service to the Seattle Lighthouse:

5-years of service	10-years of service	Debbie Sommer
Kirk Adams	Glenn McCully	Annie Sting
Sue Benson	Harry Pike	Dave Roberts
Bill Boon		
Mark Bowers	15-years of service	25-years of service
Doug Case	Joellen Fischer	Tom Miller
Shane Dixon	Krzysztof Jankowski	Eric Swanson
Denny Fegeran	Karen Kidd	Rick White
Maria Gatica	David Miller	
Bouasavanh Keopanya	Mike Scheschy	30-years of service
Ellie Jacobson		Roger Dietrich
Donna Masuda	20-years of service	Paul Fletcher
Faiza Mohamed	Ophelia Arellano	Bob Malrone
Lonee Peschon	Lynn Chase	Linda Turner
Carolyn Traub	Kevin Gormley	
Tod Williams	Joan Ladeburg	35-years of service
Linda Williamson	Bill Schauer	Mae Sawyer

The Lighthouse for the Blind, Inc.

FY 2005 Financials

The financial information contained in the Balance Sheet and Statement of Activities is taken from our most recent annual financial statements as audited by the accounting firm of Moss-Adams. The Five Year Financial Summary and Sales Summary by Product Line are taken from internal financials. Complete audited financials are available upon request.

Balance Sheet

Fiscal Year Ended September 30th, 2005

Assets	2005	2004
CURRENT ASSETS		
Cash	\$ 214,217	\$ 275,699
Investments	5,832,333	7,571,685
Accounts receivable - net of allowance for doubtful accounts of \$80,892 in 2005 and \$82,573 in 2004	3,271,645	2,720,936
Other receivables	263,358	573,790
Inventory	5,905,475	4,552,569
Other assets	<u>192,772</u>	<u>127,830</u>
Total current assets	15,679,800	15,822,509
LONG TERM INVESTMENTS	9,754,880	9,872,376
PREPAID PENSION COST	2,979,489	3,272,603
PROPERTY, PLANT AND EQUIPMENT, net	<u>6,341,514</u>	<u>4,477,387</u>
	<u>\$34,755,683</u>	<u>\$33,444,875</u>
Liabilities and Unrestricted Net Assets		
CURRENT LIABILITIES		
Accounts Payable	\$ 2,155,666	\$ 1,338,223
Deferred Revenue	156,132	760,716
Accrued Vacation and Sick Leave	657,867	676,859
Other Liabilities	<u>265,437</u>	<u>272,708</u>
Total Current Liabilities	3,235,102	3,048,506
UNRESTRICTED NET ASSETS		
General	21,765,701	20,523,993
Board Designated	<u>9,754,880</u>	<u>9,872,376</u>
	<u>31,520,581</u>	<u>30,396,369</u>
	<u>\$ 34,755,683</u>	<u>\$ 33,444,875</u>

The Lighthouse for the Blind, Inc. Five Year Financial Summary

Fiscal Years Ended September 30th, 2001 - 2005

	2005	2004	2003	2002	2001
Net Sales	\$ 31,518,816	\$ 30,921,492	\$ 29,302,987	\$ 22,565,437	\$ 22,264,371
Cost of Sales	<u>24,252,575</u>	<u>23,797,369</u>	<u>22,768,142</u>	<u>17,706,927</u>	<u>17,599,512</u>
Gross Margin	7,266,241	7,124,123	6,534,845	4,858,510	4,664,859
Operating Expense	<u>5,400,972</u>	<u>5,305,863</u>	<u>4,750,716</u>	<u>4,169,565</u>	<u>4,325,724</u>
Net Operating Income	1,865,269	1,818,260	1,784,129	688,945	339,135
Other Income (Expense)	<u>(741,057)</u>	<u>467,610</u>	<u>424,025</u>	<u>(902,072)</u>	<u>(1,463,765)</u>
Net Income (Expense)	<u>\$ 1,124,212</u>	<u>\$ 2,285,870</u>	<u>\$ 2,208,154</u>	<u>\$ (213,127)</u>	<u>\$ (1,124,630)</u>

The Seattle Lighthouse for the Blind Foundation

Statement of Activities and Changes in Unrestricted Net Assets

Fiscal Year Ended September 30th, 2005

	2005	2004
NET SALES	\$ 31,518,816	\$ 30,921,492
COST OF SALES	<u>24,252,575</u>	<u>23,797,369</u>
	<u>7,266,241</u>	<u>7,124,123</u>
 COSTS AND EXPENSES		
Warehouse and Shipping	484,656	470,566
Selling	449,694	571,284
Administrative	<u>4,466,622</u>	<u>4,264,013</u>
	<u>5,400,972</u>	<u>5,305,863</u>
 INCOME FROM MANUFACTURING AND RETAIL OPERATIONS	1,865,269	1,818,260
 OTHER INCOME (EXPENSE)		
Investment Return	142,674	604,687
Excess of rehabilitation expenses over support and revenue	(1,354,806)	(768,180)
Other income, net	203,115	71,093
Bequests, contributions, grants and charitable trust distributions	<u>267,960</u>	<u>560,010</u>
	<u>(741,057)</u>	<u>467,610</u>
 CHANGE IN UNRESTRICTED NET ASSETS	1,124,212	2,285,870
 UNRESTRICTED NET ASSETS		
Beginning of year	30,396,369	28,110,499
End of year	<u>\$ 31,520,581</u>	<u>\$ 30,396,369</u>

Sales Summary by Product Line

Product Line	Sales Total	Product Line	Sales Total
Boeing Aircraft Parts	\$ 5,273,034	Household Products	\$ 1,140,439
Business Office Products	4,794,299	<i>Anglematic/Mega Mop Utensils</i>	
<i>Easel Line</i>		Industrial Products	7,383,214
<i>File Folders</i>		<i>Canteens</i>	
<i>Binders</i>		<i>Hydration Systems</i>	
<i>Paper Trimmers</i>		<i>Saw Blades</i>	
<i>Office Accessories</i>		<i>Traffic Safety Vests</i>	
Custom Business Products	2,262,517	Commercial Subcontract	429,378
<i>Stamps</i>		Base Supply Centers	10,235,938
<i>Business Cards</i>			
<i>Custom Imprinted Products</i>		Totals	\$31,518,816
<i>Awards and Recognition Products</i>			

President's Award Winner: Larry Baxter



President's Award Winner
Larry Baxter

"Larry's one of the nicest people you'll ever meet," says Jerry Kopp, production supervisor. "He's very helpful, very conscious of our mission. Everybody likes him."

Larry Baxter's career in the plastics industry stretches back to 1961, when he began his career as a swing-shift foreman at Koller-Craft Plastic Products. Since then, he has worked on management teams in plastic shops across the nation.

Larry brought his expertise and strong work ethic to the Lighthouse as senior production lead in the injection mold department.

"Larry's a real guru when it comes to mold machines. He's very knowledgeable about what a mold should really look like. He helps in the design as well," says Jerry. "When the third shift came, he was very willing to lead the crew. He's helped throughout the shop. He's a very mechanically minded person."

Here are a few of the comments Larry's co-workers submitted in his nomination for the President's Award:

You just cannot say enough good things about Larry Baxter, but I will give it a try.

Larry has been involved with the plastics industry for over 40 years, giving a vast amount of knowledge that he has shared with the Lighthouse.

Larry has worked in quite a few plastics shops around the country, doing everything from operating the machines to actually setting up a shop and running it, and everything in between.

Not only has Larry brought his vast knowledge of the plastics industry to the Lighthouse, he has also been involved in our business card and stamp product areas as well.

Most recently, Larry was involved with our new product line of canteen cups. Larry spent quite a bit of time in Portland running the equipment so as to be able to assist in the implementation here at the Lighthouse.

There is an old Asian saying, "Once in the family, always in the family." Larry, you have always been and always will be a part of the Lighthouse Family.

Seattle Lighthouse for the Blind Foundation Board of Trustees

as of September 30th, 2005

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Clifford Johnson
Tom Kuebler
Ben Woo

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Albert F. Mladenich, Vice Chair

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Kirk Adams – General Manager of Administration

Don Helsel – Director of Quality and Process Improvement

Paula Hoffman – Director of Employee &

Community Services and Government Relations

Bruce Keller – Director of Finance

Karen Kidd – Director of Logistics and Base Service Centers

Pat O'Hara – General Manager of Operations

Norm Slader— Director of Engineering Services

Will Power

The Seattle Lighthouse for the Blind Foundation is honored to be remembered in the wills of dedicated, thoughtful, and forward-thinking donors. These individuals have expressed their commitment to creating opportunities for blind members of our community by including support of Lighthouse programs in their estate plans and wills. The Seattle Lighthouse for the Blind Foundation received the following gifts from October 1st, 2004 to September 30th, 2005 as a direct result of this generosity and foresight:

Legacies in Memoriam

Emma Smith Olsen	\$1,998.88	Evelyn Egtvedt	\$1,530.60
Hortense W. Lewis	\$100.00	Emma Leavenworth	\$3,637.06
Nellie Carman	\$100.00	Sarah Johnson	\$27,212.00
Wilhelmina Clapp	\$1,021.10	Vera M. Munn	\$17,468.15
James F. Hodges	\$408.00	George Trimble	\$19,640.71
Louise S. Kidwiler	\$7,216.83		

For information on making planned gifts to the Seattle Lighthouse for the Blind Foundation, please contact Kirk Adams, general manager of administration, at **206-436-2110** or **kadams@seattlelh.org**.

The Lighthouse for the Blind, Inc.

Donors to Seattle Lighthouse for the Blind Foundation

The Seattle Lighthouse for the Blind Foundation was created for the sole purpose of supporting the mission and activities of the Lighthouse for the Blind, Inc. All gifts made to the Foundation support Lighthouse programs. The dedication and generosity of individuals, foundations, corporations, and other organizations in our community was instrumental in helping blind and Deaf-Blind people access training, support services, and employment.

We received gifts totaling \$261,696.36 from October 1st, 2004 to September 30th, 2005 as well as over \$16,000 worth of gifts-in-kind from generous individuals, foundations, corporations, and other organizations. These funds helped people with visual disabilities achieve their goals, live independently, and succeed. We offer our gratitude to the following donors for supporting our mission:

Individuals

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Gunvald Aadnoy
Charles and Florence Abbott
Susan Abbott
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