

Mid-South Lions Sight and Hearing Service



*Quarterly Board Meeting
Saturday, June 6, 2020
Art Ritter, President
Via Zoom*

“A Miracle A Day”

TABLE OF CONTENTS

Mid-South Lions Quarterly Board Meeting

<i>Business Meeting Agenda</i>	<i>Page 3</i>
<i>Membership Meeting Agenda</i>	<i>Page 4</i>
<i>Minutes of March 2020 Board Meeting</i>	<i>Pages 5-13</i>
<i>Case Services & Waiting List</i>	<i>Pages 14-15</i>
<i>Financial Report</i>	
<i>Balance Sheet</i>	<i>Page 16</i>
<i>Revenues</i>	<i>Page 17</i>
<i>Expenditures</i>	<i>Page 18</i>
<i>Report to the Trustees</i>	<i>Page 19</i>
<i>Current Officers, Board Members & Trustees</i>	<i>Page 20</i>
<i>CEO Report</i>	<i>Page 21</i>
<i>Committees and Topics</i>	<i>Page 22</i>
<i>Board and Promotional Photos</i>	<i>Page 23</i>
<i>2020-2021 Budget</i>	<i>Pages 24-25</i>
<i>NOTES</i>	<i>Page 26</i>
<i>Announcements</i>	<i>Page 27</i>
<i>Dates to Remember – Upcoming Meetings</i>	<i>Page 28</i>

**MID-SOUTH LIONS SIGHT & HEARING SERVICE
ANNUAL BOARD AND MEMBERSHIP MEETING
VIA ZOOM ONLINE AT 9:00 AM**

SATURDAY, JUNE 6

BUSINESS MEETING AGENDA

Call to Order and/or Remarks.....President Art Ritter, AR

Reports

Secretary.....Ann Butler, TN

Treasurer.....Pete Beck, AR

Old Business:

New Business:

COMMITTEE REPORTS:

Case Service Committee 3rd VP James Wilkerson*
Executive CommitteeSecretary Ann Butler*
Finance Committee.....4th VP Leanna Rich & Treasurer Pete Beck*
Fund Raising/Auction Committee.....Lions Scott & Gena Shelhamer
Governance Committee.....2nd VP Lisa Alexander*
Meetings Committee1st VP Scott Shelhamer*
Nominating Committee.....IPP Bill Heywood*
Past PresidentsPP Walt Hamer*
TrusteesLion Jennie Mosher

VICE PRESIDENTS REPORTS

First Vice President.....Lion Scott Shelhamer, TN
Second Vice President.....PDG Lisa Alexander, MO
Third Vice President.....PCC James Wilkerson, MS
Fourth Vice PresidentPDG Leanna Rich, AR

CEO REPORT

CEO.....Lion Brad Baker

OTHER NEW BUSINESS

Request for Checks

Adjourn to Membership Meeting

MID-SOUTH LIONS SIGHT AND HEARING SERVICE, INC
ANNUAL MEMBERSHIP MEETING
VIA ZOOM ONLINE
SATURDAY, JUNE 6, 2020

Call to Order.....President Art Ritter, AR

Report from the Nominating Committee:

President: Scott Shelhamer (TN)
1st VP: Lisa Alexander (MO)
2nd VP: James Wilkerson (MS)
3rd VP: Leanna Rich (AR)
4th VP: Ann Butler (TN)

IPP: Art Ritter (AR)

SECRETARY 2021 Jennie Mosher (MO)

Treasurer 2022 Pete Beck

DIRECTORS EXP 2021

Matt Webber (AR)
Greg Crapo (MS)
Jim Korich (MO)
Marty Greenburg (TN)

AT LARGE

David Butler (TN)
Dr. Jason Jensen (TN)
Dave Young (MS)
Ramona Huff (AR)

NOMINATING COMMITTEE

Chair: Art Ritter (AR)
AR: Patty Webber
MS: Barron Caufield
MO: Jim Korich
TN: Marty Greenburg

Old Business:

New Business:

Approve 2020-2021 Budget
Select Financial Reviewer

Brief Incoming President Remarks

Adjourn

DIRECTORS TO exp 2022

(AR) Claudia Griffin
(MS) Ken Maddox
(MO) Larry Boettcher
(TN) Gena Shelhamer

At Large:

Fred Kuhns (TN)
Robin Cantara (TN)
Rick Bailey (AR)

TRUSTEES

AR:2024 Angela Decker
TN: 2021 Shirley Clark
MO: 2022 Bud Dean
MS: 2023 Teresa Wieck Martin

**MID-SOUTH LIONS SIGHT & HEARING SERVICES
QUARTERLY BOARD OF DIRECTORS MEETING MINUTES
March 14, 2020**

The Mid-South Sight and Hearing Services quarterly meeting of the Board of Directors was held in Hot Springs, AR. on March 14, 2020 at the Arlington Hotel and Resort. President Ritter called the meeting to order at 8:00 p.m. The pledge of allegiance and prayer were led by President Art Ritter.

Minutes Meeting Approval

The minutes from the Nov. 16 , 2019 meeting were on pages 5-11. There were corrections with the corrections being on page 5 President Art Ritter was misspelled in the 2nd paragraph as Aart should be Art. The next correction was on page 10 1st VP Scott Shelhamer was misspelled. It should be Scott Shelhamer not Shelhammer, with no other corrections the minutes were approved as corrected by 1st VP Scott and 2nd by 4th VP Leanna.

Treasurer Report:

Treasurer Pete Beck report referred to data on pages 14 through 16 of the program. He also asked the CEO Brad Baker to make a few remarks about these pages as well. The report was accepted by a motion Dave Young and seconded by Greg Crapo.

COMMITTEE REPORTS

Past Presidents:

MARCH 14, 2020

PAST PRESIDENTS QUARTERLY MEETING MINUTES

Attendees: Bill Heywood, Bud Dean, Greg Crapo, Matt Webber, Gina Boettcher, Terry Boettcher, and and Brad Baker, CEO.

The meeting was called to order by Acting Chairman Bill Heywood in the absence of Chairman Walt Hamer.

The following items were discussed:

- 1) Dues letter for year 2020-2021 to be sent to all past presidents by the secretary;
- 2) Hall of Honor luncheon was discussed for the August meeting;
- 3) Hall of Honor nominations can be accepted from anyone and presented to the Past Presidents Committee for consideration;
- 4) A motion by Greg Crapo was made to move the Lions Leaders weekend to the August meeting and seconded by Gina Boettcher.

Motion passed by unanimous vote.

There being no other business, the meeting was adjourned.

Respectfully submitted,
Bill Heywood, IPP, Secretary

Trustees:

Mid-South Lions Sight and Hearing Service
Minutes from Trustee's meeting March 14, 2020

Trustee's Present: Lion Teresa Wieck Martin MS, Lion Jennie Mosher MO
Guest: CEO Brad Baker. DG

Trustee meeting was called to order at 8:45 AM

Trustee Balance \$2,032.51

The only item on our agenda was to get a list of all Mid-South Lions who are planning on attending the USA/Canada Forum in Louisville, Kentucky. Lions would need to be at the forum on September 17th, 2020 to help set up our booth. We would need workers from the 17th through the 20th. CEO/Dg Brad Baker said we would need about 8 workers for each day so the Lions could attend the various seminars.

Meeting adjourned at ~9 AM

Respectively submitted
Lion Jennie Mosher, Trustee Chair

Case Services Committee:

Minutes from "Case Studies" March 14, 2020
Mid-South Lions Sight and Hearing Service
Hot Springs, Arkansas

3rd VP James Wilkerson

The meeting was called to order by 3rd VP James Wilkerson at 1:30 PM.
Committee Members present: Romona Huff AR, Ann Butler TN, Andy Kalinowski MS. Since Larry Davis the Missouri member was absent, James appointed Lion Jennie Mosher for MO.

The meeting started with a quick review of the data on pages 12-13. We were reminded on page 13 of forty-five patients were waiting on Cataract Surgery. Thirty patients have been scheduled for the Cataract-a-Thon. It was noted that we have some patients that have been on the waiting list for 3 years.

At this point in the meeting James introduced Dr. Fleming to talk about some of the procedures and process changes that have been made related to Cataract patients. The Cataract-a-Thon was started by Dr. Brian Fowler and Dr. Emily Graves about 3 years ago.

The Church Health clinic for needy eye patients was able to obtain a grant from the plough Foundation. Alcon and Novartis were asked to help supply supplies and drugs for these needy patients. Today 12 doctors have agreed each do 1 additional Cataract operation for which they will donate the cost of doing. This adds up to 36 free surgeries for Mid-South patients. Eleven cases have already been done and another 6-7 patients have been scheduled for the following week. This would allow extra funds to be spent on other types of surgery procedures.

Dr. Fleming discussed the method of referral of patients to Mid-South for service. We need to evaluate each patient as to need, then decide the best course for treatment. Patients are prioritizing the patients according to need. We determine each patient need through an evaluation. Dr. Fleming is our resident Medical Director and he determines the patient priority list.

The waiting list will decrease as we become more efficient with the patient screening process. Event case care will free up the clinics. The satellite clinics will continue do business as usual.

Matt Weber thanked Dr. Fleming for all his efforts on behalf of Mid-South Lions Sight and Hearing Service. If the cost for Cataract surgery is reduced for Mid-South we can do more complicated eye surgeries for more patients.

Since

Since the ophthalmologist and anesthesiologist are donating the 6 patients for free it will reduce our costs. One unknown is the cost of our outpatient medicines. Doctors at HEI have agreed to do 3 patients per month. We need to be careful to not burn out our volunteers

Respectively submitted
Lion Jennie Mosher

Governance Committee:

In the absence of 2nd VP Lisa Alexander, 3rd VP Wilkerson called the meeting to order at 9:35 a.m. Committee member Claudia Griffin was present and all other committee members were absent. Chairman Wilkerson appointed Greg Palmer(MS), Scott Shelhamer(TN), and Jim Korich(MO) to represent the interest of their respective states. Others present as guest were Art Ritter, Brad Baker, Bill Heywood, David Young, Bud Dean, Heather Marsalis, Charlie Mitchell, David Butler, and Ann Butler, a total attendance 14.

All committees are encouraged to take advantage of electronic meetings during and between scheduled meetings.

There were 4 motions that were made:

1. Made by Claudia Griffin and 2nd by Jim Korich – When a committee member cannot be present at a committee meeting, the Vice President or President for the State of that member is responsible for appointing a substitute member for the meeting only and communicating that proxy to the chairman of the committee before the meeting. If the vice-president or president does not do that, the committee chair may appoint a proxy from the State represented by the absent member. The minutes of the meeting must reflect that proxy.
2. Lion Greg Palmer made a motion to send recommendation to the board to establish a sub-committee to explore the creation of a non-governing advisory board. 2nd by Claudia Griffin motion carries.
3. Quarterly meeting- Committee members agreed that the committee would go back to quarterly meetings.
4. All committees are expanded to 8 members. Claudia Griffin made motion 2nd by Scott Shelhamer.
- 5.

The meeting adjourned at 10:30 a.m.

Meetings Committee:

Minutes from "Meetings Session" March 14, 2020
Mid-South Lions Sight and Hearing Service
Hot Springs, Arkansas

1st Vice President Lion Scott Shelhamer

The meeting was called to order by 1st Vice President Lion Scott Shelhamer in the Maple Room at 12.00 Noon. Committee members present:

Lion Ann Maddox MS

Lion David Butler TN

Lion James Griffin substituted for Lion John Collier AR

Lion Jennie Mosher substituted for Lion Jay Fetsch MO

Attendees were asked to correct the date for the August 2020 meeting to August 21-22, 2020 as the date printed on the Summary book was not correct.

Lion Leader Weekend: It appears the Hamilton Eye Institute will be locked down and it is almost 100% certain we will not have the April Cataract-a-Thon. Volunteers will not be able to work. Lion Leader Weekend will be postponed to August 21-22, 2020. Lion Scott said our meetings will be fluid for the next few months.

November meeting will be Mid-South Fall Festival. This is our first time to try the event. The event will be held at the Liberty Bowl Stadium.

The location for the March 12, 2021 third quarterly meeting has not been determined as there is a question about moving the meeting 1 week forward or backwards.

Lion Scott asked about the 4th quarterly meeting. Lion David Butler made the motion The Golf Tournament be scheduled for June 4th and 5th. Lions Jennie Mosher seconded the motion. Motion carries.

Meeting was adjourned at 12:22PM

Respectively submitted

Lion Jennie Mosher

Finance Committee:

TREASURERS REPORT

FINANCIAL REPORT

FINANCE COMMITTEE MEETING MINUTES
MARCH 14, 2020

The Finance Committee meeting was called to order by Board Treasurer Pete Beck. Beck proceeded to highlight the following items:

BALANCE SHEET 3rd QTR.

ASSETS:

Total Assets is down \$2727 to \$40,177 compared to \$42,094 on the Oct. 31 report.

LIABILITIES:

Total Liabilities of \$54,013 is up \$6,443 from \$47,570 on Oct.31. The \$54,013 reflects mostly patient charges. Brad was successful in negotiating a 90% reduction in anesthesia charges which should reduce Total Liabilities to approximately \$28,000. Net Income is down \$18,493 from Oct. 31. Thus, Total Liabilities and Capital is down \$2727 from Oct. 31. The credit card account is down to \$2500 resulting in a significant drop in Interest Expense.

CHANGE IN NET ASSETS INCOME

REVENUE:

Total Club contributions is down \$19,085 from last year. However, most club contributions come in between

March and the end of June. We believe our goal of \$207,000 is within reach. Other Cash Contributions is down

\$45,000 so added to Total Club Contributions and we're down a total of \$64, 783 from last year. Service

Discounts is up \$334,910 from last year at this time indicating more surgeries being performed.

Adding in Other Contributions which includes Service Discounts, Total Income is \$729,175 which is \$270,127 above last year and 90 and ½ % of budget.

EXPENDITURES:

Total Cash Patient Expenses is \$615,418 up \$332,315 from a year ago which is 113% of budget and mostly due to the increase in Service Discounts. Administrative Expenses are in check and running about 2% below budget. Total Net Assets are a negative \$60,194 up from a negative \$52,462 from the Oct 31 report.

2020-2021 BUDGET

REVENUE:

The 2020-2021 budget reflects a 17.4 % increase or \$140,000 in Total Revenue over this year's budget. The two major contributors are \$16,000 from the Nov. 13-14 Festival and an increase of \$110,000 in Service Discounts.

EXPENSES:

Accounting shows a decrease of \$1000 which is reflective of Sharon's expense. Case Expense Service Discounts is up \$110,000 which off sets with revenue and reflects more anticipated surgeries to be performed. Consultant Fees of \$12,000 reflects Heather's expense. Interest is down \$1500 due to a smaller credit card balance. Office Provided is up \$15,750 due to a revaluation of the office space but in reality we only pay \$10 per year and will continue to do so. Salary and Lease Cost is up \$6,000 and Employer Matching due to a reinstatement of half the salary Brad gave up this year. Total Expenses of \$945,000 is up \$140,000 from this year's budget. Note, \$100,000 is an increase in Case-exp Service Discounts

Fund Raising Committee:

Mid-South Lions Sight and Hearing Service
Hot Springs, Arkansas

Heather Marsalis

The meeting was called to order by Heather Marsalis in the Maple Room at 12:30 PM

Lion Leaders Weekend: We will need to sell any items at Lion Leader Weekend. On-line bidding, buyers will scan a bar code with your smart phone. Bidders can program their smart phone to send them a message if you are outbid. This will allow us to keep silent auction open longer.

Heather said we could do a full on-line auction. Lion Leanna asked if it would be possible to do an on-line auction in April? Heather said at this time we could do both the middle of May. A group discussion followed about possible variations about the different ways to do the upcoming auction.

Lion Scott said we need to let the public know we have new items. What is the mechanism we use to advertise our new items? How do we do this?

Lion Kenny Maddox made the motion to go forward with both an on-site and on-line auction for LLW in August. Past President Bill Heywood made a second to this motion.

As part of the discussion CEO/DG Brad Baker will confirm the August 4th date. Heather said we could use the Mingle Wood facility for the auction on August 4th. Call for the question – motion carries.

FALL Festival

The date for the Fall Festival is November 13-14, 2020. It will be held at the Liberty Bowl Stadium in Memphis, TN. It will be a traditional Fall Festival, Craft fair but have no carnival rides. It will be a Family Friendly Festival. If you are on the committee watch your e-mail: **Mid-South Festival.com**

Pecan sales did not work out! We broke even but still have 6 cases left to sell.

It is the beginning of the Grant cycle process. Heather is researching various grants: LCIF \$100,000 matching grant; two additional grants will open during the next month.

Meeting was adjourned at 1:00 PM

Respectively submitted

Lion Jennie Mosher

Nominating Committee:

MARCH 14, 2020

NOMINATING COMMITTEE QUARTERLY MEETING MINUTES

Attendees: Bill Heywood, Patty Webber, Barron Caufield, Art Ritter, Dave Young, Jim Korich, Charlie Mitchell, Marty Greenburg, James Wilkerson, Greg Palmer, and Brad Baker, CEO.

The meeting was called to order by Chairman Bill Heywood.

A slate of nominations was discussed and will be recommended to the Board to be voted on at the annual meeting, a copy of which is attached. Also nominations can be accepted from the floor at the annual meeting.

There being no other business, the meeting was adjourned.

Respectfully submitted,

Bill Heywood, IPP
Chairman

Executive Committee:

The Executive Committee met at 8:05 p.m. Friday night in the Board Room of the Arlington Hotel. All members were present with the exception of 1. President Art opened the meeting with prayer. The minutes from the November meeting were approved by 1st VP Scott and 2nd by 4th VP Leanna. Treasurer Pete Beck went over the Financial Reports. He stated that Club Contributions were down. The motion was made by 1st VP Scott to accept the Financials as reported and 2nd by 4th VP Leanna. CEO Brad reported that Lettie Fisher was retiring and that he hired Shirley Cox to replace her. CEO Brad also stated the LLW may have to be moved to Aug. or Oct. because of the COVID 19 Pandemic.

CEO Brad also talked about the fact that we had bags of pecans that needed to be sold.

1st VP Scott showed the committee the Guardian Lions Pin that we are ordering for the Cataractathon.

With nothing further needing to be discussed the meeting was adjourned at 9:00 p.m.

Respectfully submitted

Ann Butler
Secretary

Vice Presidents Reports:

1st VP Scott Shelhammer: Thank you so much for attending the meeting today. There are so many places you could have been even after losing access to the Horse Track, but you came anyway. We are heading into interesting times and together we will get thru it.

2nd VP Lisa Alexander: Not Present

3rd VP James Wilkerson:

Thanks to everyone for making the trip to Hot Springs. I know we were all looking forward to our visit to the track and the great lunch they had planned for us. But, the horses ran, the stands were empty, and I didn't lose any money.

All-in-all it was a great weekend even though we had to shuffle plans a little. Spending time with friends who have the same wishes and goals as yourself is time well spent. Thank you all for what you do for Mid-South and those in our states that need our vital services.

See you again when the hoopla is over.

4th VP Leanna Rich:

I want to thank all those who took time out of their busy schedules to join us for this meeting. I realize that with the races being canceled that it was disappointing but being resilient as Lions are, I noticed many of you taking the time to go out and explore what this beautiful city has to offer and sample some of our local cuisine. I want to especially thank ALL the Arkansas Lions that donated to the hospitality spread and a personal thank you to PDG Art Ritter and Lion Ramona Huff for helping me to set up and monitor the hospitality room. I would like to thank Dr. Fleming for his untiring efforts in arranging and organizing assistance to MidSouth Lions Sight and Hearing on a regular basis. We are truly blessed. Prayers for safe travels home and I look forward to seeing everyone at LLW.

CEO:

CEO Brad Thanks President Art and the Lions of Arkansas for the Hospitality Room.

CEO Brad reminded everyone to get Pecans and Coffee to help raise money for Mid-South. CEO Brad also let everyone know the Lettie Fisher is retiring at the end of March at 94 years old. Shirley Cox has been hired to take her place.

CEO Brad also talked about Leaving a Legacy. The Cornerstone moment is what Dr. Fleming is doing. The Legacy is what we are doing now. He also stated to leave your handprint in the Sand of Service.

New Business:

The following votes were taken:

The Board voted to support the Governance Committee to change By-Laws and Committee members. 1st vote was for proxy members. The board voted yes.

The 2nd. Vote was to expend membership to the Governance committee from 4 to 8 the Board voted yes.

The Nominating Committee read of the 2020 Nominations.

2020 NOMINATIONS

President: Scott Shelhamer (TN)
1st VP: Lisa Alexander (MO)
2nd VP: James Wilkerson (MS)
3rd VP: Leanna Rich (AR)
4th VP: Ann Butler (TN)
IPP: Art Ritter (AR)

SECRETARY 2021 Jennie Mosher (MO)
Treasurer 2021 Pete Beck (AR)

DIRECTORS EXP 2021

Matt Webber (AR)
Greg Crapo (MS)
Jim Korich (MO)
Marty Greenburg (TN)

AT LARGE

Fred Kuhns (TN)
Dr. Jason Jensen (TN)
Rick Bailey (AR)

NOMINATING COMMITTEE

Chair: Art Ritter (AR)
AR: Patty Webber
MS: Barron Caufield
MO: Jim Korich
TN: Marty Greenburg

DIRECTORS TO exp 2022

(AR) Claudia Griffin
(MS) Ken Maddox
(MO) Larry Boettcher
(TN) Gena Shelhamer

At Large: David Butler (TN)

At Large: Dave Young (MS)
At Large: Robin Cantara (TN)
At Large: Ramona Huff (AR)

TRUSTEES

AR:2024 Angela Decker
TN: 2021 Shirley Clark
MO: 2022 Bud Dean
MS: 2023 Teresa Wieck Martin

Adjournment: With there being no further business presented, the meeting was adjourned at 2:45 PM.

Ann Butler
Secretary

State	District	Sight #	Last Year	Billed	Hearing #	Last Year	Billed	Total #	Last Year	Billed	Club Contributions
Arkansas	7-L	5	5	\$100	1	1	\$0	6	6	\$100	\$14,690
	7-I	45	60	92,453	1	1	0	45	61	92,453	20,255
	7-O	9	6	5,444	6	3	869	15	9	6,313	16,360
	7-N	4	2	2,600	5	3	588	9	5	3,188	5,850
	Total	63	73	\$100,597	13	8	\$1,457	76	81	\$102,054	\$57,159
Mississippi	30-M	92	75	\$80,459	10	15	\$964	102	90	\$81,423	\$22,925
	30-S	11	10	37,420	0	1	0	11	11	37,420	13,050
	Total	103	85	\$117,879	10	16	\$964	113	101	\$118,843	\$35,979
Missouri	26-M1	12	10	\$33,313	3	3	\$1,167	15	13	\$34,480	\$19,533
	26-M2	0	0	0	0	0	0	0	0	0	12,675
	26-M3	0	0	0	0	0	0	0	0	0	2,100
	26-M4	3	3	1,820	0	0	0	3	3	1,820	2,850
	26-M5	1	2	0	0	0	0	1	2	0	2,422
	26-M6	16	16	15,013	1	2	0	17	18	15,013	3,239
	26-M7	2	0	30,736	0	0	0	2	0	30,736	3,550
	MD-26	-	-	-	-	-	-	-	-	-	875
	Total	34	31	\$80,882	4	5	\$1,167	38	36	\$82,049	\$47,244
Tennessee	12-I	0	0	\$0	0	0	\$0	0	0	\$0	\$0
	12-L	212	140	393,600	123	110	\$13,920	335	250	407,520	\$35,620
	12-N	1	1	360	0	0	0	1	1	360	0
	MD-12	-	-	-	-	-	-	-	-	-	1,000
	Total	213	141	\$393,960	123	110	\$13,920	336	251	\$407,880	\$36,620
Mid-South	Total	413	330	\$696,318	150	139	\$17,508	563	469	\$710,826	\$177,002

These numbers represent the TOTAL number of patients who are active including many who applied in previous years, and are still eligible for service this year. The "Last Year" figures are through May 2019

Waiting List As of June 2020

Columbus (Columbus, MS)	9
Hamilton Eye (TN)	46 Cats/23 Other
Memphis Speech (TN)	0
Northwest Arkansas	15
Ocean Springs (MS)	10
Sneed (Mt Home, AR)	3
Thomas Ocular (Prosthetics)	0
Total	106

These patients above have been on our waiting for many months or even over a year. The need grows every week and we need to tackle this together. Their needs range from a variety of different surgeries and medical needs, here is an overview of some of the conditions on our waiting list: lens implant, prosthetic shells, acute glaucoma, strabismus (crossed eyes) epiphora (insufficient drainage), kerataconus (misshaped cornea), growth on eye, optic nerve swelling, cataracts, implants, papilledema (optic disk swelling) , injections, corneal surgery, photosensitivity, diplopia (double vision) , prosthetic, diabetic retinopathy, detached retina, fluid behind eye, as well as a variety of other things. This is just a rough list of what our waiting list patients are preliminarily diagnosed with prior to seeing our doctors. Due to federal HIPPA regulations, we cannot issue the surgeries that we address based on club state or district, just a full overview.

Mid-South Lions Sight And Hearing Service, Inc
BALANCE SHEET
May 31, 2020

ASSETS		
Current Assets		
Bancorp South - Clearing	\$ 65,802.31	
Centennial Bank - Operating	13,016.20	
Centennial Bank - Hearing Aids	6,528.88	
Centennial Bank GRANT	247.56	
Centennial Bank SBA Loan PPP	29,642.30	
FNB-Trustees	2,062.90	
Inventory	6,752.12	
Total Current Assets		124,052.27
Property and Equipment		
Office equipment	31,692.21	
Leaseholder Improvements	10,195.02	
Accumulated depreciation	(35,841.07)	
Total Property and Equipment		6,046.16
Other Assets		
Total Other Assets		0.00
Total Assets		\$ 130,098.43
LIABILITIES AND CAPITAL		
Current Liabilities		
Accounts payable	(\$ 5,838.53)	
Total Current Liabilities		(5,838.53)
Long-Term Liabilities		
Total Long-Term Liabilities		0.00
Total Liabilities		(5,838.53)
Capital		
Fund Balance-Unrestricted	37,773.38	
Fund Balance T & E	19,766.33	
Fund Balance Other Restrict	(422.00)	
Net Income	49,176.95	
Total Capital		\$ 135,936.96
Total Liabilities & Capital		\$ 130,098.43

Mid-South Lions Sight And Hearing Service, Inc
CHANGE IN NET ASSETS
May 31, 2020

REVENUE

<u>Description</u>	<u>This Year</u>	<u>Last Year</u>	<u>+ OR <-></u>	<u>Budget</u>	<u>Budget %</u>
Club contribs - Operating	\$ 200,429	\$ 205,802	(5,373)	\$207,150	96.76
Total Club Contributions	\$200,429	\$205,802	-\$5,373	\$207,150	96.76
Trustees Fund Raiser	\$1,867	-\$65	\$1,932	\$0	0.00
Corp & Foundation contribs	\$2,055	\$33,093	-\$31,038	\$25,000	8.22
Individual contribs	\$6,279	\$18,603	-\$12,324	\$10,000	62.79
Booster Club	\$3,885	\$5,385	-\$1,500	\$5,000	77.70
Champions	\$28,444	\$31,997	-\$3,553	\$35,000	81.27
Golf Tournament	\$2,813	\$23,091	-\$20,278	\$15,000	18.75
Auction	-\$25	\$15,432	-\$15,457	\$15,000	(0.17)
Mid-South Nut Sales NET	\$875	\$0	\$875	\$0	0.00
Past Presidents HH	\$725	\$50	\$675	\$0	0.00
Memorials & Honoraria	\$7,070	\$2,650	\$4,420	\$2,500	282.80
Interest income	\$25	\$48	-\$23	\$50	50.00
Promotional items income	\$141	\$339	-\$198	\$300	47.00
Other Cash Contributions	\$54,154	\$130,623	-\$76,469	\$107,850	50.21
Methodist Volunteer credits	-\$11,215	\$11,215	-\$22,430	\$15,000	(74.77)
Office provided	\$33,626	\$25,542	\$8,084	\$25,000	134.50
Service discounts	\$541,380	\$560,372	-\$18,992	\$450,000	120.31
Other Contributions	\$563,791	\$597,129	-\$33,338	\$490,000	115.06
Total Income	\$818,374	\$933,554	-\$115,180	\$805,000	101.66

EXPENDITURES

Description	This Year	Last Year	+ OR < - >	Budget	Budget %
PATIENT EXPENSES					
Memphis Clinics Cash Exps	\$44,199	\$67,835	-\$23,636	\$40,000	110.50
Cataractathon	\$0	\$3,661	-\$3,661	\$3,000	0.00
NW AR Clinics	\$494	\$10,309	-\$9,815	\$22,000	2.25
Mtn Home Clinics	\$9,020	\$3,305	\$5,715	\$4,000	225.50
Hot Springs Clinic	\$0	-\$26	\$26	\$0	0.00
Columbus Clinics	\$0	\$2,075	-\$2,075	\$6,000	0.00
Hamilton Eye Institute	\$3,675	\$0	\$3,675	\$15,000	24.50
Rolla Clinic	\$828	\$4,148	-\$3,320	\$0	0.00
Case exp-Service discounts	\$541,380	\$560,372	-\$18,992	\$450,000	120.31
Total Cash Pat Exp	\$599,596	\$651,679	-\$52,083	\$540,000	111.04
ADMINISTRATIVE EXPENSES					
Salary/Leasing costs	\$91,409	\$131,299	-\$39,890	\$150,000	60.94
Employer Matching	\$15,195	\$10,380	\$4,815	\$11,000	138.14
Retirement & Insurance	\$3,425	-\$425	\$3,850	\$4,750	72.11
Payroll Expenses	\$182	\$143	\$39	\$175	104.00
Accounting	\$3,355	\$4,686	-\$1,331	\$5,500	61.00
Audio-Visual	\$0	\$0	\$0	\$4,000	0.00
Awards	\$2,607	\$5,861	-\$3,254	\$6,000	43.45
Interest expense	\$432	\$3,285	-\$2,853	\$3,000	14.40
Legal fees	\$7	-\$7	\$14	\$0	0.00
Insurance	\$2,613	\$3,084	-\$471	\$3,000	87.10
Meetings	-\$1,972	-\$52	-\$1,920	\$2,000	(98.60)
District/State Conventions	\$279	\$625	-\$346	\$500	55.80
Lion Leaders Weekend	\$562	\$1,723	-\$1,161	\$2,000	28.10
Promotional items expense	\$494	\$501	-\$7	\$0	0.00
Public Relations	\$2,651	\$5,518	-\$2,867	\$6,500	40.78
Consultant Fees	\$8,000	\$0	\$8,000	\$0	0.00
Marketing/Advertising	\$0	\$0	\$0	\$1,500	0.00
Miscellaneous expense	\$129	\$345	-\$216	\$500	25.80
Credit Card Fees	\$1,488	\$1,287	\$201	\$1,500	99.20
Office supplies & expense	\$5,779	\$7,773	-\$1,994	\$6,500	88.91
Computer Related Expenses	\$4,783	\$4,118	\$665	\$5,000	95.66
Office Equipment	\$4,110	\$4,916	-\$806	\$6,000	68.50
Postage	\$1,440	\$2,596	-\$1,156	\$2,175	66.21
Rent Storage & Parking	\$1,117	\$1,206	-\$89	\$900	124.11
Telecommunications	\$5,422	\$8,363	-\$2,941	\$9,000	60.24
Training	\$0	\$0	\$0	\$1,000	0.00
Travel	\$5,627	\$11,018	-\$5,391	\$7,500	75.03
Office Provided	\$33,666	\$25,512	\$8,154	\$25,000	134.66
Total Admin Expenses	\$192,800	\$233,755	-\$40,955	\$265,000	72.75
Total Expenses					
	\$792,396	\$885,434	-\$93,038	\$805,000	98.43
Total Net					
	\$25,978	\$48,120	-\$22,142	\$0	

REPORT TO THE TRUSTEES
March 14, 2020

As of May 31, 2020, the Trustees Account at First National Bank in Jonesboro, Arkansas held \$2,062.90. We do not pay any service charges and receive 0.20% interest on this account.

I have confirmed selling our prints at the USA/Canada Forum in Louisville, KY in September 2020. A 10'x10' booth with sales for Lions charities is \$675 has been reserved and must be installed on Wednesday, September 18 between 12 noon – 5 pm. It must be open and manned from 8 am- 5 pm on Thursday and Friday, September 19-20 and on Saturday, September 21 from 8 am – 3 pm. There must be a contact person designated by the charity to be responsible for setup and take down of the booth. You can see the entire contract at <https://lionsforum.org/wp-content/uploads/2019/04/ExhibitorContract2019.pdf>

Here are people who have signed up to assist with our USA/Canada Forum booth: Matt Webber, Leanna Rich, Ken & Ann Maddox, Scott & Gena Shelhamer, Ramona Huff, Art Ritter and Jennie Mosher.

Currently, Lion Leaders Weekend is set for August 21-22, 2020, however with HEI being closed until fall, it's possible the building will not be allowing meetings. If we can host the meeting, we'll need all hand's on deck to continue making a great impression on visiting Lions. The current plan is to have only an online auction at a yet to be determined date, and on Saturday hold the tours as usual. Due to cancellation of Cataract-a-Thon, there will be no opportunity for visiting Exam-a-Thon during the tours.

Thanks again for all you do.

Together in service,



Brad Baker
CEO

TRUSTEES

ARKANSAS	CC Angela Decker, Heber Springs
MISSISSIPPI	PDG Greg Crapo, Biloxi
MISSOURI	Lion Jennie Mosher, Lebanon
TENNESSEE	PDG Ron Foster, Germantown

**CURRENT MID-SOUTH LIONS SIGHT & HEARING SERVICE
OFFICERS, BOARD OF DIRECTORS, NOMINATING COMMITTEE AND TRUSTEES**

OFFICERS:

President	Art Ritter (AR)
1ST Vice President	Scott Shelhamer (TN)
2ND Vice President	Lisa Alexander (MO)
3RD Vice President	James Wilkerson (MS)
4TH Vice President	Leanna Rich (AR)
Secretary	Ann Butler (2021)
Treasurer	Pete Beck (2019)
IPP	Bill Heywood (MS)

DIRECTORS: (term expires 2021)

AR- Matt Webber
MS- Greg Crapo
MO-Jim Korich
TN- Marty Greenburg
At Large- Fred Kuhns, TN
At Large- Dr. Jason Jensen, TN
At Large- Rick Bailey, AR

(term expires 2020)

AR- Claudia Griffin
MS – Ken Maddox
MO-Karen Hamer
TN- Gena Shelhamer
At Large- Don Draper, AR
At Large- Dave Young, MS
At Large- Bob Pruett, TN
At Large – Shirley Clark, TN

NOMINATING COMMITTEE:

Chair-Bill Heywood
AR- Patty Webber
MS-Barron Caulfield
MO- Noma Paulin
TN- Marty Greenberg

TRUSTEES: (TERMS EXPIRE)

AR – Angela Decker (2020)
TN - Ron Foster (2021)
MO-Virginia (Jennie) Mosher (2022)
MS – Teresa Wieck Martin (2023)

CEO Report, June 2020
Lion Brad Baker, CEO

Financial Report

Lion Leaders Weekend?
Updated figures
Concerns

Patient Report

No Surgeries until further notice
New Agreements via Dr. Fleming

Fundraising Report

Fall Festival Cancelled
Online Auction Only
Golf Tournament Sept 28!
Bookkeeper Update
Champions & Boosters

Recent Travels

Travels will soon re-start (hopefully)
District Governor Travels
Council Chair news
Please visit as many clubs as you can

Encouraging Words – Miracles During a Pandemic

ITINERARY

Please do as I do and check the website frequently to figure out where I am today. I check there to see where I am all the time, so why shouldn't you?

Besides, you may find out something else that would interest you.

www.midsouthlions.org

As always, my schedule is subject to get busier.



New Year's Day 2020
Who Knew???

2019-2020 COMMITTEES

CASE SERVICE

Chair: 3rd VP James Wilkerson
AR: Ramona Huff
MS: Andy Kalinowski
MO: Larry Davis
TN: Ann Butler

MEETING TOPICS

- Review new financial guidelines
- Check patient numbers
- Approve report for presentation
- Special Report from Dr. Fleming

FINANCE

Chair: Treasurer Pete Beck
EXOFF: 4th VP Leanna Rich
AR: Don Draper
MS: Gene Trussell
MO: Woody Harris
TN: Shirley Clark

- Review financial statements
- Receive updates on funding
- Approve needed measures
- Approve report for presentation

FUND RAISING/AUCTION

Everyone

- Prepare for upcoming Auction
- Consider Festival Nov 14 @LBMS
- Golf Tournament updates
- Approve recommendations for board

GOVERNANCE

Chair: 2nd Lisa Alexander
AR: Claudia Griffin
MS: Mike Dowd
MO: Dr. Ronnie Drake
TN: Bobby Pruett

- Review current bylaws and consider any needed changes
- Approve report for presentation

MEETINGS

Chair: 1ST VP Scott Shelhamer
AR: John Collier
MS: Ann Maddox
MO: Jay Fetsch
TN: David Butler

- Review upcoming meetings
- Consider dates for next year
- Consider venues for next year
- Set assignments for assisting
- Approve report for presentation



2019-2020 BOARD OF DIRECTORS



*Dr. Fleming in Hot Springs
Discussing New Agreements
for Service*



*CEO Brad accepting Banner of
ID B. J. Blankenship of Tennessee*



*Working with the ALERT Trailer
after March 28 tornado
in Jonesboro*

Mid-South Lions Sight And Hearing Service, Inc
 BUDGET COMPARISON
 2019-2020 TO 2020-2021

Account Description	2019-2020	2020-2021	+ OR -
Club contribs - Operating	\$207,150	\$205,450	-\$1,700
Trustees Fund Raiser	\$0	\$1,200	\$1,200
LCIF Grants	\$0	\$0	\$0
Corp & Foundation contribs	\$25,000	\$30,000	\$5,000
Corporate non-cash	\$0	\$0	\$0
Individual contribs	\$10,000	\$10,000	\$0
Booster Club	\$5,000	\$5,000	\$0
Champions	\$35,000	\$38,000	\$3,000
Golf Tournament	\$15,000	\$17,500	\$2,500
Auction	\$15,000	\$17,500	\$2,500
Festival	\$0	\$16,000	\$16,000
Mid-South Nut Sales	\$0	\$0	\$0
Past Presidents HH	\$0	\$250	\$250
Memorials & Honoraria	\$2,500	\$3,000	\$500
Methodist Volunteer credits	\$15,000	\$0	-\$15,000
HEI Volunteer Credits	\$0	\$0	\$0
Office provided	\$25,000	\$40,750	\$15,750
Service discounts	\$450,000	\$560,000	\$110,000
Interest income	\$50	\$50	\$0
Miscellaneous Income	\$0	\$0	\$0
Promotional items income	\$300	\$300	\$0
TOTAL REVENUE	\$805,000	\$945,000	\$140,000

Mid-South Lions Sight And Hearing Service, Inc
BUDGET COMPARISON
 2019-2020 TO 2020-2021

Account Description	2019-2020	2020-2021	+ OR -
Accounting	\$5,500	\$4,500	-\$1,000
Audio-Visual	\$4,000	\$3,250	-\$750
Awards	\$6,000	\$6,000	\$0
Case exp-HEI Vols	\$0	\$0	\$0
Case exp-Meth Vols	\$0	\$0	\$0
Case exp-Service discounts	\$450,000	\$560,000	\$110,000
Cataract-A-Thon	\$3,000	\$2,000	-\$1,000
Columbus Clinics	\$6,000	\$6,000	\$0
Computer Related Expenses	\$5,000	\$5,000	\$0
Consultant Fees	\$0	\$12,000	\$12,000
Credit Card Fees	\$1,500	\$1,500	\$0
DGE Meetings	\$0	\$0	\$0
District/State Conventions	\$500	\$500	\$0
Employer Matching	\$11,000	\$11,500	\$500
Forum & Intl Conv	\$0	\$0	\$0
Hamilton Eye Institute	\$15,000	\$15,000	\$0
Insurance	\$3,000	\$3,000	\$0
Interest expense	\$3,000	\$1,500	-\$1,500
Legal fees	\$0	\$0	\$0
Lion Leaders Weekend	\$2,000	\$2,000	\$0
Marketing/Advertising	\$1,500	\$1,500	\$0
Meetings	\$2,000	\$2,000	\$0
Memphis Clinics Cash Exps	\$40,000	\$40,000	\$0
Miscellaneous expense	\$500	\$500	\$0
Mtn Home Clinics	\$4,000	\$4,000	\$0
NW AR Clinics	\$22,000	\$22,000	\$0
Office Equipment	\$6,000	\$6,000	\$0
Office Provided	\$25,000	\$40,750	\$15,750
Office supplies & expense	\$6,500	\$6,500	\$0
Payroll Expenses	\$175	\$175	\$0
Postage	\$2,175	\$2,175	\$0
Promotional items expense	\$0	\$0	\$0
Public Relations	\$6,500	\$6,500	\$0
Rent Storage & Parking	\$900	\$900	\$0
Retirement & Insurance	\$4,750	\$4,750	\$0
Salary/Leasing costs	\$150,000	\$156,000	\$6,000
Telecommunications	\$9,000	\$9,000	\$0
Training	\$1,000	\$1,000	\$0
Travel	\$7,500	\$7,500	\$0
TOTAL EXPENSES	\$805,000	\$945,000	\$140,000
TOTAL NET	\$0	\$0	0.00

NOTES:



**DON'T FORGET THE
GOLF TOURNAMENT
IS ON
MONDAY, SEPT 28**

**AND MAKE PLANS TO ATTEND A MOST
SPECIAL MID-SOUTH LIONS EVENT.
ON SATURDAY, AUGUST 22,
THE INDUCTION OF BRIAN STARON
INTO THE L. B. BAKER HALL OF HONOR**



Important Dates to Remember:



August 21-22, 2020
First Quarterly Meeting
AND HALL OF HONOR INDUCTION
HEI Memphis - No HQ Hotel



September 28, 2020
MID-SOUTH LIONS GOLF TOURNAMENT, CHEROKEE VALLEY



November 13-14, 2020
Second Quarterly Meeting
Hamilton Eye Institute
No HQ Hotel



March 12-13, 2021
Third Quarterly Meeting
Location TBD
Possibly Returning to Hot Springs

***PLEASE DO YOUR BEST TO ENSURE THESE DATES ARE ON YOUR CLUB,
DISTRICT AND STATE CALENDARS AND AVOID SCHEDULING
OTHER EVENTS ON THESE DATES!***

Don't forget to use www.goodsearch.com (we make money as you search)
Use your KROGER card to purchase items AND help Mid-South
Use smile.amazon.com to purchase items AND help Mid-South

Check www.midsouthlions.org frequently for updates