

San Antonio Lighthouse for the Blind and Visually Impaired  
 Statements of Activity  
 Period Ending March 31, 2019

	3/31/2018 YTD	3/31/2019 Month	3/31/2019 YTD	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2019 Budget	Actual YTD vs FY 2019 Budget % Variance
<b>Manufacturing:</b>						
Sales	15,360,360	4,156,948	37,087,664	141%	26,000,000	43%
Cost of Goods Sold	(14,907,497)	(3,451,015)	(31,003,739)	108%	(21,032,326)	47%
<b>Gross Profit (Loss) on Manufacturing</b>	<b>452,863</b>	<b>705,933</b>	<b>6,083,925</b>		<b>4,967,674</b>	<b>22%</b>
<b>Gross Profit Percentage</b>	<b>3%</b>	<b>17%</b>	<b>16%</b>		<b>19%</b>	
Plant Operating Expenses	(1,814,901)	(166,814)	(1,916,770)	6%	(1,905,691)	1%
Plant Administration Support	(1,584,046)	(158,600)	(1,748,770)	10%	(1,761,983)	-1%
<b>Profit (Loss) on Manufacturing</b>	<b>(2,946,084)</b>	<b>380,519</b>	<b>2,418,385</b>	-182%	<b>1,300,000</b>	<b>86%</b>
<b>Profit (Loss) as a % of Manufacturing Sales</b>	<b>-19%</b>	<b>9%</b>	<b>7%</b>		<b>5%</b>	
<b>BSC Stores and Commercial Sales:</b>						
Sales	61,909,731	6,420,060	71,477,823	15%	64,469,100	11%
Cost of goods sold:	(47,573,123)	(4,940,113)	(55,032,407)	16%	(49,851,207)	10%
<b>Gross Profit on Sales</b>	<b>14,336,608</b>	<b>1,479,947</b>	<b>16,445,416</b>	15%	<b>14,617,893</b>	13%
<b>Gross Profit Percentage on Sales</b>	<b>23%</b>	<b>23%</b>	<b>23%</b>		<b>23%</b>	
BSC Operating & Commercial Expenses	(4,720,545)	(448,641)	(5,404,632)	14%	(4,804,560)	12%
BSC Admin/Sales Support	(1,755,290)	(195,186)	(1,917,417)	9%	(1,705,362)	12%
<b>Profit (Loss) on Base Service Center Operations</b>	<b>7,860,773</b>	<b>836,120</b>	<b>9,123,367</b>	16%	<b>8,107,971</b>	13%
<b>Profit (Loss) as a % of BSC Sales</b>	<b>13%</b>	<b>13%</b>	<b>13%</b>		<b>13%</b>	
<b>Service Contracts</b>						
Revenue	787,695	71,068	753,080	-4%	730,900	3%
Expense	(531,285)	(53,124)	(678,637)	28%	(635,199)	7%
<b>Profit (Loss) on Service Contracts</b>	<b>256,410</b>	<b>17,944</b>	<b>74,443</b>	-71%	<b>95,701</b>	-22%
<b>Profit (Loss) as a % of Contract Sales</b>	<b>33%</b>	<b>25%</b>	<b>10%</b>		<b>13%</b>	
<b>Profit (Loss) on Industries</b>	<b>5,171,099</b>	<b>1,234,583</b>	<b>11,616,195</b>	125%	<b>9,503,672</b>	22%
<b>Industries Profit as a % of Gross Operating Sales</b>	<b>7%</b>	<b>12%</b>	<b>11%</b>		<b>10%</b>	
<b>Rehabilitation Services:</b>						
<b>Programs</b>						
Service Fees	357,884	27,777	361,792	1%	400,000	-10%
Grants/Donations	944,182	11,931	495,643	-48%	900,000	-45%
Total Funding	1,302,066	39,708	857,435	-34%	1,300,000	-34%
Cost of Programs	(2,238,492)	(242,795)	(2,636,751)	18%	(2,397,030)	10%
<b>Profit (Loss) on Services</b>	<b>(936,426)</b>	<b>(203,087)</b>	<b>(1,779,316)</b>	90%	<b>(1,097,030)</b>	62%
<b>Low Vision Store</b>						
Revenue	18,051	1,730	15,327	-15%	24,000	-36%
COGS	(14,694)	(1,158)	(10,698)	-27%	(18,000)	-41%
Gross Profit	<b>3,357</b>	<b>572</b>	<b>4,629</b>	38%	<b>6,000</b>	-23%
<b>Operating Profit (Loss) before Support and Fundraising Expenses</b>	<b>4,238,030</b>	<b>1,032,068</b>	<b>9,841,508</b>	132%	<b>8,412,642</b>	17%

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**San Antonio Lighthouse for the Blind and Visually Impaired**  
**Statements of Activity**  
**As of March 31, 2019**

	3/31/2018 YTD	03/31/19 Month	YTD	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2019 Budget	Actual YTD vs FY 2019 Budget % Variance
<b>Administration and Fundraising Expenses</b>						
Support Services	(2,902,971)	(360,200)	(3,114,785)	7%	(3,120,000)	0%
Fund Development	(278,404)	(24,621)	(284,557)	2%	(295,468)	-4%
<b>Total Admin and Fundraising Expenses</b>	<b>(3,181,375)</b>	<b>(384,821)</b>	<b>(3,399,342)</b>	<b>7%</b>	<b>(3,415,468)</b>	<b>0%</b>
<b>Profit (Loss) from Operations</b>	<b>1,056,655</b>	<b>647,247</b>	<b>6,442,166</b>	<b>510%</b>	<b>4,997,174</b>	<b>29%</b>
<b>Oper Profit (Loss) Percentage</b>	<b>1%</b>	<b>6%</b>	<b>6%</b>		<b>5%</b>	
<b>Oper Profit (Loss) % Excluding Fundraising</b>	<b>0%</b>	<b>6%</b>	<b>5%</b>		<b>4%</b>	
<b>Other Revenue, Gains and Misc Expenses</b>						
Investments						
Investment Income	298,078	22,388	208,358	-30%	240,000	-13%
Unrealized appreciation of investments	995,850	207,744	27,803	-97%	600,000	-95%
Realized gain/(loss) on sale of investments	28,551	-	10,657	-63%	0	
Investment Income (Loss)	1,322,479	230,132	246,818	-81%	840,000	-71%
Emma Freeman Scholarship Fund						
Fund Income						
Fund Expense and Distributions	(27,000)	-	(12,500)	-54%	(24,000)	
Interest Expense		-			-	
Miscellaneous Income	58,773	32,767	133,797	128%	35,000	
		-	-		-	
<b>Total Other Revenue</b>	<b>1,354,252</b>	<b>262,899</b>	<b>368,115</b>	<b>-73%</b>	<b>851,000</b>	<b>-57%</b>
<b>Net Income (Loss)</b>	<b>2,410,907</b>	<b>910,146</b>	<b>6,810,281</b>	<b>182%</b>	<b>5,848,174</b>	<b>16%</b>
<b>Net Profit (Loss) as a Percentage of Total Revenue</b>	<b>3%</b>	<b>8%</b>	<b>6%</b>		<b>6%</b>	