

San Antonio Lighthouse
Statements of Activity
Period Ending March 31, 2018

	3/31/2017 YTD	3/31/2018 YTD	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2018 Budget	Actual YTD vs FY 2018 Budget % Variance
Manufacturing:					
Sales	17,172,547	15,360,360	-11%	23,100,000	-34%
Cost of Goods Sold	(15,193,975)	(14,907,497)	-2%	(18,705,833)	-20%
Gross Profit (Loss) on Manufacturing	1,978,572	452,863		4,394,167	-90%
Gross Profit Percentage	12%	3%		19%	
Plant Operating Expenses	(1,843,745)	(1,814,901)	-2%	(1,746,883)	4%
Plant Administration Support	(1,625,355)	(1,584,046)	-3%	(1,615,151)	-2%
Profit (Loss) on Manufacturing	(1,490,528)	(2,946,084)	98%	1,032,133	-385%
Profit (Loss) as a % of Manufacturing Sales	-9%	-19%		4%	
BSC Stores and Commercial Sales:					
Sales	58,168,415	61,909,731	6%	58,465,004	6%
Cost of goods sold:	(45,102,575)	(47,573,123)	5%	(45,458,082)	5%
Gross Profit on Sales	13,065,840	14,336,608	10%	13,006,922	10%
Gross Profit Percentage on Sales	22%	23%		22%	
BSC Operating & Commercial Expenses	(4,573,092)	(4,720,545)	3%	(4,804,560)	-2%
BSC Admin/Sales Support	(1,631,156)	(1,755,290)	8%	(1,705,362)	3%
Profit (Loss) on Base Service Center Operations	6,861,592	7,860,773	15%	6,497,000	21%
Profit (Loss) as a % of BSC Sales	12%	13%		11%	
Service Contracts					
Revenue	267,843	787,695	194%	670,000	18%
Expense	(656,302)	(531,285)	-19%	(582,266)	-9%
Profit (Loss) on Service Contracts	(388,459)	256,410	-166%	87,734	192%
Profit (Loss) as a % of Contract Sales	-145%	33%		13%	
Profit (Loss) on Industries	4,982,605	5,171,099	4%	7,616,867	-32%
Industries Profit as a % of Gross Operating Sales	7%	7%		9%	
Rehabilitation Services:					
Programs					
Service Fees	431,235	357,884	-17%	375,000	-5%
Grants/Donations	550,344	944,182	72%	900,000	5%
Total Funding	981,579	1,302,066	33%	1,275,000	2%
Cost of Programs	(1,948,005)	(2,238,492)	15%	(2,105,611)	6%
Profit (Loss) on Services	(966,426)	(936,426)	-3%	(830,611)	13%
Low Vision Store					
Revenue	19,028	18,051	-5%	24,000	-25%
COGS	(14,158)	(14,694)	4%	(18,000)	-18%
Gross Profit	4,870	3,357	-31%	6,000	-44%
Operating Profit (Loss) before Support and Fundraising Expenses	4,021,049	4,238,030	5%	6,792,256	-38%

San Antonio Lighthouse

Statements of Activity

As of March 31, 2018

	3/31/2017 YTD	03/31/18 YTD	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2018 Budget	Actual YTD vs FY 2018 Budget % Variance
Administration and Fundraising Expenses					
Support Services	(2,927,137)	(2,902,971)	-1%	(3,086,053)	-6%
Fund Development	(283,423)	(278,404)	-2%	(293,159)	-5%
Total Admin and Fundraising Expenses	(3,210,560)	(3,181,375)	-1%	(3,379,212)	-6%
Profit (Loss) from Operations	810,489	1,056,655	30%	3,413,044	-69%
Oper Profit (Loss) Percentage	1%	1%		4%	
Oper Profit (Loss) % Excluding Fundraising	0%	0%		3%	
Other Revenue, Gains and Misc Expenses					
Investments					
Investment Income	226,580	298,078	32%	240,000	24%
Unrealized appreciation of investments	751,745	995,850	32%	600,000	66%
Realized gain/(loss) on sale of investments	42,832	28,551	-33%	0	
Investment Income (Loss)	1,021,157	1,322,479	30%	840,000	57%
Emma Freeman Scholarship Fund					
Fund Income					
Fund Expense and Distributions	(13,000)	(27,000)	108%	(24,000)	
Interest Expense				-	
Miscellaneous Income	98,360	58,773	-40%	35,000	
Total Other Revenue	1,106,517	1,354,252	22%	851,000	59%
Net Income (Loss)	1,917,006	2,410,907	26%	4,264,044	-43%
Net Profit (Loss) as a Percentage of Total Revenue	2%	3%		5%	