

San Antonio Lighthouse for the Blind and Visually Impaired
Statements of Activity
Period Ending March 31, 2020

	<u>3/31/19</u> YTD	<u>3/31/</u> Month
Manufacturing:		
Sales	37,087,664	3,908,356
Cost of Goods Sold	<u>(31,003,739)</u>	<u>(3,215,207)</u>
Gross Profit (Loss) on Manufacturing	6,083,925	693,149
Gross Profit Percentage	16%	18%
Plant Operating Expenses	(1,916,770)	(169,373)
Plant Administration Support	<u>(1,748,770)</u>	<u>(188,504)</u>
Profit (Loss) on Manufacturing	2,418,385	335,272
Profit (Loss) as a % of Manufacturing Sales	7%	9%
BSC Stores and Commercial Sales:		
Sales	71,477,823	6,777,439
Cost of goods sold:	<u>-55,032,407</u>	<u>-5,295,027</u>
Gross Profit on Sales	16,445,416	1,482,412
Gross Profit Percentage on Sales	23%	22%
BSC Operating & Commercial Expenses	-5,404,632	-496,376
BSC Admin/Sales Support	<u>-1,917,417</u>	<u>-230,291</u>
Profit (Loss) on Base Service Center Operations	9,123,367	755,745
Profit (Loss) as a % of BSC Sales	13%	11%
Service Contracts		
Revenue	753,080	60,774
Expense	<u>(678,637)</u>	<u>(60,695)</u>
Profit (Loss) on Service Contracts	74,443	79
Profit (Loss) as a % of Contract Sales	10%	0%
Profit (Loss) on Industries	11,616,195	1,091,096
Industries Profit as a % of Gross Operating Sales	11%	10%
Rehabilitation Services:		
Programs		
Service Fees	361,792	14,670
Grants/Donations	<u>495,643</u>	<u>4,861</u>
Total Funding	857,435	19,531
Cost of Programs	<u>(2,636,751)</u>	<u>(339,453)</u>
Profit (Loss) on Services	(1,779,316)	(319,922)
Operating Profit (Loss) before Support and Fundraising Expenses	9,836,879	771,174

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Statements of Activity
As of March 31, 2020

	3/31/19 YTD	3/31/ Month
Administration and Fundraising Expenses		
Support Services	(3,114,785)	(319,328)
Fund Development	(284,557)	(26,228)
Total Admin and Fundraising Expenses	-3,399,342	-345,556
Profit (Loss) from Operations	6,437,537	425,618
Oper Profit (Loss) Percentage	6%	4%
Oper Profit (Loss) % Excluding Fundraising	5%	4%
Other Revenue, Gains and Misc Expenses		
NMTC - Early Extinguishment of Debt		-
Investments		
Investment Income	208,358	36,033
Unrealized appreciation of investments	27,803	(2,424,609)
Realized gain/(loss) on sale of investments	10,657	35,260
Investment Income (Loss)	246,818	-2,353,316
Emma Freeman Scholarship Fund		
Fund Income		
Fund Expense and Distributions	(12,500)	-
Interest Expense		-
Miscellaneous Income	133,797	32,767
		-
Total Other Revenue	368,115	-2,320,549
Net Income (Loss)	6,805,652	-1,894,931
Net Profit (Loss) as a Percentage of Total Revenue	6%	-22%

'20	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2020 Budget	Actual YTD vs FY 2020 Budget % Variance
49,343,778	33%	49,075,000	1%
(40,959,922)	32%	-41,715,246	-2%
8,383,856		7,359,754	14%
17%		15%	
(1,957,173)	2%	-1,901,468	3%
(1,853,707)	6%	-1,800,364	3%
4,572,976	89%	3,657,922	25%
9%		7%	
71,662,051	0%	73,861,541	-3%
-55,309,784	1%	-56,465,041	-2%
16,352,267	-1%	17,396,500	-6%
23%		24%	
-5,707,862	6%	-5,314,094	7%
-2,098,354	9%	-1,908,846	10%
8,546,051	-6%	10,173,560	-16%
12%		14%	
803,947	7%	700,000	15%
(656,866)	-3%	-550,000	19%
147,081	98%	150,000	-2%
18%		21%	
13,266,108	14%	13,981,482	-5%
11%		11%	
254,544	-30%	500,000	-49%
515,122	4%	700,000	-26%
769,666	-10%	1,200,000	-36%
(3,270,271)	24%	-3,435,000	-5%
(2,500,605)	41%	(2,235,000)	12%
10,765,503	9%	11,746,482	-8%

'20	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2020 Budget	Actual YTD vs FY 2019 Budget % Variance
(3,193,168)	3%	-3,450,000	-7%
(322,361)	13%	-350,000	-8%
-3,515,529	3%	-3,800,000	-7%
7,249,974	13%	7,946,482	-9%
6%		6%	
6%		6%	
3,213,769			
436,047	109%	144,000	203%
(2,439,594)	-8875%	360,000	-778%
355,370	3235%	0	
-1,648,177	-768%	504,000	-427%
(12,500)	0%	-25,000	
32,767	-76%	35,000	
-		-	
-1,627,910	-542%	514,000	-417%
8,835,833	30%	8,460,482	4%
7%		7%	