



# Vibrant Works

Empowering people with vision loss

## FY2024 Operating Budget

Total Operating Budget (comprises expenses shown in blue) is \$30,092,774

### BLIND-EMPLOYED INDUSTRIES

#### Manufacturing

Sales	28,602,448
Direct Labor	(8,836,628)
Raw Materials and Plant Overhead	(15,188,449)
<b>Gross Profit (Loss) on Manufacturing</b>	<b>4,577,371</b>
Operating Expenses	(4,508,842)
<b>Profit (Loss) on Manufacturing</b>	<b>68,529</b>

#### BSC Stores

Sales	66,446,248
Cost of goods sold:	(51,097,073)
<b>Gross Profit on Sales</b>	<b>15,349,175</b>
Operating Expenses	(8,236,341)
<b>Profit (Loss) on BSC Operations</b>	<b>7,112,834</b>

#### Profit (Loss) on Industries

**7,181,363**

#### Overhead and General Expenses

Administrative	(4,504,160)
Fund Development	(704,020)
<b>Total Overhead and General Expenses</b>	<b>(5,208,180)</b>

#### Net Operating Income (Loss)--Blind Employed Industries

**1,973,183**

Capital Expansion for Blind Employment Industries

0

#### Total Profit (Loss) from Blind Employed Industries

**1,973,183**

### REHABILITATION SERVICES

#### Rehab Services Revenue

Service Fees	339,060
Grants & Donations	1,038,000
<b>Total Rehab Services Revenue</b>	<b>1,377,060</b>



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## Rehab Services Expenses

Children & Youth Program	(\$302,515)
Transition to Work	(\$171,889)
Assistive Technology & Training	(\$294,105)
Employment Readiness & Job Placement	(\$595,788)
Work-based Learning	(\$123,217)
Adult & Senior Independence Skills	(\$909,386)
Orientation and Mobility	(\$407,752)
Live Arts Audio Inclusion	(\$64,668)
Low Vision Clinic	(\$348,034)
Low Vision Store	(\$85,429)
<b>Total Rehab Services Expenses</b>	<b>(3,302,783)</b>
<b>Total Profit (Loss) on Rehab Services</b>	<b>(1,925,723)</b>

<b>Total Profit (Loss) from Blind Employed Industries</b>	<b>1,973,183</b>
<b>Total Profit (Loss) from Rehab Services</b>	<b>(1,925,723)</b>
<b>Net Income (Loss)**</b>	<b>47,460</b>

\*\*Unrealized Gains on Investments are not included in the operating budget.

Any income realized at the end of the fiscal year will be re-invested into maintaining or upgrading our social enterprise, as we are an established nonprofit.