

**San Antonio Lighthouse for the Blind and Vision Impaired**  
**Statement of Financial Position**  
**As of July 2020**

**ASSETS**

<b>Current Assets</b>	<b>7/31/19</b>	<b>3/31/20</b>	<b>7/31/20</b>
Cash - Operating	1,515,962	433,699	1,997,174
Cash-Interest Bearing/PPP	4,506,431	2,481,239	3,481,239
Investment Accounts	16,412,306	19,406,325	25,987,999
Accounts receivable - trade	6,999,241	8,521,312	7,242,010
Inventory	15,103,449	14,749,094	17,891,440
Prepaid Deposits		770,000	191,399
Prepaid expenses	175,440	257,834	305,977
<b>Total Current Assets</b>	<b>44,712,829</b>	<b>46,619,503</b>	<b>57,097,238</b>
<b>Investments</b>			
Bonds and Mineral Rights	2,183	2,183	2,183
Note Receivable - NMTC	9,095,731	0	
<b>Total Investments</b>	<b>9,097,914</b>	<b>2,183</b>	<b>2,183</b>
<b>Property, Plant and Equipment, net</b>	<b>14,042,560</b>	<b>14,762,578</b>	<b>14,135,988</b>
<b>TOTAL ASSETS</b>	<b>67,853,303</b>	<b>61,384,264</b>	<b>71,235,409</b>

These financial statements are unaudited and for management's use only.

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Year over  
Year**

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**San Antonio Lighthouse for the Blind and Vision Impaired**  
**Statement of Financial Position**  
As of July 2020

**LIABILITIES and NET ASSETS**

	<u>7/31/19</u>	<u>3/31/20</u>	<u>7/31/20</u>
Current Liabilities			
Accounts payable - trade	11,554,562	8,712,922	9,309,188
Accrued expenses	2,166,779	2,660,197	2,625,788
Customer Deposits/Unearned Revenue		725,699	1,925,000
Line of Credit		848,000	-
Total Current Liabilities	<u>13,721,341</u>	<u>12,946,818</u>	<u>13,859,976</u>
Payroll Protection Plan			3,535,200
Long-term debt - NMTC	12,509,500	0	0
Total Liabilities	26,230,841	12,946,818	17,395,176
Net Assets			
Unrestricted-Operations	41,270,329	48,085,313	53,488,100
Board Designated	273,133	273,133	273,133
Permanently restricted	79,000	79,000	79,000
Total Fund Balance	<u>41,622,462</u>	<u>48,437,446</u>	<u>53,840,233</u>
<b>TOTAL LIABILITIES and NET ASSETS</b>	<u><u>67,853,303</u></u>	<u><u>61,384,264</u></u>	<u><u>71,235,409</u></u>

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**% Incr/Decr  
Year over  
Year**

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**San Antonio Lighthouse for the Blind and Vision Impaired**  
**Statements of Activity**  
**Period Ending July 31, 2020**

	7/31/19 YTD	07/31/20 Month	YTD	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2021 Budget	Actual YTD vs FY 2021 Budget % Variance
<b>Manufacturing:</b>						
Sales	17,492,228	4,023,287	16,060,705	-8%	17,675,411	-9%
Cost of Goods Sold	(14,483,644)	(3,165,373)	(12,849,992)	-11%	-14,808,016	-13%
<b>Gross Profit (Loss) on Manufacturing</b>	<b>3,008,584</b>	<b>857,914</b>	<b>3,210,713</b>		<b>2,867,395</b>	<b>12%</b>
<b>Gross Profit Percentage</b>	<b>17%</b>	<b>21%</b>	<b>20%</b>		<b>16%</b>	
Plant Operating Expenses	(625,208)	(178,478)	(744,509)	19%	-717,340	4%
Plant Administration Support	(625,216)	(131,281)	(580,162)	-7%	-619,695	-6%
<b>Profit (Loss) on Manufacturing</b>	<b>1,758,160</b>	<b>548,155</b>	<b>1,886,042</b>	<b>7%</b>	<b>1,530,360</b>	<b>23%</b>
<b>Profit (Loss) as a % of Manufacturing Sales</b>	<b>10%</b>	<b>14%</b>	<b>12%</b>		<b>9%</b>	
<b>BSC Stores and Commercial Sales:</b>						
Sales	23,552,900	6,325,537	25,043,822	6%	24,884,939	1%
Cost of goods sold:	-18,085,993	-4,877,169	-19,200,018	6%	-19,125,183	0%
<b>Gross Profit on Sales</b>	<b>5,466,907</b>	<b>1,448,368</b>	<b>5,843,804</b>	<b>7%</b>	<b>5,759,756</b>	<b>1%</b>
<b>Gross Profit Percentage on Sales</b>	<b>23%</b>	<b>23%</b>	<b>23%</b>		<b>23%</b>	
BSC Operating & Commercial Expenses	-1,882,682	-496,349	-2,111,492	12%	-1,940,128	9%
BSC Admin/Sales Support	-637,147	-171,247	-791,466	24%	-728,828	9%
<b>Profit (Loss) on Base Service Center Operations</b>	<b>2,947,078</b>	<b>780,772</b>	<b>2,940,846</b>	<b>0%</b>	<b>3,090,800</b>	<b>-5%</b>
<b>Profit (Loss) as a % of BSC Sales</b>	<b>13%</b>	<b>12%</b>	<b>12%</b>		<b>12%</b>	
<b>Service Contracts</b>						
Revenue	294,546	47,948	149,710	-49%	248,332	-40%
Expense	(221,257)	(54,807)	(241,548)	9%	-231,776	4%
<b>Profit (Loss) on Service Contracts</b>	<b>73,289</b>	<b>-6,859</b>	<b>-91,838</b>	<b>-225%</b>	<b>16,556</b>	<b>-655%</b>
<b>Profit (Loss) as a % of Contract Sales</b>	<b>25%</b>	<b>-14%</b>	<b>-61%</b>		<b>7%</b>	
<b>Profit (Loss) on Industries</b>	<b>4,778,527</b>	<b>1,322,068</b>	<b>4,735,050</b>	<b>-1%</b>	<b>4,637,716</b>	<b>2%</b>
<b>Industries Profit as a % of Gross Operating Sales</b>	<b>12%</b>	<b>13%</b>	<b>11%</b>		<b>11%</b>	
<b>Rehabilitation Services:</b>						
<b>Programs</b>						
Service Fees	54,736	34,145	63,969	17%	107,940	-41%
Grants/Donations	208,097	100,520	197,189	-5%	233,332	-15%
Total Funding	262,833	134,665	261,158	-1%	341,272	-23%
Cost of Programs	(1,063,907)	(334,145)	(1,384,205)	30%	-1,305,553	6%
<b>Investment in Rehabilitation Services</b>	<b>(801,074)</b>	<b>(199,480)</b>	<b>(1,123,047)</b>	<b>40%</b>	<b>(964,281)</b>	<b>16%</b>
<b>Operating Profit (Loss) before Support and Fundraising Expenses</b>	<b>3,977,453</b>	<b>1,122,588</b>	<b>3,612,003</b>	<b>-9%</b>	<b>3,673,435</b>	<b>-2%</b>