

**San Antonio Lighthouse for the Blind and Vision Impaired**  
**Statements of Activity**  
**Period Ending March 31, 2021**

	3/31/2020 YTD	03/31/21 Month	YTD	Actual YTD vs Prior Yr YTD % Variance	YTD FY 2021 Budget	Actual YTD vs FY 2021 Budget % Variance
<b>Manufacturing:</b>						
Sales	49,343,778	2,083,537	39,887,185	-19%	51,108,648	-22%
Cost of Goods Sold	(40,959,922)	(1,523,910)	(31,370,807)	-23%	(42,869,670)	-27%
<b>Gross Profit (Loss) on Manufacturing</b>	<b>8,383,856</b>	<b>559,627</b>	<b>8,516,378</b>	<b>2%</b>	<b>8,238,978</b>	<b>3%</b>
<b>Gross Profit Percentage</b>	<b>17%</b>	<b>27%</b>	<b>21%</b>		<b>16%</b>	
Plant Operating Expenses	(1,957,173)	(180,777)	(2,499,245)	28%	(1,956,382)	28%
Plant Administration Support	(1,853,707)	(111,261)	(1,689,871)	-9%	(1,859,086)	-9%
<b>Profit (Loss) on Manufacturing</b>	<b>4,572,976</b>	<b>267,589</b>	<b>4,327,262</b>	<b>-5%</b>	<b>4,423,510</b>	<b>-2%</b>
<b>Profit (Loss) as a % of Manufacturing Sales</b>	<b>9%</b>	<b>13%</b>	<b>11%</b>		<b>9%</b>	
<b>BSC Stores and Commercial Sales:</b>						
Sales	71,662,051	5,888,041	71,541,136	0%	73,857,998	-3%
Cost of goods sold:	(55,219,784)	(4,577,371)	(55,122,315)	0%	(56,870,658)	-3%
<b>Gross Profit on Sales</b>	<b>16,442,267</b>	<b>1,310,670</b>	<b>16,418,821</b>	<b>0%</b>	<b>16,987,340</b>	<b>-3%</b>
<b>Gross Profit Percentage on Sales</b>	<b>23%</b>	<b>23%</b>	<b>23%</b>		<b>23%</b>	
BSC Operating & Commercial Expenses	(5,707,862)	(463,130)	(6,048,526)	6%	(5,860,384)	3%
BSC Admin/Sales Support	(2,188,354)	(181,420)	(2,277,837)	4%	(2,126,484)	7%
<b>Profit (Loss) on Base Service Center Operations</b>	<b>8,546,051</b>	<b>666,120</b>	<b>8,092,458</b>	<b>-5%</b>	<b>9,000,472</b>	<b>-10%</b>
<b>Profit (Loss) as a % of BSC Sales</b>	<b>12%</b>	<b>11%</b>	<b>11%</b>		<b>12%</b>	
<b>Service Contracts</b>						
Revenue	803,947	59,635	543,040	-32%	745,000	-27%
Expense	(656,866)	(54,592)	(682,855)	4%	(705,328)	-3%
<b>Profit (Loss) on Service Contracts</b>	<b>147,081</b>	<b>5,043</b>	<b>(139,815)</b>	<b>-195%</b>	<b>39,672</b>	<b>-452%</b>
<b>Profit (Loss) as a % of Contract Sales</b>	<b>18%</b>	<b>8%</b>	<b>-26%</b>		<b>5%</b>	
<b>Profit (Loss) on Industries</b>	<b>13,266,108</b>	<b>938,752</b>	<b>12,279,905</b>	<b>-7%</b>	<b>13,463,654</b>	<b>-9%</b>
<b>Industries Profit as a % of Gross Operating Sales</b>	<b>11%</b>	<b>12%</b>	<b>11%</b>		<b>11%</b>	
<b>Rehabilitation Services:</b>						
<b>Programs</b>						
Service Fees	254,544	11,610	148,502	-42%	323,820	-54%
Grants/Donations	515,122	68,159	1,002,693	95%	700,000	43%
Total Funding	769,666	79,769	1,151,195	50%	1,023,820	12%
Cost of Programs	(3,601,874)	(315,496)	(3,891,100)	8%	(3,916,658)	-1%
<b>Investment in Rehabilitation Services</b>	<b>(2,832,208)</b>	<b>(235,727)</b>	<b>(2,739,905)</b>	<b>-3%</b>	<b>(2,892,838)</b>	<b>-5%</b>
<b>Operating Profit (Loss) before Support and Fundraising Expenses</b>	<b>10,765,503</b>	<b>703,025</b>	<b>9,540,000</b>	<b>-11%</b>	<b>10,570,816</b>	<b>-10%</b>

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	3/31/2020	03/31/21		Actual YTD vs Prior Yr YTD % Variance	YTD FY 2021 Budget	Actual YTD vs FY 2021 Budget % Variance
	YTD	Month	YTD			
<b>Administration and Fundraising Expenses</b>						
Support Services	(3,378,317)	(310,326)	(3,664,545)	8%	(3,600,303)	2%
Fund Development	(322,361)	(25,647)	(321,971)	0%	(300,812)	7%
<b>Total Admin and Fundraising Expenses</b>	<b>(3,700,678)</b>	<b>(335,973)</b>	<b>(3,986,516)</b>	8%	<b>(3,901,115)</b>	2%
<b>Profit (Loss) from Operations</b>	<b>7,249,974</b>	<b>367,052</b>	<b>5,553,484</b>	-23%	<b>6,895,011</b>	-19%
Oper Profit (Loss) Percentage	6%	5%	5%		5%	
Oper Profit (Loss) % Excluding Fundraising	6%	4%	4%		5%	
<b>Other Revenue, Gains and Misc Expenses</b>						
NMTC - Early Extinguishment of Debt	3,213,769	-	-			
Investments						
Investment Income	436,047	25,235	242,541	-44%	264,000	-8%
Unrealized appreciation of investments	(2,439,594)	944,781	9,678,156	497%	1,156,000	737%
Realized gain/(loss) on sale of investments	355,370		16,169	-95%	20,000	
Investment Income (Loss)	(1,648,177)	970,016	9,936,866	703%	1,440,000	590%
Emma Freeman Scholarship Fund						
Fund Income						
Fund Expense and Distributions	(12,500)	(1,000)	(1,250)		0	
	-				-	
Miscellaneous Income	32,767	-	-	-100%	-	
					-	
<b>Total Other Revenue</b>	<b>(1,627,910)</b>	<b>969,016</b>	<b>9,935,616</b>	-710%	<b>1,440,000</b>	590%
<b>Net Income (Loss)</b>	<b>8,835,833</b>	<b>1,336,068</b>	<b>15,489,100</b>	75%	<b>8,335,011</b>	86%
<b>Net Profit (Loss) as a Percentage of Total Revenue</b>	<b>7%</b>	<b>15%</b>	<b>13%</b>		<b>7%</b>	