



# SEE WHAT'S POSSIBLE BEYOND VISION LOSS!

## Your 2018-2019 IMPACT REPORT

**LIGHTHOUSE**  **LIGHTHOUSE  
CENTRAL FLORIDA WORKS!**

**LIGHTHOUSE CENTRAL FLORIDA**  
215 East New Hampshire Street  
Orlando, FL 32804

(407) 898-2483  
[www.LighthouseCFL.org](http://www.LighthouseCFL.org)  
[www.LighthouseWorks.org](http://www.LighthouseWorks.org)

**LIGHTHOUSE WORKS**  
2500 Kunze Avenue  
Orlando, FL 32806

# IMPACT



## LIGHTHOUSE CENTRAL FLORIDA

The **ONLY** nationally accredited provider of life changing vision rehabilitation services in Orange, Osceola, and Seminole counties.

**792** Total People Helped



**148**

Youth  
(ages 12 and under)



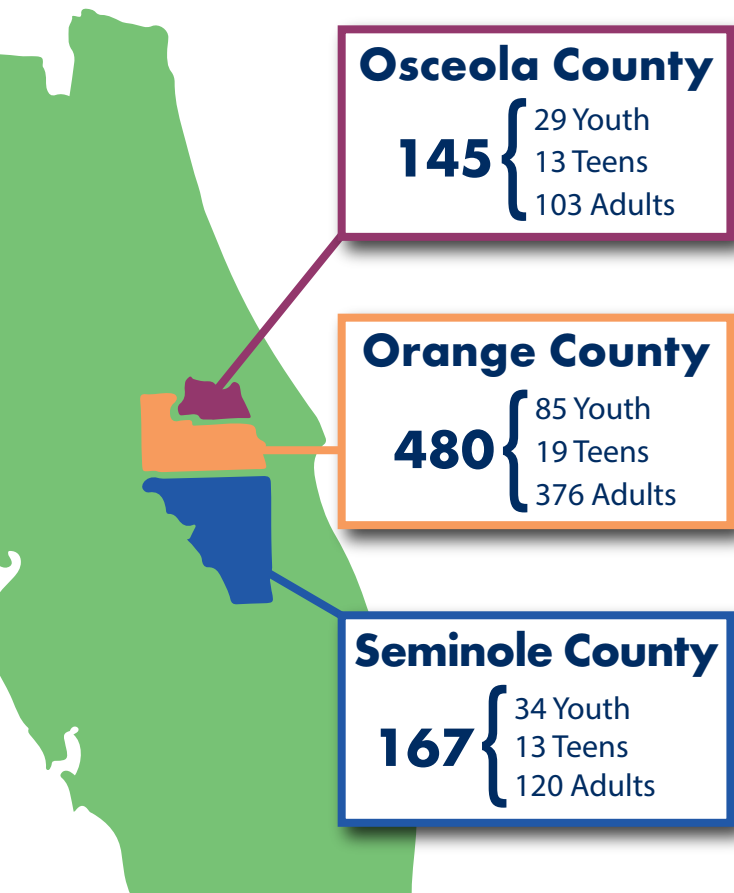
**45**

Teens  
(ages 13 to 17)



**599**

Adults  
(age 18+)



## LIGHTHOUSE WORKS

Creating competitive and integrated employment while generating revenues to support vision rehabilitation services.

**61** Total Employees



**50** who are Blind or Visually Impaired

**11** who are Sighted



**72,510** Hours Worked by Employees who are Blind or Visually Impaired.

## SUPPLY CHAIN SOLUTIONS



**585** Orders Fulfilled

**1,598,847** Units Shipped

## CONTACT CENTER SOLUTIONS



**105,993** Calls Handled

**1,374,337** Minutes Handled

## DIGITAL ACCESSIBILITY SOLUTIONS



**859** Web Pages Audited

**77** Audits Performed



## CONTRACT MANAGEMENT SOLUTIONS



(Lighthouse Works newest business line, serving the Army Contracting & Command)

**366** Contracts Closed

# FINANCIAL DATA\*



**2018-19**      **2017-18**

## REVENUE AND OTHER SUPPORT

Florida Department of Education	1,599,319	1,656,345
Local government grants	229,185	110,955
Other grants	229,228	158,130
Foundations	432,055	365,155
United Way	38,063	50,750
United Way - Designations	26,344	26,953
Contributions	190,243	262,638
Capital Campaign	0	50,000
Fund Raising	91,745	106,001
Client fees and contracts	26,037	38,020
Lighthouse Works product and service sales	5,548,153	4,738,818
Investment Income	-8,352	138,545
<b>TOTAL REVENUES &amp; OTHER SUPPORT</b>	<b>8,402,020</b>	<b>7,702,310</b>

## BOARD OF DIRECTORS

### [Lighthouse Central Florida]

Paul C. Prewitt, Chairman  
 David Stahl, Vice Chair  
 Nancy L. Urbach, Treasurer  
 Erika T. Wesley, Secretary  
 Nathan Barnett  
 Gregory S. Eisenberg  
 Kathryn L. Ennis  
 Katrina Guensch  
 Sondra Hoffman  
 Edward L. Johnson  
 Cathy Matthews  
 Emily Reardon  
 Justine L. Siergey, OD  
 Dan Spooone  
 Doug Weiner  
 Damon Weiss

## EXPENSES

<b>Program Services:</b>		
Adult and Family Services	1,138,202	1,036,677
Children and Family Services	1,235,878	1,173,633
Lighthouse Works!, Inc. - call center	1,622,595	946,608
Lighthouse Works!, Inc. - supply chain	3,843,433	4,170,779
Total Program Services	7,840,108	7,327,697
<b>Supporting Services:</b>		
Management and general	194,449	169,159
Fund Raising	270,715	275,579
Total Supporting Services	465,164	444,738
<b>TOTAL EXPENSES</b>	<b>8,305,272</b>	<b>7,772,435</b>
<b>CHANGE IN NET ASSETS</b>	<b>96,748</b>	<b>-70,125</b>
Beginning Net Assets	4,951,682	5,021,807
<b>ENDING NET ASSETS</b>	<b>5,048,430</b>	<b>4,951,682</b>

### [Lighthouse Works]

Dan Devine, Chairman  
 Ed Buck, Vice Chair  
 Nancy L. Urbach, Treasurer  
 JoEllen Ross, Secretary  
 Sharon Foley  
 Daniel Mihalic  
 John P. "Jack" Miles  
 Paul C. Prewitt

## ASSETS

<b>Current Assets:</b>		
Cash and cash equivalents	1,267,937	1,024,950
Investments	2,025,651	2,049,480
Accounts receivable	982,700	239,524
Grant and other receivables	178,948	173,866
Pledges receivable	8,000	12,440
Prepaid expenses	71,984	57,612
Inventory	130,085	29,913
Total Current Assets	4,665,305	3,587,785
<b>Other Assets:</b>		
Land, building and equipment (net)	3,638,270	3,692,691
Deposits and other assets	41,248	59,665
<b>TOTAL ASSETS</b>	<b>8,344,823</b>	<b>7,340,141</b>
<b>Current Liabilities:</b>		
Accounts payable	1,062,618	68,522
Accrued expenses	254,308	208,849
Deferred revenue	23,717	6,006
Current maturities of long term debt	425,776	149,789
Total Current Liabilities	1,766,419	433,166
Long Term Liabilities	1,529,974	1,955,293
Total Liabilities	3,296,393	2,388,459
<b>Net Assets:</b>		
Unrestricted	5,048,430	4,901,682
Restricted		50,000
Total Net Assets	5,048,430	4,951,682
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>8,344,823</b>	<b>7,340,141</b>

## LEADERSHIP

Kyle Johnson, President  
 Chief Executive Officer  
 Kaleb Stunkard, Executive Vice President  
 Chief Operations Officer  
 Donna Amundson, Vice President  
 Chief Financial Officer  
 Mike Walsh, Vice President  
 Chief Programs Officer

\*Financials, boards and leadership provided here reflect operations of Lighthouse Central Florida only for fiscal year October 1, 2018 through September 30, 2019.

# MAJOR DONORS

Donations of \$5,000 and greater listed. Complete listing available upon request.

The Able Trust

Bainum Family Foundation

The Chesley G. Magruder Foundation, Inc.

Devine Family Foundation Inc.

Dillard Family Philanthropy Fund

Dr. Harry J. Heeb Foundation

Florida Agencies Serving the Blind

Florida Retina Institute

The Greater Washington Community Foundation

Heart of Florida United Way

J. Milton & Nellie E. Hoffa Memorial Foundation

The Joe & Sarah Galloway Foundation

The John R. and Ruth W. Gurtler Foundation

The Make Sense Foundation

Joseph G. Markoly Foundation

Margaret McCartney & R. Parks Williams Charitable Foundation

The Martin Andersen-Gracia Andersen Foundation

Orlando Health

Publix Super Markets Charities, Inc.

Regions Bank

JoEllen and Thomas Ross

The Ryan Foundation

Stephen Salley

Universal Orlando Foundation

Westgate Resorts Foundation

William and Helen Thomas Charitable Trust



Lighthouse Central Florida is a registered 501(c)3 nonprofit.  
Our Federal Tax ID is 59-2418228 and our  
State Charitable Solicitations Permit Number is CH980.

Lighthouse Works is a registered 501(c)3 nonprofit.  
Our Federal Tax ID is 27-4598398 and our  
State Charitable Solicitations Permit Number is CH37374.

**SERVANT LEADERSHIP • INCLUSION • COLLABORATION**  
**EMPOWERMENT • EXCELLENCE**



Show your support for Lighthouse! [www.LighthouseCFL.org/Donate](http://www.LighthouseCFL.org/Donate)