



WE ARE LIGHTHOUSE

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

Impact 2017 - 2018 Report







"Vision rehabilitation is now the standard of care for patients who are losing their vision."

~  
David W. Parke, MD, CEO,  
American Academy of  
Ophthalmology

Events Raised  
\$197,375



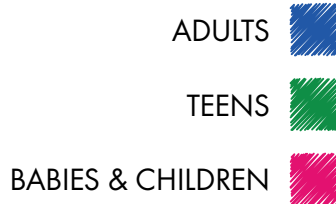
EMERGING VISION BREAKFAST

## Lighthouse Central Florida

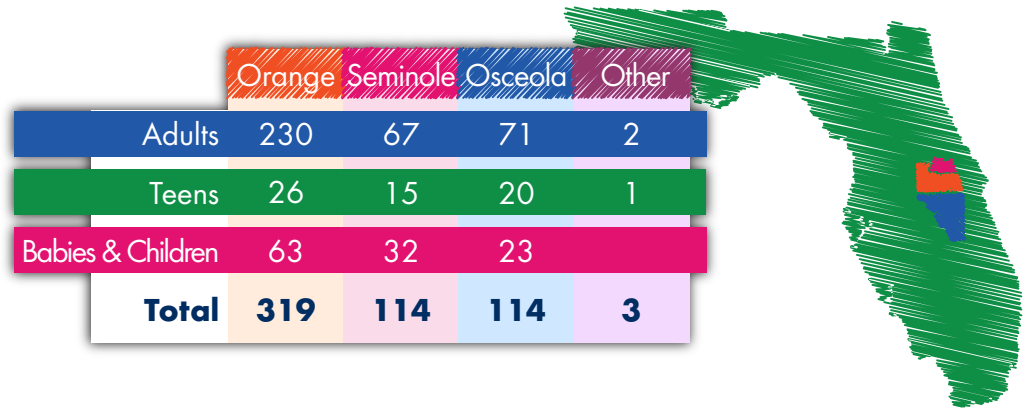
Charting a course for living, learning, & earning with vision loss

The **ONLY** nationally accredited provider of life changing vision rehabilitation services in the 3-county area.

26,344 Hours  
of Training Provided



550 Total Clients Served



## Lighthouse Works

Empowerment Through Employment

Our sister organization is creating competitive and integrated employment while generating revenues to support vision rehabilitation services.

### Contact Center

**33** Employees who are Blind or Visually Impaired

over **1,000,000** minutes of calls managed

### Supply Chain

**11** Employees who are Blind or Visually Impaired

**423** Orders Fulfilled

**1,559,990** Units Shipped





# FINANCIAL DATA\*

2017-18

2016-17

## Revenue and Other Support

Florida Department of Education	1,656,345	1,667,298
Local government grants	110,955	140,758
Other grants	158,130	250,517
Foundations	365,155	193,567
United Way	50,750	110,751
United Way - Designations	26,953	33,641
Contributions	262,638	100,579
Capital Campaign	50,000	57,500
Fund Raising	106,001	99,144
Client fees and contracts	38,020	23,825
Lighthouse Works product and service sales	4,738,818	6,346,299
Investment Income	138,545	206,443
<b>TOTAL REVENUES &amp; OTHER SUPPORT</b>	<b>7,702,310</b>	<b>9,230,322</b>

## Expenses

<b>Program Services:</b>		
Adult and Family Services	1,036,677	1,075,858
Children and Family Services	1,173,633	1,146,254
Employment Services	-	99,140
Lighthouse Works!, Inc. - call center	946,608	740,967
Lighthouse Works!, Inc. - supply chain	4,170,779	5,642,317
<b>Total Program Services</b>	<b>7,327,697</b>	<b>8,704,536</b>
<b>Supporting Services:</b>		
Management and general	169,159	186,047
Fund Raising	275,579	296,661
<b>Total Supporting Services</b>	<b>444,738</b>	<b>482,708</b>
<b>TOTAL EXPENSES</b>	<b>7,772,435</b>	<b>9,187,244</b>
<b>CHANGE IN NET ASSETS</b>	<b>(70,125)</b>	<b>43,078</b>
Beginning Net Assets	<b>5,021,807</b>	<b>4,978,729</b>
<b>ENDING NET ASSETS</b>	<b>4,951,682</b>	<b>5,021,807</b>

## Assets

<b>Current Assets:</b>		
Cash and cash equivalents	1,024,950	1,395,064
Investments	2,049,480	1,810,415
Accounts receivable	239,524	324,779
Grant and other receivables	173,866	344,847
Pledges receivable	12,440	6,790
Prepaid expenses	57,612	57,960
Inventory	29,913	36,280
<b>Total Current Assets</b>	<b>3,587,785</b>	<b>3,976,135</b>
<b>Other Assets:</b>		
Land, building and equipment (net)	3,692,691	3,799,831
Deposits and other assets	59,665	44,445
<b>TOTAL ASSETS</b>	<b>7,340,141</b>	<b>7,820,411</b>
<b>Current Liabilities:</b>		
Accounts payable	68,522	325,156
Accrued expenses	208,849	197,161
Deferred revenue	6,006	26,414
Current maturities of long term debt	149,789	147,047
<b>Total Current Liabilities</b>	<b>433,166</b>	<b>695,778</b>
Long Term Liabilities	<b>1,955,293</b>	<b>2,102,826</b>
<b>Total Liabilities</b>	<b>2,388,459</b>	<b>2,798,604</b>
<b>Net Assets:</b>		
Unrestricted	4,901,682	5,021,807
Restricted	50,000	-
<b>Total Net Assets</b>	<b>4,951,682</b>	<b>5,021,807</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>7,340,141</b>	<b>7,820,411</b>

\*Financials, boards and leadership provided here reflect operations of Lighthouse Central Florida only for fiscal year October 1, 2017 through September 30, 2018.

## BOARD OF DIRECTORS

### [Lighthouse Central Florida]

Paul C. Prewitt, Chairman  
 Alex B. Hull, Immediate Past Chair  
 David Stahl, Vice Chair  
 Nancy L. Urbach, Treasurer  
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 Cathy Matthews  
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 Dan Spooone  
 Doug Weiner  
 Damon Weiss  
 Sondra Hoffman  
 Emily Reardon Bark

### [Lighthouse Works]

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 Terri McCoy Hope, Secretary  
 Paul C. Prewitt  
 JoEllen Ross  
 Rick Wertsching  
 Sharon Foley  
 Daniel Mihalic  
 Ashley Caroli  
 John P. "Jack" Miles

## LEADERSHIP

Lee Nasehi, President  
 Chief Executive Officer  
 Donna Amundson, Vice President  
 Chief Financial Officer  
 Kyle Johnson, Vice President  
 Chief Sales & Marketing Officer  
 Jane Newnum, Vice President  
 Chief Programs Officer  
 Kaleb Stunkard, Vice President  
 Chief Information & Operations Officer





# MAJOR DONORS

Anonymous	National Christian Foundation Orlando
Bainum Family Foundation	Paula and H.L. "Buddy" Eidel
Devine Family Foundation	Publix Supermarkets Charities. Inc.
Dr. Harry J. Heeb Foundation	Regions Bank
Elinor and TW Miller, Jr. Foundation, Inc.	SunTrust Foundation
Emily and Matthews Bark	The Chatlos Foundation
Florida Agencies Serving the Blind	The Chesley G. Magruder Foundation, Inc.
Florida Blue Foundation	The Joe and Sarah Galloway Foundation
Florida Retina Institute	The John R. and Ruth W. Gurtler Foundation
Heart of Florida United Way	The Martin Andersen-Gracia Andersen Foundation
J. Milton and Nellie E. Hoffa Memorial Foundation	Universal Orlando Foundation
Jackie and Dan Devine	Warren and Augusta Hume Foundation
Joseph G. Markoly Foundation	Westgate Resorts Foundation
Margaret McCartney and R. Parks Williams Charitable Foundation	William and Helen Thomas Charitable Trust
Meg and Paul Prewitt	William J. and Dorothy K. O'Neill Foundation

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



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.

**LIGHTHOUSE CENTRAL FLORIDA**  
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[www.LighthouseCFL.org](http://www.LighthouseCFL.org)  
[www.LighthouseWorks.org](http://www.LighthouseWorks.org)

**LIGHTHOUSE WORKS**  
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