AUDITED FinANCIALSTATEMENTS AND OTHER FINANCIALINFORMATION

The Chicago Lighthouse for People Who Are Blind or Visually Impaired Years Ended June 30, 2007 and 2006 With Report of Independent Auditors

# The Chicago Lighthouse for People Who Are Blind or Visually Impaired 

Audited Financial Statements and Other Financial Information

Years Ended June 30, 2007 and 2006

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## Report of Independent Auditors

The Board of Directors
The Chicago Lighthouse for People Who
Are Blind or Visually Impaired

We have audited the accompanying statements of financial position of The Chicago Lighthouse for People Who Are Blind or Visually Impaired (The Lighthouse) as of June 30, 2007 and 2006, and the related statements of activities, cash flows, and functional expenses for the years then ended. These financial statements are the responsibility of The Lighthouse's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. We were not engaged to perform an audit of The Lighthouse's internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of The Lighthouse's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Lighthouse as of June 30, 2007 and 2006, and the changes in its net assets and its cash flows for the years then ended, in conformity with U.S generally accepted accounting principles.

> Ernot + Young LLP

October 12, 2007

## Assets

Cash and cash equivalents
Accounts receivable:

## Lighthouse Industries

Bequests
Other, principally state agencies
Contributions receivable
Allowance for uncollectible accounts
Net accounts receivable
Accrued investment income
Inventories
Prepaid expenses
Investments
Net land, building, and equipment
Total assets

## Liabilities and net assets

Liabilities:
Accounts payable
Accrued salaries and payroll taxes
Other accrued liabilities
Illinois instructional materials center liability Total liabilities

Net assets:
Unrestricted
Temporarily restricted
Permanently restricted

Total liabilities and net assets
See accompanying notes.

The Chicago Lighthouse for People Who Are Blind or Visually Impaired

Statements of Financial Position

| June 30, 2007 |  |  |  |  |  | June 30, 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating <br> Fund | Long-Term Investment Fund |  | Total |  | Operating <br> Fund |  | Long-Term Investment Fund |  | Total |  |
| \$ | 861,503 | \$ | - | \$ | 861,503 | \$ | 234,188 | \$ | - | \$ | 234,188 |
|  | 365,529 |  | - |  | 365,529 |  | 336,410 |  | - |  | 336,410 |
|  | - |  | 752,997 |  | 752,997 |  | - |  | 310,802 |  | 310,802 |
|  | 800,837 |  | - |  | 800,837 |  | 512,740 |  | - |  | 512,740 |
|  | 1,282,398 |  | - |  | 1,282,398 |  | 1,467,621 |  | - |  | 1,467,621 |
|  | $(24,000)$ |  | - |  | $(24,000)$ |  | $(22,000)$ |  | - |  | $(22,000)$ |
|  | 2,424,764 |  | 752,997 |  | 3,177,761 |  | 2,294,771 |  | 310,802 |  | 2,605,573 |
|  | - |  | 84,667 |  | 84,667 |  | - |  | 103,481 |  | 103,481 |
|  | 1,065,566 |  | , |  | 1,065,566 |  | 1,146,837 |  | , |  | 1,146,837 |
|  | 153,822 |  | - |  | 153,822 |  | 119,553 |  | - |  | 119,553 |
|  | 11,205 |  | 31,481,299 |  | 31,492,504 |  | - |  | 30,695,143 |  | 30,695,143 |
|  | 6,495,796 |  | - |  | 6,495,796 |  | 6,744,842 |  | - - |  | 6,744,842 |
| \$ | 11,012,656 | \$ | 32,318,963 | \$ | 43,331,619 | \$ | 10,540,191 | \$ | 31,109,426 | \$ | 41,649,617 |


| \$ | 829,268 | \$ | - | \$ | 829,268 | \$ | 576,169 | \$ | - | \$ | 576,169 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 419,042 |  | - |  | 419,042 |  | 448,239 |  | - |  | 448,239 |
|  | 113,528 |  | 55,793 |  | 169,321 |  | 27,860 |  | 37,572 |  | 65,432 |
|  | 181,567 |  | - |  | 181,567 |  | - |  | - |  | - |
|  | 1,543,405 |  | 55,793 |  | 1,599,198 |  | 1,052,268 |  | 37,572 |  | 1,089,840 |
|  | 7,842,330 |  | 30,245,419 |  | 38,087,749 |  | 7,593,256 |  | 29,596,469 |  | 37,189,725 |
|  | 1,626,921 |  | 592,156 |  | 2,219,077 |  | 1,894,667 |  | 55,620 |  | 1,950,287 |
|  | - |  | 1,425,595 |  | 1,425,595 |  | - |  | 1,419,765 |  | 1,419,765 |
|  | 9,469,251 |  | 32,263,170 |  | 41,732,421 |  | 9,487,923 |  | 31,071,854 |  | 40,559,777 |
| \$ | 11,012,656 | \$ | 32,318,963 | \$ | 43,331,619 | \$ | 10,540,191 | \$ | 31,109,426 | \$ | 41,649,617 |

The Chicago Lighthouse for People Who Are Blind or Visually Impaired

## Statements of Activities

## Operating revenues

Support and revenues:
Public support:
Contributions
United Way
Donated goods/services
Special events revenue
Less cost of direct benefits to donors
Net revenues from special events
Total public support

## Program and other revenues

Program revenues:
Lighthouse Industries sales
Rehabilitation training course fees and subsidies
Optical aid fees and sales
Government service contracts
Total program revenues
Other revenues:
Investment income, primarily interest
Miscellaneous
Total other revenues
Total program and other revenues
Total public support and program and other revenues
Net assets released from restrictions
Total operating revenues

| June 30, 2007 |  |  |  | June 30, 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unrestricted | Temporarily Restricted | Permanently Restricted | Total | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
| \$ 1,181,835 | \$ 1,255,919 | \$ | \$ 2,437,754 | \$ 1,065,288 | \$ 1,594,742 | \$ - | \$ 2,660,030 |
| 71,029 | - | - | 71,029 | 185,272 | - |  | 185,272 |
| 63,438 | - | - | 63,438 | 401,386 | - | - | 401,386 |
| 487,875 | 89,985 | - | 577,860 | 630,840 | 75,885 | - | 706,725 |
| $(132,439)$ | $(15,143)$ | - | $(147,582)$ | $(402,310)$ | $(10,442)$ | - | (412,752) |
| 355,436 | 74,842 | - | 430,278 | 228,530 | 65,443 | - | 293,973 |
| 1,671,738 | 1,330,761 | - | 3,002,499 | 1,880,476 | 1,660,185 | - | 3,540,661 |


| $\mathbf{3 , 4 2 7 , 3 9 5}$ | - | - | $\mathbf{3 , 4 2 7 , 3 9 5}$ | $3,580,417$ | - | - | $3,580,417$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{6 , 3 0 6 , 4 8 9}$ | - | - | $\mathbf{6 , 3 0 6 , 4 8 9}$ | $5,104,654$ | 633 | - | $5,105,287$ |
| $\mathbf{4 0 1 , 0 9 1}$ | - | - | $\mathbf{4 0 1 , 0 9 1}$ | 467,444 | - | - | 467,444 |
| $\mathbf{4 1 2 , 9 3 8}$ | - | - | $\mathbf{4 1 2 , 9 3 8}$ | 418,520 | - | - | 418,520 |
| $\mathbf{1 0 , 5 4 7 , 9 1 3}$ | - | - | $\mathbf{1 0 , 5 4 7 , 9 1 3}$ | $9,571,035$ | 633 | - | $9,571,668$ |


| $\mathbf{1 8 , 1 2 2}$ | $\mathbf{1 5 1}$ | $\mathbf{-}$ | $\mathbf{1 8 , 2 7 3}$ | 14,672 | 133 | - | 14,805 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 2 4 , 3 1 3}$ | - | - | $\mathbf{2 2 4 , 3 1 3}$ | 204,581 | - | - | 204,581 |
| $\mathbf{2 4 2 , 4 3 5}$ | $\mathbf{1 5 1}$ | - | $\mathbf{2 4 2 , 5 8 6}$ | 219,253 | 133 | - | 219,386 |
| $\mathbf{1 0 , 7 9 0 , 3 4 8}$ | $\mathbf{1 5 1}$ | - | $\mathbf{1 0 , 7 9 0 , 4 9 9}$ | $9,790,288$ | 766 | - | $9,791,054$ |
| $\mathbf{1 2 , 4 6 2 , 0 8 6}$ | $\mathbf{1 , 3 3 0 , 9 1 2}$ | - | $\mathbf{1 3 , 7 9 2 , 9 9 8}$ | $11,670,764$ | $1,660,951$ | - | $13,331,715$ |
| $\mathbf{1 , 1 0 6 , 7 8 3}$ | $\mathbf{( 1 , 1 0 6 , 7 8 3})$ | - | - | 405,691 | $(405,691)$ | - | - |
| $\mathbf{1 3 , 5 6 8 , 8 6 9}$ | $\mathbf{2 2 4 , 1 2 9}$ | - | $\mathbf{1 3 , 7 9 2 , 9 9 8}$ | $12,076,455$ | $1,255,260$ | - | $13,331,715$ |

The Chicago Lighthouse for People

## Who Are Blind or Visually Impaired

## Statements of Activities (continued)

## Expenses

Program services
Supporting services
Total expenses
(Deficiency) excess of operating revenues over operating expenses

## Nonoperating support, revenues,

 gains, and lossesLegacies and bequests
Contributions
Investment income, dividends, and interest
Net realized gains/losses
Net change in unrealized (depreciation) appreciation of investments
Total nonoperating support, revenues, gains, and losses
Change in net assets
Net assets at beginning of year
Net assets at end of year


See accompanying notes.

# The Chicago Lighthouse for People 

Who Are Blind or Visually Impaired
Statements of Cash Flows
Year Ended June 30
20072006
\$ 1,172,644 \$ 1,446,122
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:
Net change in unrealized depreciation (appreciation) of investments
Contributions restricted for long-term investment Depreciation
Provision (credit) for bad debts
Changes in operating assets and liabilities:
Accounts receivable
Accrued investment income
Inventories
Prepaid expenses
Operating investments
Accounts payable
Accrued salaries and payroll taxes
Other accrued liabilities
Illinois instructional materials center liability
Net cash provided by (used in) operating activities

## Investing activities

Purchase of investments
Sale of investments
Additions to property and equipment
Net cash (used in) provided by investing activities

## Financing activity

Proceeds from contributions restricted for long-term investment
Net cash provided by financing activity
Increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of year
Cash and cash equivalents at end of year

| $\mathbf{2 2 , 1 2 3}$ | 29,386 |  |
| ---: | ---: | ---: |
| $\mathbf{2 2 , 1 2 3}$ | 29,386 |  |
|  | $\mathbf{6 2 7 , 3 1 5}$ | $(203,536)$ |
|  | $\mathbf{2 3 4 , 1 8 8}$ | 437,724 |
| $\$$ | $\mathbf{8 6 1 , 5 0 3}$ | $\$$ |

See accompanying notes.

The Chicago Lighthouse for People
Who Are Blind or Visually Impaired

## Statement of Functional Expenses

Year Ended June 30, 2007

|  | Lighthouse Industries | Instructional Materials Center | Birth-to- <br> Three/ <br> Homebound | Child <br> Development Center | Placement | Supported <br> Employment | Seniors <br> Computer | Elderly | Collections Training | Work <br> Adjustment Training | Office Skills |  | Vocational <br> Evaluation |  | Social Services |  | Mobility |  | Government Service Contracts |  | Midway |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Employee salaries | \$ 511,144 | \$ 283,588 | 338,599 | \$ 921,218 | \$ 164,888 | \$ 105,541 | \$ 88,877 | \$ 35,042 | \$ 49,947 | \$ 68,333 | \$ | 102,671 | \$ | 124,206 | \$ | - | \$ | 52,101 | \$ | - | \$ | - |
| Employee benefits | 120,278 | 70,066 | 81,047 | 228,402 | 41,701 | 26,192 | 21,533 | 6,764 | 12,642 | 17,658 |  | 25,916 |  | 31,890 |  | - |  | 12,442 |  | - |  | - |
| Total employee salaries and benefits | 631,422 | 353,654 | 419,646 | 1,149,620 | 206,589 | 131,733 | 110,410 | 41,806 | 62,589 | 85,991 |  | 128,587 |  | 156,096 |  | - |  | 64,543 |  | - |  | - |
| Client payments | 415,194 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | 263,445 |  | 64,329 |
| Client benefits | 103,616 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | 26,639 |  | 11,130 |
| Total client payments and benefits | 518,810 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | 290,084 |  | 75,459 |
| Total salaries and related benefits | 1,150,232 | 353,654 | 419,646 | 1,149,620 | 206,589 | 131,733 | 110,410 | 41,806 | 62,589 | 85,991 |  | 128,587 |  | 156,096 |  | - |  | 64,543 |  | 290,084 |  | 75,459 |
| Professional and contract services | 55,657 | 215 | 14,799 | 257,752 | 130 | - | 440 | - | - | - |  | 40 |  | 454 |  | - |  | - |  | 155 |  | - |
| Supplies | 48,832 | 2,031,642 | 19,836 | 88,385 | 3,083 | 404 | 6,230 | 43,326 | 2,195 | 272 |  | 5,144 |  | 958 |  | - |  | 70 |  | 2,329 |  | 23,064 |
| Advertising | 315,739 | - | - | 330 | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Telephone | 3,987 | - | 269 | 1,147 | 1,824 | 95 | - | - | - | - |  | - |  | 109 |  | - |  | 175 |  | 266 |  | - |
| Postage, freight, and direct mail | 118,621 | 10,179 | 99 | 93 | 228 | 5 | - | - | - | - |  | - |  | - |  | - |  | 6 |  | 82 |  | - |
| Equipment rental and maintenance | 24,468 | 34,815 | - | 875 | 22 | - | - | - | - | - |  | 345 |  | 115 |  | - |  | - |  | 1,255 |  | 155 |
| Utilities | 1,821 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Building repairs and maintenance | 390 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Property and liability insurance | 196 | 3,297 | 1,268 | 7,260 | 115 | - | - | - | 150 | - |  | 3,342 |  | 184 |  | - |  | - |  | 2,566 |  | 1,152 |
| Printing | 6,889 | - | 150 | 941 | 130 | 67 | 65 | 65 | 67 | 131 |  | 133 |  | - |  | - |  | 77 |  | - |  | - |
| Conferences, meetings, and major trips | 28,409 | 2,955 | 14,820 | 6,244 | 3,405 | 4,342 | 104 | 2,336 | 2,979 | 87 |  | 859 |  | 2,315 |  | 45 |  | 2,710 |  | 14 |  | 44 |
| Memberships | 179 | - | 1,103 | 346 | 1,050 | - | 130 | 120 | 32 | - |  | 137 |  | 600 |  | - |  | - |  | - |  | - |
| Client transportation and maintenance | 492 | - | 13,070 | 47,201 | 313 | - | 4,019 | - | 101 | 174 |  | 321 |  | 50 |  | 2,750 |  | - |  | - |  | - |
| Cost of material | 2,067,966 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Warehouse rental | 25,589 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Commissions | 139,144 | - | - | - | - | - | - | - | - | - |  | - |  | - |  | - |  | - |  | 16,805 |  | 3,424 |
| Other | 20,589 | 16,052 | 3,539 | 13,886 | 1,465 | (5) | 153 | 138 | 3,166 | 30 |  | 1,147 |  | 2,111 |  | - |  | 613 |  | 40,060 |  | 100 |
| Distribution of building repairs and maintenance | 273,121 | 81,148 | 7,044 | 95,087 | 5,845 | 1,873 | 7,044 | 1,649 | 3,672 | 10,340 |  | 13,862 |  | 10,790 |  | - |  | 824 |  | - |  | - |
| Total expenses before depreciation | 4,282,321 | 2,533,957 | 495,643 | 1,669,167 | 224,199 | 138,514 | 128,595 | 89,440 | 74,951 | 97,025 |  | 153,917 |  | 173,782 |  | 2,795 |  | 69,018 |  | 353,616 |  | 103,398 |
| Depreciation | 177,208 | 63,469 | 3,528 | 54,730 | 6,994 | 1,035 | 9,113 | 813 | 13,783 | 5,393 |  | 17,975 |  | 7,187 |  | 187 |  | 511 |  | 370 |  | 4,305 |
| Total expenses | \$ 4,459,529 | \$ 2,597,426 | \$ 499,171 | \$ 1,723,897 | \$ 231,193 | \$ 139,549 | \$ 137,708 | \$ 90,253 | \$ 88,734 | \$ 102,418 | \$ | 171,892 | \$ | 180,969 | \$ | 2,982 | \$ | 69,529 | \$ | 353,986 | \$ | 107,703 |


| Scholarship Program |  | Low Vision Clinic |  | Kane <br> Legal <br> Clinic | CRIS <br> Radio | Adult Living Skills | Work Activities Center |  | I.T.A.C. |  | Deaf Blind |  | Youth Program |  | Adaptive <br> Technology |  | Help <br> Desk |  | Total |  | Supporting Services |  |  |  |  |  |  |  |  | $\begin{aligned} & \text { Total } \\ & 2007 \\ & \hline \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Building and Maintenance | $\begin{gathered} \text { General } \\ \text { Administration } \\ \hline \end{gathered}$ |  |  |  |  |  | Public Relations | Fundraising |  | Total |  |  |  |  |  |  |  |  |  |  |
| \$ | 13,781 |  |  | \$ | 431,546 | \$ 61,347 | \$ 138,472 | \$ 241,962 |  |  | \$ | 85,592 | \$ | 22,487 | \$ | 67,986 | \$ | 22,695 | \$ | 150,045 | \$ | 59,165 | \$ | 4,141,233 | \$ | 277,280 | \$ | 1,107,798 | \$ | 149,105 | \$ | 500,728 | \$ 2,034,911 | \$ | 6,176,144 |
|  | 3,444 |  | 64,187 |  | 5,983 | 30,538 | 60,030 |  | 21,099 |  |  |  | 6,624 |  | 16,053 |  | 5,467 |  | 37,224 |  | 14,699 |  | 961,879 |  | 79,914 |  | 271,376 |  | 36,200 |  | 123,623 | 511,113 |  | 1,472,992 |
|  | 17,225 |  | 495,733 | 67,330 | 169,010 | 301,992 |  | 106,691 |  | 29,111 |  | 84,039 |  | 28,162 |  | 187,269 |  | 73,864 |  | 5,103,112 |  | 357,194 |  | 1,379,174 |  | 185,305 |  | 624,351 | 2,546,024 |  | 7,649,136 |
|  | - |  | 11,245 | - | - | 10,580 |  | 42,079 |  | - |  | - |  | - |  | - |  | - |  | 806,872 |  | 13,761 |  | 813 |  | - |  | - | 14,574 |  | 821,446 |
|  | - |  | 1,883 | - | - | 590 |  | 6,373 |  | - |  | - |  | - |  | - |  | - |  | 150,231 |  | 1,264 |  | 73 |  | - |  | - | 1,337 |  | 151,568 |
|  | - |  | 13,128 | - | - | 11,170 |  | 48,452 |  | - |  | - |  | - |  | - |  | - |  | 957,103 |  | 15,025 |  | 886 |  | - |  | - | 15,911 |  | 973,014 |
| 17,225 |  |  | 508,861 | 67,330 | 169,010 | 313,162 |  | 155,143 |  | 29,111 |  | 84,039 |  | 28,162 |  | 187,269 |  | 73,864 |  | 6,060,215 |  | 372,219 |  | 1,380,060 |  | 185,305 |  | 624,351 | 2,561,935 |  | 8,622,150 |
|  | - |  | 17,727 | - | 944 | 4,615 |  | 65 |  | - |  | 545 |  | - |  | 40 |  | - |  | 353,578 |  | 305 |  | 544,285 |  | 823 |  | 126,978 | 672,391 |  | 1,025,969 |
|  | - |  | 193,787 | 1,614 | 9,522 | 4,324 |  | 2,694 |  | 369 |  | 2,373 |  | 300 |  | 7,736 |  | 1,238 |  | 2,499,727 |  | 81,216 |  | 103,204 |  | 7,848 |  | 15,261 | 207,529 |  | 2,707,256 |
|  | - |  | 660 | - | - | 165 |  | - |  | - |  | 35 |  | - |  | 150 |  | - |  | 317,079 |  | - |  | 5,804 |  | 8,772 |  | 29,052 | 43,628 |  | 360,707 |
|  | - |  | - | - | 17,614 | - |  | - |  | 591 |  | 1,214 |  | - |  | - |  | - |  | 27,291 |  | 374 |  | 46,706 |  | 552 |  | 730 | 48,362 |  | 75,653 |
|  | - |  | 8,841 | - | 68 | 156 |  | 5 |  | - |  | 312 |  | 12 |  | 265 |  | - |  | 138,972 |  | 46 |  | 11,568 |  | 1,496 |  | 70,756 | 83,866 |  | 222,838 |
|  | - |  | 1,853 | - | 5,801 | 559 |  | 125 |  | - |  | 120 |  | - |  | 302 |  | - |  | 70,810 |  | 12,419 |  | 15,358 |  | - |  | 220 | 27,997 |  | 98,807 |
|  | - |  | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 1,821 |  | 106,708 |  | - |  | - |  | - | 106,708 |  | 108,529 |
|  | - |  | - | - | - | - |  | - |  | - |  | - |  | _ |  | - |  | - |  | 390 |  | 113,330 |  | - |  | - |  | - | 113,330 |  | 113,720 |
|  | - |  | 7,392 | 5,771 | - | - |  | - |  | 184 |  | - |  | - |  | 611 |  | - |  | 33,488 |  | 48,400 |  | 56,528 |  | - |  | 462 | 105,390 |  | 138,878 |
|  | 722 |  | 1,189 |  | 171 | 120 |  | - |  | - |  | 69 |  | 153 |  | - |  | - |  | 11,139 |  |  |  | 562 |  | 22,691 |  | 137,337 | 160,590 |  | 171,729 |
|  | 846 |  | 6,677 | 3,708 | 403 | 572 |  | 40 |  | 3,834 |  | 11,200 |  | 484 |  | 8,125 |  | 1,183 |  | 108,740 |  | 3,200 |  | 58,040 |  | 5,038 |  | 20,494 | 86,772 |  | 195,512 |
|  | - |  | 2,032 | - | 310 | 140 |  | - |  | - |  | - |  | - |  | 64 |  | 32 |  | 6,275 |  | - |  | 8,534 |  | 175 |  | 1,095 | 9,804 |  | 16,079 |
|  | 72,703 |  | 40 | - | - | 34,584 |  | 32,458 |  | - |  | 469 |  | 1,082 |  | 102 |  | - |  | 209,929 |  | - |  | - |  | - |  | - | - |  | 209,929 |
|  | - |  | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 2,067,966 |  | - |  | - |  | - |  | - | - |  | 2,067,966 |
|  | - |  | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 25,589 |  | - |  | - |  | - |  | - | - |  | 25,589 |
| 4,873 |  |  | - | - | - | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 159,373 |  | - |  | - |  | - |  | - | - |  | 159,373 |
|  |  |  | 28,566 | 196 | 644 | 5,187 |  | 170 |  | 171 |  | 2,285 |  | 277 |  | 2,560 |  | 424 |  | 148,397 |  | 11,087 |  | 108,335 |  | 61,310 |  | 17,731 | 198,463 |  | 346,860 |
| - |  |  | 24,652 | 974 | 14,686 | 34,618 |  | 12,663 |  | 1,499 |  | 5,395 |  | 749 |  | 14,312 |  | 899 |  | 622,746 |  | $(749,304)$ |  | 108,125 |  | 4,496 |  | 13,937 | $(622,746)$ |  | - |
| 96,369 |  |  | 802,277 | 79,593 | 219,173 | 398,202 |  | 203,363 |  | 35,759 |  | 108,056 |  | 31,219 |  | 221,536 |  | 77,640 |  | 12,863,525 |  | - |  | 2,447,109 |  | 298,506 |  | 1,058,404 | 3,804,019 |  | 16,667,544 |
| - |  |  | 58,623 | 441 | 21,631 | 17,820 |  | 5,763 |  | 762 |  | 4,132 |  | 1,509 |  | 32,362 |  | 8,585 |  | 518,229 |  | - |  | 196,786 |  | 4,510 |  | 13,167 | 214,463 |  | 732,692 |
| \$ | 96,369 | \$ | 860,900 | \$ 80,034 | \$ 240,804 | \$ 416,022 | \$ | 209,126 | \$ | 36,521 |  | 112,188 | \$ | 32,728 | \$ | 253,898 | \$ | 86,225 |  | 13,381,754 | \$ | - | S | 2,643,895 | \$ | 303,016 | \$ | 1,071,571 | \$ 4,018,482 | \$ | 17,400,236 |

The Chicago Lighthouse for People Who Are Blind or Visually Impaired

## Statement of Functional Expenses

## Year Ended June 30, 2006

|  | Lighthouse Industries | Instructional Materials Center | Birth-toThree/ Homebound |  | Child Development Center |  | Placement |  | Supported Employment |  | Seniors <br> Computer |  | Elderly |  | Collections Training |  | Work Adjustment Training |  | Office Skills |  | Vocational <br> Evaluation |  | Social <br> Services |  | Mobility |  | Government Service Contracts |  | Midway |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Employee salaries | \$ 484,046 | \$ 271,681 | \$ | 246,909 | \$ | 815,107 | \$ | 181,732 | \$ | 104,720 | \$ | 79,290 | \$ | 32,719 | \$ | 55,438 | \$ | 63,193 | \$ | 70,943 | \$ | 111,404 | \$ | 6,543 | \$ | 58,252 | \$ | - | \$ | - |
| Employee benefits | 105,357 | 62,414 |  | 53,766 |  | 184,346 |  | 41,676 |  | 24,395 |  | 18,117 |  | 7,531 |  | 12,749 |  | 14,537 |  | 16,027 |  | 25,629 |  | 1,487 |  | 13,031 |  | - |  | - |
| Total employee salaries and benefits | 589,403 | 334,095 |  | 300,675 |  | 999,453 |  | 223,408 |  | 129,115 |  | 97,407 |  | 40,250 |  | 68,187 |  | 77,730 |  | 86,970 |  | 137,033 |  | 8,030 |  | 71,283 |  | - |  | - |
| Client payments | 449,530 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 283,398 |  | 77,933 |
| Client benefits | 70,181 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 33,240 |  | 11,381 |
| Total client payments and benefits | 519,711 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 316,638 |  | 89,314 |
| Total salaries and related benefits | 1,109,114 | 334,095 |  | 300,675 |  | 999,453 |  | 223,408 |  | 129,115 |  | 97,407 |  | 40,250 |  | 68,187 |  | 77,730 |  | 86,970 |  | 137,033 |  | 8,030 |  | 71,283 |  | 316,638 |  | 89,314 |
| Professional and contract services | 57,610 | 90 |  | 14,535 |  | 196,285 |  | 155 |  | - |  | 580 |  | 7,650 |  | - |  | 115 |  | 40 |  | 40 |  | - |  | 2,415 |  | 70 |  | - |
| Supplies | 66,802 | 1,481,669 |  | 4,670 |  | 38,348 |  | 2,632 |  | 359 |  | 475 |  | 37,424 |  | 2,255 |  | 35 |  | 2,052 |  | 2,286 |  | 9 |  | 1,216 |  | 1,963 |  | 19,872 |
| Advertising | 305,086 | - |  | - |  | 150 |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Telephone | 4,903 | - |  | 176 |  | 1,003 |  | 721 |  | 17 |  | - |  | - |  | - |  | - |  | - |  | 19 |  | - |  | - |  | - |  | - |
| Postage, freight, and direct mail | 131,860 | 5,662 |  | 14 |  | 288 |  | 171 |  | - |  | - |  | - |  | - |  | 5 |  | - |  | 22 |  | - |  | - |  | 253 |  | 8 |
| Equipment rental and maintenance | 20,261 | 22,206 |  | - |  | 1,511 |  | 224 |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 456 |  | 53 |  | 1,318 |
| Utilities | 3,332 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Building repairs and maintenance | 65 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Property and liability insurance | 189 | 3,269 |  | 1,220 |  | 6,990 |  | 218 |  | - |  | - |  | - |  | 144 |  | - |  | 3,218 |  | 178 |  | - |  | - |  | 3,429 |  | 1,110 |
| Printing | 24,868 | 1,139 |  | 90 |  | 320 |  | 26 |  | 18 |  | - |  | 130 |  | - |  | - |  | - |  | 21 |  | - |  | - |  | - |  | - |
| Conferences, meetings, and major trips | 26,427 | 2,639 |  | 12,921 |  | 5,842 |  | 4,073 |  | 4,098 |  | 221 |  | 2,042 |  | 1,900 |  | - |  | 1,024 |  | 549 |  | 7 |  | 2,928 |  | - |  | - |
| Memberships | 60 | - |  | 645 |  | 1,548 |  | 28 |  | 19 |  | 8 |  | - |  | 44 |  | - |  | 264 |  | 742 |  | - |  | - |  | - |  | - |
| Client transportation and maintenance | 88 | - |  | 6,819 |  | 37,136 |  | 898 |  | - |  | 4,431 |  | - |  | - |  | 1,397 |  | 1,546 |  | 1,104 |  | 809 |  | - |  | - |  | - |
| Cost of material | 2,061,211 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Warehouse rental | 24,370 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Commissions | 163,215 | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 16,735 |  | 3,414 |
| Other | 30,671 | 10,920 |  | 2,566 |  | 13,685 |  | 1,715 |  | 753 |  | 695 |  | 137 |  | 576 |  | 16 |  | 446 |  | 1,763 |  | 160 |  | 665 |  | 9,617 |  | 84 |
| Distribution of building repairs and maintenance | 236,216 | 70,119 |  | 6,092 |  | 82,238 |  | 5,833 |  | 2,139 |  | 6,221 |  | 1,426 |  | 3,305 |  | 8,878 |  | 12,054 |  | 9,721 |  | 130 |  | 583 |  | - |  | _ |
| Total expenses before depreciation | 4,266,348 | 1,931,808 |  | 350,423 |  | 1,384,797 |  | 240,102 |  | 136,518 |  | 110,038 |  | 89,059 |  | 76,411 |  | 88,176 |  | 107,614 |  | 153,478 |  | 9,145 |  | 79,546 |  | 348,758 |  | 115,120 |
| Depreciation | 183,606 | 61,431 |  | 3,486 |  | 51,375 |  | 6,524 |  | 1,276 |  | 12,385 |  | 802 |  | 12,101 |  | 5,155 |  | 13,592 |  | 6,733 |  | 443 |  | 293 |  | 185 |  | 4,305 |
| Total expenses | \$ 4,449,954 | \$ 1,993,239 | \$ | 353,909 | \$ | 1,436,172 | \$ | 246,626 | \$ | 137,794 | \$ | 122,423 | \$ | 89,861 | \$ | 88,512 | \$ | 93,331 | \$ | 121,206 | \$ | 160,211 | \$ | 9,588 | \$ | 79,839 | \$ | 348,943 | \$ | 119,425 |



# The Chicago Lighthouse for People Who Are Blind or Visually Impaired 

Notes to Financial Statements

Year Ended June 30, 2007

## 1. Significant Accounting Policies

## Nature of Organization

The Chicago Lighthouse for People Who Are Blind or Visually Impaired (The Lighthouse), an Illinois not-for-profit corporation, offers programs and services throughout the Chicago metropolitan area, the state of Illinois, and the nation, assisting people who are blind, visually impaired, and multi-disabled as a social service and rehabilitation agency, through both community oriented and nationwide activities.

## Use of Estimates

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements. Actual results could differ from those estimates.

## Cash and Cash Equivalents

For purposes of the statements of cash flows, The Lighthouse considers all highly liquid money market funds with a maturity of three months or less when purchased to be cash equivalents.

## Accounts Receivable

The Lighthouse evaluates the collectibility of its accounts receivable based on the length of time the receivable is outstanding, type of receivable, and the anticipated future uncollectible amounts based on historical experience. Accounts receivable are charged to the allowance for doubtful accounts when they are deemed uncollectible. The Lighthouse does not require collateral.

## Inventories

Inventories are carried at the lower of cost (first-in, first-out basis) or market.

# The Chicago Lighthouse for People 

Who Are Blind or Visually Impaired

## Notes to Financial Statements (continued)

## 1. Significant Accounting Policies (continued)

## Investments

Investments in equity securities with readily determinable fair values and all investments in debt securities are carried at fair value. Investments of all funds are pooled, and gains and losses are allocated to the funds based upon their relative interests in the investment pool.

## Land, Building, and Equipment

Land, building, and equipment are carried at cost. Depreciation is provided over the estimated useful lives of the assets using the straight-line method and is allocated to each program or function based upon utilization. Useful lives for buildings and equipment range from five to 40 years.

## Public Support, Revenues, and Expenses

Sales (Lighthouse Industries) are recognized on the basis of completed production for assembly contracts and upon shipment of merchandise for product sales.

Contributions are recorded at their fair market value and are considered to be available for the general programs at The Lighthouse unless specifically restricted by the donor.

## Shipping and Handling Costs

The Lighthouse records shipping and handling costs related to Lighthouse Industries sales within program services expenses. Shipping and handling costs were $\$ 109,794$ and $\$ 124,011$ for the years ended June 30, 2007 and 2006, respectively.

The Chicago Lighthouse for People Who Are Blind or Visually Impaired

Notes to Financial Statements (continued)

## 1. Significant Accounting Policies (continued)

## Temporarily and Permanently Restricted Net Assets

Temporarily restricted net assets are assets whose use has been limited by donors to a specific time period or purpose. Assets released from restrictions that are used for the purchase of fixed assets or capital purposes are reported in the statements of activities as additions to unrestricted net assets. Assets released from restrictions that are used for operating purposes are reported in the statements of activities as unrestricted revenues, gains, and other support. Restricted earnings are recorded as temporarily restricted net assets until amounts are expended in accordance with donors' specifications.

Permanently restricted net assets consist of amounts held in perpetuity. Earnings on the investments of the endowment funds are included in unrestricted revenue and support unless restricted by donors.

## Donor-Restricted Gifts

Unconditional promises to give cash and other assets are reported as either temporarily or permanently restricted net assets if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions. Donor-restricted gifts, whose restrictions expire during the fiscal year in which the gift is received, are reported as unrestricted net assets. In the absence of donor-imposed restrictions on the use of the assets, gifts of long-lived assets are reported as unrestricted support. It is The Lighthouse's policy not to imply time restrictions expiring over the useful life of longlived assets.

# The Chicago Lighthouse for People 

Who Are Blind or Visually Impaired

## Notes to Financial Statements (continued)

## 2. Investments

The following summary shows the cost and fair value (carrying value) of assets held in the investment pool at June 30:

|  | 2007 |  |  |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Cost | Fair Value (Carrying Value) |  | Cost |  | Fair Value (Carrying Value) |  |
| Private investment funds | \$ | 1,873,000 |  | \$ 2,228,693 | \$ | \$ | \$ | \$ - |
| Common stocks |  | 15,942,645 |  | 23,891,267 |  | 15,170,793 |  | 25,323,288 |
| Bonds and other debt instruments |  | 5,232,429 |  | 5,372,544 |  | 5,211,687 |  | 5,371,855 |
|  | \$ | 23,048,074 |  | \$ 31,492,504 |  | \$ 20,382,480 |  | 30,695,143 |

The investments include private investment funds valued at $\$ 2,228,693$ ( $5 \%$ of net assets). Management's estimates are based on information provided by fund managers.

Investment return consists of the following for the years ended June 30:

2007

|  | ily Permanently |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
|  | Unrestricted | Restricted |  | Restricted |  | Total |  |
| Investment income, dividends, and interest | \$ 691,769 | \$ | 11,583 | \$ | - | \$ | 703,352 |
| Net realized gains | 4,944,948 |  | 24,109 |  | 3,330 |  | 4,972,387 |
| Net change in unrealized appreciation (depreciation) of long-term investments | $(1,871,436)$ |  | $(8,003)$ |  | - |  | $(1,879,439)$ |
|  | \$ 3,765,281 | \$ | 27,689 | \$ | 3,330 |  | 3,796,300 |

The Chicago Lighthouse for People
Who Are Blind or Visually Impaired
Notes to Financial Statements (continued)

## 2. Investments (continued)

|  | 2006 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Temporarily Permanently |  |  |  |  |  |  |
|  | Unrestricted | Restricted |  | Restricted |  | Total |  |
| Investment income, dividends, and interest | \$ 644,408 | \$ | 10,735 | \$ | - | \$ | 655,143 |
| Net realized (losses) gains | $(374,004)$ |  | (794) |  | 43 |  | $(374,755)$ |
| Net change in unrealized appreciation (depreciation) of long-term investments | 3,342,851 |  | 7,729 |  | - |  | 3,350,580 |
|  | \$ 3,613,255 | \$ | 17,670 | \$ | 43 | \$ | 3,630,968 |

## 3. Land, Building, and Equipment

Land, building, and equipment consist of the following at June 30:

|  | $\mathbf{2 0 0 7}$ |  | $\mathbf{2 0 0 6}$ |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Land | $\mathbf{1 3 1 , 8 7 2}$ | $\$$ | 131,872 |
| Building | $\mathbf{1 0 , 4 5 0 , 3 8 9}$ | $10,411,165$ |  |
| Equipment | $\mathbf{5 , 1 8 2 , 2 5 4}$ | $4,833,312$ |  |
| Construction-in-process | $\mathbf{6 6 , 1 2 1}$ | - |  |
|  | $\mathbf{1 5 , 8 3 0 , 6 3 6}$ | $15,376,349$ |  |
| Less accumulated depreciation | $\mathbf{( 9 , 3 3 4 , 8 4 0 )}$ | $(8,631,507)$ |  |
| Net land, building, and equipment | $\mathbf{\$ \mathbf { 6 , 4 9 5 , 7 9 6 }}$ | $\$ 6,744,842$ |  |

# The Chicago Lighthouse for People <br> Who Are Blind or Visually Impaired 

Notes to Financial Statements (continued)

## 4. Temporarily and Permanently Restricted Net Assets

Temporarily restricted net assets include gifts of cash, grants, and other assets for which donorimposed restrictions have not been met and for which the ultimate purpose of the proceeds is not permanently restricted. Temporarily restricted net assets as of June 30 are available for the following purposes:

Building expansion
Associate Board designation for future years
Birth to Three
Client emergency assistance
Program expansion and operations
Scholarship fund
Centennial Campaign
Purchase of fixed assets
Illinois Instructional Materials Center
Charitable gift annuities

| $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ |  |
| :--- | ---: | ---: |
| $\mathbf{\$ 6 5 1 , 0 2 1}$ | $\$$ | - |
|  | $\mathbf{8 0 , 2 0 4}$ | 71,211 |
| $\mathbf{3 2 9 , 6 7 3}$ | 325,433 |  |
| $\mathbf{6 , 8 3 2}$ | 1,237 |  |
|  | $\mathbf{2 7 0 , 5 5 0}$ | 193,051 |
| $\mathbf{1 1 7 , 0 5 5}$ | 109,360 |  |
| $\mathbf{5 7 8 , 6 5 3}$ | $1,105,125$ |  |
|  | $\mathbf{8 9 , 1 5 6}$ | 27,400 |
| $\mathbf{3 , 7 7 6}$ | 61,850 |  |
| $\mathbf{9 2 , 1 5 7}$ | 55,620 |  |
| $\$ \mathbf{2 , 2 1 9 , 0 7 7}$ | $\$ 1,950,287$ |  |

Net assets were released from donor restrictions during the years ended June 30, 2007 and 2006, by incurring expenses satisfying the restricted purpose or by the occurrence of other events specified by donors for program restrictions accomplished totaling $\$ 1,106,783$ and $\$ 405,691$, respectively.

Permanently restricted net assets include principal gifts of cash, which are required by donor restriction that the corpus be invested in perpetuity and only the income be made available for program operations or operating purposes in accordance with donor restrictions. Permanently restricted net assets at June 30 are restricted for support of the following:

| $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ |  |  |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| $\mathbf{\$}$ | $\mathbf{7 0 6 , 7 2 2}$ | $\$$ | 706,722 |
|  | $\mathbf{2 0 0 , 0 0 0}$ |  | 200,000 |
|  | $\mathbf{5 0 0 , 0 0 0}$ |  | 500,000 |
|  | $\mathbf{1 8 , 8 7 3}$ |  | 13,043 |
| $\mathbf{\$ 1 , 4 2 5 , 5 9 5}$ | $\$ 1,419,765$ |  |  |

The Chicago Lighthouse for People Who Are Blind or Visually Impaired

Notes to Financial Statements (continued)

## 5. Contributions Receivable

Contributions receivable at June 30 include the following:

Unconditional promises to give due in:
Less than one year
One to five years
Less allowance for uncollectible accounts and unamortized discount
Contributions receivable, net

| $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ |  |
| ---: | ---: | ---: |
|  |  |  |
| $\$$ | $\mathbf{5 9 1 , 5 0 7}$ | $\$$ |
|  | $\mathbf{8 2 0 , 6 3 6}$ | 705,271 |
| $\mathbf{1 , 4 1 2 , 1 4 3}$ | $1,566,602$ |  |
| $\mathbf{( 1 2 9 , 7 4 5 )}$ | $(94,252)$ |  |
| $\$ \mathbf{1 , 2 8 2 , 3 9 8}$ | $\$ 1,467,621$ |  |

## 6. Major Customer

Approximately 78\% of Lighthouse Industries sales during fiscal 2007 and 2006 were made to various federal government agencies.

## 7. Employee Benefit Plan

All employees and employed production workers who have completed one year of service and are 21 years of age are eligible to participate in The Chicago Lighthouse Modified DefinedContribution Plan. The Lighthouse's contribution to this plan each year is equal to $5 \%$ of the total compensation of eligible employees who complete at least 500 hours and eligible employed production workers who complete at least one hour of service (as defined) during the plan year. Total plan expense in 2007 and 2006 was $\$ 293,610$ and $\$ 227,980$, respectively.

## 8. United Way of Metropolitan Chicago Public Support

United Way provided support of $\$ 21,029$ and $\$ 78,580$ in fiscal 2007 and 2006, respectively, in matching support of the otherwise federally funded Title XX program of the Department of Health and Human Services administered by the State of Illinois Departments of Rehabilitation Services and Public Aid. The Lighthouse obtained \$500,592 in fiscal 2007 and 2006 under Title XX for support of its sheltered workshop and certain other programs, which is reported with program revenues, rehabilitation training course fees, and subsidies.

## 9. Income Taxes

The Lighthouse is a tax-exempt organization, as defined by Section 501(c)(3) of the Internal Revenue Code. Accordingly, The Lighthouse has no provision for income taxes.

## Other Financial Information

- Ernst \& Young LLP

Sears Tower
233 S. Wacker Drive
Chicago, IL 60606

- Phone: (312) 879-2000
www.ey.com


## Report of Independent Auditors on Other Financial Information

The Board of Directors
The Chicago Lighthouse for People Who
Are Blind or Visually Impaired
Our audit was conducted for the purpose of forming an opinion on the financial statements taken as a whole. The following other financial information is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has been subjected to the auditing procedures applied in our audit of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.


October 12, 2007

The Chicago Lighthouse for People Who Are Blind or Visually Impaired

Directly Related Income - Sales, Fees, Subsidies, and Contributions by Program, Net of Expenses, and Adjustment for Restricted Net Assets

Year Ended June 30, 2007

## Contributions

United Way
Program revenue:
Workshop sales
Rehab training course fees and subsidies: DHS/Dept. of Rehab Services - Illinois Title XX
Chicago Board of Education
Suburban school districts
American Printing House
Illinois State Board of Education
City of Chicago
Other
Total rehab fees and subsidies
Optical aid fees and sales
Government service contract revenue
Other income
Investment income
Total revenues
Program expenses
Program revenue (less than) in excess of program expenses Allocated management and general expenses
Program revenue (less than) in excess of program expenses and allocated management and general expenses
let assets released from restriction
Contributions restricted to future years
Net activity

| Total | Lighthouse Industries | Instructional <br> Materials <br> Center | Birth-to- <br> Three/ <br> Homebound | Child <br> Development Center | Job <br> Placement | Supported <br> Employment | Seniors <br> Computer | Elderly | Collections Training |  | Work ustment raining |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 1,262,757 | \$ 33,907 | \$ 22,409 | \$ 269,414 | \$ 34,774 | \$ 20,692 | \$ | \$ 360 | \$ | \$ | \$ | 20,133 |
| 71,029 | 4,889 | - | 50,000 | - | 2,984 | - | - | - | - |  | 2,282 |
| 3,427,395 | 3,427,395 | - | - | - | - | - | - | - | - |  | - |
| 1,314,569 | - | - | 109,339 | - | 199,500 | 102,045 | 80,000 | 85,812 | 75,741 |  | - |
| 500,592 | 116,389 | - | - | - | 71,027 | - | - | - | - |  | 54,319 |
| 1,373,951 | - | - | - | 1,373,951 | - | - | - | - | - |  | - |
| 278,006 | - | - | - | 278,006 | - | - | - | - | - |  | - |
| 702,477 | - | 641,676 | 14,942 | 43,062 | 496 | - | 771 | - | - |  | - |
| 1,939,433 | - | 1,939,433 | - | - | - | - | - | - | - |  | - |
| 8,313 | - | - | - | - | - | - | 8,313 | - | - |  | - |
| 182,952 | - | - | 675 | 63,232 | - | - | - | - | - |  | - |
| 6,300,293 | 116,389 | 2,581,109 | 124,956 | 1,758,251 | 271,023 | 102,045 | 89,084 | 85,812 | 75,741 |  | 54,319 |
| 401,091 | - | - | - | - | - | - | - | - | - |  | - |
| 412,938 | - | - | - | - | - | - | - | - | - |  | - |
| 142,258 | - | 2,130 | - | - | - | - | - | - | - |  | - |
| 84,998 | 42,083 | - | - | - | - | - | - | - | - |  | - |
| 12,102,759 | 3,624,663 | 2,605,648 | 444,370 | 1,793,025 | 294,699 | 102,045 | 89,444 | 85,812 | 75,741 |  | 76,734 |
| 13,381,754 | 4,459,529 | 2,597,426 | 499,171 | 1,723,897 | 231,193 | 139,549 | 137,708 | 90,253 | 88,734 |  | 102,418 |
| $(1,278,995)$ | $(834,866)$ | 8,222 | $(54,801)$ | 69,128 | 63,506 | $(37,504)$ | $(48,264)$ | $(4,441)$ | $(12,993)$ |  | $(25,684)$ |
| 2,643,895 | 526,399 | 160,484 | 173,968 | 488,063 | 85,133 | 54,200 | 46,797 | 18,243 | 26,175 |  | 36,750 |
| $(3,922,890)$ | $(1,361,265)$ | $(152,262)$ | $(228,769)$ | $(418,935)$ | $(21,627)$ | $(91,704)$ | $(95,061)$ | $(22,684)$ | $(39,168)$ |  | $(62,434)$ |
| 455,138 | - | 58,074 | 209,000 | - | - | - | 2,000 | - | - |  | - |
| $(428,594)$ | - | - | $(153,240)$ | (889) | - | - | - | - | - |  | - |
| \$ $(3,896,346)$ | \$ $(1,361,265)$ | \$ $(94,188)$ | \$ $(173,009)$ | \$ (419,824) | \$ $(21,627)$ | \$ (91,704) | \$ $(93,061)$ | \$ (22,684) | \$ $(39,168)$ | \$ | $(62,434)$ |


| Office Skills | Vocational Evaluation | Social Services | Mobility | Government Service Contracts | $\begin{gathered} \text { Scholarship } \\ \text { Program } \\ \hline \end{gathered}$ | Midway |  | Low Vision |  | Kane <br> Legal <br> Clinic |  | CRIS <br> Radio | Adult <br> Living <br> Skills | Work Activities Center | I.T.A.C. | $\begin{array}{r} \text { Deaf } \\ \text { Blind } \\ \hline \end{array}$ | $\begin{gathered} \text { Youth } \\ \text { Program } \\ \hline \end{gathered}$ | Adapative Technology | Help <br> Desk |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ - | \$ | $\$ \quad 5,702$ | $\begin{gathered} \text { - } \\ \hline \end{gathered}$ | \$ | \$ 110,937 | \$ - |  | $80,418$ | \$ | $108,034$ | \$ | 262,646 - | $50$ | $\begin{array}{r} \$ \quad 32,490 \\ 4,685 \end{array}$ | - | $\begin{array}{r} \$ 40,485 \\ 3,149 \end{array}$ | \$ 85,000 | $\begin{array}{r} \$ \quad \begin{array}{r} 21,081 \\ 3,040 \end{array} \end{array}$ | \$114,225 |
| - | - | - | - | - | - | - |  | - |  | - |  | - | - | - | - | - | - | - | - |
| 57,500 | 68,000 | - | 25,614 | - | - | - |  | - |  | - |  | - | 415,069 | - | - | - | - | 95,949 | - |
| - | - | - | - | - | - | - |  | - |  | - |  | - | - | 111,527 | - | 74,967 | - | 72,363 | - |
| - | - | - | - | - | - | - |  | - |  | - |  | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |  | - |  | - |  | - | - | - | - | - | - | - | - |
| 534 | - | - | - | - | - | - |  | - |  | - |  | - | - | 720 | - | 276 | - | - | - |
| - | - | - | - | - | - | - |  | - |  | - |  | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | - |  | - |  | - |  | - | - | - | - | - | - | - | - |
| 2,500 | - | - | 8,514 | - | - | - |  | - |  | - |  | 68,599 | - | - | 39,432 | - | - | - | - |
| 60,534 | 68,000 | - | 34,128 | - | - | - |  | - |  | - |  | 68,599 | 415,069 | 112,247 | 39,432 | 75,243 | - | 168,312 | - |
| - | - | - | - | - | - | - |  | 401,091 |  | - |  | - | - | - | - | - | - | - | - |
| - | - | - | - | 412,938 | - | - |  | - |  | - |  | - | - | - | - | - | - | - | - |
| - | - | - | - | - | - | 118,242 |  | - |  | - |  | 4,522 | 8,541 | - | - | - | - | 8,823 | - |
| 6,682 | - | - | - | - | - | - |  | 32,445 |  | - |  | - | - | - | - | 3,788 | - | - | - |
| 67,216 | 68,000 | 5,702 | 34,128 | 412,938 | 110,937 | 118,242 |  | 513,954 |  | 108,034 |  | 335,767 | 423,660 | 149,422 | 39,432 | 122,665 | 85,000 | 201,256 | 114,225 |
| 171,892 | 180,969 | 2,982 | 69,529 | 353,986 | 96,369 | 107,703 |  | 860,900 |  | 80,034 |  | 240,804 | 416,022 | 209,126 | 36,521 | 112,188 | 32,728 | 253,898 | 86,225 |
| $(104,676)$ | $(112,969)$ | 2,720 | $(35,401)$ | 58,952 | 14,568 | 10,539 |  | $(346,946)$ |  | 28,000 |  | 94,963 | 7,638 | $(59,704)$ | 2,911 | 10,477 | 52,272 | $(52,642)$ | 28,000 |
| 54,993 | 65,304 | - | 26,703 | 134,310 | 7,139 | 32,784 |  | 230,548 |  | 31,462 |  | 73,500 | 135,632 | 67,419 | 11,633 | 35,693 | 11,633 | 78,525 | 30,405 |
| $(159,669)$ | $(178,273)$ | 2,720 | $(62,104)$ | $(75,358)$ | 7,429 | $(22,245)$ |  | $(577,494)$ |  | $(3,462)$ |  | 21,463 | $(127,994)$ | $(127,123)$ | $(8,722)$ | $(25,216)$ | 40,639 | $(131,167)$ | $(2,405)$ |
| 50,000 | - | 107 | - |  | 103,242 |  |  | 32,715 |  |  |  |  | - | - | - |  |  | - | - |
| - | - | $(5,702)$ | - | - | $(110,937)$ | - |  | $(11,975)$ |  | 180 |  | $(91,307)$ | - | - | - | $(14,085)$ | $(40,639)$ | - | - |
| \$(109,669) | \$ (178,273) | \$ (2,875) | \$ $(62,104)$ | \$ (75,358) | \$ (266) | \$ (22,245) | \$ | (556,754) | \$ | $(3,282)$ | \$ | $(69,844)$ | \$ (127,994) | \$ $(127,123)$ | \$ (8,722) | \$ $(39,301)$ | - | \$ $(131,167)$ | \$ (2,405) |

