Consolidated Financial Statements and Supplementary Information

### LIGHTHOUSE CENTRAL FLORIDA, INC.

September 30, 2014 and 2013

### **Consolidated Financial Statements and Supplementary Information**

September 30, 2014 and 2013

(With Independent Auditor's Report Thereon)

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SCHAFER, TSCHOPP, WHITCOMB, MITCHELL & SHERIDAN, LLP

Certified Public Accountants

986 Douglas Avenue, Suite 100 Altamonte Springs, Florida 32714 Phone: (407) 875-2760 Fax: (407) 875-2762

> Thomas R. Tschopp, CPA Tom V. Whitcomb, CPA

541 S. Orlando Avenue, Suite 300 Maitland, Florida 32751 Phone: (407) 839-3330 Fax: (407) 839-3660

> Michael R. Schafer, CPA Joseph P. Mitchell, CPA Stephen J. Sheridan, CPA Daniel M. Hinson, CPA

### **Independent Auditor's Report**

The Board of Directors Lighthouse Central Florida, Inc.:

We have audited the accompanying consolidated financial statements of Lighthouse Central Florida, Inc. (a nonprofit organization), which comprise the consolidated statements of financial position as of September 30, 2014 and 2013, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the Standards Applicable to Financial Audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Lighthouse Central Florida, Inc. as of September 30, 2014 and 2013, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Other Matters**

Our audits were performed for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The accompanying schedule of Expenditures of Federal Awards and State Projects, as required by Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations* and Section 215.97 of the Florida Statutes of the Florida Single Audit Act is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Also, the supplementary information included in Schedules 1 and 2 is presented for purposes of additional analysis and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated November 7, 2014 on our consideration of the Lighthouse Central Florida, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grants and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Lighthouse Central Florida, Inc.'s internal control over financial reporting and compliance.

Schafer Tschage, Whitemat, Mitchell & Shuilan, LCP

November 7, 2014 Altamonte Springs, Florida

### **Consolidated Statements of Financial Position**

September 30, 2014 and 2013

### <u>Assets</u>

	2014	2013
Current Assets:		
Cash and cash equivalents (includes \$136,075 and		
\$161,470 for Lighthouse Works! - note 7)	\$ 468,550	442,512
Investments (note 2)	1,597,216	1,496,786
Accounts receivable	96,088	152,653
Grant and other receivables	196,353	355,969
Pledges receivable, current portion (note 3)	35,792	56,280
Prepaid expenses	542	4,344
Inventory	13,422	6,881
Total current assets	2,407,963	2,515,425
Land, building and equipment, net (notes 4 and 5) Intangible assets - net of \$14,125 and \$3,714	3,046,831	2,019,631
of accumulated amortization	77,544	3,377
Pledges receivable, less current portion	29,284	33,939
Deposits	19,485	129,287
Total assets	\$ 5,581,107	4,701,659
Liabilities and Net Assets		
Current Liabilities:		
Accounts payable	\$ 79,176	127,404
Accrued expenses	230,455	181,671
Current maturities of long-term debt (note 5)	27,150	25,222
Total current liabilities	336,781	334,297
Long-term debt, less current maturities (note 5)	1,448,036	572,657
Total liabilities	1,784,817	906,954
Net assets:	2 706 000	2 760 766
Unrestricted	3,796,290	3,760,766
Temporarily restricted		33,939
Total net assets	3,796,290	3,794,705
Total liabilities and net assets	\$ 5,581,107	4,701,659

See accompanying notes to financial statements.

### **Consolidated Statement of Activities**

Year ended September 30, 2014

	Unrestricted	Temporarily Restricted	Total
Revenue and Other Support:			
Florida Department of Education	\$ 1,924,114	-	1,924,114
Local government grants	94,400	-	94,400
Foundations	314,200	-	314,200
United Way Heart of Florida	116,970	-	116,970
United Way - Designations	27,711	-	27,711
Contributions	416,896	49,560	466,456
Fund raising	83,827	-	83,827
Client fees and contracts	22,951	-	22,951
Lighthouse Works product and service sales	1,741,331	-	1,741,331
Investment income (note 2)	129,766	-	129,766
Net assets release from restrictions: Satisfaction of program restrictions	83,499	(83,499)	-
Total revenue and public support	4,955,665	(33,939)	4,921,726
Expenses: Program services: Adult and family services Children and family services Lighthouse Works!, Inc.	1,293,460 982,338 2,045,967	- - -	1,293,460 982,338 2,045,967
Total program services	4,321,765		4,321,765
Supporting services: Management and general Fund raising	171,960 426,416	-	171,960 426,416
Total supporting services	598,376	+	598,376
Total expenses	4,920,141	<u> </u>	4,920,141
Change in net assets	35,524	(33,939)	1,585
Net assets at September 30, 2013	3,760,766	33,939	3,794,705
Net assets at September 30, 2014	\$ 3,796,290		3,796,290

See accompanying notes to financial statements.

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### **Consolidated Statement of Activities**

Year ended September 30, 2013

	Unrestricted	Temporarily Restricted	Total
Revenue and Other Support:			
Florida Department of Education	\$ 2,076,813	-	2,076,813
Local government grants	96,084	-	96,084
Foundations	136,778	-	136,778
United Way Heart of Florida	39,025	~	39,025
United Way - Designations	35,143	-	35,143
Contributions	211,483	44,665	256,148
Fund raising, net of \$136,528, direct benefit			
to donor costs	185,953		185,953
Client fees and contracts	18,515	-	18,515
Product and service sales	2,858,317	-	2,858,317
Investment income (note 2)	139,833	-	139,833
Net assets release from restrictions:	101017	-	
Satisfaction of program restrictions	104,815	(104,815)	
Total revenue and public support	5,902,759	(60,150)	5,842,609
Expenses:			
Program services: Adult and family services	1 000 000		1 022 820
Children and family services	1,022,839 872,823	-	1,022,839
Employment services	430,861	-	872,823 430,861
Lighthouse Works!, Inc.	3,056,229	_	3,056,229
Total program services	5,382,752		5,382,752
Supporting services:			
Management and general	117,116	-	117,116
Fund raising	328,524	in	328,524
Total supporting services	445,640		445,640
Total expenses	5,828,392		5,828,392
Change in net assets	74,367	(60,150)	14,217
Net assets at September 30, 2012	3,686,399	94,089	3,780,488
Net assets at September 30, 2013	\$ 3,760,766	33,939	3,794,705

See accompanying notes to financial statements.

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### **Consolidated Statement of Functional Expenses**

Year ended September 30, 2014

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	Р	rogram Service	5	Supporting	g Services	
	Adult	Children		Management		
	and	and	Lighthouse	and	Fund	
	Family	Family	Works!, Inc.	General	Raising	Total
Salaries, wages and related expenses:						
Salaries and wages	\$ 693,477	586,647	609,500	88,439	183,862	2,161,925
Employee benefits	128,082	102,107	58,600	23,746	33,224	345,759
Payroll taxes	55,425	46,702	28,481	6,953	14,909	152,470
Total salaries, wages and						
related expenses	876,984	735,456	696,581	119,138	231,995	2,660,154
Operating expenses:						
Administrative and board	2,209	928	2,137	5,572	1,293	12,139
Amortization	2,499	833	7,079	-		10,411
Bad debts	-	-	4,817	-	-	4,817
Bank and brokerage fees	-	-	300	16,554	-	16,854
Contract services	64,936	37,545	85,225	7,466	40,004	235,176
Cost of materials	-	-	1,041,654	-	-	1,041,654
Depreciation	84,635	28,640	19,295	-	57	132,570
Development projects	-	-	-	55	109,732	109,787
Dues and subscriptions	8,323	4,856	-	1,657	660	15,496
Facility and administrative fees	-	-	101,889	-		101,889
Insurance	40,233	14,143	8,231	225	1,541	64,373
Interest	25,060	8,487	-	-	-	33,547
Office supplies	19,213	15,026	1,881	3,311	7,874	47,305
NIB fees	-	-	51,716	-	-	51,716
Postage	538	334	11,433	213	2,554	15,072
Printing	230	239	-	34	958	1,461
Program materials and supplies	21,588	34,262	71	764	-	56,685
Recruiting and advertising	2,116	1,171	55	4,800	4,116	12,258
Rent	5,785	4,044	20	17	37	9,903
Repairs and maintenance	34,454	20,283	-	3,282	2,935	60,954
Service contracts	28,340	6,388	14	1,127	7,598	43,467
Staff development	5,945	13,091	4,713	816	6,667	31,232
Taxes and licenses	11,969	4,051	-	4,165	<b>5</b> 7	20,185
Telephone	10,069	9,806	-	1,309	3,277	24,461
Travel general	12,498	28,297	5,104	1,388	3,016	50,303
Travel students	4,539	7,420	-	-	40	11,999
Utilities	31,297	7,038	3,752	67	2,119	44,273
Total expenses	\$ 1,293,460	982,338	2,045,967	171,960	426,416	4,920,141

See accompanying notes to financial statements.

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### **Consolidated Statement of Functional Expenses**

### Year ended September 30, 2013

AdultChildrenManagementandandEmploymentLighthouseandFundFamilyFamilyServicesWorks!, Inc.GeneralRaisingSalaries, wages and related expenses:Salaries and wages\$ 626,123517,527277,288484,41448,657184,168Employee benefits114,285101,68749,62352,54116,97828,900Payroll taxes51,11143,15222,60842,8683,91215,908Total salaries, wages andEmployee for the salaries, wages and	<b>Total</b> 2,138,177 364,014
Family    Family    Services    Works!, Inc.    General    Raising      Salaries, wages and related expenses:    Salaries and wages    \$ 626,123    517,527    277,288    484,414    48,657    184,168      Employee benefits    114,285    101,687    49,623    52,541    16,978    28,900      Payroll taxes    51,111    43,152    22,608    42,868    3,912    15,908      Total salaries, wages and	2,138,177
Salaries, wages and related expenses:    Salaries and wages  \$ 626,123  517,527  277,288  484,414  48,657  184,168    Employee benefits  114,285  101,687  49,623  52,541  16,978  28,900    Payroll taxes  51,111  43,152  22,608  42,868  3,912  15,908    Total salaries, wages and	2,138,177
Salaries and wages  \$ 626,123  517,527  277,288  484,414  48,657  184,168    Employee benefits  114,285  101,687  49,623  52,541  16,978  28,900    Payroll taxes  51,111  43,152  22,608  42,868  3,912  15,908    Total salaries, wages and	
Salaries and wages  \$ 626,123  517,527  277,288  484,414  48,657  184,168    Employee benefits  114,285  101,687  49,623  52,541  16,978  28,900    Payroll taxes  51,111  43,152  22,608  42,868  3,912  15,908    Total salaries, wages and	
Employee benefits    114,285    101,687    49,623    52,541    16,978    28,900      Payroll taxes    51,111    43,152    22,608    42,868    3,912    15,908      Total salaries, wages and    51,111    51,	
Payroll taxes    51,111    43,152    22,608    42,868    3,912    15,908      Total salaries, wages and    51,111    51,112	
Total salaries, wages and	179,559
related expenses 701 510 662 366 340 510 570 823 60 547 228 076	2,681,750
related expenses 791,519 662,366 349,519 579,823 69,547 228,976	2,081,750
Operating expenses:	
Administrative and board    1,700    3,645    622    3,194    3,466    682	13,309
Amortization 598 282 170	1,050
Bad debts 20,559	20,559
Bank and brokerage fees    110    104    45    300    16,555    30	17,144
Contract services    28,755    21,287    10,624    26,637    8,191    25,828	121,322
Cost of materials 2,155,839	2,155,839
Depreciation 40,517 20,368 12,264 43,152 1,998 6,217	124,516
Development projects (1,542) 77 129 17,800	16,464
Dues and subscriptions 10,746 8,746 2,313 1,460 130 1,063	24,458
Insurance 11,518 10,272 4,607 23,802 2,698 3,042	55,939
Interest 19,679 7,754 7,288 - 43 43	34,807
Lighthouse Works! 1,231	1,231
Office supplies 17,929 14,190 6,426 23,576 1,229 7,057	70,407
NIB fees 104,644	104,644
Postage 411 360 350 23,453 184 3,220	27,978
Printing 326 640 241 610 3 6,281	8,101
Program materials and supplies 24,983 43,544 43 31 785 17	69,403
Recruiting and advertising 2,782 3,964 456 727 - 334	8,263
Rent 1,694 1,684 47 316 16 35	3,792
Repairs and maintenance 37,736 16,316 10,638 5,072 7,047 13,220	90,029
Staff development 4,360 8,437 1,354 5,053 533 4,772	24,509
Taxes and licenses    2,505    2,505    2,505    9,950    1,302    1,252	20,019
Telephone 7,378 8,744 3,762 5,137 613 2,852	28,486
Travel general 5,707 25,418 7,785 10,618 624 2,942	53,094
Travel students (1,924) 6,075 3,822	7,973
Utilities 15,352 6,045 5,980 11,045 2,023 2,861	43,306
Total expenses    1,022,839    872,823    430,861    3,056,229    117,116    328,524	5,828,392

See accompanying notes to financial statements.

### **Consolidated Statements of Cash Flows**

Years ended September 30, 2014 and 2013

	2014	2013
Cash flows from operating activities:		
Change in net assets	\$ 1,585	14,217
Adjustments to reconcile change in net assets		
to net cash used in operating activities:		
Amortization	10,411	1,050
Depreciation	132,570	124,516
Unrealized (gain) loss on investments	(81,322)	(84,837)
Changes in operating assets and liabilities:		(150,(52))
Accounts receivable	56,565	(152,653)
Grant and other receivables	159,616	(84,394)
Pledges receivable	25,143	24,870
Prepaid expenses	3,802	(4,344)
Inventory	(6,541)	145
Deposits	109,802	(110,587)
Accounts payable Accrued expenses	(48,228) 48,784	126,318 18,325
Accided expenses	40,704	
Net cash provided by (used in) operating activities	412,187	(127,374)
Cash flows from investing activities:		
Purchase of land, building and equipment, net	(1,159,770)	(70,363)
Purchase of intangible assets	(84,578)	-
Purchase and sale of investments, net	(19,108)	122,201
Net cash provided by investing activities	(1,263,456)	51,838
Cash flows from financing activities:		
Proceeds from long-term debt	900,000	_
Payments on long-term debt	(22,693)	(21,435)
Net cash provided by (used in) financing activities	877,307	(21,435)
Net change in cash	26,038	(96,971)
Cash - beginning of year	442,512	539,483
Cash - end of year	\$ 468,550	442,512
Supplemental disclosure of cash flow information:		
Cash payments for:		
Interest	\$ 33,547	34,807

See accompanying notes to financial statements.

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (1) Organization and Summary of Significant Accounting Policies

### (a) <u>Organization</u>

Lighthouse Central Florida, Inc. (Lighthouse) was organized in Florida in 1983 as a nonprofit organization. The corporation is organized exclusively for charitable purposes to further the interest of visually impaired and multi-impaired persons by supporting a community program for visually impaired and multi-impaired persons. Lighthouse Central Florida, Inc., can solicit, receive; hold and disperse gifts, bequests, and other funds from individuals, trust, corporations, foundations, or other organizations for the purpose of Lighthouse Central Florida, Inc.; conduct fund raising campaigns; and raise money and gifts.

Lighthouse Works!, Inc. (LW) was incorporated in 2011 and created a number of business lines including a Customer Contact Center, Sourcing and Fulfill operations, job training and consulting for the employment of individuals with vision impairment. The employment goal is a minimum of 75% of the direct labor force be filled by individuals with blindness or severe vision impairment.

### (b) <u>Basis of Presentation</u>

The accompanying consolidated financial statements have been prepared on the accrual basis and represent the consolidated financial position and consolidated results of operations of Lighthouse and LW. The accompanying consolidated financial statements include the accounts of Lighthouse Central Florida, Inc. and Lighthouse Works!, Inc., which has been consolidated due to the level of control exercised by Lighthouse, collectively referred to as Lighthouse or the Organization. All significant inter-company accounts and transactions have been eliminated in consolidation.

Lighthouse resources are classified and reported based on the existence or absence of donorimposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

• Unrestricted net assets---Net assets that are not subject to donor-imposed stipulations.

### Notes to Consolidated Financial Statements

### September 30, 2014 and 2013

### (1) Organization and Summary of Significant Accounting Policies - Continued

### (b) **Basis of Presentation - Continued**

- Temporarily restricted net assets---Cash and other assets if they are received with donor stipulations that limit their use. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose of restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets (as defined above) and reported in the statement of activities as "Net assets released from restrictions". If a restriction is fulfilled in the same time period in which the support is received, Lighthouse Central Florida, Inc. reports the support as unrestricted.
- Permanently restricted net assets---Net assets subject to donor-imposed stipulations that will be maintained permanently by the Organization. There were no permanently restricted net assets at September 30, 2014 and 2013.

### (c) **Principles of Consolidation**

The consolidated financial statements include the accounts of Lighthouse Central Florida, Inc. and Lighthouse Works!, Inc. All inter-company transactions have been eliminated in consolidation.

### (d) <u>Revenue and Expense Recognition</u>

Lighthouse Central Florida, Inc. recognizes public support, revenue, and expenses on the accrual basis. Support and revenues from grants and contracts are generally recognized as eligible costs are incurred and/or required services are performed. Functional expenses are allocated between programs on the basis of specific identification, where possible, or management's best estimates.

### (e) <u>Contributions</u>

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions.

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (1) Organization and Summary of Significant Accounting Policies - Continued

### (f) <u>Unconditional Promises to Give</u>

Unconditional promises to give are recognized as revenues in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Promises to give are recorded at net realizable value if expected to be collected within one year and at fair value if expected to be collected in more than one year. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

### (g) <u>Cash and Cash Equivalents</u>

For purposes of the statements of cash flows, Lighthouse Central Florida, Inc. considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

### (h) <u>Investments</u>

Investments are stated at fair value which is determined based on quoted market prices.

### (i) Land and, Building and Equipment

Land, buildings and equipment are capitalized at cost when purchased or at estimated fair value at the date of gift if donated. Assets are capitalized when the purchase price exceeds \$500 and the estimated useful life is more than one year. Depreciation is provided on a straight-line basis over the following estimated useful lives of the assets as follows:

Furniture and equipment	3-7 years
Vans	5 years
Land improvements	15 years
Building and building improvements	39 years

### (j) <u>Income Taxes</u>

Lighthouse Central Florida, Inc. received their notice of qualifications from the Internal Revenue Service dated November 1984 and Lighthouse Works!, Inc. received their notice of qualification from the Internal Revenue Service dated August 10, 2012 as organizations exempt from income taxes under Internal Revenue Code section 501(c)(3), and are not considered private foundations. Accordingly, no provision or benefit for income taxes has been reflected in the accompanying consolidated financial statements.

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (1) Organization and Summary of Significant Accounting Policies - Continued

### (j) <u>Income Taxes - Continued</u>

The Organization has adopted provisions of the Income Tax Topic of the ASC. These provisions clarify the accounting for uncertainty in tax positions taken or expected to be taken in a tax return. The tax benefit from an uncertain tax position is only recognized in the consolidated statement of financial position if the tax position is more likely than not to be sustained upon an examination, based on the technical merits of the position. As of September 30, 2014, the Organization had no uncertain tax positions that qualify for recognition or disclosure in the consolidated financial statements.

The Organization's income tax returns are subject to review and examination by federal authorities. The Organization is not aware of any activities that would jeopardize its tax-exempt status. The Organization is not aware of any activities that are subject to tax on unrelated business income, excise or other taxes. The tax returns for the fiscal years ended from 2011 to 2013 are open to examination by federal authorities.

### (k) <u>Estimates</u>

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

### (l) <u>Concentration of Credit Risk</u>

Financial instruments that potentially subject the Organization to concentrations of credit risk are primarily cash and accounts receivable. The Organization's cash deposits are placed in highly rated financial institutions which at times may exceed the Federal Deposit Insurance Corporation (FDIC) coverage. The Organization has not experienced any losses in its cash accounts and does not believe it is exposed to any significant credit risks related to uninsured amounts.

The Organization grants credit primarily to governmental agencies and pass-through entities. The Organization has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risks on these accounts.

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (1) Organization and Summary of Significant Accounting Policies - Continued

### (m) <u>Functional Allocation of Expenses</u>

The cost of providing the various programs and other activities has been summarized on a functional basis in the consolidated statements of activities and in the statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited on an analysis of personnel time, space utilized, and utilities consumed for the related activities.

### (n) **Donated Materials and Services**

Lighthouse Central Florida, Inc. records the value of donated goods or services when there is an objective basis available to measure their value. Donated materials, equipment and services are reflected as contributions in the accompanying consolidated financial statements at their estimated fair values at the date of receipt. No amount has been reflected in the consolidated financial statements for volunteer hours, as no objective basis is available to measure the value of such services. Nevertheless, a substantial number of volunteers donated significant amounts of their time in Lighthouse Central Florida, Inc.'s program services.

### (o) <u>Subsequent Events</u>

In preparing these consolidated financial statements, the Organization has evaluated subsequent events and transactions for potential recognition and disclosure through November 7, 2014, which is the date the consolidated financial statements were available to be issued. All subsequent events requiring recognition as of November 7, 2014 have been incorporated into these consolidated financial statements.

### (2) <u>Investments</u>

The Organization follows the accounting standards for fair value measurement, which defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements of assets and liabilities, as well as for any other assets and liabilities that are carried at fair value on a recurring basis. The adoption of these provisions did not impact the Organization's financial position or results of operations.

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (2) <u>Investments - Continued</u>

Fair value is defined under "Fair Value Measurements and Disclosures," FASB Accounting Standards Codification Topic 820 (Topic 820) as the price that would be received to sell an asset or paid to transfer a liability in the principal or most advantageous market in an orderly transaction between market participants on the measurement date. Topic 820 also establishes a three-level hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability on the measurement date. The three levels of inputs to the valuation methodology are:

Level 1: quoted prices in active markets for identical assets or liabilities

Level 2: quoted prices for similar assets and liabilities in active markets or inputs that are observable

Level 3: inputs that are unobservable (for example, cash flow modeling based on assumptions)

The Organization did not change its valuation techniques during the year and continues to use Level 1 inputs to measure the fair value of its investments.

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (2) Investments - Continued

The following table summarizes the valuation of the Organization's financial assets measured at fair value on a recurring basis as of September 30, based on the level of input utilized to measure fair value. All investments have been valued using input level 1.

	201	4	201	13
		Fair		Fair
	Cost	Value	Cost	Value
Unrestricted investments:				
1/100 Berkshire HTWY CLA	\$ 120,300	206,900	120,300	170,410
Loomis Sayles Bond Fund	40,000	43,665	40,000	42,537
Hartford Global All	200,000	220,158	200,000	208,342
Ivy Asset Strategy Fund	80,000	99,399	80,000	95,559
James Balanced Golden	170,000	199,158	170,000	184,305
Health Care Reit Inc.	-	-	67,666	95,441
Ishares S&P US PFD Fund	-	-	69,880	68,020
SPDR S&P Dividend ETF	127,099	175,884	125,092	159,941
Vanguard Div Appreciation	124,920	184,680	124,920	167,064
Wisdomtree ETF	74,934	70,434	74,934	68,349
Goldman Sachs Strategic	75,000	73,815	75,000	73,048
Pimco Floating Income Fund	65,181	64,073	65,181	64,590
Ridgeworth Seix Float	50,000	49,282	50,000	49,669
T Rowe Capital Appreciation	47,000	53,085	47,000	49,511
First Eagle Global Fund	75,000	76,139	-	-
Wasatch Long Short Fund	80,000	80,544		-
	\$ 1,329,434	1,597,216	1,235,039	1,496,786

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (2) <u>Investments - Continued</u>

The following schedule summarizes the investment return and its classification in the consolidated statements of activities for the year ended September 30:

	2014	2013
Interest and dividends	\$ 35,849	45,081
Realized gains/(losses)	12,595	9,915
Unrealized gains/(losses)	81,322	84,837
	\$ 129,766	139,833

The Organization invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, the values of investment securities may change, and these changes may materially affect the amounts reported in the consolidated statements of financial position.

### (3) <u>Pledges Receivable</u>

Pledges receivable, net of discount to present value (at a rate of 3%) and allowance for uncollectible contributions are as follows at September 30,:

	2014	2013
Receivable in less than one year	\$ 80,418	56,280
Receivable in one to five years	65,629	184,790
	146,047	241,070
Less discount to present value	(4,293)	(5,541)
	141,754	235,529
Less: allowance for uncollectible contributions	(76,678)	(145,310)
Pledges receivable, net	\$ 65,076	90,219

The discount will be recognized as contribution income as the discount is amortized using an effective yield over the duration of the pledge.

### Notes to Consolidated Financial Statements

### September 30, 2014 and 2013

### (4) Land, Building and Equipment

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

	2014	2013
Land	\$ 744,877	333,498
Building and improvements	2,933,550	2,274,408
Equipment and furniture	498,925	514,188
Construction in progress	39,625	
	4,216,977	3,122,094
Less accumulated depreciation	1,170,146	1,102,463
Net land, building and equipment	\$ 3,046,831	2,019,631

### (5) Long-Term Debt

Long-term debt consists of the following at September 30,:

	2014	2013
Note payable to bank, principal and interest monthly installments of \$4,691 payable through March 2017 with balloon payment for remaining principal and interest due March 2017. Interest rate is 5.64%. Note is secured by property.	\$ 575,186	597,879
Community Development Block Grant from Orange County, Florida. Note is secured by land and building described as the Kunze property, a 10,000 square foot office building with a 2500 square foot warehouse. No interest or principal due until November, 2024 at which time all amounts are due in full. Loan will be forgiven if the Organization uses the grant proceeds for the intended purpose of the grant during the		
entire 10 year time period.	900,000	-
-	1,475,186	597,279
Less current portion	27,150	25,222
Long-term debt, less current portion	\$ 1,448,036	572,657

### Notes to Consolidated Financial Statements

September 30, 2014 and 2013

### (5) Long-Term Debt - Continued

Future maturities of long-term debt are as follows:

Year ending September 30,		
2015	\$	27,150
2016		26,047
2017		521,989
2018		-
2019		-
Thereafter		900,000
	\$_1	,475,186

### (6) <u>Retirement Plan</u>

Lighthouse Central Florida, Inc. sponsors a 401(k) Plan for eligible employees. Lighthouse Central Florida, Inc. matches up to 6% of the employee's contribution, not to exceed 6% of eligible salary. Contributions to the Plan for the years ended September 30, 2014 and 2013 amounted to \$51,205 and \$55,819, respectively.

### (7) <u>Lighthouse Works!, Inc.</u>

Lighthouse Works, Inc. (LW) was incorporated in 2011 and operates a number of business lines employing a labor force in which a minimum or 75% of the direct labor force are individuals with blindness or severe vision impairment. Those lines of business include a customer contact center (call center), sourcing and fulfillment, training and consulting. For the years ended September 30, 2014 and 2013, Lighthouse Works had \$1,814,516 and \$2,934,710, respectively of revenue, which has been included in the consolidated revenue amounts on the September 30, 2014 and 2013 Statements of Activities. Expenses for LW are shown separately on the Statements of Functional Expenses for September 30, 2014 and 2013.

SUPPLEMENTARY INFORMATION

i

### **Consolidating Statement of Financial Position**

September 30, 2014

Schedule 1

### Assets

~	LFC	LHW	Eliminations	Consolidated Totals
Current Assets:				<b>•</b> • • • • • • •
Cash and cash equivalents	\$ 332,475	136,075	-	\$ 468,550
Investments	1,991,224	-	(394,008)	1,597,216
Accounts receivable	-	96,088	-	96,088
Intercompany receivables	280,782	-	(280,782)	-
Grant and other receivables	196,353	-	-	196,353
Pledges receivable	35,792	-	-	35,792
Prepaid expenses	-	542	-	542
Inventory	6,379	7,043	<b>1</b>	13,422
Total current assets	2,843,005	239,748	(674,790)	2,407,963
Land, building and equipment, net Intangible assets - net of	2,930,312	116,519	-	3,046,831
accumulated amortization	2,364	75,180	_	77,544
Pledges receivable, less current portion	29,284	-	_	29,284
Deposits	19,485	-	_	19,485
Total assets	\$ 5,824,450	431,447	(674,790)	5,581,107
	Liabilities and Net A	<u>ssets</u>		
Current Liabilities:				
Accounts payable	\$ 10,609	68,567	-	79,176
Intercompany payables	-	280,782	(280,782)	-
Accrued expenses	189,395	41,060	-	230,455
Current maturities of long-term debt	27,150		-	27,150
Total current liabilities	227,154	390,409	(280,782)	336,781
Long-term debt, less current maturities	1,448,036		-	1,448,036
Total liabilities	1,675,190	390,409	(280,782)	1,784,817

Net assets

Total liabilities and net assets

4,149,260

\$ 5,824,450

41,038

431,447

(394,008)

(674,790)

3,796,290

5,581,107

### **Consolidating Statement of Activities**

Year ended September 30, 2014

### Schedule 2

	LFC	LHW	Eliminations	Consolidated Totals
Revenue and Other Support:				
Florida Department of Education	\$ 1,924,114	-	-	1,924,114
Local government grants	94,400	-	-	94,400
Foundations	314,200	-	-	314,200
United Way Heart of Florida	116,970	-	-	116,970
United Way - Designations	27,711	-	-	27,711
Contributions	393,271	73,185	-	466,456
Fund raising	83,827	-	-	83,827
Client fees and contracts	22,951	-	-	22,951
Product and service sales	-	1,741,331	-	1,741,331
Management fee - Lighthouse Works!	123,317	-	(123,317)	-
Investment income	129,766		-	129,766
Total revenue and public support	3,230,527	1,814,516	(123,317)	4,921,726
Expenses:				
Program services:				
Adult and family services	1,293,460	-	-	1,293,460
Children and family services	982,338		-	982,338
Lighthouse Works!, Inc.	123,317	2,045,967	(123,317)	2,045,967
Total program services	2,399,115	2,045,967	(123,317)	4,321,765
Supporting services:				
Management and general	171,960	-	-	171,960
Fund raising	426,416	-	-	426,416
Total supporting services	598,376	-	-	598,376
Total expenses	2,997,491	2,045,967	(123,317)	4,920,141
Change in net assets	233,036	(231,451)	-	1,585
Net assets at September 30, 2013	3,916,224	(121,519)		3,794,705
Net assets at September 30, 2014	\$ 4,149,260	(352,970)	-	3,796,290

SCHAFER, TSCHOPP, WHITCOMB, MITCHELL & SHERIDAN, LLP

Certified Public Accountants

986 Douglas Avenue, Suite 100 Altamonte Springs, Florida 32714 Phone: (407) 875-2760 Fax: (407) 875-2762

> Thomas R. Tschopp, CPA Tom V. Whitcomb, CPA

541 S. Orlando Avenue, Suite 300 Maitland, Florida 32751 Phone: (407) 839-3330 Fax: (407) 839-3660

> Michael R. Schafer, CPA Joseph P. Mitchell, CPA Stephen J. Sheridan, CPA Daniel M. Hinson, CPA

### Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

### **Independent Auditor's Report**

To the Board of Directors Lighthouse Central Florida, Inc.

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing* Standards issued by the Comptroller General of the United States, the financial statements of Lighthouse Central Florida, Inc., which comprise the statement of financial position as of September 30, 2014, and the related statements of activities, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated November 7, 2014.

### **Internal Control over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Lighthouse Central Florida, Inc.'s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Lighthouse Central Florida, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Lighthouse Central Florida, Inc.'s internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the organization's financial statements will not be

prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Lighthouse Central Florida, Inc.'s financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly this communication is not suitable for any other purpose.

Schafer Tschage Whitemat, Mitchell & Shuilan, LCP

Altamonte Springs, Florida November 7, 2014 SCHAFER, TSCHOPP, WHITCOMB, MITCHELL & SHERIDAN, LLP

Certified Public Accountants

986 Douglas Avenue, Suite 100 Altamonte Springs, Florida 32714 Phone: (407) 875-2760 Fax: (407) 875-2762

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### Report on Compliance for Each Major Federal Program and State Project and on Internal Control Over Compliance Required by OMB Circular A-133 and the Florida Single Audit Act

### **Independent Auditor's Report**

To the Board of Directors Lighthouse Central Florida, Inc.

### **Report on Compliance for Each Major Federal Program**

We have audited Lighthouse Central Florida, Inc.'s compliance with the types of compliance requirements described in the U.S. Office of Management and Budget (OMB) *Circular A-133 Compliance Supplement* and in the State of Florida *State Projects Compliance Supplement* that could have a direct and material effect on each of Lighthouse Central Florida, Inc.'s major federal programs and state projects for the year ended September 30, 2014. Lighthouse Central Florida, Inc.'s major federal program is identified in the summary of the auditors' results section of the accompanying schedule of findings and questioned costs.

### **Management's Responsibility**

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs and state projects.

### Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Lighthouse Central Florida, Inc.'s major federal programs and state projects based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General

of the United States of America; OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations* and Section 215.97 of the Florida Statutes of the Florida Single Audit Act. Those standards, OMB Circular A-133 and the Florida Single Audit Act require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program or state project occurred. An audit includes examining, on test basis, evidence about Lighthouse Central Florida, Inc.'s compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program and state project. However, our audit does not provide a legal determination of Lighthouse Central Florida, Inc.'s compliance.

### **Opinion on Each Major Federal Program**

In our opinion, Lighthouse Central Florida, Inc. complied, in all material respects, with the types of requirements referred to above that could have a direct and material effect on each of its major federal programs and state projects for the year ended September 30, 2014.

### **Report on Internal Control Over Compliance**

Management of Lighthouse Central Florida, Inc. is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Lighthouse Central Florida, Inc.'s internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program and state project to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and state project and to test and report on internal control over compliance in accordance with OMB Circular A-133, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Lighthouse Central Florida, Inc.'s internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of the internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be a material weakness. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of OMB Circular A-133. Accordingly, this report is not suitable for any other purpose.

Schafer Thickory, Whitemet, Mitchell & Shuilan, LCP

Altamonte Springs, Florida November 7, 2014

SCHAFER, TSCHOPP, WHITCOMB, MITCHELL & SHERIDAN, LLP

- Certified Public Accountants

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**Management Letter** 

To the Board of Directors Lighthouse Central Florida, Inc.:

We have audited the financial statements of the Lighthouse Central Florida, Inc., as of and for the fiscal year ended September 30, 2014, and have issued our report thereon dated November 7, 2014.

We conducted our audit in accordance with United States generally accepted auditing standards; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. We have issued our Independent Auditor's Report on Compliance and Internal Control over Financial Reporting, Independent Auditor's Report on Compliance and Internal Control over Compliance Applicable to each Major Federal Program and State Project, and Schedule of Findings and Questioned Costs. Disclosures in those reports and schedule, which are dated August 6, 2007, should be considered in conjunction with this management letter. Additionally, out audit was conducted in accordance with Chapter 10.650, Rules of the Auditor General.

The Rules of Auditor General (Section 10.654(1)(d) require disclosure in the management letter of the following matters if not already addressed in the auditor's reports on compliance and internal controls or schedule of findings and questioned costs: (1) violations of laws, rules, regulations, and contractual provisions that have occurred, or are likely to have occurred; (2) improper or illegal expenditures; (3) improper or inadequate accounting procedures (e.g., the omission of required disclosures from the financial statements); (4) failures to properly record financial transactions; and (5) other inaccuracies, shortages, defalcations, and instances of fraud discovered by, or that come to the attention of, the auditor. Our audit disclosed no such matters required to be disclosed.

This management letter is intended solely for the information of Lighthouse Central Florida, Inc. and management, and the State of Florida Office of the Auditor General and is not intended to be and should not be used by anyone other than these specified parties.

Schafer Thehogy Whitement, Mitchell & Shuilan, LCP

November 7, 2014 Altamonte Springs, Florida

### Lighthouse Central Florida, Inc. Schedule of Findings and Questioned Costs Year Ended September 30, 2014

### A. Summary of Audit Results

- 1. The Auditor's report expresses an unqualified opinion on the consolidated financial statements of Lighthouse Central Florida, Inc.
- 2. No reportable conditions were disclosed during the audit of compliance and on internal control over financial reporting based on an audit of financial statements performed in accordance with government auditing standards.
- 3. No instances of noncompliance material to the consolidated financial statements of Lighthouse Central Florida, Inc. were disclosed during the audit.
- 4. No reportable conditions were disclosed during the audit of compliance with requirements applicable to each federal program or state project and internal control over compliance in accordance with OMB Circular A-133 and Chapter 10.650, Rules of the Auditor General.
- 5. The auditor's report on compliance for the major federal award programs and state projects for Lighthouse Central Florida, Inc. expresses an unqualified opinion.
- 6. There are no audit findings relative to the major federal programs and state projects for Lighthouse Central Florida, Inc.
- 7. The programs tested as major programs were the Vocational Rehabilitation, Title I Program and Transition Services Program.
- 8. The threshold for distinguishing Types A and B programs/projects was \$300,000.
- 9. The auditee did qualify as a low-risk auditee.

### B. Findings - Financial Statements

None

(Continued)

### Lighthouse Central Florida, Inc. Schedule of Findings and Questioned Costs (Continued) Year Ended September 30, 2014

### C. Findings and Questioned Costs - Major Federal Programs

None

### **D.** Findings and Questioned Costs - Major State Projects

None

### E. Other Issues

No Summary Schedule of Prior Audit Findings (See AG Rules 10.557(3)(d)5. and 10.656(3)(d)5.) is required because there were no prior audit findings related to Federal programs or State projects; no Corrective Action Plan (see AG Rules 10.557(3)(d)6. and 10.656(3)(d)6.) is required because there were no findings required to be reported under the Federal or Florida Single Audit Acts.

## Schedule of Expenditures of Federal Awards and State Projects

Year ended September 30, 2014

Expenditures	\$ 41,684 72,100 565,996 91,067 \$ 770,847
Contract Number	N/A 13-520 13-535 13-535
State CSFA Number	N/A 48.062 48.062 48.062 N/A
Federal CFDA Number	N/A 84.169 84.126 84.126 84.126
Period of Award	10/1/13 - 9/30/14 7/1/12 - 6/30/14 10/1/12 - 9/30/14 10/1/12 - 9/30/14
Grantor/ Pass-Through Grantor/ Program Title	<u>Federal Awards</u> Major Programs: U.S. Department of Education: U.S. Department of Education: Transport Reimbursement Independent Living, Title VII Vocational Rehabilitation, Title I Supported Employment Services - Developmental Transition Services Total Federal Awards

(Continued)

# Schedule of Expenditures of Federal Awards and State Financial Assistance (Continued)

Year ended September 30, 2014

Federal State CFDA CSFA Contract Number Number Expenditures		N/A 48.062 13-512 \$ 189,716 N/A 48.062 15-512 <u>63,238</u> 252,954	N/A 48.062 13-520 252,350 N/A 48.062 15-520 108,150 360,500	N/A 48.062 13-535 46,680	N/A 13-551 455,333	N/A 48.044 13-569 28,350 N/A 48.044 15-569 9,450 37,800	1,153,267
Feriod CJ of Award Nu		7/1/12 - 6/30/14 P 7/1/14 - 6/30/15 P	7/1/12 - 6/30/14 7/1/14 - 6/30/15 7	10/1/12 - 9/30/14 D	10/1/12 - 9/30/14	7/1/12 - 6/30/14	
Grantor/ Pass-Through Grantor/ Program Title	State Financial Assistance	State of Florida, Department of Education: Blind babies program Blind babies program	Independent Living, Title VII Independent Living, Title VII	Vocational Rehabilitation, Title I	Vocational Rehabilitation Transition Services	Adult Program Adult Program	Total expenditures State financial assistance Total Federal award and

### Note 1: Basis of Presentation

States, Local Governments, and Non-Profit Organizations and Section 215.97 of the Florida Statutes of the Florida Single Audit Act. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of, the basic consolidated financial The accompanying schedule of Federal and State expenditures includes the grant activity of Lighthouse Central Florida, Inc. and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of OMB Circular A-133, Audits of statements.