Consolidated Financial Statements and Supplementary Information

LIGHTHOUSE CENTRAL FLORIDA, INC.

September 30, 2015 and 2014

Consolidated Financial Statements and Supplementary Information

September 30, 2015 and 2014

(With Independent Auditor's Report Thereon)

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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, 2015 and 2014, 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, 2015 and 2014, 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 is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from 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 6, 2015 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 Thehopy, Whitemat, Mitchell & Shuilan, LCP

November 6, 2015 Altamonte Springs, Florida

Consolidated Statements of Financial Position

September 30, 2015 and 2014

Assets

	2015	2014
Current Assets:		
Cash and cash equivalents (includes \$773,677 and	*	
\$136,075 for Lighthouse Works! - note 7)	\$ 1,441,545	468,550
Investments (note 2)	1,469,518	1,597,216
Accounts receivable	447,487	96,088
Grant and other receivables	197,648	196,353
Pledges receivable, current portion (note 3)	21,948	35,792
Prepaid expenses Inventory	- 502 256	542
inventory	503,256	13,422
Total current assets	4,081,402	2,407,963
Land, building and equipment, net (notes 4 and 5) Intangible assets - net of \$161 and \$14,125	3,964,700	3,046,831
of accumulated amortization	28,738	77,544
Pledges receivable, less current portion	17,246	29,284
Deposits	19,437	19,485
Total assets	\$ 8,111,523	5,581,107
Liabilities and Net Assets		
Current Liabilities:		
Accounts payable	\$ 871,790	79,176
Accrued expenses	290,213	230,455
Deferred revenue	27,929	-
Current maturities of long-term debt (note 5)	127,731	27,150
Total current liabilities	1,317,663	336,781
Long-term debt, less current maturities (note 5)	2,394,518	1,448,036
Total liabilities	3,712,181	1,784,817
Unrestricted net assets	4,399,342	3,796,290
Total net assets	4,399,342	3,796,290
Total liabilities and net assets	\$ 8,111,523	5,581,107

Consolidated Statement of Activities

Year ended September 30, 2015

	Unrestricted	Temporarily Restricted	Total
Revenue and Other Support:			
Florida Department of Education	\$ 1,989,246	-	1,989,246
Local government grants	80,717	-	80,717
Foundations	196,500	-	196,500
United Way Heart of Florida	163,124	_	163,124
United Way - Designations	31,484	-	31,484
Contributions	168,801	12,620	181,421
Capital campaign	262,169	-	262,169
Fund raising	176,899	-	176,899
Client fees and contracts	6,657	-	6,657
Product and service sales	6,672,338	-	6,672,338
Investment income (note 2)	(52,262)	-	(52,262)
Loss on disposal of assets	(15,021)	bss	(15,021)
Net assets release from restrictions:	4.5.50	(4.5. 5.5.0)	
Satisfaction of program restrictions	12,620	(12,620)	
Total revenue and public support	9,693,272		9,693,272
Expenses:			
Program services:			
Adult and family services	1,292,305	-	1,292,305
Children and family services	890,606	-	890,606
Employment services	165,783	-	165,783
Lighthouse Works!, Inc.	6,135,011	-	6,135,011
Total program services	8,483,705		8,483,705
Supporting services:			
Management and general	134,441	_	134,441
Fund raising	472,074	-	472,074
Total supporting services	606,515	-	606,515
Total expenses	9,090,220		9,090,220
Change in net assets	603,052	-	603,052
Net assets at September 30, 2014	3,796,290	-	3,796,290
Net assets at September 30, 2015	\$ 4,399,342		4,399,342

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)	<u>.</u>
Total revenue and public support	4,955,665	(33,939)	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.	2,045,967	-	2,045,967
Total program services	4,321,765	-	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	4,920,141		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

Consolidated Statement of Functional Expenses

Year ended September 30, 2015

	Program Services			Supporting			
	Adult Children		-	Management			
	and	and	Employment	Lighthouse	and	Fund	
	Family	Family	Services	Works!, Inc.	General	Raising	Total
Salaries, wages and related expenses:							
Salaries and wages	\$ 706,986	478,452	98,873	747 061	74,772	212 400	2 210 422
Employee benefits	122,952			747,861		212,488	2,319,432
Payroll taxes	58,451	85,355 40,069	17,703 8,276	38,764 50,711	19,573 5,962	33,724 17,141	318,071 180,610
•	30,131	+0,007	0,270			17,171	180,010
Total salaries, wages and	000 200	600.006	104.050	005.006	100.005	0.60.070	
related expenses	888,389	603,876	124,852	837,336	100,307	263,353	2,818,113
Operating expenses:							
Administrative and board	3,005	2,351	308	15,126	905	1,362	23,057
Amortization	-	929	175	75,180	108	1,313	77,705
Bad debts	_	-	_	1,141	-	-	1,141
Bank and brokerage fees	660	452	126	225	20,387	78	21,928
Capital campaign	-	-		-	(1,118)	51,167	50,049
Contract services	118,649	51,191	4,912	27,490	1,849	10,677	214,768
Cost of materials	,	,		4,579,590	-	-	4,579,590
Depreciation	73,905	52,461	14,342	24,325	115	316	165,464
Development projects	197	74	5	-1,020	34	98,037	98,347
Dues and subscriptions	8,329	4,431	2,814	2,875	1,265	2,476	22,190
Facility and administrative fees	-	-,	_,017	225,785	-	-	225,785
Insurance	24,531	19,587	3,150	17,389	852	853	66,362
Interest	21,608	12,588	1,985	2,197	101	168	38,647
Office supplies	19,230	7,807	448	8,295	2,416	4,013	42,209
NIB fees	19,230	-,007	-	216,470	2,110	-1,015	216,470
Postage	1,478	_		1,198	_	3,768	6,444
Printing	1,860	1,502	266	1,000	168	474	5,270
Program materials and supplies	24,510	43,101	(426)	1,000	1,146	(99)	68,232
Recruiting and advertising	2,419	4,080	173	11,250	86	129	18,137
Rent	1,781	1,203	186	32,393	9	9	35,581
Repairs and maintenance	31,263	17,409	1,693	9,000	812	1,651	61,828
Service contracts	19,423	8,192	1,650	13,750	85	16,557	59,657
Staff development	6,323	6,627	436	2,705	869	6,940	23,900
Taxes and licenses	3,720	1,860	430	7,575	609	0,940	13,155
Telephone	9,824	8,312	1,530	5,000	1,068	3,264	28,998
Travel general	7,982	22,409			•		
Travel general Travel students	7,982 890	5,409 5,401	2,092 432	5,716	659 1	3,250 1	42,108
Utilities	22,329	3,401 14,763	432 4,634	12,000			6,725
	· · · · · · · · · · · · · · · · · · ·				2,317	2,317	58,360
Total expenses	1,292,305	890,606	165,783	6,135,011	134,441	472,074	9,090,220

Consolidated Statement of Functional Expenses

Year ended September 30, 2014

	Program Services			Supporting		
	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	-	-	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	-	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

Consolidated Statements of Cash Flows

Years ended September 30, 2015 and 2014

	2015	2014
Cash flows from operating activities:		
Change in net assets	\$ 603,052	1,585
Adjustments to reconcile change in net assets		
to net cash used in operating activities:		
Amortization	77,705	10,411
Depreciation	165,464	132,570
Loss on disposal of assets	15,021	-
Unrealized (gain) loss on investments	142,595	(81,322)
Changes in operating assets and liabilities:		
Accounts receivable	(351,399)	56,565
Grant and other receivables	(1,295)	159,616
Pledges receivable	25,882	25,143
Prepaid expenses	542	3,802
Inventory	(489,834)	(6,541)
Deposits	48	109,802
Accounts payable	792,614	(48,228)
Accrued expenses	59,758	48,784
Deferred revenue	27,929_	
Net cash provided by operating activities	1,068,082	412,187
Cash flows from investing activities:		
Purchase of land, building and equipment	(1,098,354)	(1,159,770)
Cash paid for loan financing costs	(28,899)	(84,578)
Purchase and sale of investments, net	(14,897)	(19,108)
Net cash used in investing activities	(1,142,150)	(1,263,456)
Cash flows from financing activities:		
Proceeds from long-term debt	1,090,938	900,000
Payments on long-term debt	(43,875)	(22,693)
Net cash provided by financing activities	1,047,063	877,307
Net change in cash	972,995	26,038
Cash - beginning of year	468,550	442,512
Cash - end of year	\$ 1,441,545	468,550
Supplemental disclosure of cash flow information: Cash payments for: Interest	\$ 38,647	33,547
		33,317

Notes to Consolidated Financial Statements

September 30, 2015 and 2014

(1) Organization and Summary of Significant Accounting Policies

(a) Organization

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 blind persons by supporting a community program for visually impaired and blind 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 Fulfillment 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) Basis of Presentation

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 donor-imposed 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, 2015 and 2014

(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. There were no temporarily restricted net assets at September 30, 2015 and 2014.
- ♦ 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, 2015 and 2014.

(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) Revenue and Expense Recognition

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) Contributions

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, 2015 and 2014

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

(f) Unconditional Promises to Give

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) Cash and Cash Equivalents

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 \$1,000 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
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, 2015 and 2014

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

(j) Income Taxes - Continued

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, 2015, 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 2012 to 2014 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.

(1) Concentration of Credit Risk

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, 2015 and 2014

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

(m) Functional Allocation of Expenses

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) Subsequent Events

In preparing these consolidated financial statements, the Organization has evaluated subsequent events and transactions for potential recognition and disclosure through November 6, 2015, which is the date the consolidated financial statements were available to be issued. All subsequent events requiring recognition as of November 6, 2015 have been incorporated into these consolidated financial statements.

(2) Investments

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, 2015 and 2014

(2) Investments - Continued

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, 2015 and 2014

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

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	15	20	14
			Fair		Fair
		Cost	Value	Cost	Value
Unrestricted investments:					
1/100 Berkshire HTWY CLA	\$	120,300	195,240	120,300	206,900
Loomis Sayles Bond Fund		40,000	38,478	40,000	43,665
Hartford Global All		-	-	200,000	220,158
Ivy Asset Strategy Fund		80,000	74,170	80,000	99,399
James Balanced Golden		170,000	193,887	170,000	199,158
SPDR S&P Dividend ETF		127,099	169,360	127,099	175,884
Vanguard Div Appreciation		124,920	176,976	124,920	184,680
Wisdomtree ETF		74,934	60,535	74,934	70,434
Goldman Sachs Strategic		75,000	68,866	75,000	73,815
Pimco Floating Income Fund		65,181	57,430	65,181	64,073
Ridgeworth Seix Float		50,000	47,348	50,000	49,282
T Rowe Capital Appreciation		47,000	50,902	47,000	53,085
First Eagle Global Fund		75,000	68,671	75,000	76,139
Wasatch Long Short Fund		80,000	61,112	80,000	80,544
Columbia Balance Fund		220,000	206,543		
	\$ 1	,349,434	1,469,518	1,329,434	1,597,216

Notes to Consolidated Financial Statements

September 30, 2015 and 2014

(2) Investments - Continued

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

	2015	2014
Interest and dividends	\$ 70,001	35,849
Realized gains/(losses)	20,332	12,595
Unrealized gains/(losses)	(142,595)	81,322
	\$ (52,262)	129,766

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) Pledges Receivable

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

	2015	2014
Receivable in less than one year	\$ 32,560	80,418
Receivable in one to five years	54,536	65,629
	87,096	146,047
Less discount to present value	(1,967)	(4,293)
	85,129	141,754
Less: allowance for uncollectible contributions	(45,935)	(76,678)
Pledges receivable, net	\$ 39,194	65,076

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, 2015 and 2014

(4) Land, Building and Equipment

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

	2015	2014
Land	\$ 744,877	744,877
Building and improvements	3,932,086	2,933,550
Equipment and furniture	507,991	498,925
Construction in progress		39,625
	5,184,954	4,216,977
Less accumulated depreciation	1,220,254_	1,170,146_
Net land, building and equipment	\$ 3,964,700	3,046,831

(5) <u>Long-Term Debt</u>

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

	2015	2014
Note payable to bank, principal and interest monthly installments of \$5,851 payable through March 2017 with balloon payment for remaining principal and interest due January 2025. Interest rate is 4.4%. Note is secured by property.	\$ 537,252	575,186
Community Development Block Grant from Orange County, Florida. Note is secured by land and building described as the Kunze property, a 15,000 square foot building. 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	900,000

Notes to Consolidated Financial Statements

September 30, 2015 and 2014

(5) <u>Long-Term Debt - Continued</u>

	2015	2014
Note payable to National Industries for the Blind, principal and interest monthly installments of \$0 through November 2015, \$5,556, from December 2015 through May 2016, and \$5,742 from June 2016 through May 2020. Interest rate is 0% through May 2016 and 1.625% from June 2016 through May 2020. Note is secured by property.	300,000	_
Community Development Block Grant from City of Orlando, Florida. Note is secured by land and building described as the Kunze property, a 15,000 square foot building. No interest or principal due until September 2019 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.	300,000	_
Note payable to bank, principal and interest monthly installments of \$3,646 payable through July 2030. Interest rate is 4%. Note is secured by property	484,997	<u>-</u>
	2,522,249	1,475,186
Less current portion	127,731	27,150
Long-term debt, less current portion	\$ 2,394,518	1,448,036
Future maturities of long-term debt are as follows:		
Year ending September 30,		
2016 2017 2018 2019 2020 Thereafter	\$ 127,731 140,920 145,274 449,789 131,456 1,527,079 \$ 2,522,249	
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Notes to Consolidated Financial Statements

September 30, 2015 and 2014

(6) Retirement Plan

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, 2015 and 2014 amounted to \$67,521 and \$51,205, respectively.

(7) Lighthouse Works!, Inc.

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, 2015 and 2014, Lighthouse Works had \$6,677,600 and \$1,814,516, respectively of revenue, which has been included in the consolidated revenue amounts on the September 30, 2015 and 2014 Statements of Activities. Expenses for LW are shown separately on the Statements of Functional Expenses for September 30, 2015 and 2014.

SUPPLEMENTARY INFORMATION

Consolidating Statement of Financial Position

September 30, 2015

				Schedule 1			
	Assets						
	LCF	LHW	Eliminations	Consolidated Totals			
Current Assets: Cash and cash equivalents	Ф <i>667</i> 969	772 677		\$ 1.441.545			
Investments	\$ 667,868 1,863,526	773,677	(394,008)	\$ 1,441,545 1,469,518			
Accounts receivable	1,605,520	447,487	(394,008)	447,487			
Intercompany receivables	363,219		(363,219)				
Grant and other receivables	197,648	_	(303,217)	197,648			
Pledges receivable	21,948		_	21,948			
Inventory	7,240	496,016	-	503,256			
Total current assets	3,121,449	1,717,180	(757,227)	4,081,402			
Land, building and equipment, net Intangible assets - net of	3,851,078	113,622	-	3,964,700			
accumulated amortization	28,738	=	-	28,738			
Pledges receivable, less current portion	17,246	_	_	17,246			
Deposits	19,437	-	_	19,437			
Total assets	\$ 7,037,948	1,830,802	(757,227)	8,111,523			
Liabilities and Net Assets							
Current Liabilities:							
Accounts payable	\$ 39,799	831,991	_	871,790			
Intercompany payables	-	363,219	(363,219)	-			
Accrued expenses	238,875	51,338	-	290,213			
Deferred revenue	27,302	627	-	27,929			
Current maturities of long-term debt	127,731			127,731			
Total current liabilities	433,707	1,247,175	(363,219)	1,317,663			
Long-term debt, less current maturities	2,394,518			2,394,518			
Total liabilities	2,828,225	1,247,175	(363,219)	3,712,181			
Unrestricted net assets	4,209,723	583,627	(394,008)	4,399,342			
Total liabilities and net assets	\$ 7,037,948	1,830,802	(757,227)	8,111,523			

Consolidating Statement of Activities

Year ended September 30, 2015

Schedule 2

	LCF	LHW	Eliminations	Consolidated Totals
Revenue and Other Support:				
Florida Department of Education	\$ 1,989,246	_	-	1,989,246
Local government grants	80,717	-	-	80,717
Foundations	196,500	-	-	196,500
United Way Heart of Florida	163,124	-	-	163,124
United Way - Designations	31,484	-	-	31,484
Contributions	176,159	5,262	-	181,421
Capital campaign	262,169	-	-	262,169
Fund raising	176,899	-	-	176,899
Client fees and contracts	6,657	-	-	6,657
Product and service sales	-	6,672,338	-	6,672,338
Management fee - Lighthouse Works!	223,526	-	(223,526)	-
Investment income	(52,262)	-	-	(52,262)
Loss on disposal of assets	(17,989)		2,968	(15,021)
Total revenue and public support	3,236,230	6,677,600	(220,558)	9,693,272
Expenses:				
Program services:				
Adult and family services	1,292,305	-	-	1,292,305
Children and family services	890,606	-	***	890,606
Employment services	165,783	-	-	165,783
Lighthouse Works!, Inc.	220,558	6,135,011	(220,558)	6,135,011
Total program services	2,569,252	6,135,011	(220,558)	8,483,705
Supporting services:				
Management and general	134,441	_	_	134,441
Fund raising	472,074	<u>-</u>	_	472,074
Total supporting services	606,515			606,515
Total expenses	3,175,767	6,135,011	(220,558)	9,090,220
Change in net assets	60,463	542,589	-	603,052
Net assets at September 30, 2014	4,149,260	(352,970)		3,796,290
Net assets at September 30, 2015	\$ 4,209,723	189,619	-	4,399,342

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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, 2015, 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 6, 2015.

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 Thehopy, Whitemet, Mitchell & Shuilan, LCP

Altamonte Springs, Florida November 6, 2015

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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, 2015. 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, 2015.

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 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 Thehogy, Whitemet, Mitchell & Shuilan, LCP

Altamonte Springs, Florida November 6, 2015

SCHAFER, TSCHOPP, WHITCOMB, MITCHELL & SHERIDAN, LLP

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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, 2015, and have issued our report thereon dated November 6, 2015.

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, Whitemet, Mitchell & Shuilan, LLP

November 6, 2015 Altamonte Springs, Florida

Lighthouse Central Florida, Inc. Schedule of Findings and Questioned Costs Year Ended September 30, 2015

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, 2015

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.

LIGHTHOUSE CENTRAL FLORIDA, INC.

Schedule of Expenditures of Federal Awards and State Projects

Year ended September 30, 2015

,				16
Expenditures		721 22	633,328	699,492
Ex		6	9	8
Contract Number		V.14	N/A 15-535	
State CSFA Number		V.	N/A 48.062	
Federal CFDA Number		V.).	N/A 84.126	
Period of Award		10000	10/1/14 - 9/30/15	
Grantor/ Pass-Through Grantor/ Program Title	Federal Awards	Major Programs: U.S. Department of Education: Passed through the State of Florida, Department of Education:	rtansport Kennoursentent Vocational Rehabilitation, Title I	Total Federal Awards

(Continued)

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

Year ended September 30, 2015

Expenditures		252,954	432,600	566,400	37,800	\$ 1,989,246
Contract Number		15-512	15-520	15-551	15-569	
State CSFA Number		48.062	48.062	84.126	48.044	
Federal CFDA Number		N/A	N/A	N/A	N/A	
Period of Award		7/1/14 - 6/30/16	7/1/14 - 6/30/16	10/1/14 - 9/30/15	7/1/14 - 6/30/16	
Grantor/ Pass-Through Grantor/ Program Title	State Financial Assistance	State of Florida, Department of Education: Blind babies program	Independent Living, Title VII	Vocational Rehabilitation Transition Services	Adult Program Total expenditures State financial assistance	Total Federal award and State financial assistance

Note 1: Basis of Presentation

accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of 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. 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 statements.