Community Impact &
Financial Summary
2017
# Statement of Financial Position

## Assets

<table>
<thead>
<tr>
<th>Asset</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$361,352</td>
<td>$298,589</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>1,925,731</td>
<td>1,581,234</td>
</tr>
<tr>
<td>Bequests and contributions receivable</td>
<td>71,183</td>
<td>1,467,719</td>
</tr>
<tr>
<td>United Way receivable</td>
<td>226,000</td>
<td>241,511</td>
</tr>
<tr>
<td>Investments</td>
<td>20,602,294</td>
<td>19,634,607</td>
</tr>
<tr>
<td>Inventory, net</td>
<td>2,465,058</td>
<td>3,192,370</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>74,004</td>
<td>52,933</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>8,223,002</td>
<td>5,743,794</td>
</tr>
<tr>
<td>Beneficial interest in perpetual trusts</td>
<td>1,803,010</td>
<td>1,615,857</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$35,751,634</strong></td>
<td><strong>$33,828,614</strong></td>
</tr>
</tbody>
</table>

## Liabilities and Net Assets

**Liabilities**

<table>
<thead>
<tr>
<th>Liability</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>1,252,810</td>
<td>1,000,493</td>
</tr>
<tr>
<td>Accrued vacation</td>
<td>248,397</td>
<td>237,080</td>
</tr>
<tr>
<td>Other accrued expenses</td>
<td>199,493</td>
<td>222,886</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$1,700,700</strong></td>
<td><strong>$1,460,459</strong></td>
</tr>
</tbody>
</table>

**Net Assets**

<table>
<thead>
<tr>
<th>Category</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>29,216,150</td>
<td>27,964,021</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>1,115,331</td>
<td>881,834</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>3,719,453</td>
<td>3,522,300</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>$34,050,934</strong></td>
<td><strong>$32,368,155</strong></td>
</tr>
</tbody>
</table>

**Total liabilities and net assets**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$35,751,634</strong></td>
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</tr>
</tbody>
</table>
CONDENSED STATEMENT OF ACTIVITIES for the year ended December 31, 2017 (UNAUDITED)

REVENUE AND SUPPORT

Industries Program
Sales $ 12,991,696
Cost of Goods Sold (10,057,175)
Gross Margin $ 2,934,521

Base Supply Center & Other office supplies:
Sales $ 6,843,664
Cost of Goods Sold (5,479,675)
Gross Margin $ 1,363,989

United Way and fees for service 970,319
Service employment fees 1,534,950
Grants/contributions/spending policy draws 1,923,373
Miscellaneous income 102,636

Total revenue and support $ 8,829,788

EXPENSES

Industries Program $ 3,005,001
Base Supply Center & other office supplies 1,118,195
Rehabilitation and social services 2,718,425
Service Employment 1,396,427
Broadcast & other information services 236,924
Management & general 1,230,083
Fundraising 216,570

Total expenses $ 9,921,625

Revenue & support less expenses $ (1,091,837)

Return on investments (net of spending policy draw) $ 2,356,173
Bequests 418,443

Change in net assets 1,682,779

Net assets, beginning of year 32,368,155
Net assets, end of year $ 34,050,934

This condensed report was prepared by the Cincinnati Association for the Blind & Visually Impaired from unaudited information. Complete audited financial statements, including related notes to the financial statements and the report of the independent auditors, are available by request from CABVI.
COMMUNITY IMPACT FOR 2017

In 2017, CABVI assisted an unduplicated count of 5,830 people, including the addition of information and referral contacts at public education events focusing on clients.

Program Services
Access Technology Service.................................................604
Early Childhood and Youth Services.................................372
Low Vision Services...............................................................1,306
Music Services........................................................................76
Orientation and Mobility...........................................................324
Vision Rehabilitation Therapy Service.................................398
Social Services.........................................................................2,568
Community Relations Outreach...........................................700
    Talking Book Program
    New persons in program....................................................257
Radio Reading Services
    Total listership (per State of Ohio/IAAIS)..........................12,968

Base Supply Center
Total Customer Transactions................................................9,818
Total Sales of AbilityOne Products.......................................$*1,635,362
Total Sales.............................................................................$*6,253,836

Contract Management Service
Employment hours for individuals who are blind or visually impaired.........................................................24,195
Total number of legally blind persons employed.....................21

Broadcast
Total radios placed...............................................................1,618
New radios placed...............................................................147

One on One Service
Total clients...........................................................................195
New clients.............................................................................16

Personalized Talking Print Service
Total listeners.......................................................................226
New listeners.......................................................................7

Senior Facilities
Total participants.................................................................85

Industries Program
Employment hours for individuals who are blind or visually impaired......................................................84,170
Total number of legally blind persons employed......................57
Sales......................................................................................$*12,991,696

Communication Center
Employment hours for individuals who are blind or visually impaired...........................................................8,176
Total number of blind or visually impaired persons employed.................................................................8
Office Supply Sales Growth...................................................68%

Community Programs
    Talks, tours, displays, in-service programs......................134
    United Way talks.............................................................13

Volunteer Services
Volunteer hours equal the work of more than 19 full-time employees. Volunteer activities include broadcast readers, one on one readers, personalized talking print readers, board and committee members, staff and client drivers, Early Childhood volunteers, front desk assistants, office assistants, and senior facility readers. Event volunteers help with the 5K, raft trip, Dining in the Dark and other special events.

    Total number of volunteers.............................................696
    Total volunteer hours......................................................39,745

*These figures are based on unaudited information.