



SKAGIT ANIMALS IN NEED

2019 STAKEHOLDER REPORT

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A Message from the Board

2019 Was a Big Year for SAIN!

Skagit Animals in Need (SAIN) remains focused on large animals and livestock seized in neglect and cruelty cases and on those released to animal control or law enforcement by owners who can no longer care for their animals. At the request of animal control, we have also provided support to people who have fallen on hard times but who are proactively doing the best they can to keep their animals healthy and out of harm's way.

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In a big transition for us, this year we realigned our work so that SAIN actually takes ownership of the horses in our program (rather than the horses being owned by Skagit County) and we have a contract with the county to accept these animals seized into our program. This streamlines the process for everyone, especially the animals.

Prudent resource management, data driven measurable indicators, persistent fundraising and a dedicated cadre of hard-working volunteers continue to allow SAIN to be successful in fulfilling the organization's mission.

This report highlights some of SAIN's 2019 accomplishments and provides insight into our goals for the future. We thank you for your support in our mission of preventing and responding to animal cruelty and neglect in support of animal control and law enforcement.

● Our Mission

Skagit Animals in Need (SAIN) prevents and responds to animal cruelty and neglect in support of animal control and law enforcement.

● About Us

SAIN is an all-volunteer 501(c)(3) nonprofit organization, managed by a volunteer Board of Directors and supported by a large corps of volunteers. While in our program, SAIN animals are cared for in volunteer foster home placements where SAIN funds their food, medical care, and training needs.

Our Board of Directors:

- Karla Strand, Chair & Volunteer Coordination
- Dee Campbell, Treasurer
- Cassandra Carr, Operations & Events Manager
- Samantha Cabaluna, Secretary & Marketing/Media Committee
- Janette Walker, Marketing/Media Manager
- Kelly Bush, Grants Coordinator



● 2019 Accomplishment Highlights

- **Contract with Skagit County:** By far our biggest accomplishment in 2019 was taking ownership of the animals in our program through the establishment of our contract with the Skagit County Sheriff's Office, which was finalized in May. Assuming formal ownership of the animals streamlines decision-making regarding care and adoption. With this change comes greater responsibility, but we believe that this change is better for all involved (including the animals!), and that has proven to be true.
- **Global Federation of Animal Sanctuaries Verification:** In July, SAIN was recognized by the Global Federation of Animal Sanctuaries with Verified status. The Global Federation of Animal Sanctuaries (GFAS) is the only globally recognized organization providing standards for identifying legitimate animal sanctuaries.
The logo for the Global Federation of Animal Sanctuaries (GFAS) Verified status. It features a green globe icon with a grid pattern, followed by the text 'Global Federation of Animal Sanctuaries' and 'Verified' in a bold, sans-serif font.
- **Annual Tack Sale & Raffle Fundraiser Record:** We achieved a record high fundraising total of more than \$11,000 for our June Tack Sale & Raffle, thanks to all of our volunteers and supporters.
- **Measurable Indicators:** We continued development of a slate of Measurable Indicators that we believe are crucial for the success of the organization and which we are trending and tracking over time.

● 2019 Financial Health

The SAIN Board evaluates financial statements on a monthly basis to ensure sensible ongoing resource management. Our biggest expenses include feed, veterinarian care, routine health checks and maintenance and training costs for the animals in our care. SAIN has minimal administrative costs because we are an all-volunteer group without paid staff and because our animals are cared for by volunteer foster homes rather than in one central facility.

Our main sources of income include:

- Contract with Skagit County Sheriff’s Office
- Grants
- Fundraisers
- Individual Donations



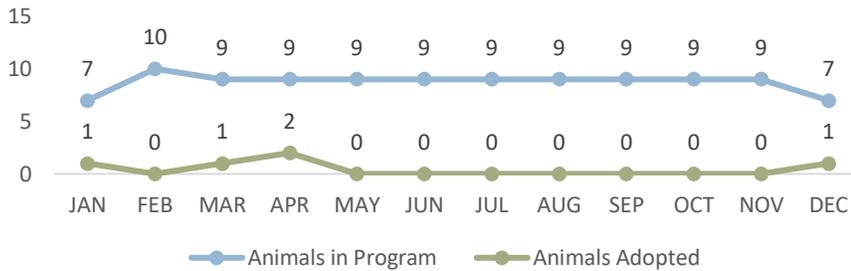
	YTD	Budget	% Diff
INCOME			
Adoptions	\$1,000.00	\$3,000	33.33%
Grants	\$8,082.00	\$6,000	134.70%
Business Contributions	\$6,941.73	\$5,500	126.21%
Individual Contributions	\$12,644.00	\$10,000	126.44%
Indirect Contributions	\$2,418.17	\$4,000	60.45%
Donation Cans	\$427.21	\$600	71.20%
Fundraising	\$14,408.75	\$6,000	240.15%
Events	\$1,011.75	\$500	202.35%
Fundraising Item Sales	\$2,126.00	\$5,000	42.52%
In-Kind Goods and Services	\$1,969.63	\$400	492.41%
Other Income	\$0.00	\$0.00	0.00%
Total Income	\$51,029.24	\$41,000.00	124.46%

	YTD	Budget	% Diff
EXPENSES			
Veterinary Care	\$4,904.21	\$8,000	61.30%
Medical Expenses	\$691.28	\$2,000	34.56%
Training and Board	\$4,700.00	\$5,000	94.00%
Farrier	\$1,095.00	\$2,500	43.80%
Feed	\$2,397.55	\$4,000	59.94%
Hay	\$2,553.03	\$5,000	51.06%
Operational-Animal Care	\$668.42	\$1,700	39.32%
Marketing - Animal Costs	\$848.00	\$2,500	33.92%
Marketing and Internet	\$329.95	\$2,500	13.20%
Fundraising Expenses	\$1,890.08	\$2,500	75.60%
Event Expenses	\$208.28	\$300	69.43%
Administrative Expenses	\$1,123.61	\$500	224.72%
Board Development	\$945.00	\$1,000	94.50%
Public Recognition	\$249.65	\$500	49.93%
Insurance	\$1,650.00	\$3,000	55.00%
Other expenses	\$2,065.16	\$0.00	206516.00%
Total Expense	\$26,319.22	\$41,000.00	64.19%
Monthly Net Income/Deficit	\$24,710.02		

● 2019 Measurable Indicators and Results

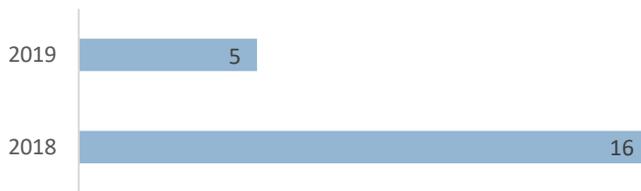
CENSUS

On average, we had nine animals in our program in any specific month. While we track and trend this data, the number of animals in our program is a statistic that is not within our control and was



dependent on actions taken by Skagit County Animal Control. Additionally, we supported 26 animals outside of our foster/rehabilitation program at the request of the SCSO Animal Control Officer.

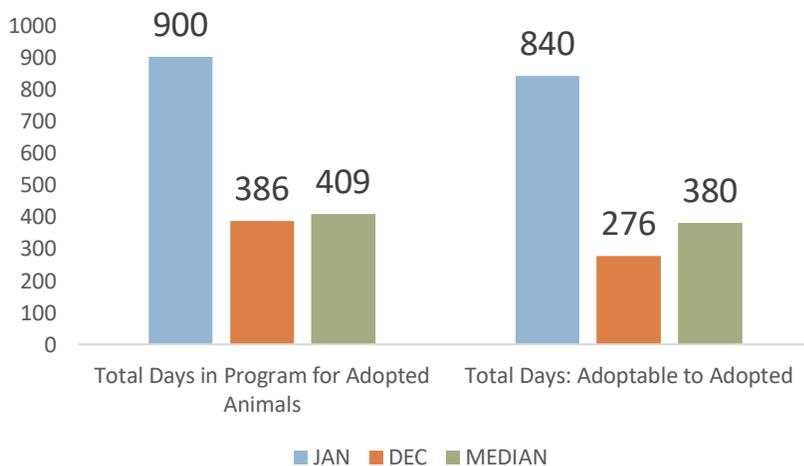
ANIMALS REHOMED



2018 was an outlier year. We had a much larger number of animals to rehome in 2018 as we supported SCSO's seizure of the Bayview Highland Cattle.

DAYS IN PROGRAM

The indicator that we want to measure most closely is the Days from Adoptable to Adopted. This is where our effectiveness at getting the word out to potential *suitable* adopters is measured. We are working hard to reduce this time for each animal so that they find their forever homes as quickly as possible.



Total Days in Program (which is inclusive of assessment and rehabilitation) is an important metric for us to track though not one we have as much ability to reduce. Total Days in Program is a measurement that will be driven largely by the condition the animal is in when it comes into our program.

FUNDRAISING & EVENTS

GOAL	ACHIEVED: YES OR NO
Complete GFAS application	Yes Verification earned!
Maintain 12-month financial reserve throughout the year	Yes
Submit one grant application	4 in 2019 vs 2 in 2018

MARKETING & MEDIA

GOAL	ACHIEVED: YES OR NO
Increase Facebook followers from 2596 to 3096	Close! 3038 Up from 2596 in 2018
Increase newsletter recipients from 124 to 174	214 (beat by 23%)
Increase number of corporate sponsorships to 5	Yes
Have two stories in the media in 2019	3 in 2019 vs 2 in 2018

VOLUNTEERS

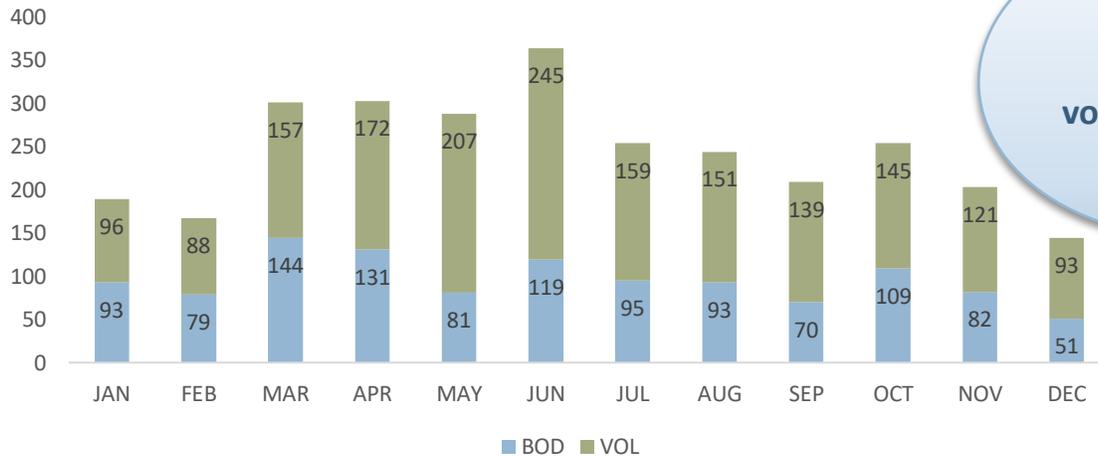
As an all-volunteer organization, volunteers are the life-blood of our organization. These volunteers transport horses and other livestock, load and unload hay and grain, attend fundraisers and events, train horses, participate in committee work and continue to help SAIN fulfill the organization's mission. We need to successfully attract new volunteers and then keep them engaged. We are currently tracking these statistics so we can set specific targets for our work.

GOAL	ACHIEVED: YES OR NO
Recruit one new volunteer per month	15 new for the year

Volunteers and foster homes are encouraged to submit their volunteer hours on a monthly basis to help SAIN quantify the benefit of the organization within the community. The figures below likely reflect a number much lower than the actual time volunteers spend supporting SAIN's mission.

Valued at Washington State's 2019 minimum wage of \$12/hour, SAIN's documented volunteer hours were worth about \$35,000 in 2019. However, much of the work is work that would be much more highly compensated if fair market value were considered.

Volunteer Hours: BOD & Volunteers



\$35,000
worth of
volunteer work!



● Looking Forward to 2020

At our annual Board of Directors retreat, we laid out a Strategic Plan covering 2020 through 2022 and we've all taken on additional work to explore other ways we can ramp up the role we play not just in responding to animal cruelty, but how we might work even harder in prevention. On the docket for thoughtful investigation are the following initiatives:

- Expand Reach: Offer support to animal control and law enforcement agencies beyond just the Skagit County Sheriff's office.
- Invest in Prevention:
 - Provide animal care assistance to families or individuals in domestic violence situations.
 - Provide support to at-risk animals and their owners prior to seizure by animal control or law enforcement.
- Build Allies: Develop a network among organizations doing similar rescue work.

And our on-going work:

- Fundraising and educational events remain a priority so SAIN can continue to fulfill the organization's mission.
- Ensuring that the animals in the program receive the medical, behavioral, and emotional support they need to heal and go on to find suitable forever homes.

Thank you for your interest and your support. If you have any questions at all about anything in this report, please let us know at skagitanimalsinneed@gmail.com.