

2018 Annual Stakeholder Report



Skagit Animals in Need (SAIN)

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TO OUR SUPPORTERS AND VOLUNTEERS

Mission

SAIN supports animal control and law enforcement in preventing animal cruelty through outreach, education, and advocacy programs, and by facilitating the fostering, rehabilitation, and rehoming of animals in need.

Strategic Highlights

The SAIN Board conducted an annual meeting in January 2018 to discuss accomplishments of the previous year and to develop strategic goals for 2018.

2018 Goals

- **Continue recruiting for Board and Committees**

Recruitment continues for coordinator positions and committee work. The following committees were established in 2018:

- Governance Committee: Responsible for reducing risk, ensuring business continuity and promoting efficiency in operations by prioritizing and creating written draft policies, procedures and other required documents. Draft documents are submitted to the board for final approval.
- Fundraising and Events Committee (FE): Responsible for determining if community events align with and support the organization's mission and current goals, developing and maintaining a calendar and/or list of community events that the SAIN Board has deemed worth the investment, developing outreach/educational events, and managing fundraisers.
- Marketing & Media Committee (M&M): Responsible for developing the annual Marketing/Media Plan to include talking points, web and social media content and other media materials based on the organization's mission and needs.

- **Create a comprehensive marketing plan**

A comprehensive marketing plan was developed by the Marketing & Media Committee which includes measurable indicators and goals.

- **Create a plan for offering programming that addresses SAIN's mission mandate of preventing animal cruelty through education and advocacy.**

The Fundraising and Events Committee continues to educate the public about the program and the mission of the organization.

- Dr. Zaccardi of Mount Vernon Veterinary Hospital was kind enough to provide an educational opportunity at the 2018 SAIN Annual Tack Sale and Raffle.

- **Develop Standard Procedures and clear lines of authority**

The Governance Committee is working on developing standard policies and procedures.

FINANCIAL HIGHLIGHTS

The SAIN Governing Board reviews financial statements on a monthly basis and is pleased to report that the organization was able maintain approximately 12 months of reserve funding based on previous year's expenses.

- July is usually a month of big expenses due to our annual hay purchase.
- In 2018, SAIN incurred additional unexpected hay expenses as we cared for and fed over 21 cattle from the Bayview, Washington, cattle case.
- The additional costs were mostly offset by an increase in donations and fundraising activities such as our annual tack sale and raffle.
- Additional fundraising events included a 4% Friday at the Skagit Valley Food Co-op and "Spirit Unbroken" which was a gallery event put on by photographer Marika Moffitt.



FINANCIAL SUMMARY

Skagit Animals in Need

Profit and Loss Statement

Time Period: January 1 - December 31, 2018

Income

	EOY	Budget	% Diff
Adoptions	\$4,835.00	\$2,000.00	241.75%
Grants	\$5,609.80	\$1,600.00	350.61%
Business Contributions	\$1,219.61	\$2,500.00	48.78%
Individual Contributions	\$10,642.00	\$10,000.00	106.42%
Indirect Contributions	\$8,424.53	\$1,000.00	842.45%
Donation Cans	\$627.65	\$600.00	104.61%
Fundraising	\$19,168.45	\$12,000.00	159.74%
Events	\$651.72	\$1,500.00	43.45%
Item Sales	\$3,498.00	\$300.00	1166.00%
In-Kind Goods and Services	\$120.85	\$4,000.00	3.02%
Other Income	\$5.00	\$500.00	1.00%
Total Income	\$54,802.61	\$36,000.00	152.23%

Expense

	EOY	Budget	% Diff
Veterinary Care	\$8,330.62	\$7,500.00	111.07%
Training and Board	\$5,375.00	\$8,000.00	67.19%
Farrier	\$1,145.00	\$3,000.00	38.17%
Medical Supplies and expenses	\$1,573.42	\$2,000.00	78.67%
Feed/Grain	\$4,450.26	\$3,600.00	123.62%
Hay	\$10,789.69	\$6,000.00	179.83%
Fundraising Expenses	\$2,233.28	\$1,200.00	186.11%
Event Expenses	\$202.78	\$500.00	40.56%
Billing expenses/fees	\$199.02	\$100.00	199.02%
Print/Copy/Office Supplies	\$292.33	\$300.00	97.44%
Postage and mail expenses	\$219.50	\$200.00	109.75%
Public recognition	\$255.20	\$300.00	85.07%
Insurance	\$930.00	\$1,500.00	62.00%
Marketing and Internet	\$1,220.39	\$1,000.00	122.04%
Other expenses	\$3,825.81	\$800.00	478.23%
Total Expense	\$41,042.30	\$36,000.00	114.01%
Monthly Net Income/Deficit	\$13,760.31		

LIVES SAVED AND SUPPORTED

SAIN was able to support the Skagit County Sheriff's Office Animal Control Officer by coordinating foster homes and providing funding and coordination for veterinarian care, routine health care and feed for the following in 2018:

- Horses: 16
- Cattle: over 21
- Pigs: 1
- Dogs: 1



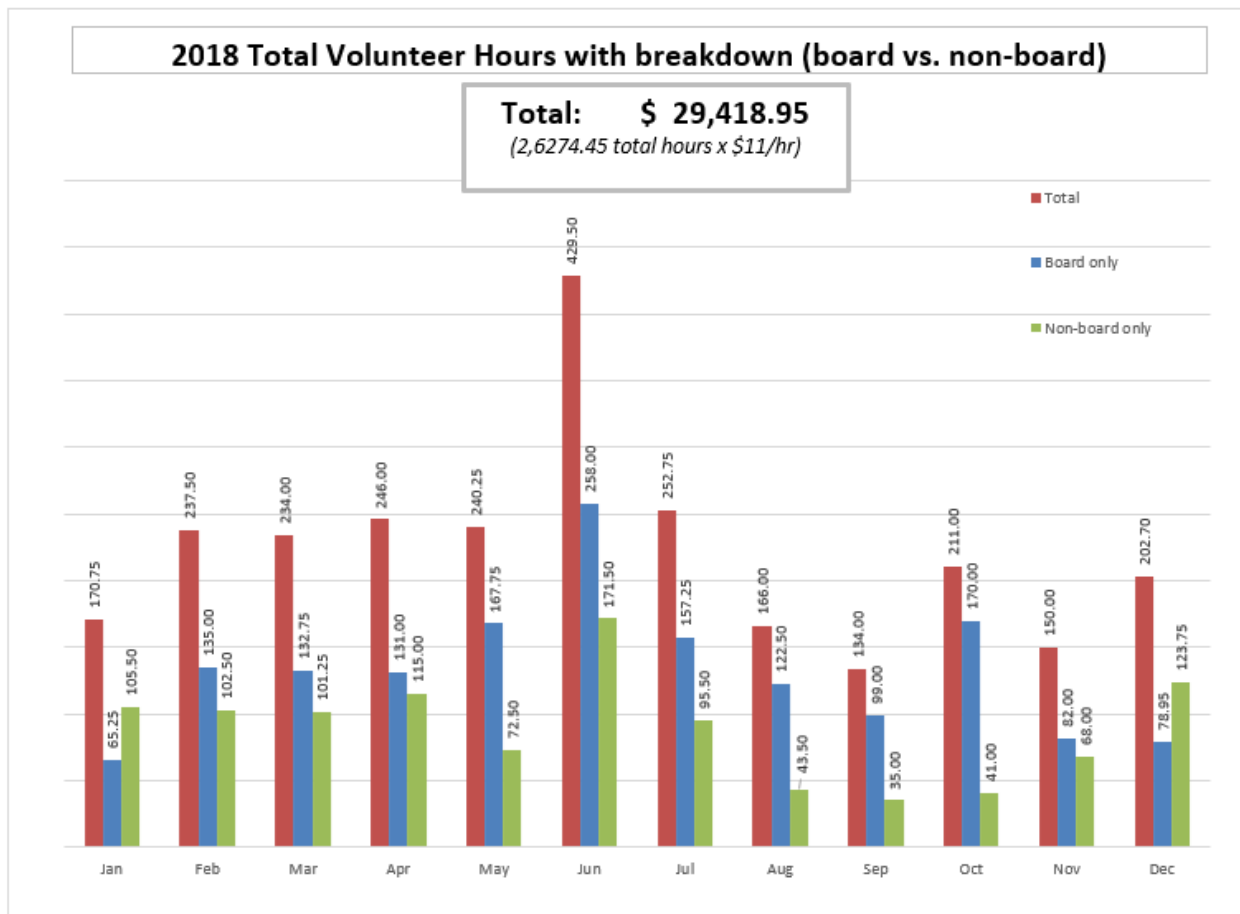
SAIN is focused on large animals and livestock seized in neglect and cruelty cases or released to animal control or law enforcement by the owners.

SAIN provides much-needed funding and resources to support law enforcement and animal control in the fostering, rehabilitation, care, and adoption of these animals.

VOLUNTEER EFFORTS

SAIN provides services to animal control and law enforcement utilizing a 100% volunteer work force. 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.

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.



Board only: 1599.45 hours

Non-board only: 1075 hours

Total: 2674.45 hours

June is labor intensive due to our biggest fundraiser of the year, the Annual Tack Sale and Raffle. July was labor intensive due to our large annual hay purchase. Committee work has increased volunteer hours with the added benefit of team building and an increase in proposals for board consideration.

LOOKING AHEAD

SAIN is looking forward to some exciting changes in 2019, including a potential contract with Skagit County, which would relinquish ownership of the animals in SAIN's care from Skagit County to SAIN upon the conclusion of legal proceedings. This will provide SAIN with the opportunity to make more decisions based on resource allocation and to complete the adoption process and follow-up for each animal cared for by the organization.

In addition, the committee work continues to promote leadership and fresh ideas. Board, committee and volunteer recruitment ensures the right person is assigned to a task that is mutually beneficial.

Developing policies and procedures to ensure consistent application of resources and efforts is essential and will continue well in to the future.

Fundraising and educational events remain a priority so SAIN can continue to fulfill the organization's mission.

Supporters and volunteers are the backbone to this all volunteer 501(c)(3) non-profit organization.

We wish to thank each of you for your continued contributions and support.

With gratitude,

Skagit Animals in Need

Board of Directors