

Humane Society of Portage County

November 11, 2015 Board Information Package

Location: Education Room, HSPC, 3200 Iber Lane, Plover

5:00 PM Board Education – overview of donor perfect and its use at HSPC

5:30 PM Board Meeting

6:30 PM Adjourn

This package contains the following information

- Board Agenda
- Minutes from October meeting
- Executive Director Report
- Operations Committee Meeting
- Finance Committee Report –
 - Financial Statements (Final September Statements)
- Fundraising Committee Meeting
- Information Technology Status Report
- Volunteer time report
- DonorPerfect reports
- Significant Contributions to HSPC
- Animal Control Report
- Animal Activity Report



**Board of Directors Meeting Agenda
November 11, 2015 5:30 pm**

5:30 p.m	Call to Order of Board Meeting	S. Kessler
5:32 p.m.	Approval of Minutes – October , 2015	S. Kessler
5:35 p.m.	Board Seating and Resignations Welcome Virginia Rye	S. Kessler
5:37 p.m.	Committee Reports	
	a. Operations Committee	
	I Executive Director's Report	C.Langenfeld
	II Organization Structure	S. Kessler
	III Operations meeting	B. Jarman
	b. Finance Committee	L. Kawleski
	c. Fundraising Committee	M.Westfall
	d. Education Committee (no meeting)	J. Redfield
	f. Governance Committee (no meeting)	A. Barrett
	g. Nominating Committee (no meeting)	A. Barrett
	Old Business	S. Kessler
	I Continue work on strategic plan	S. Kessler
	h. New Business	S. Kessler
	I Information about an animal control legal proceeding	S. Kessler
	II Information about dog license renewals	S. Kessler
	III Board resolution to accept a gift	S. Kessler
	IV Reminders	
	Santa Paws shelter open house Saturday December 5 th 11AM to 2PM	
	Volunteer Appreciation event on Sunday December 6 th 4PM to 7PM at Similies	
6:30 p.m.	Adjourn	S. Kessler



**Humane Society of Portage County Board of Directors
Meeting Minutes
October 14, 2015**

- 1. Call to Order** **B. Jarman**
Meeting was called to order at 5:30 pm
- 2. Roll Call** **S. Kessler**
Present: Sheila Kessler, Brett Jarman, Ann Barrett, Lyne Kawleski, Jared Redfield, Myra Westphal
Lisa Kunst, Tom Kelble, Jenny Knutson
Absent: Ken Higgins, Kelly Higgins, Dennis Schenk, Virginia Rye
- 3. Approval of Minutes** **S. Kessler**
Motion: to approve minutes from September 9, 2015 (Jarman, Kunst) motion carried.
- 4. Board Seating and Resignations - Welcome Virginia Rye** **S. Kessler**
- 5. Committee Reports**
 - a. Operations Committee**
 - i. Executive Director Report** **C. Langenfeld**
Highlights:
 1. Animal enrichment program going well.
 2. Lily flew to a rescue home to Indiana.
 3. New Humane Officer Emily Sanderson.
 4. HO vans now have our logo on for better image.
 5. Direct mail marketing program starting end of month. The telemarketing campaign going well.
 6. See Executive Director's report for details.
 - ii. Operations Issues** **B. Jarman**
 1. Need for the board members to revisit committees and sign up.
 2. Brett reported the Ops committee meeting was to bring Virginia up to speed on issues and to determine what the future goals are for the committee.
 3. Will review procedures and conduct audits.
 4. Want the committee to review hours and procedures.
 - b. Finance Committee** **L. Kawleski**
 - i. Reviewed current budget and trends. See financial report for details.
 - c. Fundraising Committee** **L. Kawleski**
 - i. Asked board members to distribute posters, sell raffle tickets, volunteer and come to Fur Fest.

- ii. We have new merchandise to sell at Fur Fest and will sell at the shelter as well.
Considering more options for merchandise.

- d. **Governance Committee** **A. Barrett**
 - i. Strategic plan – will send to Executive committee for implementation
 - e. **Nominating Committee** **A. Barrett**
 - No meeting
 - f. **Education Committee** **J. Redfield**
 - No meeting.
- 6. **Old Business** – none **S. Kessler**
 - 7. **New Business** –none **S. Kessler**
 - 8. **Adjournment** – meeting adjourned at 6:17 pm **S. Kessler**

Minutes submitted by Ann Barrett, Secretary

Office/Animal Care Manager Report (from Jaime Jones)

Animal Population as of 11/03/2015

Cats=148 Dogs=10

Progress Report:.

- Organization of resources to get tarps up for winter
- Hiring, orchestrating Training for Donna Tomaso
- Implementation of “Working Cat” program is underway
- Development of New Shift in shelter to keep up with demands of Intake and shelter needs
- Compilation of County Contract Financial Report
- A lot of follow up with regards to Dog License issues, questions etc.
- Development of projected cash flow to anticipate future financial needs
- Currently working on developing balanced budget in response to projected Cash Flow
- Orchestrating out of shelter spays/neuters for MAPS
- Bi-weekly Payroll, Accounts Payable, Monthly Accounting, Scheduling and Animal Care Lead
- Working on “Volgistics” as a replacement for “When to Work” for tracking employee times and duties

Medical Staff Progress Report (from Kim Peacock, DVM)

October 2015 Monthly Medical Report

HSPC surgery numbers include:

Canine: Spay: 2, Neuter: 2, Dental: 2,

Feline: Spay: 25, Neuter: 28, Dental: 6, Other: 4

Out of Shelter Surgeries

Feline: Spay: 19 Neuter: 13 (1 cryptorchid)

Euthanasia numbers:

Canine: Health/medical: 0 Behavior on Adoptable Side: 1

Feline: Health/medical: 3 Behavior: 1 + 1 or 2? Feral: 1 + 1?

HSPC agreed at the county contract meeting to do vaccine/dog license clinics on 4 Saturdays in various areas of the county to help serve our community.

We have continued having good fortune finding other shelters to take 2 of our FIV (+) cats.

The med team provided assistance to our humane officers on site to sedate two dogs that had fallen down a silo and needed to be extracted in a sling.

Humane Officers Progress Report (from Dian Migas)

From Humane Officers; we hosted once again the County Contract Meeting this month. We had a nice attendance with lots of good food. Productive conversations were had and I believe the relationships with municipalities and HSPC continues to get stronger. Emily Sanderson has jumped into the third HO rotation and is doing well. The move to HO base camp being up at front desk is now complete. I think it very beneficial to have two people on a consistent basis answering phone questions and greeting the public. One highlight was the rescue of two dogs that fell down an abandoned silo. All hands were on deck that rainy day to extract them. We used a stretcher and rope to secure them after they had been medicated to relax them.

Adoption Coordinator Progress Report (from Deann Migas)

From the Adoption Corner, it's been busy as ever. **14 dogs and 60 cats** have found forever homes this month. Deb Klein continues to lend her expertise to keep things moving along. This is what is required to get this many animals adopted in a month. Weekenders, Mickey Gosh, Brianna Hunt & Ed Villella continue to do an excellent job! New comer Natalie Klusdendorf is starting to train with us as an

additional adoption counselor. I have no doubt by her meticulous work in animal care she will be a welcome addition to our team.

Executive Director (from Chris Langenfeld)

My passion for animals is multi-focused, as with many of us. As a result, I tend to look at all aspects of what we do from several angles. This helps me to clarify how each of our efforts connects to the others, as they should. Everything we do is connected to everything else we do, whether we like it or not. As such, we should always consider several connections as they relate to any topic at hand. In doing so, we will always have the best chance at success.

On October 27th we hosted the county contract update meeting. A year in review power point presentation was developed and shown. In addition, a 2015 document detailing Humane Officer department information was compiled and distributed. One of the high points of the meeting was the securing of four out of five open slots to host outreach clinics. The following municipalities have signed up; Eau Claire, Town of Grant, Plover and Stockton.

Grants, Gifts and Donations:

- Received grant from Petco Foundation
- Received grant from American Endowment Foundation
- Received grant from Community Foundation
- I approached Jon Crounce at Scaffidi Motors about donating a new van to our HO department. He is taking the request forward to his superiors.

Animal Enrichment:

- We are now promoting special needs animals through this department as well as adoption. This will raise the level of awareness and increase the animals home placement likelihood to increase.

Staff Development:

- Melissa from CAP services presented on the effects of domestic violence on families and the need for pet protection services. She also outlined their connection with HSPC through a partnership we are developing to help family pets transition during crisis.

Professional Development:

- Brett and Chris will be attending the Society of Animal Welfare Administrators conference Nov. 14th - 19th. Focus is on the most up to date research on animal management, Positive

staff management and engagement, developing your team's leadership skills, Effective research based fundraising and how to develop a major gifts program.

Maintenance:

- Glen Bauer is continuing to work on refurbishing rusted door frames. This will improve the physical environment. Research shows that a well kept shelter gains more support through both increased volunteer hours and donations.

Awareness & Education:

- Presented HSPC overview to Plainfield Youth group. They are planning to come and do a tour and volunteer.
- We are working with Plover-Whiting Elementary School to schedule presentations.
- A Local 4-H club was given a tour and worked on animal enrichment items.
- I recommend that the Education Committee change its focus to awareness and outreach. This would enable the committee plan outreach and awareness events. I recommend that this be done through partnerships with other community groups that are already having events and we could have informational booths at those events manned by committee members and volunteers. We already have an outreach kit that could be used and expanded as needed. This could dovetail into any pre-planned marketing effort.

Fundraising:

- Phone marketing is complete. We have exceeded projected revenue. We are currently over the \$10,000 mark.
- Direct mail marketing campaign has launched and is doing well. Its to early to have numbers but stacks of envelopes come in daily.
- A Major Gifts effort is underway to gain ongoing support through relationship development and yearly special event.
- Dura Clean has offered to donate a logo rug for our front entry. This is an example of people choosing to donate based on matching their wants and abilities with HSPC.



Operations Committee Report

October 5, 2015

Attendees: Brett Jarman, Shelia Kessler, Chris Langenfeld, Lyne Kawleski, Dennis Schenk, Ann Barrett, Myra Westphal

Absent: Virginia Rye

Minutes:

Shelia Kessler provided an overview of board, committee and employee organization and reporting structure. Diagram follows this report.

There were two goals for this meeting.

1. Discuss the results of the recent telemarketing campaign
2. Discuss the action items that may be a result of this campaign

Background

Chris and Brett attended the Society of Animal Welfare Administrators conference in June 2015. At the conference Chris & Brett met with Alpha Dog – a direct mail company and with Gateway Communications – a telemarketing company

Both companies were discussed at the July 8th board meeting and a pre-board training session provided additional information about both companies.

The board approved both plans.

The AlphaDog mailings have just started in the past week.

The Gateway telemarketing started in early September and ended in early October.

HSPC provided Gateway 4,850 names and phone numbers from our mailing list. We selected names that had never donated or where their last donation was small and more than a year ago. These names generate ½ of our mailing expense and generate a very small percentage of our donation income.

Gateway's goal was to get a donation or help us determine which folks we could drop from our list and reduce expenses

Gateway completed 1,653 calls (34%). The remaining people on our list could not be contacted for one of many reasons

- They are on the national do not call list
- They are on the national do not mail list
- A phone number could not be determined
- They did not answer the phone or they hung up before the call message was completed

854 of the 1,653 calls did not make a pledge The remaining 799 did make a pledge or a promise to consider us. \$13,580 has been pledged. Money from these pledges continues to arrive. So far we have received \$7,705.

Discussion

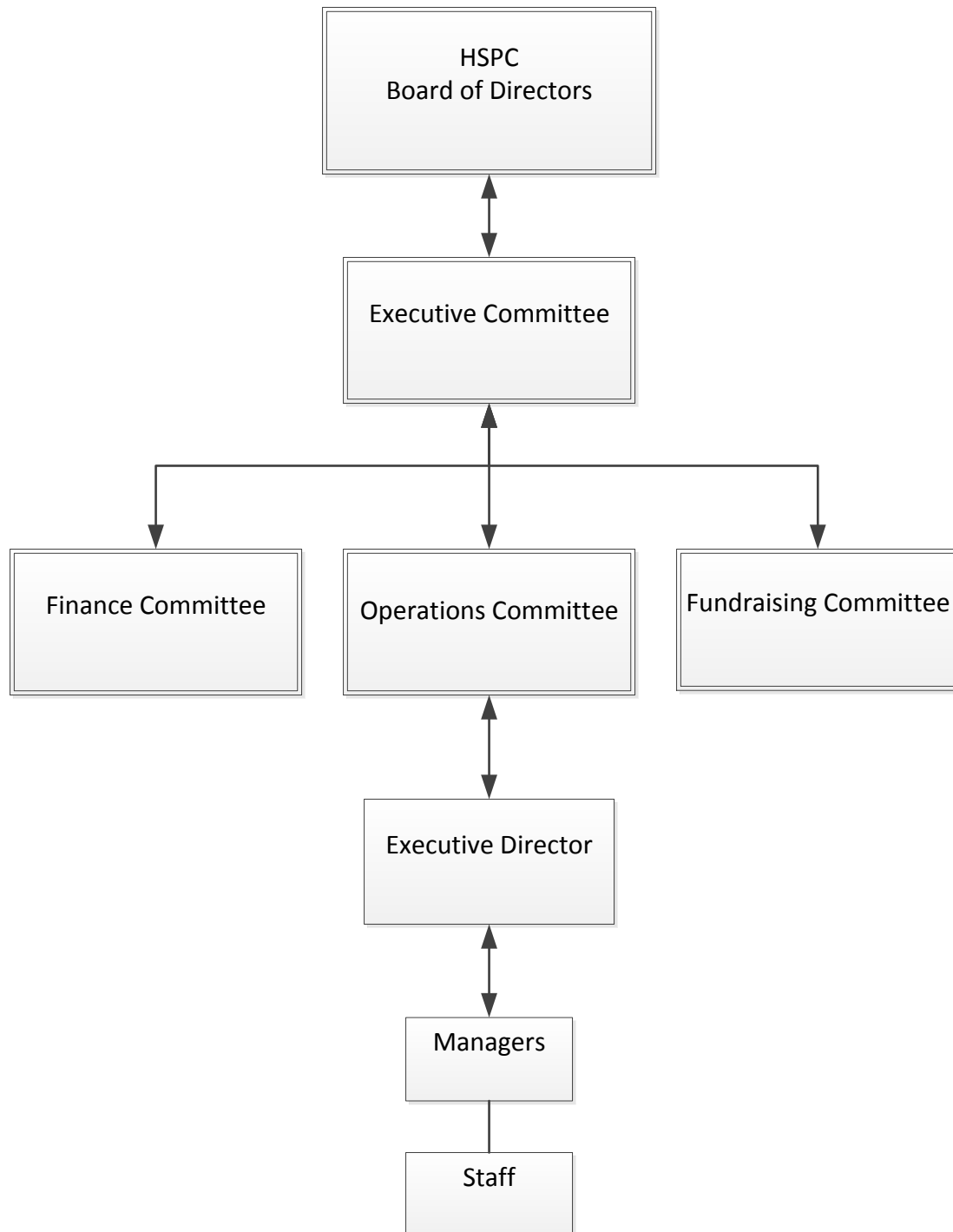
Our mailing list has grown from just over 2,000 to more than 8,000. Many of the members on the list:

- Have moved outside our service area
- Only made a contribution as part of a memorial
- We on the original list – we have no idea why

We do several mailings each year asking for donations and we mail 3 news letters per year. DonorPerfect software charges us based upon the number on names on our list.

Every non profit has to determine when a person is a potential donor and when they are a continued expense.

Committee members discussed the next steps of determining the fate of the folks that are have never made any donations or have stopped making donations. No recommendation for action at this time.



Board Members

Committees

August 2015

Last Name	First Name	Title							total
			Executive	Operations	Fund Raising	Finance	Volunteer	Education	
Kessler	Sheila	Secretary	X	X				X	3
Jarman	Brett	Vice President	X	C	X		X		4
Barrett	Ann	Secretary	X		X				2
Kawleski	Lyne	Treasurer	X	X	C	C	X		5
Higgins	Kelly	Director			X				1
Higgins	Ken	Director			X				1
Kelble	Tom	Director						X	1
Knutson	Jenny	Director			X		C		2
Kunst	Lisa	Director			X				1
Redfield	Jared	Director						C	1
Schenk	Dennis	Director		X		X			2
Westphal	Myra	Director			C				1
12 board members	Total		4	4	8	2	3	3	24

Committee

Meets

Operations	Last Monday of month (Or first Monday of the month depending on the calendar)
Finance	Last Wednesday of the month (or First Wednesday of the month depending upon the calendar)
Fund Raising	Various Saturday Mornings & before board meeting
Volunteer	adhoc committee
Education	Various lunch meetings (typically the Friday before the board meeting)

All meetings are subject to change based on the needs of HSPC.



Finance Committee Report

September 16, 2015

Attendees: Jaime Jones, Chris Langenfeld, Dennis Schenk, Virginia Rye

Absent: Lyne Kawleski, Ann Barrett

Minutes:

With regard to Expense control we are doing well especially with regards to payroll

- a. When discussing payroll last year we need to add Spay/Neuter Vet Expense, Shelter Vet Expense and a portion of the Outside services expense to compare apples to apples.
 - i. We have Annie covering what use to be outsourced (Outside Services) for Volunteer Coordination
 - ii. Vet Expenses are now included in Salaries and wages , Last year they were expensed in Spay/Neuter Vet expense, and Shelter Vet Expense.

Discussed the Decrease in operating income

- b. An uncontrollable measure when with regards to what we take in for animals
- c. Viewed as a good thing that we don't have as many animals in the shelter
- d. Expenses with regards to operating are trending below budget
- e. Medical Supply expense is up
- f. Due to increased care with animals

HUMANE SOCIETY OF PORTAGE COUNTY INC

Balance Sheet

As of August 31, 2015

	<u>Aug 31, 15</u>
ASSETS	
Current Assets	
Checking/Savings	
1005 · Petty cash	100.00
1032 · Associated Bank checking	10,152.52
1034 · US Bank checking	32,063.78
1042 · Associated Bank money market	7,712.04
1043 · Pay Pal account	1,549.40
Total Checking/Savings	<u>51,577.74</u>
Accounts Receivable	
11000 · Accounts Receivable	63,728.91
Total Accounts Receivable	<u>63,728.91</u>
Other Current Assets	
1045 · Capital Expenditure Fund	156,024.75
1046 · Schlieper Fund	207,506.18
1048 · Community Foundation Endowment	118,153.57
12000 · Undeposited Funds	2,811.65
12101 · Prepaid Expense	400.00
12102 · Prepaid Insurance	9,654.00
12105 · Inventory-Merchandise	2,515.73
Total Other Current Assets	<u>497,065.88</u>
Total Current Assets	612,372.53
Fixed Assets	
1500 · Land	109,061.00
1502 · Land improvements	114,058.70
1503 · A/D - land improvements	-94,018.81
1512 · Building	1,267,112.83
1514 · A/D - building	-257,299.79
1520 · Building improvements	30,318.33
1521 · A/D - building improvements	-2,360.14
1530 · Shelter equipment	146,589.05
1531 · A/D - shelter equipment	-135,065.51
1540 · Office equipment	34,530.51
1541 · A/D - office equipment	-25,818.60
1545 · Spay/neuter equipment	25,995.91
1546 · A/D - spay/neuter equipment	-16,833.50
1550 · Vehicles	28,965.59
1551 · A/D - vehicles	-28,081.57
Total Fixed Assets	<u>1,197,154.00</u>
TOTAL ASSETS	<u>1,809,526.53</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · *Accounts Payable	1,774.70
Total Accounts Payable	<u>1,774.70</u>
Credit Cards	
2011 · Associated Bank-Visa	1,770.31
2014 · Kwik Trip Card	46.60
Total Credit Cards	<u>1,816.91</u>
Other Current Liabilities	
2010 · Unearned contract income	84,357.64
2030 · Dog licenses payable	516.00
2040 · Wisconsin sales tax payable	161.28
2300 · Accrued wages	9,923.34
Total Other Current Liabilities	<u>94,958.26</u>

HUMANE SOCIETY OF PORTAGE COUNTY INC
Balance Sheet
As of August 31, 2015

	<u>Aug 31, 15</u>
Total Current Liabilities	<u>98,549.87</u>
Total Liabilities	98,549.87
Equity	
3040 · Retained earnings	1,787,209.07
32000 · Unrestricted Net Assets	-37,633.78
Net Income	<u>-38,598.63</u>
Total Equity	<u>1,710,976.66</u>
TOTAL LIABILITIES & EQUITY	<u>1,809,526.53</u>

HSPC Budget as of September 30, 2015

	Sep 15	Budget	Sep 14	Jan - Sep 15	YTD Budget	Jan - Sep 14	Jan - Dec 14	Annual Budget	Trend
Ordinary Income/Expense									
Income									
4000 · Dog adoption income	1,270.00	2,500.00	3,010.00	14,555.00	22,500.00	22,040.00	28,800.00	30,000.00	20,000.00
4010 · Cat adoption income	1,300.00	1,500.00	2,455.00	9,871.44	13,500.00	13,515.00	18,785.00	18,000.00	14,000.00
4030 · Surrender income	380.00	416.66	390.00	3,975.00	3,750.02	4,200.00	5,180.00	5,000.00	5,300.00
4040 · Dog redemption income	512.48	416.66	276.61	2,562.53	3,750.02	2,932.81	3,676.25	5,000.00	2,500.00
4050 · Cat redemption income	60.00	58.34	73.96	418.44	524.98	577.92	677.92	700.00	600.00
4080 · Quarantine income	0.00	150.00	270.00	675.00	1,350.00	1,407.00	1,457.00	1,800.00	900.00
4085 · Dog Training Income	0.00	166.67	75.00	685.00	1,499.99	1,770.00	2,220.00	2,000.00	900.00
4116 · Rabies fee income	0.00	250.00	25.00	476.00	2,250.00	400.00	400.00	3,000.00	600.00
4120 · Miscellaneous shelter income	0.00	0.00	129.00	512.40	0.00	334.00	462.00	0.00	700.00
4130 · Boarding fee income	95.00	333.33	400.00	1,446.40	3,000.01	2,870.66	3,390.75	4,000.00	2,000.00
4135 · Vaccination fee income	0.00	250.00	0.00	329.73	2,250.00	267.00	287.00	3,000.00	500.00
4210 · County contract income	21,089.42	21,008.33	20,665.08	189,804.78	189,075.01	185,985.72	247,980.96	252,100.00	252,100.00
4300 · MERCHANDISE SALES									0.00
4310 · Merchandise Sales	0.00	166.67	33.18	369.79	1,499.99	506.66	1,246.57	2,000.00	500.00
Total 4300 · MERCHANDISE SALES	0.00	166.67	33.18	369.79	1,499.99	506.66	1,246.57	2,000.00	500.00
Total Income	24,706.90	27,216.66	27,802.83	225,681.51	244,950.02	236,806.77	314,563.45	326,600.00	300,600.00
Expense									
50000 · SHELTER EXPENSES									
5000 · Shelter payroll expense	32,517.93	32,375.00	25,376.27	280,216.00	291,375.00	229,269.84	320,194.18	388,500.00	375,000.00
5005 · Shelter payroll tax expense	2,487.66	2,333.33	2,271.83	20,961.98	21,000.01	18,631.15	26,468.81	28,000.00	30,000.00
5010 · Shelter unemployment expense	0.00	1,166.67	399.48	3,236.08	10,499.99	4,369.47	3,932.40	14,000.00	4,500.00
5012 · Medical Reimbursement	0.00	250.00	0.00	1,000.00	2,250.00	3,013.77	4,013.77	3,000.00	1,500.00
5015 · Shelter supply expense	3,639.45	1,666.67	1,746.56	12,572.29	14,999.99	13,746.32	16,851.00	20,000.00	17,000.00
5020 · Shelter equipment expense	0.00	166.67	0.00	72.75	1,499.99	0.00	0.00	2,000.00	100.00
5025 · Shelter equip repair and mainte	379.40	250.00	764.75	1,925.70	2,250.00	0.00	1,822.08	3,000.00	2,500.00
5028 · Animal control expense	0.00	41.67	0.00	2,468.72	374.99	987.75	0.00	500.00	3,500.00
5035 · Shelter vet expense	0.00	416.67	4,230.80	758.70	3,749.99	19,016.01	35,883.54	5,000.00	1,000.00
5037 · Medical supply expense	4,091.73	2,000.00	1,648.87	22,474.10	18,000.00	17,956.64	24,396.37	24,000.00	30,000.00
5050 · Shelter uniform expense	0.00	41.67	0.00	108.00	374.99	0.00	0.00	500.00	150.00
5052 · Humane Officer uniform expense	0.00	83.33	0.00	412.55	750.01	166.50	166.50	1,000.00	550.00
5060 · Shelter travel	1,182.95	83.33	723.70	1,900.62	750.01	736.34	1,032.61	1,000.00	2,500.00
5065 · Shelter staff training	0.00	83.33	0.00	995.58	750.01	324.41	523.41	1,000.00	1,300.00
5067 · Shelter Humane Officer training	0.00	125.00	1,050.00	1,080.00	1,125.00	1,552.16	1,829.66	1,500.00	1,500.00
5096 · Rabies tag expense	0.00	0.00	0.00	72.81	100.00	0.00	0.00	100.00	100.00
5097 · Microchip expense	0.00	1,000.00	0.00	2,865.31	9,000.00	0.00	7,401.63	12,000.00	4,000.00
5099 · Miscellaneous shelter expense	0.00	166.67	23.00	4,001.01	1,499.99	264.66	1,316.39	2,000.00	5,000.00
Total 50000 · SHELTER EXPENSES	44,299.12	42,250.01	38,235.26	357,122.20	380,349.97	310,035.02	445,832.35	507,100.00	480,200.00
5018 · MERCHANDISE-COGS	0.00	250.00	0.00	0.00	2,250.00	900.00	599.05	3,000.00	1,200.00
52000 · SPAY/NEUTER EXPENSES									
5215 · Spay/neuter supplies	421.92	1,250.00	56.25	3,996.28	11,250.00	869.85	1,491.36	15,000.00	5,500.00
5235 · Spay/neuter vet expense	0.00	0.00	623.28	0.00	0.00	11,203.27	12,148.65	0.00	0.00
5237 · Spay/neuter medical supplies	0.00	0.00	25.00	116.00	0.00	166.05	253.05	0.00	200.00
Total 52000 · SPAY/NEUTER EXPENSES	421.92	1,250.00	704.53	4,112.28	11,250.00	12,239.17	13,893.06	15,000.00	5,700.00
55000 · VEHICLE EXPENSES									
5510 · Vehicle maintenance & repair e	170.00	250.00	131.24	725.74	2,250.00	1,225.41	2,221.03	3,000.00	1,000.00
5520 · Vehicle insurance expense	372.97	391.67	342.83	2,954.76	3,524.99	3,191.25	4,288.30	4,700.00	4,000.00
5530 · Vehicle gas	218.76	400.00	345.04	1,207.89	3,600.00	3,416.88	4,576.32	4,800.00	1,600.00
5535 · Mileage reimbursement	0.00	83.33	0.00	0.00	750.01	735.08	851.67	1,000.00	0.00
5540 · Vehicle license expense	0.00	0.00	128.65	84.00	0.00	0.00	0.00		100.00
5550 · Cellular phone expense	259.34	150.00		1,167.06	1,350.00	1,403.83	1,920.92	1,800.00	1,500.00
Total 55000 · VEHICLE EXPENSES	1,021.07	1,275.00	947.76	6,139.45	11,475.00	9,972.45	13,858.24	15,300.00	8,200.00
65000 · EDUCATION EXPENSES									
6610 · Video expense	0.00	100.00	0.00	540.00	900.00	675.00	1,080.00	1,200.00	720.00
Total 65000 · EDUCATION EXPENSES	0.00	100.00	0.00	540.00	900.00	675.00	1,080.00	1,200.00	720.00
70000 · ADMINISTRATIVE EXPENSES									
7000 · Office supply expense	626.00	250.00	0.00	2,253.54	2,250.00	1,762.27	2,305.74	3,000.00	3,000.00
7001 · Humane Officer supplies	0.00	41.67	0.00	0.00	374.99	0.00	0.00	500.00	0.00
7020 · Office equipment repair & maint	0.00	100.00	0.00	375.00	900.00	187.50	375.00	1,200.00	500.00
7030 · Advertising expense	0.00	291.67	0.00	205.00	2,624.99	190.00	190.00	3,500.00	300.00
7050 · Dues and membership expense	0.00	41.67	0.00	629.00	374.99	299.00	575.00	500.00	800.00
7060 · Subscriptions expense	530.68	750.00	411.96	3,845.15	6,750.00	7,144.68	8,386.68	9,000.00	500.00
7070 · License and application fees	0.00	58.33	170.63	150.00	525.01	2,025.63	2,025.63	700.00	200.00
7080 · Accounting - in house	118.94	416.67	63.49	3,706.46	3,749.99	681.39	3,389.86	5,000.00	5,000.00
7110 · Postage expense	201.50	416.67	201.95	2,168.75	3,749.99	3,616.84	4,843.48	5,000.00	3,000.00
7120 · Telephone expense	194.90	200.00	193.87	1,775.10	1,800.00	1,745.83	2,332.05	2,400.00	2,400.00
7125 · Internet expense	74.99	58.33	55.00	798.75	525.01	530.95	699.80	700.00	1,000.00
7140 · Outside services									0.00
7141 · Attorney Fees	0.00	0.00	0.00	-250.00	0.00	2,607.25	4,207.25		0.00
7140 · Outside services - Other	0.00	1,666.67	875.00	4,800.00	14,999.99	14,375.00	18,875.00	20,000.00	6,400.00
Total 7140 · Outside services	0.00	1,666.67	875.00	4,550.00	14,999.99	16,982.25	23,082.25	20,000.00	6,400.00
7150 · Bank charges	239.08	208.33	164.38	2,318.40	1,875.01	2,123.93	2,746.57	2,500.00	3,000.00
7160 · Insurance - workers compensatio	0.00	833.33	0.00	1,602.00	7,500.01	2,149.00	11,803.00	10,000.00	2,200.00

HSPC Budget as of September 30, 2015

7165 · Insurance directors & officers	64.22	75.00	66.67	1,200.38	675.00	619.50	819.51	900.00	1,600.00
Total 70000 · ADMINISTRATIVE EXPENSES	2,050.31	5,408.34	2,202.95	25,577.53	48,674.98	40,058.77	63,574.57	64,900.00	29,900.00
75000 · HOUSING EXPENSES									
7500 · Building repair & maint expense	1,173.64	833.33	817.80	8,389.08	7,500.01	10,552.74	18,871.32	10,000.00	12,000.00
7505 · Security monitoring expense	0.00	41.67	0.00	554.84	374.99	332.88	332.88	500.00	8,000.00
7510 · Heat and electricity expense	4,310.08	2,500.00	2,357.96	22,819.08	22,500.00	23,401.32	30,410.70	30,000.00	30,500.00
7515 · Trash removal	240.66	250.00	240.66	2,165.94	2,250.00	2,092.11	2,814.09	3,000.00	3,000.00
7517 · Snowplowing	0.00	83.33	0.00	0.00	750.01	150.00	150.00	1,000.00	0.00
7520 · Water and sewer expense	0.00	583.33	0.00	1,976.00	5,250.01	4,207.20	6,788.00	7,000.00	2,700.00
7540 · Insurance property & casualty	109.35	83.30	69.45	673.14	750.01	625.06	827.85	1,000.00	900.00
Total 75000 · HOUSING EXPENSES	5,833.73	4,374.96	3,485.87	36,578.08	39,375.03	41,361.31	60,194.84	52,500.00	57,100.00
Total Expense	53,626.15	54,908.31	45,576.37	430,069.54	494,274.98	415,241.72	599,032.11	659,000.00	583,020.00
8000 · IN-KIND DONATIONS									
8010 · IN KIND DONATIONS	-1,048.37	0.00	-2,198.55	-22,635.00	0.00	-17,728.67	-18,488.94	0.00	0.00
8015 · In-Kind Shelter Supplies	930.61	0.00	154.00	9,237.88	0.00	9,699.71	10,019.98	0.00	0.00
8055 · In Kind-Conference Expense	0.00	0.00	0.00	5,917.53	0.00	1,666.72	1,666.72	0.00	0.00
8060 · In Kind Donations-Office Supply	117.76	0.00	851.19	1,908.25	0.00	2,960.01	3,010.01	0.00	0.00
8065 · In Kind Donations-Office R & M	0.00	0.00	0.00	2,588.41	0.00	164.29	454.29	0.00	0.00
8080 · In Kind Donation-Building R & M	0.00	0.00	1,193.36	2,982.93	0.00	1,356.93	1,456.93	0.00	0.00
Total 8000 · IN-KIND DONATIONS	0.00	0.00	0.00	0.00	0.00	-1,881.01	-1,881.01	0.00	0.00
Net Ordinary Income	-28,919.25	-27,691.65	-17,773.54	-204,388.03	-249,324.96	-176,553.94	-282,587.65	-332,400.00	-282,420.00
Other Income/Expense									
Other Income									
85000 · FUNDRAISING INCOME									
8500 · Membership income	0.00		0.00	0.00	0.00	140.00	140.00		
8520 · Gifts and donations income	12,418.52	5,416.67	9,944.78	87,269.05	48,749.99	61,277.56	99,667.24	65,000.00	100,000.00
8530 · Honorarium income	10.00	166.67	2,525.00	1,040.00	1,499.99	3,972.56	4,877.56	2,000.00	1,500.00
8900 · Interest income	4.90	416.67	4.68	44.59	3,749.99	71.02	82.26	5,000.00	60.00
8901 · Dividend income	0.00	416.67	0.00	0.00	3,749.99	0.00	0.00	5,000.00	0.00
9000 · Neuter sponsor income	50.00	291.67	140.00	1,070.00	2,624.99	2,445.50	3,010.50	3,500.00	1,500.00
9001 · Memorial income	255.00	1,416.67	10,463.20	5,922.50	12,749.99	17,090.70	24,221.44	17,000.00	8,000.00
9002 · Can donation income	351.19	541.67	504.73	4,902.48	4,874.99	4,384.94	6,257.85	6,500.00	6,500.00
9003 · Paws income	0.00	0.00	0.00	0.00	0.00	13.00	13.00	0.00	0.00
9004 · Spay/neuter clinic income	0.00	416.67	0.00	1,447.91	3,749.99	0.00	0.00	5,000.00	1,500.00
9005 · Kevin Ford golf outing income	0.00	0.00	0.00	27,525.38	14,000.00	17,134.00	17,134.00	14,000.00	27,500.00
9006 · Microchip clinic income	0.00	41.67	0.00	40.00	374.99	120.00	120.00	500.00	60.00
9013 · Fur ball income	1,700.00	2,000.00	2,900.00	2,005.00	2,000.00	2,900.00	24,170.41	25,000.00	12,000.00
9023 · Walk for Wags income	0.00	0.00	0.00	18,333.85	15,000.00	15,921.00	15,921.00	15,000.00	18,000.00
9032 · Aluminum can recycling income	259.00	375.00	508.00	2,929.20	3,375.00	3,622.10	4,583.70	4,500.00	4,000.00
9300 · In-house fundraising income	0.00	83.33	0.00	0.00	750.01	3,617.14	3,707.14	1,000.00	0.00
9400 · Miscellaneous fund raising inco	0.00	1,250.00	3,571.83	3,952.82	11,250.00	32,534.93	46,709.25	15,000.00	5,000.00
9410 · Appeal income	4,718.00	5,000.00	9,812.27	19,310.46	40,000.00	18,453.27	48,376.27	60,000.00	40,000.00
9450 · Miscellaneous other income	1,144.88	83.33	0.00	1,300.64	750.01	139.95	265.95	1,000.00	1,500.00
Total 85000 · FUNDRAISING INCOME	20,911.49	17,916.69	40,374.49	177,093.88	169,249.93	183,837.67	299,257.57	245,000.00	227,120.00
9499 · Sales tax discount	10.00	10.00	10.00	90.00	90.00	90.00	120.00	120.00	1,200.00
Other Expense	20,921.49	17,926.69	40,384.49	177,183.88	169,339.93	183,927.67	299,377.57	245,120.00	228,320.00
8909 · Investment fees expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00
9500 · FUNDRAISING EXPENSES									
9513 · Fur ball expense	1,442.07	400.00	0.00	1,534.80	400.00	100.00	2,192.88	2,400.00	1,700.00
9523 · Walk for the Wags expense	0.00	0.00	100.00	2,763.38	3,800.00	3,049.35	3,049.35	3,800.00	2,700.00
9535 · Kevin Ford golf outing expense	0.00	0.00	0.00	14,284.56	5,500.00	5,567.95	5,567.95	5,500.00	15,000.00
9900 · Miscellaneous fund raising expe	1,210.42	125.00	94.00	2,534.67	1,125.00	3,300.37	3,525.57	1,500.00	3,000.00
9910 · Appeal expense	3,613.72	0.00	0.00	4,755.55	12,000.00	1,064.12	7,917.31	16,000.00	6,000.00
Total 9500 · FUNDRAISING EXPENSES	6,266.21	525.00	194.00	25,872.96	22,825.00	13,081.79	22,253.06	29,200.00	28,400.00
9970 · Bad debt expense	-25.00	83.33	183.48	-325.00	750.01	532.68	1,941.08	1,000.00	500.00
9980 · Interest expense	0.00	0.00	0.00	27.00	0.00	3.22	9.96		50.00
9990 · NSF checks	0.00	25.00	121.78	58.49	225.00	423.33	464.98	300.00	300.00
9995 · Miscellaneous other expense	0.00	0.00	0.00	0.00	0.00	0.00	2.53	0.00	0.00
Net Other Income	6,241.21	633.33	499.26	25,633.45	23,800.01	14,041.02	24,671.61	35,500.00	29,250.00
Net Income	14,680.28	17,293.36	39,885.23	151,550.43	145,539.92	169,886.65	274,705.96	209,620.00	199,070.00
	-14,238.97	-10,398.29	22,111.69	-52,837.60	-103,785.04	-6,667.29	-7,881.69	-122,780.00	-83,350.00

HSPC Fundraising Committee Meeting
October 22, 2015
5:00 pm

Present: Lyne, Myra, Ann, Brett, Sheila

Fur Fest Recap 2015

- Financial overview of night: Goal: \$30,000, Net income Approx. 10,000 all final numbers are not in yet. Expenses for event down \$3,000
- Live auction brought in \$1,205 –sports items (Nolan Ryan baseball \$300), Pointers jersey (\$210) most popular and the cat tree (\$300) and candy bouquet (\$80)

2. Working parts review

- a. Advanced planning –the sponsor mailing went out in Feb/March. Event also published in February and May newsletters looking for donations. Because donations were very poor a second mailing was done again to the business community in September.
- b. Sponsors – Community Animal Hospital – only cash sponsor
- c. Positive feedback regarding new live auction and better set up.
- d. Chris new E.D. was an excellent emcee saved expenses from having to hire radio talent to come in.
- e. Number and frequency of committee meetings was down causing delays consider delegating tasks and check on via email.
- f. Set up deadlines at preliminary planning meeting to ensure that deadlines are met by team. Reminders to deadlines before they are met instead of after.
- g. Silent auction – Two separate times the auctions ended with having emcee announce winners was positive. Move auction items closer to the bank or secure area for ease of watching merchandise for folks to pick up. Wine & sports items were very popular items.
- h. Live auction was fun and exciting. Recommended more items in live and less in silent and a find a professional auctioneer.
- i. Basket raffle – Recommend have early table drawing.
- j. Ticket raffle – get a car or Packer tickets: 4-6 month in advance having final drawing for item that evening. Solicit for commitment Jan/Feb.
- k. Poop and scoop was very popular. Be sure to do again.
- l. Providing an event schedule at welcome table, bank, vendors was greatly appreciated to keep everyone in the loop regarding the nights events.
- m. Kids games brought in \$262 in income.
- n. Face painting was free but had donation jar and was very popular.
- o. Merchandise sales had great new items – put across from bank next year for credit card sales.
- p. Vendors brought in \$350.

- Must be present to win – some folks did not like this but it was valuable for logistic. Only have 2 items left to distribute compared to 20 last year which cost the shelter payroll dollars to get winners in to pick up prize and pay for live auction items.
- q. Offer better food or fish fry so people would stay and add an early basket raffle table.
- r. Volunteers worked out well and Best Buy sent 13 great volunteers.
- s. Board volunteers – would like to see all involved, to promote, donate and find donations.
- t. Advertise – Due to only one small cash sponsors there was no budget to spend on paid advertising for the event. Need to locate higher cash sponsors to cover advertising costs for next year. Increase online advertising, in newspapers, put out more yard signs, as this is effective in this community, more posters, more on website and earlier, and more emails. TV and radio promotion pretty good.
- u. Raffle tickets – due to only one response to the community a lot of time was spent securing raffle prizes which delayed the printing and distribution of the tickets. Therefore decreased sales significantly.
- v. Good to change the name to Fur Fest but needed to educate the community about the name change over

Recommendations for 2016;

- Would like Executive Director to have more responsibility for this event, our largest event.
- Do save the date notice/poster/promotion earlier and then update with raffle prizes when ready.
- Consider getting a car donated at dealer cost with a minimum bid.
- Should the event be replaced with something different to draw a new crowd?
- Retire event due to decreased revenue. Disco for Cancer event had a going away party – attendance was up and more money but still retired event. Should 2016 be the final Fur Fest?
- Other – Super zoo vendor list for future donations for shelter was provided.

Other Fundraising topics

1. Recommended a marketing meeting to evaluate all events and incoming revenue to determine marketing plan for 2016.
 - a. Improved communication for all working team members to be cc on all outside correspondence emails with 3rd parties.
 - b. Deadlines should be shared by all and adhered to

2. Discussed that 50% of our mailing list does not donate anything. Question as to whether or not those names should be deleted. Consensus was to reach out to them once a year. Our cost is \$5 per year to keep someone on our list.
3. One problem is that the same people coordinate the events year after year which are causing burnout. Get new people on the committee with a list of tasks in advance.
4. Do we need simpler events? Consider a PET Expo, an upscale event? A murder mystery dinner is an idea and could hire a company to do this.
5. Green Bay brings in their elite to wine and dine them and then they do a reverse auction to get them to donate \$15K for a certain project.
6. Reach out to pet companies for donation such as: cat litter, dog/cat food to receive items for free to reduce costs and in exchange offer ads in our newsletter, coupons in adoption packets, advertising around building.
7. Consider wines of the world event.

HSPC Fundraising Brainstorm Committee Meeting

November 7, 2015

8:30 am

Present: Lyne Kawleski, Myra Westphal, Ann Barrett, Jenny Knutson, Brett Jarman, Sheila Kessler

1. Chairperson for 2016

- Lyne Kawleski officially stepped down
- Voted in: Chair is Myra Westphal and Co-chair is Ann Barrett
- Fundraising Chair and Co-Chair reports to President as chain of command
- Renamed the committee Marketing vs Fundraising
- Marketing Committee Focus: To oversee involvement in all marketing functions, events, PR and revenue coming in to the shelter.

Old Business

Fur Fest: Due to shortfall of 20K Fur Fest may be retired. Press release will be issued to community. Holiday appeal letter will hopefully make up for shortfall.

There is a recorded message thanking donors, a telemarketing campaign and the Alpha Dog Marketing/Holiday Appeal campaign in progress.

Newsletter schedule is February, May and September 2016 to coincide with events.

Brainstorm Session conducted for ideas for increased revenue, marketing reach, brand awareness, larger donors and more donations:

1. SHELTER

Reviewed the shelter itself for ideas to bring in more money.

Revenue Suggestions

- Signage needed for aluminum can bin to communicate to guests coming onto the property that we accept can donations. Inspire guests to bring in cans next visit
- Donation box needs signage
- Merchandise needs better presentation. Group together as one area for shopping.
- Need signage asking folks to adopt
- Pay for the cost of boarding a stray animal and medical care for a week
- Bring back Kennel Sponsorship
- Educate through signage how much it costs to run the building for a day. What it costs to heat, feed, lights, water and put up donation jars for funds. This will market to people who come in but don't find a pet but still want to help

- Create a kit to go home with people including a crate, leash, bowls, training book for extra fee. Different sizes for different dogs/cats work with local business for supplies.
- Have a brochure rack that businesses pay to participate in. "We Recommend" contact business that sell fencing, doggy day care, dog training, animal behaviorist, pet sitters, vets offices, carpet shampoo, and other pet related business. Intro price \$200.00 first year and 250.00 the following year. Include disclaimer about endorsing business practices.
- Increase marketing efforts towards spay and neuter sponsor awareness
- Looking to rehome retired working dogs
- Change in hours to be customer focused to increase adoptions being implemented
- Bumper stickers
- Adoption kits to include Estate planning info to plant the seed.
- Ask local business to round up purchase to help HSPC. If your total comes to 11.25 and store clerk would ask it you would like to round up to next dollar. The business would donate the .75 in change to shelter. Some staff at shelter do this already. Focus one month to have several businesses participate in the "Round Up".

Notes

- Memorial bench is nice
- Would like to update the donor wall with something more attractive; a video screen with better presentation
- Exchange deer pictures for pet pictures
- Cat room is clean bright, lit, enrichment toys, low odor
- Insurance review to save money - \$3-4K savings
- Microchip clinic revisions to save money
- Create two marketing plans for odd years and even years with different events to keep things fresh and the community interested

2. EVENTS

- Approved events for 2016
 - Mayoral Campaign 2016
 - Golf Outing
 - Walk for Wags
 - Sponsors needed for all events. Business Mailing looking for donations and sponsors to go out in January.
- Walk for Wags
 - Inspire people to get more pledges, change the focus of pay to walk to get pledges to walk instead. \$50 raised gets a shirt.
 - Try a year without demos, keep costume contest, basket raffle, and consider having it in Plover at Pacawa Park

- Get donations for the incentive gifts at various levels; raise \$100 and get a discount at a certain business. Raise \$200 and get a gift card from XYZ business. Each level gets prizes. Need business sponsors.
- Pledge incentive of \$25 or more will be entered into a drawing for a bicycle or something exciting
- Keep lunch but reduce other extras at event to reduce costs and volunteer time
- No or smaller goodie bags
- Golf Outings
 - One outing at Sentry on a weekday (Jenny to chair) and one at River on weekend (Brett)
 - Change price per golfer to increase revenue
 - Reduce sponsor pricing to get more lower sponsors
 - No goodie bags
 - No dinner
- Create an event to invite big donors similar to Green Bay's event to select group of 100 people to a dinner/drinks and then do presentation of need. Brett, Chris and Virginia working on.
- Murder mystery event or Halloween Party as possible replacement for Fur Fest; Sheila to look into
- Bring back Valentine's Day raffle or Big raffle with big prizes; local establishments/bars enjoy doing raffles for groups.
- Sheila will look into a food competition/cookoff with local breweries and distilleries for summer 2017

3. MEDIA

- HSPC Facebook Improvements and Continued efforts
 - Add Auction to HSPC Facebook page, feature different businesses that donate items
 - Create value added content to increase age demographic: Vet article from web site, vet article from newsletter, pet training tips, did you know???
 - What the shelter needs; Big and small requests
 - Thank sponsors
 - Spay and neuter sponsors
 - Current age group for FB followers is 18-34. Increase followers age brackets to 35-54 to increase revenue.
 - New low cost spay and neuter for low income when information is ready to be released
 - Merchandise for sale
 - Aluminum Can drop off locations
 - List of businesses that participate in our coin can drive
- HSPC Web Site Improvements

- Fundraising Tool kit on website to allow community to hold fundraisers on their own with HSPC policies and suggestions.
- Estate Planning option needs to be put on the website
- Newsletter
 - Additional newsletter would cost shelter additional money to print. Current newsletters (three/year) sponsored by Spectra Print.
 - Additional improvements being made from meeting with Brett and Myra
- Press Releases
 - Send more frequently to create top of mind awareness of Shelter
 - Improve brand image
 - Get information to public faster than waiting for newsletter

4. GRANTS

- We have a subscription to receive grant opportunities
- Will further explore Petco/Petfinder/Purina/Hills/Pedigree, Super Zoo vendor list might provide other private business grants
- Many require a new project such as oxygen masks for dogs in case of fire

5. COMMUNITY OUTREACH

- Network with past board members to review old fundraising streams

ACTION ITEMS

1. Press Releases:
 - New hours: Myra
 - Fur Fest: Myra
 - On various pets and topics on a regular basis
 - Can we do a regular column: Ann
2. Business Mailing to include:
 - Cover sheet/letter : Event committee chairs
 - Sponsor options/fact sheet: Event committee chairs

<u>Due Date</u>	<u>Activity</u>	<u>Action Date</u>
Dec. 23	Business mailing	Jan 8
Jan 15	Feb 28 newsletter W4W, Mayoral & Golf	Feb. 28 mailing
	Start telemarketing campaign	Jan 15

Meeting adjourned at 12:05 pm.



Humane Society of Portage County
IT Status Report – October 12, 2015

Completed in October 2015

As HSPC moves for one fund raiser to another my focus changes from IT projects to event support. October is one of the most busy months with Fur Fest and the Country Contract meeting consuming the largest portion of time.

- **Fur Fest** – consumed a significant portion of my time in October and there are significant tasks that were done the days following FurFest. A task list I performed includes:
 - Attended fund raising meetings
 - Develop manual system for bank check out of multiple auctions
 - Develop paddles for live auction
 - Develop registration process for bidders
 - Print Paddles, instructions and bidder registration forms
 - Prize raffle tickets
 - Acquire paper stock to allow printing on September 8
 - Printing delayed until end of September when prizes were determined
 - Printed tickets
 - Stapled tickets
 - Separated tickets
 - Item controls
 - Photograph each item
 - Post each item to website
 - Post each item into donor perfect
 - Issue a thank you letter for each item
 - Follow-up on item pickup requests
 - Do the item pickups
 - Develop three part item control documents
 - Create spreadsheet with item number, bid starting amount and description
 - Move items to storage room
 - Move items to a larger storage room
 - Prepare for triage weekend
 - Meeting to triage items
 - Second meeting to triage items
 - Stickers on each item with item number
 - Organize items in the storage room for easy transport
 - Purchase additional baskets for odd items
 - Coordinate and help wrap a dozen baskets
 - Print the three part control sheets
 - Poop and scoop

- When card board tubes were not coming in – develop a work around using different colors of packing peanuts
 - Acquire (donate) the packing peanuts
- Signs
 - Work with Sign Pro to acquire options for signs
 - Deliver old sign to Sign Pro and order additional signs
 - Pick up signs at Sign Pro
 - Put signs up around the shelter
- Meetings after the board meeting to have repeat discussions about earlier decisions
- Days before event
 - Intake late items (still have to do all the item steps)
 - Develop list of required signs (must be present to win, Logo items for sale)
 - Print signs
 - Test credit card machines
 - Ensure fall back for credit cards was available
 - Test computer equipment
 - Determine cash requirements
 - Jaime and Chris got the money
 - Put money and assorted bank bags into locking container
 - Print triple set of numbers for basket raffle
 - One for the basket
 - One for the bucket
 - One for document describing the basket
 - Gather all required materials into one spot for easy transport
 - Computers
 - Displays
 - Printer
 - Raffle tickets
 - Aprons
 - Raffle buckets
 - Plastic sleeves
 - Picture frames
 - Animal pictures
 - Develop the count down timer power point displays
 - Two versions with different times
 - Tailor the lobby display power point for use at Fur Fest
 - Create the web based signup sheet to get volunteers
- Day of the event
 - Multiple trips between Shelter and Holiday Inn
 - Establish internet connection
 - Test credit card machine
 - Set up computers and monitors
 - Create additional auction sheets for last minute changes and additional items
 - Schedule hand outs (last minute suggestion)
 - Create the content
 - Add missing items

- Print hand outs
 - Cut hand outs
- Created bank bags with money
- Trained bank staff on auction system check out
- Attended
- Majority of event items loaded into the van and returned van to the shelter
- Returned to Holiday Inn to look for missing signs
 - Only one found at Schierl gas station
- Day after the event
 - Returned to Holiday Inn to look for missing signs – None found
 - Worked with Jaime Jones to categorize money in bank bags
 - Photo Copied checks so the donors could be added to mailing list and marked as Fur Fest attendees
 - Traveled with Jaime to bank to make deposit
 - Began working on the spreadsheet
 - Unloaded the van
 - Began putting things away
- Two Days after the event
 - Continued work on the spreadsheet
 - Sorted raffle ticket stubs
 - Removed duplicates
 - Updated spreadsheet with the results
 - Continued to put materials away
 - Pick up the signs at the shelter
- Additional days after the event
 - The remaining signs appeared
 - Straighten wire stands
 - Requested front desk staff to call the 3 remaining silent auction winners
 - Finished updating the spreadsheet with known expenses
 - Wrote up suggestions
 - Put signs away in the garage
 - Monitor the remaining silent auction items
- Tasks that remain
 - Mark folks identified on checks, auction control sheets and prize raffle tickets as Fur Fest 2015 participants
- **Gateway phone solicitation**
 - Recorded more than 70 donations into DonorPerfect
 - Posted solicitation dates and results into donor perfect
 - Posted updated telephone number and address provided by gateway
- **Fall and Winter solicitations**
 - Posted mailing information into donor perfect
 - Posted more than 50 donations into donor perfect
- **Summer Solicitation**
 - Recorded more than 100 donations into DonorPerfect

-
- **County Contract Meeting**
 - Provided support for the publishing of the contract handout
 - Researched county demographics and made a proposal for the execution of 5 vaccination and license clinics to be held in February 2016
 - Helped with deep cleaning before the event
 - Trouble shoot the floor scrubber to resolve the problems with wheel tracks
- **Volunteer Appreciation Event**
 - Toured facility at Smilies with Chris and booked the event for Sunday December 6th
 - Recorded more than 100 donations into DonorPerfect
 -
- **Change in shelter hours**
 - Coordinated the updates to the web site and facebook
 - Developed proposal for sign updates
 - Coordinated the acquisition of the signs
 - Helped dig the holes and plant the sign where it is more visible to incoming traffic
- **Garage clean up**
 - Helped get food on the shelves with appropriate labels
 - Helped dispose of items no longer useful
- **Set HSPC staff up in Volistics**
 - HSPC's office manager Jaime, uses a couple of tools to schedule and track employee hours. These tools are not integrated. Jaime and I are working on using Volistics to record staff time and improve scheduling. I added the staff schedules and Jaime has mastered the staff into the system. Later this month the staff will begin using the new system
- **Board Support**
 - Create the board package
 - Chair the operations committee
- **Volunteer Support**
 - Gave two volunteer orientation classes. The night before FurFest had nearly 40 attendees
- **Animal Support**
 - Provided the transportation for Lily to Fort Wayne Indiana
- **Fill the van support**
 - Update the handout to match current needs
 - Print and cut the handouts

- With help from our intern Mike, unloaded the van, made expiration dates on bags of food and moved the donations received to their correct locations
- **November is expected to busy**
 - Large quantity of Holiday Appeal responses are arriving that are being posted into DonorPerfect
 - Preparations for the Volunteer Appreciation event
 - Attend the Society of Animal Welfare administrators conference



Volunteer Statistics

On November 8, 2015 there were

436 volunteers in the system

67 are in applicant status

20 staff members

349 active and trained

121 adults performed some service to HSPC in September – 1,819 hours

23 youth performed some service to HSPC in September – 49 hours

Cat fosters at 475 hours and dog fosters at 31 hours shown the impact of volunteers helping with animal care. (1 hour is credited per animal per day out of the shelter)



Monthly Service By Assignment

August 2015 to October 2015

Place	Assignment	Aug 2015 Hours	Aug 2015 Volunteer Count	Sep 2015 Hours	Sep 2015 Volunteer Count	Oct 2015 Hours	Oct 2015 Volunteer Count	Total Hours	Total Volunteer Count
Staff	Adoption Team - Days	0:00	0	0:00	0	0:00	0	0:00	0
	Adoption Team - Evenings	0:00	0	0:00	0	0:00	0	0:00	0
	Animal Care - Team 1 - Weekdays	0:00	0	0:00	0	0:00	0	0:00	0
	Animal Care - Team 1 - Weekends	0:00	0	0:00	0	0:00	0	0:00	0
	Animal Care - Team 2 - Weekdays	0:00	0	0:00	0	0:00	0	0:00	0
	Animal Care - Team 2 - Weekends	0:00	0	0:00	0	0:00	0	0:00	0
	Animal Care - Team 3 - Everyday	0:00	0	0:00	0	0:00	0	0:00	0
	Animal Care - Team 4 - Afternoons	0:00	0	0:00	0	0:00	0	0:00	0
	Animal Care - Team 5 - Evenings	0:00	0	0:00	0	0:00	0	0:00	0
	Front Desk - Days	0:00	0	0:00	0	0:00	0	0:00	0
	Front Desk - Evenings	0:00	0	0:00	0	0:00	0	0:00	0
	Humane Officer on Duty - Days	0:00	0	0:00	0	0:00	0	0:00	0
	Humane Officer on Duty - Nights	0:00	0	0:00	0	0:00	0	0:00	0
	Manager on Duty	0:00	0	0:00	0	0:00	0	0:00	0
	Office Manager	0:00	0	0:00	0	0:00	0	0:00	0
	Veterinary Team - HSPC	0:00	0	0:00	0	0:00	0	0:00	0
	Volunteer Coordinator / Animal Enrichment - Weekdays	0:00	0	0:00	0	0:00	0	0:00	0
	Volunteer Coordinator / Animal Enrichment - Weekend	0:00	0	0:00	0	0:00	0	0:00	0
	Total	0:00	0	0:00	0	0:00	0	0:00	0
Volunteer Services	Administrative Assistant	20:10	3	17:31	3	23:52	4	61:33	4
	Adoptions Counselor	9:55	1	14:26	1	9:47	1	34:08	1
	Angel Foster	0:00	0	0:00	0	70:00	1	70:00	1

Place	Assignment	Aug 2015 Hours	Aug 2015 Volunteer Count	Sep 2015 Hours	Sep 2015 Volunteer Count	Oct 2015 Hours	Oct 2015 Volunteer Count	Total Hours	Total Volunteer Count
	Building Maintenance	3:39	2	2:02	2	7:28	2	13:09	3
	Business Group Presenter	0:00	0	0:00	0	0:00	0	0:00	0
	Cat Cage Crew	0:00	0	0:00	0	1:23	1	1:23	1
	Cat Socialization (Orange Badge Required for Red Cats)	224:53	36	229:56	40	285:21	58	740:10	88
	Coin Can Agent	0:00	0	0:00	0	0:00	0	0:00	0
	Community Service	38:39	1	7:18	2	8:09	1	54:06	2
	Dog Foster Care Giver	37:00	2	30:00	1	31:00	1	98:00	2
	Dog Kennel Crew	0:00	0	0:00	0	0:00	0	0:00	0
	Dog Walker (Red Badge required for Red Dogs)	180:14	39	204:11	55	251:28	66	635:53	98
	Dorsey	155:12	8	138:13	3	165:46	6	459:11	9
	Education Classroom Presenter	0:00	0	0:00	0	0:00	0	0:00	0
	Evening Animal Care	0:00	0	0:00	0	0:00	0	0:00	0
	Fill The Van	38:00	6	0:00	0	10:09	2	48:09	6
	Front Desk	0:00	0	0:00	0	0:00	0	0:00	0
	Fur Ball at the Holiday Inn	0:00	0	0:00	0	35:00	3	35:00	3
	Fur Ball preparation tasks	0:00	0	0:00	0	0:00	0	0:00	0
	Greeter/Adoption Assistant	0:00	0	0:00	0	0:00	0	0:00	0
	Housekeeping	0:00	0	0:57	1	13:44	3	14:41	3
	Humane Officer Assistant	7:11	1	0:00	0	32:35	1	39:46	2
	IT Technician	229:36	1	259:15	1	252:28	1	741:19	1
	Kitten Foster Care Giver - bottle feeders	0:00	0	0:00	0	18:00	1	18:00	1
	Kitten Foster Care Giver	378:00	8	515:00	9	475:00	3	1,368:00	12
	Medical Assistant	9:22	1	2:05	1	2:52	1	14:19	3
	Open House - Santa Paws	0:00	0	0:00	0	0:00	0	0:00	0

Place	Assignment	Aug 2015 Hours	Aug 2015 Volunteer Count	Sep 2015 Hours	Sep 2015 Volunteer Count	Oct 2015 Hours	Oct 2015 Volunteer Count	Total Hours	Total Volunteer Count
	Photographer	1:02	1	4:03	1	2:00	1	7:05	1
	Rabbit Socialization	8:25	1	10:22	1	9:11	1	27:58	1
	Reception / Greeter	0:00	0	0:00	0	0:00	0	0:00	0
	Social Media	116:00	1	120:00	1	124:00	1	360:00	1
	Team Rimi	0:00	0	0:00	0	0:00	0	0:00	0
	Videographer	3:04	1	2:29	1	3:22	1	8:55	1
	Walk for Wags at Pffifner Park	0:00	0	0:00	0	0:00	0	0:00	0
	Youth Assistant	34:59	20	37:40	20	36:13	22	108:52	39
Total		1,495:21	105	1,595:28	125	1,868:48	146	4,959:37	218
Grand total		1,495:21	105	1,595:28	125	1,868:48	146	4,959:37	218



Monthly Service By Type

August 2015 to October 2015

Type	Aug 2015 Hours	Aug 2015 Volunteer Count	Sep 2015 Hours	Sep 2015 Volunteer Count	Oct 2015 Hours	Oct 2015 Volunteer Count	Total Hours	Total Volunteer Count
Adult	1,452:39	83	1,543:30	102	1,819:10	121	4,815:19	175
Minor	42:42	22	51:14	22	49:38	25	143:34	42
Staff	0:00	0	0:00	0	0:00	0	0:00	0
(None)	0:00	0	0:44	1	0:00	0	0:44	1
Grand total	1,495:21	105	1,595:28	125	1,868:48	146	4,959:37	218



DonorPerfect Statistics

DonorPerfect is software that helps HSPC record information about our donors and patrons. It has been active since the end of August 2013

- All Individual monetary donations has been extracted from our old system and loaded.
- All Business and organization monetary donations has been extracted from our old system and loaded.
- All Fur Ball contributions have been loaded (cash and non-cash gifts)
- All Volunteers have been added to DonorPerfect (current as of Mid November)
- Any person that purchased a Fur Ball raffle ticket, Fur Ball silent auction item or a sticker set for basket raffles have been added to Donor Perfect
- All people who make in-kind donations and sign our gift registry have been loaded into Donor Perfect.
- All mailing lists have been consolidated into Donor Perfect
- All people who have adopted a pet from HSPC in the past 5 years have been loaded into Donor Perfect
- Donor Perfect has been the system of record for all donations since August 2013.

There are 8,185 constituent records in our Donor Perfect database

A new report starts this month (November 2015) – an analysis of solicitation by event and target group.

The following reports from DonorPerfect will provide additional details.

Search Constituents



Calendar Year Income Analysis with Gift Splits By GL_CODE for period ending 11/8/2015

Code	Description	Splits	November Gifts	November Amount	NUMBER OF GIFTS			AMOUNT			AVERAGE GIFT		
					YTD	Last Year	%Change	YTD	Last Year	%Change	YTD	Last Year	% Change
1010	Angel Gift - Capital Items												
		\$50.00-99.99	0	\$0.00	0	1	-100.00%	\$0.00	\$88.60	-100.00%	\$0.00	\$88.60	0%
		\$100.00-199.99	0	\$0.00	5	7	-28.57%	\$768.84	\$1,001.13	-23.20%	\$153.77	\$143.02	7.52%
		\$200.00-499.99	0	\$0.00	4	2	100.00%	\$1,156.75	\$565.96	104.39%	\$289.19	\$282.98	2.19%
		\$500.00-999.99	0	\$0.00	1	3	-66.67%	\$858.00	\$2,198.02	-60.96%	\$858.00	\$732.67	17.11%
		\$1,000.00-9999.99	0	\$0.00	1	1	0.00%	\$1,249.99	\$1,395.74	-10.44%	\$1,249.99	\$1,395.74	-10.44%
		Total:	0	\$0.00	11	14	-21.43%	\$4,033.58	\$5,249.45	-23.16%	\$366.69	\$374.96	-2.21%
8065	Angel Gift - Repairs & Maint												
		\$10.00-24.99	0	\$0.00	4	4	0.00%	\$81.55	\$73.12	11.53%	\$20.39	\$18.28	11.53%
		\$25.00-49.99	0	\$0.00	6	2	200.00%	\$206.40	\$54.11	281.45%	\$34.40	\$27.06	27.15%
		\$50.00-99.99	0	\$0.00	6	1	500.00%	\$425.20	\$98.00	333.88%	\$70.87	\$98.00	-27.69%
		\$100.00-199.99	0	\$0.00	2	1	100.00%	\$244.48	\$163.57	49.47%	\$122.24	\$163.57	-25.27%
		\$200.00-499.99	0	\$0.00	2	0	--.--%	\$608.05	\$0.00	--.--%	\$304.03	\$0.00	100.00%
		\$500.00-999.99	0	\$0.00	2	0	--.--%	\$1,679.74	\$0.00	--.--%	\$839.87	\$0.00	100.00%
		\$1,000.00-9999.99	0	\$0.00	1	1	0.00%	\$2,450.00	\$1,068.42	129.31%	\$2,450.00	\$1,068.42	129.31%
		Total:	0	\$0.00	23	9	155.56%	\$5,695.42	\$1,457.22	290.84%	\$247.63	\$161.91	52.94%
8055	Angel Gift Conference												
		\$25.00-49.99	0	\$0.00	1	0	--.--%	\$38.00	\$0.00	--.--%	\$38.00	\$0.00	100.00%
		\$100.00-199.99	0	\$0.00	1	1	0.00%	\$100.00	\$190.68	-47.56%	\$100.00	\$190.68	-47.56%
		\$200.00-499.99	0	\$0.00	5	0	--.--%	\$1,803.44	\$0.00	--.--%	\$360.69	\$0.00	100.00%
		\$500.00-999.99	0	\$0.00	4	0	--.--%	\$3,064.40	\$0.00	--.--%	\$766.10	\$0.00	100.00%
		\$1,000.00-9999.99	0	\$0.00	4	1	300.00%	\$6,242.56	\$1,476.04	322.93%	\$1,560.64	\$1,476.04	5.73%
		Total:	0	\$0.00	15	2	650.00%	\$11,248.40	\$1,666.72	574.88%	\$749.89	\$833.36	-10.02%
8060	Angel Gift Office Supplies												
		\$10.00-24.99	0	\$0.00	3	0	--.--%	\$48.97	\$0.00	--.--%	\$16.32	\$0.00	100.00%
		\$25.00-49.99	0	\$0.00	4	1	300.00%	\$187.65	\$47.37	296.14%	\$46.91	\$47.37	-0.97%
		\$50.00-99.99	0	\$0.00	5	4	25.00%	\$368.16	\$281.18	30.93%	\$73.63	\$70.30	4.75%
		\$100.00-199.99	0	\$0.00	1	2	-50.00%	\$111.50	\$256.23	-56.48%	\$111.50	\$128.12	-12.97%
		\$200.00-499.99	0	\$0.00	1	1	0.00%	\$385.00	\$239.45	60.79%	\$385.00	\$239.45	60.79%
		\$500.00-999.99	0	\$0.00	1	0	--.--%	\$851.48	\$0.00	--.--%	\$851.48	\$0.00	100.00%
		Total:	0	\$0.00	15	8	87.50%	\$1,952.76	\$824.23	136.92%	\$130.18	\$103.03	26.36%
7060	Angel Gift Subscriptions												
		\$25.00-49.99	0	\$0.00	9	0	--.--%	\$250.84	\$0.00	--.--%	\$27.87	\$0.00	100.00%
		\$50.00-99.99	0	\$0.00	10	6	66.67%	\$500.00	\$300.00	66.67%	\$50.00	\$50.00	0.00%
		\$100.00-199.99	0	\$0.00	2	0	--.--%	\$248.95	\$0.00	--.--%	\$124.48	\$0.00	100.00%
		\$200.00-499.99	0	\$0.00	1	0	--.--%	\$395.00	\$0.00	--.--%	\$395.00	\$0.00	100.00%
		Total:	0	\$0.00	22	6	266.67%	\$1,394.79	\$300.00	364.93%	\$63.40	\$50.00	26.80%
8015	Angel Gift Supplies												
		\$1.00-9.99	0	\$0.00	0	1	-100.00%	\$0.00	\$9.95	-100.00%	\$0.00	\$9.95	0%
		\$10.00-24.99	0	\$0.00	1	1	0.00%	\$17.92	\$22.37	-19.89%	\$17.92	\$22.37	-19.89%
		\$25.00-49.99	0	\$0.00	6	4	50.00%	\$204.16	\$162.98	25.27%	\$34.03	\$40.75	-16.49%
		\$50.00-99.99	0	\$0.00	11	24	-54.17%	\$798.47	\$1,508.11	-47.05%	\$72.59	\$62.84	15.52%
		\$100.00-199.99	0	\$0.00	6	16	-62.50%	\$927.40	\$2,067.52	-55.14%	\$154.57	\$129.22	19.62%

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		\$200.00-499.99	0	\$0.00	2	6	-66.67%	\$609.94	\$1,767.53	-65.49%	\$304.97	\$294.59	3.52%
		\$500.00-999.99	0	\$0.00	1	5	-80.00%	\$500.00	\$3,025.82	-83.48%	\$500.00	\$605.16	-17.38%
		\$1,000.00-9999.99	0	\$0.00	0	4	-100.00%	\$0.00	\$5,950.10	-100.00%	\$0.00	\$1,487.53	0%
		Total:	0	\$0.00	27	61	-55.74%	\$3,057.89	\$14,514.38	-78.93%	\$113.26	\$237.94	-52.40%
9410	Appeal Income												
		\$1.00-9.99	0	\$0.00	4	11	-63.64%	\$18.00	\$57.27	-68.57%	\$4.50	\$5.21	-13.57%
		\$10.00-24.99	0	\$0.00	30	43	-30.23%	\$460.00	\$665.00	-30.83%	\$15.33	\$15.47	-0.85%
		\$25.00-49.99	2	\$55.00	117	132	-11.36%	\$3,025.00	\$3,460.00	-12.57%	\$25.85	\$26.21	-1.36%
		\$50.00-99.99	1	\$50.00	63	85	-25.88%	\$3,255.00	\$4,321.00	-24.67%	\$51.67	\$50.84	1.64%
		\$100.00-199.99	0	\$0.00	48	48	0.00%	\$4,900.00	\$4,800.00	2.08%	\$102.08	\$100.00	2.08%
		\$200.00-499.99	0	\$0.00	11	12	-8.33%	\$2,450.00	\$2,700.00	-9.26%	\$222.73	\$225.00	-1.01%
		\$500.00-999.99	0	\$0.00	3	4	-25.00%	\$1,500.00	\$2,000.00	-25.00%	\$500.00	\$500.00	0.00%
		\$1,000.00-9999.99	0	\$0.00	2	1	100.00%	\$3,500.00	\$1,000.00	250.00%	\$1,750.00	\$1,000.00	75.00%
		Total:	3	\$105.00	278	336	-17.26%	\$19,108.00	\$19,003.27	0.55%	\$68.73	\$56.56	21.53%
9029	Business % of sales												
		\$1.00-9.99	1	\$3.53	2	0	--,--%	\$7.96	\$0.00	--,--%	\$3.98	\$0.00	100.00%
		\$25.00-49.99	0	\$0.00	1	3	-66.67%	\$43.35	\$95.93	-54.81%	\$43.35	\$31.98	35.57%
		\$50.00-99.99	0	\$0.00	2	1	100.00%	\$128.90	\$90.00	43.22%	\$64.45	\$90.00	-28.39%
		\$100.00-199.99	0	\$0.00	0	1	-100.00%	\$0.00	\$179.00	-100.00%	\$0.00	\$179.00	0%
		Total:	1	\$3.53	5	5	0.00%	\$180.21	\$364.93	-50.62%	\$36.04	\$72.99	-50.62%
9027	Business Employee/Patron Gifts												
		\$10.00-24.99	0	\$0.00	2	0	--,--%	\$35.50	\$0.00	--,--%	\$17.75	\$0.00	100.00%
		\$50.00-99.99	0	\$0.00	3	2	50.00%	\$224.67	\$108.57	106.94%	\$74.89	\$54.29	37.96%
		\$100.00-199.99	0	\$0.00	2	3	-33.33%	\$219.63	\$442.08	-50.32%	\$109.82	\$147.36	-25.48%
		\$200.00-499.99	0	\$0.00	2	0	--,--%	\$863.64	\$0.00	--,--%	\$431.82	\$0.00	100.00%
		\$1,000.00-9999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$4,500.00	-100.00%	\$0.00	\$4,500.00	0%
		Total:	0	\$0.00	9	6	50.00%	\$1,343.44	\$5,050.65	-73.40%	\$149.27	\$841.78	-82.27%
9028	Business Matching Gift												
		\$50.00-99.99	0	\$0.00	0	2	-100.00%	\$0.00	\$120.00	-100.00%	\$0.00	\$60.00	0%
		\$100.00-199.99	0	\$0.00	2	0	--,--%	\$230.00	\$0.00	--,--%	\$115.00	\$0.00	100.00%
		\$200.00-499.99	0	\$0.00	2	0	--,--%	\$600.00	\$0.00	--,--%	\$300.00	\$0.00	100.00%
		\$500.00-999.99	0	\$0.00	1	0	--,--%	\$500.00	\$0.00	--,--%	\$500.00	\$0.00	100.00%
		\$1,000.00-9999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$1,250.00	-100.00%	\$0.00	\$1,250.00	0%
		Total:	0	\$0.00	5	3	66.67%	\$1,330.00	\$1,370.00	-2.92%	\$266.00	\$456.67	-41.75%
9030	Business Refund												
		\$25.00-49.99	0	\$0.00	1	0	--,--%	\$25.00	\$0.00	--,--%	\$25.00	\$0.00	100.00%
		\$50.00-99.99	0	\$0.00	1	0	--,--%	\$60.00	\$0.00	--,--%	\$60.00	\$0.00	100.00%
		Total:	0	\$0.00	2	0	--,--%	\$85.00	\$0.00	--,--%	\$42.50	\$0.00	100.00%
9026	Business Sponsored Event												
		\$50.00-99.99	0	\$0.00	0	2	-100.00%	\$0.00	\$107.00	-100.00%	\$0.00	\$53.50	0%
		\$100.00-199.99	0	\$0.00	0	2	-100.00%	\$0.00	\$204.60	-100.00%	\$0.00	\$102.30	0%
		\$200.00-499.99	0	\$0.00	3	5	-40.00%	\$1,250.00	\$1,582.33	-21.00%	\$416.67	\$316.47	31.66%
		\$1,000.00-9999.99	0	\$0.00	0	2	-100.00%	\$0.00	\$3,105.00	-100.00%	\$0.00	\$1,552.50	0%
		Total:	0	\$0.00	3	11	-72.73%	\$1,250.00	\$4,998.93	-74.99%	\$416.67	\$454.45	-8.31%
9412	Canine Mayor												
		\$1.00-9.99	0	\$0.00	0	28	-100.00%	\$0.00	\$120.00	-100.00%	\$0.00	\$4.29	0%
		\$10.00-24.99	0	\$0.00	0	51	-100.00%	\$0.00	\$739.36	-100.00%	\$0.00	\$14.50	0%
		\$25.00-49.99	0	\$0.00	0	37	-100.00%	\$0.00	\$1,031.00	-100.00%	\$0.00	\$27.86	0%
		\$50.00-99.99	0	\$0.00	0	31	-100.00%	\$0.00	\$1,836.00	-100.00%	\$0.00	\$59.23	0%
		\$100.00-199.99	0	\$0.00	0	35	-100.00%	\$0.00	\$4,027.00	-100.00%	\$0.00	\$115.06	0%
		\$200.00-499.99	0	\$0.00	0	11	-100.00%	\$0.00	\$2,757.00	-100.00%	\$0.00	\$250.64	0%
		\$500.00-999.99	0	\$0.00	0	11	-100.00%	\$0.00	\$5,900.00	-100.00%	\$0.00	\$536.36	0%
		\$1,000.00-	0	\$0.00	0	4	-100.00%	\$0.00	\$5,000.00	-100.00%	\$0.00	\$1,250.00	0%

		9999.99											
		Total:	0	\$0.00	0	208	-100.00%	\$0.00	\$21,410.36	-100.00%	\$0.00	\$102.93	0%
9006	Coin Cans												
		\$10.00-24.99	0	\$0.00	5	1	400.00%	\$95.63	\$15.47	518.16%	\$19.13	\$15.47	23.63%
		\$25.00-49.99	0	\$0.00	8	4	100.00%	\$273.62	\$142.99	91.36%	\$34.20	\$35.75	-4.32%
		\$50.00-99.99	1	\$57.06	15	2	650.00%	\$1,078.61	\$132.45	714.35%	\$71.91	\$66.23	8.58%
		\$100.00-199.99	1	\$191.73	10	3	233.33%	\$1,563.84	\$491.47	218.20%	\$156.38	\$163.82	-4.54%
		\$200.00-499.99	0	\$0.00	7	4	75.00%	\$2,213.97	\$1,040.48	112.78%	\$316.28	\$260.12	21.59%
		\$1,000.00-9999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$1,922.60	-100.00%	\$0.00	\$1,922.60	0%
		Total:	2	\$248.79	45	15	200.00%	\$5,225.67	\$3,745.46	39.52%	\$116.13	\$249.70	-53.49%
9403	Commemorative Brick												
		\$50.00-99.99	0	\$0.00	1	0	--.-%	\$50.00	\$0.00	--.-%	\$50.00	\$0.00	100.00%
		\$100.00-199.99	0	\$0.00	4	4	0.00%	\$400.00	\$430.00	-6.98%	\$100.00	\$107.50	-6.98%
		\$200.00-499.99	0	\$0.00	1	1	0.00%	\$200.00	\$300.00	-33.33%	\$200.00	\$300.00	-33.33%
		\$1,000.00-9999.99	0	\$0.00	1	0	--.-%	\$1,000.00	\$0.00	--.-%	\$1,000.00	\$0.00	100.00%
		Total:	0	\$0.00	7	5	40.00%	\$1,650.00	\$730.00	126.03%	\$235.71	\$146.00	61.45%
9413	Commemorative Plaque												
		\$100.00-199.99	0	\$0.00	0	1	-100.00%	\$0.00	\$100.00	-100.00%	\$0.00	\$100.00	0%
		\$200.00-499.99	0	\$0.00	0	1	-100.00%	\$0.00	\$350.00	-100.00%	\$0.00	\$350.00	0%
		Total:	0	\$0.00	0	2	-100.00%	\$0.00	\$450.00	-100.00%	\$0.00	\$225.00	0%
9415	Direct Mail												
		\$1.00-9.99	4	\$16.00	4	0	--.-%	\$16.00	\$0.00	--.-%	\$4.00	\$0.00	100.00%
		\$10.00-24.99	17	\$225.00	17	0	--.-%	\$225.00	\$0.00	--.-%	\$13.24	\$0.00	100.00%
		\$25.00-49.99	22	\$630.00	22	0	--.-%	\$630.00	\$0.00	--.-%	\$28.64	\$0.00	100.00%
		\$50.00-99.99	14	\$750.00	14	0	--.-%	\$750.00	\$0.00	--.-%	\$53.57	\$0.00	100.00%
		\$100.00-199.99	8	\$850.00	8	0	--.-%	\$850.00	\$0.00	--.-%	\$106.25	\$0.00	100.00%
		\$200.00-499.99	2	\$400.00	2	0	--.-%	\$400.00	\$0.00	--.-%	\$200.00	\$0.00	100.00%
		Total:	67	\$2,871.00	67	0	--.-%	\$2,871.00	\$0.00	--.-%	\$42.85	\$0.00	100.00%
9007	Estate												
		\$500.00-999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$500.00	-100.00%	\$0.00	\$500.00	0%
		\$10,000.00+	0	\$0.00	1	1	0.00%	\$23,733.69	\$10,333.20	129.68%	\$23,733.69	\$10,333.20	129.68%
		Total:	0	\$0.00	1	2	-50.00%	\$23,733.69	\$10,833.20	119.08%	\$23,733.69	\$5,416.60	338.17%
9404	Extra Gift from thank you												
		\$1.00-9.99	0	\$0.00	0	1	-100.00%	\$0.00	\$7.00	-100.00%	\$0.00	\$7.00	0%
		\$10.00-24.99	0	\$0.00	2	10	-80.00%	\$40.00	\$121.00	-66.94%	\$20.00	\$12.10	65.29%
		\$25.00-49.99	1	\$30.00	59	52	13.46%	\$1,810.00	\$1,558.00	16.17%	\$30.68	\$29.96	2.39%
		\$50.00-99.99	0	\$0.00	16	20	-20.00%	\$800.00	\$1,125.35	-28.91%	\$50.00	\$56.27	-11.14%
		\$100.00-199.99	0	\$0.00	2	4	-50.00%	\$200.00	\$450.00	-55.56%	\$100.00	\$112.50	-11.11%
		\$200.00-499.99	0	\$0.00	0	2	-100.00%	\$0.00	\$400.00	-100.00%	\$0.00	\$200.00	0%
		Total:	1	\$30.00	79	89	-11.24%	\$2,850.00	\$3,661.35	-22.16%	\$36.08	\$41.14	-12.31%
9401	Fill the Van												
		\$25.00-49.99	0	\$0.00	0	1	-100.00%	\$0.00	\$25.00	-100.00%	\$0.00	\$25.00	0%
		\$50.00-99.99	0	\$0.00	1	0	--.-%	\$75.00	\$0.00	--.-%	\$75.00	\$0.00	100.00%
		\$100.00-199.99	0	\$0.00	2	0	--.-%	\$249.21	\$0.00	--.-%	\$124.61	\$0.00	100.00%
		\$200.00-499.99	0	\$0.00	2	1	100.00%	\$749.10	\$235.90	217.55%	\$374.55	\$235.90	58.77%
		\$500.00-999.99	0	\$0.00	2	1	100.00%	\$1,065.57	\$684.22	55.73%	\$532.79	\$684.22	-22.13%
		Total:	0	\$0.00	7	3	133.33%	\$2,138.88	\$945.12	126.31%	\$305.55	\$315.04	-3.01%
9013	Fur Ball Income												
		\$1.00-9.99	0	\$0.00	0	1	-100.00%	\$0.00	\$5.00	-100.00%	\$0.00	\$5.00	0%
		\$10.00-24.99	0	\$0.00	0	1	-100.00%	\$0.00	\$20.00	-100.00%	\$0.00	\$20.00	0%
		\$25.00-49.99	0	\$0.00	3	2	50.00%	\$110.00	\$63.58	73.01%	\$36.67	\$31.79	15.34%
		\$50.00-99.99	0	\$0.00	6	8	-25.00%	\$310.00	\$440.00	-29.55%	\$51.67	\$55.00	-6.06%
		\$100.00-199.99	0	\$0.00	4	14	-71.43%	\$450.00	\$1,485.00	-69.70%	\$112.50	\$106.07	6.06%
		\$200.00-499.99	0	\$0.00	3	6	-50.00%	\$600.00	\$1,325.68	-54.74%	\$200.00	\$220.95	-9.48%
		\$500.00-999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$565.00	-100.00%	\$0.00	\$565.00	0%
		\$1,000.00-											

		9999.99	0	\$0.00	2	4	-50.00%	\$3,006.01	\$6,519.65	-53.89%	\$1,503.01	\$1,629.91	-7.79%
		\$10,000.00+	0	\$0.00	1	1	0.00%	\$10,569.25	\$10,232.00	3.30%	\$10,569.25	\$10,232.00	3.30%
		Total:	0	\$0.00	19	38	-50.00%	\$15,045.26	\$20,655.91	-27.16%	\$791.86	\$543.58	45.68%
9024	Fur Ball Raffle												
		\$10.00-24.99	0	\$0.00	0	8	-100.00%	\$0.00	\$130.00	-100.00%	\$0.00	\$16.25	0%
		\$25.00-49.99	0	\$0.00	0	5	-100.00%	\$0.00	\$190.00	-100.00%	\$0.00	\$38.00	0%
		\$50.00-99.99	0	\$0.00	0	1	-100.00%	\$0.00	\$60.00	-100.00%	\$0.00	\$60.00	0%
		\$100.00-199.99	0	\$0.00	0	3	-100.00%	\$0.00	\$355.00	-100.00%	\$0.00	\$118.33	0%
		\$1,000.00-9999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$3,685.00	-100.00%	\$0.00	\$3,685.00	0%
		Total:	0	\$0.00	0	18	-100.00%	\$0.00	\$4,420.00	-100.00%	\$0.00	\$245.56	0%
9405	Garage Sale												
		\$1.00-9.99	0	\$0.00	0	1	-100.00%	\$0.00	\$5.00	-100.00%	\$0.00	\$5.00	0%
		\$10.00-24.99	0	\$0.00	0	6	-100.00%	\$0.00	\$90.00	-100.00%	\$0.00	\$15.00	0%
		\$25.00-49.99	0	\$0.00	0	6	-100.00%	\$0.00	\$170.00	-100.00%	\$0.00	\$28.33	0%
		\$50.00-99.99	0	\$0.00	0	2	-100.00%	\$0.00	\$110.00	-100.00%	\$0.00	\$55.00	0%
		\$100.00-199.99	0	\$0.00	0	3	-100.00%	\$0.00	\$335.00	-100.00%	\$0.00	\$111.67	0%
		\$200.00-499.99	0	\$0.00	0	1	-100.00%	\$0.00	\$200.00	-100.00%	\$0.00	\$200.00	0%
		\$500.00-999.99	0	\$0.00	1	1	0.00%	\$971.85	\$919.21	5.73%	\$971.85	\$919.21	5.73%
		\$1,000.00-9999.99	0	\$0.00	0	2	-100.00%	\$0.00	\$4,322.77	-100.00%	\$0.00	\$2,161.39	0%
		Total:	0	\$0.00	1	22	-95.45%	\$971.85	\$6,151.98	-84.20%	\$971.85	\$279.64	247.54%
8520	Gifts and Donations Income												
		\$1.00-9.99	1	\$2.00	9	5	80.00%	\$35.16	\$25.01	40.58%	\$3.91	\$5.00	-21.90%
		\$10.00-24.99	2	\$40.00	52	62	-16.13%	\$891.41	\$949.74	-6.14%	\$17.14	\$15.32	11.91%
		\$25.00-49.99	2	\$65.00	87	62	40.32%	\$2,651.94	\$1,867.26	42.02%	\$30.48	\$30.12	1.21%
		\$50.00-99.99	1	\$50.00	51	61	-16.39%	\$2,847.79	\$3,412.52	-16.55%	\$55.84	\$55.94	-0.19%
		\$100.00-199.99	1	\$100.00	32	36	-11.11%	\$3,443.23	\$3,982.89	-13.55%	\$107.60	\$110.64	-2.74%
		\$200.00-499.99	0	\$0.00	21	27	-22.22%	\$5,314.53	\$6,755.00	-21.32%	\$253.07	\$250.19	1.15%
		\$500.00-999.99	0	\$0.00	9	2	350.00%	\$5,767.59	\$1,081.00	433.54%	\$640.84	\$540.50	18.56%
		\$1,000.00-9999.99	0	\$0.00	7	9	-22.22%	\$15,500.00	\$27,000.00	-42.59%	\$2,214.29	\$3,000.00	-26.19%
		Total:	7	\$257.00	268	264	1.52%	\$36,451.65	\$45,073.42	-19.13%	\$136.01	\$170.73	-20.34%
9305	Golf Outing - Extra Gifts												
		\$50.00-99.99	0	\$0.00	2	0	--,--%	\$110.00	\$0.00	--,--%	\$55.00	\$0.00	100.00%
		Total:	0	\$0.00	2	0	--,--%	\$110.00	\$0.00	--,--%	\$55.00	\$0.00	100.00%
9105	Golf Outing - Registration												
		\$100.00-199.99	0	\$0.00	17	0	--,--%	\$2,150.00	\$0.00	--,--%	\$126.47	\$0.00	100.00%
		\$200.00-499.99	0	\$0.00	5	0	--,--%	\$1,425.00	\$0.00	--,--%	\$285.00	\$0.00	100.00%
		\$500.00-999.99	0	\$0.00	13	0	--,--%	\$6,895.00	\$0.00	--,--%	\$530.38	\$0.00	100.00%
		\$1,000.00-9999.99	0	\$0.00	1	0	--,--%	\$4,352.00	\$0.00	--,--%	\$4,352.00	\$0.00	100.00%
		Total:	0	\$0.00	36	0	--,--%	\$14,822.00	\$0.00	--,--%	\$411.72	\$0.00	100.00%
9005	Golf Outing - Sponsorship												
		\$10.00-24.99	0	\$0.00	0	1	-100.00%	\$0.00	\$20.00	-100.00%	\$0.00	\$20.00	0%
		\$25.00-49.99	0	\$0.00	0	3	-100.00%	\$0.00	\$120.00	-100.00%	\$0.00	\$40.00	0%
		\$50.00-99.99	0	\$0.00	0	5	-100.00%	\$0.00	\$370.00	-100.00%	\$0.00	\$74.00	0%
		\$100.00-199.99	0	\$0.00	1	11	-90.91%	\$150.00	\$1,482.00	-89.88%	\$150.00	\$134.73	11.34%
		\$200.00-499.99	0	\$0.00	11	33	-66.67%	\$2,325.00	\$7,860.00	-70.42%	\$211.36	\$238.18	-11.26%
		\$500.00-999.99	0	\$0.00	5	1	400.00%	\$3,200.00	\$840.00	280.95%	\$640.00	\$840.00	-23.81%
		\$1,000.00-9999.99	0	\$0.00	3	2	50.00%	\$7,800.00	\$7,065.00	10.40%	\$2,600.00	\$3,532.50	-26.40%
		Total:	0	\$0.00	20	56	-64.29%	\$13,475.00	\$17,757.00	-24.11%	\$673.75	\$317.09	112.48%
8530	Honorarium Income												
		\$10.00-24.99	0	\$0.00	4	1	300.00%	\$50.00	\$10.00	400.00%	\$12.50	\$10.00	25.00%
		\$25.00-49.99	0	\$0.00	7	1	600.00%	\$220.00	\$25.00	780.00%	\$31.43	\$25.00	25.71%
		\$50.00-99.99	0	\$0.00	4	5	-20.00%	\$210.00	\$267.56	-21.51%	\$52.50	\$53.51	-1.89%
		\$100.00-199.99	0	\$0.00	3	3	0.00%	\$370.00	\$350.00	5.71%	\$123.33	\$116.67	5.71%
		\$200.00-											

		499.99	0	\$0.00	2	2	0.00%	\$500.00	\$550.00	-9.09%	\$250.00	\$275.00	-9.09%
		\$1,000.00-9999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$2,500.00	-100.00%	\$0.00	\$2,500.00	0%
		Total:	0	\$0.00	20	13	53.85%	\$1,350.00	\$3,702.56	-63.54%	\$67.50	\$284.81	-76.30%
8070	Medical Equipment												
		\$50.00-99.99	0	\$0.00	1	0	--.-%	\$55.00	\$0.00	--.-%	\$55.00	\$0.00	100.00%
		\$1,000.00-9999.99	0	\$0.00	0	2	-100.00%	\$0.00	\$4,000.00	-100.00%	\$0.00	\$2,000.00	0%
		\$10,000.00+	0	\$0.00	1	0	--.-%	\$11,000.00	\$0.00	--.-%	\$11,000.00	\$0.00	100.00%
		Total:	0	\$0.00	2	2	0.00%	\$11,055.00	\$4,000.00	176.38%	\$5,527.50	\$2,000.00	176.38%
8900	Medical Services												
		\$25.00-49.99	0	\$0.00	1	0	--.-%	\$30.00	\$0.00	--.-%	\$30.00	\$0.00	100.00%
		\$50.00-99.99	0	\$0.00	1	0	--.-%	\$60.00	\$0.00	--.-%	\$60.00	\$0.00	100.00%
		\$200.00-499.99	0	\$0.00	1	0	--.-%	\$200.00	\$0.00	--.-%	\$200.00	\$0.00	100.00%
		Total:	0	\$0.00	3	0	--.-%	\$290.00	\$0.00	--.-%	\$96.67	\$0.00	100.00%
9001	Memorial Income												
		\$10.00-24.99	0	\$0.00	24	14	71.43%	\$425.00	\$250.00	70.00%	\$17.71	\$17.86	-0.83%
		\$25.00-49.99	0	\$0.00	36	31	16.13%	\$1,050.00	\$880.00	19.32%	\$29.17	\$28.39	2.75%
		\$50.00-99.99	1	\$50.00	43	19	126.32%	\$2,330.00	\$970.00	140.21%	\$54.19	\$51.05	6.14%
		\$100.00-199.99	0	\$0.00	10	13	-23.08%	\$1,050.00	\$1,350.00	-22.22%	\$105.00	\$103.85	1.11%
		\$200.00-499.99	0	\$0.00	4	6	-33.33%	\$1,182.50	\$1,522.50	-22.33%	\$295.63	\$253.75	16.50%
		\$500.00-999.99	0	\$0.00	1	3	-66.67%	\$500.00	\$1,500.00	-66.67%	\$500.00	\$500.00	0.00%
		\$1,000.00-9999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$1,000.00	-100.00%	\$0.00	\$1,000.00	0%
		Total:	1	\$50.00	118	87	35.63%	\$6,537.50	\$7,472.50	-12.51%	\$55.40	\$85.89	-35.50%
9400	Miscellaneous Income												
		\$100.00-199.99	0	\$0.00	0	1	-100.00%	\$0.00	\$150.00	-100.00%	\$0.00	\$150.00	0%
		Total:	0	\$0.00	0	1	-100.00%	\$0.00	\$150.00	-100.00%	\$0.00	\$150.00	0%
9411	Newsletter Gift												
		\$1.00-9.99	0	\$0.00	0	2	-100.00%	\$0.00	\$7.00	-100.00%	\$0.00	\$3.50	0%
		\$10.00-24.99	0	\$0.00	20	15	33.33%	\$305.00	\$225.00	35.56%	\$15.25	\$15.00	1.67%
		\$25.00-49.99	0	\$0.00	52	49	6.12%	\$1,320.00	\$1,255.00	5.18%	\$25.38	\$25.61	-0.89%
		\$50.00-99.99	0	\$0.00	35	27	29.63%	\$1,750.00	\$1,400.00	25.00%	\$50.00	\$51.85	-3.57%
		\$100.00-199.99	0	\$0.00	18	14	28.57%	\$1,922.25	\$1,410.00	36.33%	\$106.79	\$100.71	6.03%
		\$200.00-499.99	0	\$0.00	10	5	100.00%	\$2,400.00	\$1,150.00	108.70%	\$240.00	\$230.00	4.35%
		\$1,000.00-9999.99	0	\$0.00	1	0	--.-%	\$1,000.00	\$0.00	--.-%	\$1,000.00	\$0.00	100.00%
		Total:	0	\$0.00	136	112	21.43%	\$8,697.25	\$5,447.00	59.67%	\$63.95	\$48.63	31.49%
9025	Opening of Sentry Golf Course												
		\$100.00-199.99	0	\$0.00	0	41	-100.00%	\$0.00	\$4,100.00	-100.00%	\$0.00	\$100.00	0%
		\$200.00-499.99	0	\$0.00	0	4	-100.00%	\$0.00	\$1,000.00	-100.00%	\$0.00	\$250.00	0%
		\$500.00-999.99	0	\$0.00	0	2	-100.00%	\$0.00	\$1,400.00	-100.00%	\$0.00	\$700.00	0%
		\$1,000.00-9999.99	0	\$0.00	0	1	-100.00%	\$0.00	\$6,300.00	-100.00%	\$0.00	\$6,300.00	0%
		Total:	0	\$0.00	0	48	-100.00%	\$0.00	\$12,800.00	-100.00%	\$0.00	\$266.67	0%
9003	PAWS Income												
		\$10.00-24.99	0	\$0.00	0	1	-100.00%	\$0.00	\$10.00	-100.00%	\$0.00	\$10.00	0%
		Total:	0	\$0.00	0	1	-100.00%	\$0.00	\$10.00	-100.00%	\$0.00	\$10.00	0%
9031	Personal Fund Raiser												
		\$50.00-99.99	0	\$0.00	1	0	--.-%	\$53.00	\$0.00	--.-%	\$53.00	\$0.00	100.00%
		Total:	0	\$0.00	1	0	--.-%	\$53.00	\$0.00	--.-%	\$53.00	\$0.00	100.00%
9402	Sentry Cares												
		\$25.00-49.99	0	\$0.00	0	1	-100.00%	\$0.00	\$45.00	-100.00%	\$0.00	\$45.00	0%
		\$50.00-99.99	0	\$0.00	1	0	--.-%	\$50.00	\$0.00	--.-%	\$50.00	\$0.00	100.00%
		\$100.00-199.99	0	\$0.00	3	2	50.00%	\$300.00	\$250.00	20.00%	\$100.00	\$125.00	-20.00%
		\$200.00-499.99	0	\$0.00	1	0	--.-%	\$250.00	\$0.00	--.-%	\$250.00	\$0.00	100.00%
		Total:	0	\$0.00	5	3	66.67%	\$600.00	\$295.00	103.39%	\$120.00	\$98.33	22.03%
9004	Spay & Neuter Income												
		\$25.00-49.99	0	\$0.00	1	3	-66.67%	\$25.00	\$95.50	-73.82%	\$25.00	\$31.83	-21.47%
		\$50.00-99.99	0	\$0.00	9	4	125.00%	\$515.00	\$225.00	128.89%	\$57.22	\$56.25	1.73%

		\$100.00-199.99	0	<u>\$0.00</u>	1	2	-50.00%	<u>\$125.00</u>	<u>\$200.00</u>	-37.50%	\$125.00	\$100.00	25.00%
		\$200.00-499.99	0	<u>\$0.00</u>	1	1	0.00%	<u>\$400.00</u>	<u>\$300.00</u>	33.33%	\$400.00	\$300.00	33.33%
		\$500.00-999.99	0	<u>\$0.00</u>	0	1	-100.00%	<u>\$0.00</u>	<u>\$600.00</u>	-100.00%	\$0.00	\$600.00	0%
		\$1,000.00-9999.99	0	<u>\$0.00</u>	0	1	-100.00%	<u>\$0.00</u>	<u>\$1,000.00</u>	-100.00%	\$0.00	\$1,000.00	0%
		Total:	0	<u>\$0.00</u>	12	12	0.00%	<u>\$1,065.00</u>	<u>\$2,420.50</u>	-56.00%	\$88.75	\$201.71	-56.00%
9050	Telemarketing												
		\$1.00-9.99	0	<u>\$0.00</u>	10	0	--.-%	<u>\$50.00</u>	<u>\$0.00</u>	--.-%	\$5.00	\$0.00	100.00%
		\$10.00-24.99	7	<u>\$115.00</u>	127	0	--.-%	<u>\$1,970.00</u>	<u>\$0.00</u>	--.-%	\$15.51	\$0.00	100.00%
		\$25.00-49.99	2	<u>\$50.00</u>	118	0	--.-%	<u>\$3,215.00</u>	<u>\$0.00</u>	--.-%	\$27.25	\$0.00	100.00%
		\$50.00-99.99	0	<u>\$0.00</u>	40	0	--.-%	<u>\$2,060.00</u>	<u>\$0.00</u>	--.-%	\$51.50	\$0.00	100.00%
		\$100.00-199.99	1	<u>\$150.00</u>	22	0	--.-%	<u>\$2,380.00</u>	<u>\$0.00</u>	--.-%	\$108.18	\$0.00	100.00%
		\$200.00-499.99	1	<u>\$200.00</u>	2	0	--.-%	<u>\$450.00</u>	<u>\$0.00</u>	--.-%	\$225.00	\$0.00	100.00%
		Total:	11	<u>\$515.00</u>	319	0	--.-%	<u>\$10,125.00</u>	<u>\$0.00</u>	--.-%	\$31.74	\$0.00	100.00%
9323	Walk for Wags - Extra Gift												
		\$1.00-9.99	0	<u>\$0.00</u>	3	0	--.-%	<u>\$10.85</u>	<u>\$0.00</u>	--.-%	\$3.62	\$0.00	100.00%
		\$10.00-24.99	0	<u>\$0.00</u>	8	0	--.-%	<u>\$140.00</u>	<u>\$0.00</u>	--.-%	\$17.50	\$0.00	100.00%
		\$25.00-49.99	0	<u>\$0.00</u>	12	0	--.-%	<u>\$325.00</u>	<u>\$0.00</u>	--.-%	\$27.08	\$0.00	100.00%
		\$50.00-99.99	0	<u>\$0.00</u>	4	0	--.-%	<u>\$240.00</u>	<u>\$0.00</u>	--.-%	\$60.00	\$0.00	100.00%
		\$100.00-199.99	0	<u>\$0.00</u>	1	0	--.-%	<u>\$100.00</u>	<u>\$0.00</u>	--.-%	\$100.00	\$0.00	100.00%
		\$1,000.00-9999.99	0	<u>\$0.00</u>	1	0	--.-%	<u>\$3,614.00</u>	<u>\$0.00</u>	--.-%	\$3,614.00	\$0.00	100.00%
		Total:	0	<u>\$0.00</u>	29	0	--.-%	<u>\$4,429.85</u>	<u>\$0.00</u>	--.-%	\$152.75	\$0.00	100.00%
9123	Walk for Wags - Registration												
		\$25.00-49.99	0	<u>\$0.00</u>	43	2	2,050.00%	<u>\$1,695.00</u>	<u>\$75.00</u>	2,160.00%	\$39.42	\$37.50	5.12%
		\$50.00-99.99	0	<u>\$0.00</u>	23	0	--.-%	<u>\$1,590.00</u>	<u>\$0.00</u>	--.-%	\$69.13	\$0.00	100.00%
		\$100.00-199.99	0	<u>\$0.00</u>	6	0	--.-%	<u>\$645.00</u>	<u>\$0.00</u>	--.-%	\$107.50	\$0.00	100.00%
		\$200.00-499.99	0	<u>\$0.00</u>	1	0	--.-%	<u>\$200.00</u>	<u>\$0.00</u>	--.-%	\$200.00	\$0.00	100.00%
		Total:	0	<u>\$0.00</u>	73	2	3,550.00%	<u>\$4,130.00</u>	<u>\$75.00</u>	5,406.67%	\$56.58	\$37.50	50.87%
9023	Walk for Wags - Sponsorship												
		\$1.00-9.99	0	<u>\$0.00</u>	0	3	-100.00%	<u>\$0.00</u>	<u>\$16.00</u>	-100.00%	\$0.00	\$5.33	0%
		\$10.00-24.99	0	<u>\$0.00</u>	0	17	-100.00%	<u>\$0.00</u>	<u>\$240.00</u>	-100.00%	\$0.00	\$14.12	0%
		\$25.00-49.99	0	<u>\$0.00</u>	2	75	-97.33%	<u>\$60.00</u>	<u>\$2,445.00</u>	-97.55%	\$30.00	\$32.60	-7.98%
		\$50.00-99.99	0	<u>\$0.00</u>	8	32	-75.00%	<u>\$400.00</u>	<u>\$2,067.00</u>	-80.65%	\$50.00	\$64.59	-22.59%
		\$100.00-199.99	0	<u>\$0.00</u>	1	15	-93.33%	<u>\$100.00</u>	<u>\$1,790.00</u>	-94.41%	\$100.00	\$119.33	-16.20%
		\$200.00-499.99	0	<u>\$0.00</u>	1	13	-92.31%	<u>\$250.00</u>	<u>\$3,147.00</u>	-92.06%	\$250.00	\$242.08	3.27%
		\$500.00-999.99	0	<u>\$0.00</u>	8	2	300.00%	<u>\$4,000.00</u>	<u>\$1,000.00</u>	300.00%	\$500.00	\$500.00	0.00%
		\$1,000.00-9999.99	0	<u>\$0.00</u>	1	1	0.00%	<u>\$5,000.00</u>	<u>\$1,021.00</u>	389.72%	\$5,000.00	\$1,021.00	389.72%
		Total:	0	<u>\$0.00</u>	21	158	-86.71%	<u>\$9,810.00</u>	<u>\$11,726.00</u>	-16.34%	\$467.14	\$74.22	529.44%
		GRAND TOTAL:	93	\$4,080.32	1706	1622	5.18%	\$228,167.09	\$238,732.14	-4.43%	\$133.74	\$147.18	-9.13%

Calendar — Multi-Year Trend Analysis
11/8/2015

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
2010	Gifts: 113 \$17,223.94 \$152.42	Gifts: 83 \$7,094.03 \$85.47	Gifts: 53 \$3,739.70 \$70.56	Gifts: 37 \$4,086.13 \$110.44	Gifts: 43 \$3,782.38 \$87.96	Gifts: 54 \$21,485.11 \$397.87	Gifts: 48 \$3,967.59 \$82.66	Gifts: 69 \$6,831.80 \$99.01	Gifts: 106 \$18,877.40 \$178.09	Gifts: 59 \$5,242.94 \$88.86	Gifts: 127 \$9,287.26 \$73.13	Gifts: 379 \$24,803.40 \$65.44	Gifts: 1171 \$126,421.68 \$107.96
2011	Gifts: 97 \$17,445.44 \$179.85	Gifts: 63 \$5,276.25 \$83.75	Gifts: 46 \$11,546.66 \$251.01	Gifts: 52 \$14,701.69 \$282.72	Gifts: 53 \$4,235.70 \$79.92	Gifts: 45 \$8,578.99 \$190.64	Gifts: 46 \$4,241.53 \$92.21	Gifts: 74 \$7,148.32 \$96.60	Gifts: 53 \$13,788.92 \$260.17	Gifts: 68 \$7,970.33 \$117.21	Gifts: 247 \$18,769.39 \$75.99	Gifts: 358 \$25,666.86 \$71.70	Gifts: 1202 \$139,370.08 \$115.95
2012	Gifts: 73 \$7,277.48 \$99.69	Gifts: 44 \$3,302.80 \$75.06	Gifts: 39 \$2,432.30 \$62.37	Gifts: 46 \$12,273.64 \$266.82	Gifts: 35 \$4,663.30 \$133.24	Gifts: 109 \$17,246.86 \$158.23	Gifts: 69 \$5,837.29 \$84.60	Gifts: 65 \$10,696.47 \$164.56	Gifts: 56 \$15,391.28 \$274.84	Gifts: 85 \$14,626.64 \$172.08	Gifts: 53 \$5,264.50 \$99.33	Gifts: 358 \$34,367.10 \$96.00	Gifts: 1032 \$133,379.66 \$129.24
2013	Gifts: 191 \$17,228.47 \$90.20	Gifts: 63 \$4,487.32 \$71.23	Gifts: 69 \$8,250.77 \$119.58	Gifts: 80 \$73,295.02 \$916.19	Gifts: 70 \$18,438.15 \$263.40	Gifts: 191 \$15,266.08 \$79.93	Gifts: 90 \$17,784.86 \$197.61	Gifts: 66 \$14,608.57 \$221.34	Gifts: 292 \$35,263.87 \$120.77	Gifts: 145 \$20,784.21 \$143.34	Gifts: 303 \$15,234.14 \$50.28	Gifts: 434 \$56,901.20 \$131.11	Gifts: 1994 \$297,542.66 \$149.22
2014	Gifts: 94 \$10,530.81 \$112.03	Gifts: 62 \$8,662.43 \$139.72	Gifts: 48 \$9,591.26 \$199.82	Gifts: 150 \$20,592.37 \$137.28	Gifts: 227 \$27,986.18 \$123.29	Gifts: 474 \$43,275.26 \$91.30	Gifts: 162 \$17,958.31 \$110.85	Gifts: 116 \$24,616.58 \$212.21	Gifts: 256 \$28,805.94 \$112.52	Gifts: 278 \$44,618.98 \$160.50	Gifts: 81 \$14,260.20 \$176.05	Gifts: 582 \$59,812.33 \$102.77	Gifts: 2530 \$310,710.65 \$122.81
2015	Gifts: 81 \$10,049.93 \$124.07	Gifts: 53 \$3,528.43 \$66.57	Gifts: 141 \$39,217.80 \$278.14	Gifts: 135 \$37,356.35 \$276.71	Gifts: 140 \$17,618.99 \$125.85	Gifts: 235 \$25,871.23 \$110.09	Gifts: 93 \$14,207.36 \$152.77	Gifts: 270 \$23,679.82 \$87.70	Gifts: 256 \$18,881.07 \$73.75	Gifts: 410 \$33,675.79 \$82.14	Gifts: 102 \$4,080.32 \$40.00		Gifts: 1916 \$228,167.09 \$119.09

Summary	
Total Donors	3,764
Total Gifts	9,845
Total Amount	\$1,235,591.82
Avg Amount	\$125.50

Gift Listing
10/01/2015 to 10/31/2015

Date	GL Code	Amount
10/2/2015	Telemarketing	\$100.00
10/2/2015	Appeal Income	\$100.00
10/2/2015	Telemarketing	\$100.00
10/2/2015	Appeal Income	\$100.00
10/2/2015	Telemarketing	\$100.00
10/2/2015	Appeal Income	\$100.00
10/3/2015	Angel Gift Supplies	\$124.24
10/3/2015	Appeal Income	\$100.00
10/5/2015	Telemarketing	\$100.00
10/7/2015	Telemarketing	\$100.00
10/7/2015	Gifts and Donations Income	\$750.00
10/7/2015	Appeal Income	\$100.00
10/8/2015	Newsletter Gift	\$300.00
10/8/2015	Appeal Income	\$200.00
10/8/2015	Newsletter Gift	\$300.00
10/9/2015	Newsletter Gift	\$100.00
10/10/2015	Telemarketing	\$100.00
10/11/2015	Medical Services	\$200.00
10/13/2015	Gifts and Donations Income	\$2,000.00
10/13/2015	Angel Gift Conference	\$780.00
10/15/2015	Gifts and Donations Income	\$200.00
10/19/2015	Fur Ball Income	\$2,006.01
10/19/2015	Fur Ball Income	\$10,569.25
10/19/2015	Gifts and Donations Income	\$150.00
10/19/2015	Telemarketing	\$100.00
10/19/2015	Angel Gift Supplies	\$359.94
10/19/2015	Fur Ball Income	\$200.00
10/19/2015	Telemarketing	\$150.00
10/19/2015	Commemorative Brick	\$100.00
10/19/2015	Appeal Income	\$100.00
10/19/2015	Telemarketing	\$100.00
10/19/2015	Gifts and Donations Income	\$500.00
10/19/2015	Newsletter Gift	\$100.00
10/20/2015	Gifts and Donations Income	\$100.00
10/20/2015	Memorial Income	\$275.00
10/20/2015	Gifts and Donations Income	\$100.00
10/21/2015	Telemarketing	\$100.00
10/26/2015	Gifts and Donations Income	\$100.00
10/26/2015	Angel Gift Conference	\$850.40

10/26/2015	Commemorative Brick	\$1,000.00
10/26/2015	Telemarketing	\$100.00
10/26/2015	Fur Ball Income	\$100.00
10/26/2015	Telemarketing	\$100.00
10/28/2015	Coin Cans	\$139.01
10/29/2015	Fill the Van	\$565.57
10/29/2015	Newsletter Gift	\$1,000.00
10/29/2015	Appeal Income	\$500.00
10/29/2015	Telemarketing	\$150.00
10/30/2015	Memorial Income	\$100.00
Grand Total		\$25,769.42

Solicitation Report for 01/01/2013 thru 11/9/2015																		
Code	Description	Mailed	# of Replied Donors	% of Responses	# of Gifts	% of Gifts	Total Revenue	Avg. Gift	Printing	Other	Total	Net Revenue	Total Revenue Per	Cost per	Revenue per	Goal	Variance	
													\$ Spent	1000	1000		(Total Revenue To Goal)	
																	\$	%
REVENUE								EXPENSES				RATIOS				GOAL		
FB2014	FB2014 - Fur Ball 2014	0	146	0	189		\$25,045.91	\$132.52	\$0.00	\$4,035.00	\$4,035.00	\$21,010.91	\$6.21	N/A	N/A	\$22,000.00	\$3,045.91	13.85
FF2015	FF2015 - Fur Fest 2015	0	73	0	107		\$15,125.26	\$141.36	\$0.00	\$1,121.00	\$1,121.00	\$14,004.26	\$13.49	N/A	N/A	\$25,000.00	\$9,874.74	39.5
GO2014	GO2014 - Golf Open 2014	0	66	0	71		\$17,757.00	\$250.10	\$0.00	\$5,609.00	\$5,609.00	\$12,148.00	\$3.17	N/A	N/A	\$20,000.00	\$2,243.00	11.22
GO2015	GO2015 - Golf Open 2015	0	67	0	77		\$28,407.00	\$368.92	\$0.00	\$14,456.00	\$14,456.00	\$13,951.00	\$1.97	N/A	N/A	\$25,000.00	\$3,407.00	13.63
GW2015	GW2015 - Gateway Telemarketing	5483	315	5.75	318	5.8	\$10,050.00	\$31.60	\$7,025.00	\$400.00	\$7,425.00	\$2,625.00	\$1.35	\$1,354.19	\$1,832.94	\$5,000.00	\$5,050.00	101
SA2013	SA2013 - Sumer Appeal 2013	30000	303	1.01	314	1.05	\$20,505.00	\$65.30	\$1,000.00	\$5,000.00	\$6,000.00	\$14,505.00	\$3.42	\$200.00	\$683.50	\$15,000.00	\$5,505.00	36.7
SA2014	SA2014 - Summer Appeal 2014	1100	224	20.36	226	20.55	\$19,327.27	\$85.52	\$120.00	\$300.00	\$420.00	\$18,907.27	\$46.02	\$381.82	\$17,570.00	\$0.00	\$19,327.27	
SA2015	SA2015 - Summer Appeal	5065	212	4.19	212	4.19	\$14,863.00	\$70.11	\$506.50	\$750.00	\$1,256.50	\$13,606.50	\$11.83	\$247.98	\$2,934.45	\$15,000.00	\$137.00	0.91
SP2014	SP2014 - Spring Appeal 2014	4000	128	3.2	129	3.23	\$4,942.00	\$38.31	\$400.00	\$1,000.00	\$1,400.00	\$3,542.00	\$3.53	\$350.00	\$1,235.50	\$12,000.00	\$7,058.00	58.82
WA2012	WA2012 - Winter Appeal 2012	30000	125	0.42	125	0.42	\$9,069.41	\$72.56	\$1,000.00	\$5,000.00	\$6,000.00	\$3,069.41	\$1.51	\$200.00	\$302.30	\$20,000.00	\$10,930.59	54.65
WA2013	WA2013 - Winter Appeal 2013	30000	386	1.29	399	1.33	\$26,851.00	\$67.30	\$1,000.00	\$5,000.00	\$6,000.00	\$20,851.00	\$4.48	\$200.00	\$895.03	\$25,000.00	\$1,851.00	7.4
WA2014	WA2014 - Winter Appeal 2014	30000	416	1.39	425	1.42	\$24,498.00	\$57.64	\$1,000.00	\$5,000.00	\$6,000.00	\$18,498.00	\$4.08	\$200.00	\$816.60	\$25,000.00	\$502.00	2.01
WW2014	WW2014 - Walk for Wags 2014	0	152	0	174		\$11,801.00	\$67.82	\$0.00	\$3,607.00	\$3,607.00	\$8,194.00	\$3.27	N/A	N/A	\$20,000.00	\$8,199.00	41
WW2015	WW2015 - Walk for Wags 2015	0	115	0	131		\$18,369.85	\$140.23	\$0.00	\$3,907.00	\$3,907.00	\$14,462.85	\$4.70	N/A	N/A	\$20,000.00	\$1,630.15	8.15
TOTAL		153,966	4,530	2.94	6,440	4.18	\$836,420.40	\$129.88*	\$19,195.52	\$58,595.91	\$77,791.43	\$758,628.97	\$10.75	\$505.25	\$5,432.50	\$249,000.00	\$587,420.40	
* Note: This amount indicates the average amount of all gifts rather than the sum of all average gift amounts.																		
* Note: Green Font means that Goal was Exceeded.																		

Humane Society of Portage County Animal Control Report
October 2015

		Complaint Code #	2	3	4	5	6	7	8	9
Municipality		# Complaints	Bites	RAL	Barking Dog	Mistreat	Rescue	Stray P.U,B.I.	Vicious Dog	Other
1	T. Alban									
2	T. Almond							1		
3	T. Amherst									
4	T. Belmont									
5	T. Buena Vista					1				
6	T. Carson			1				1		
7	T. Dewey									
8	T. Eau Pleine									
9	T. Grant			5	6			2		
10	T. Hull			2				2		
11	T. Lanark		1	1						
12	T. Linwood			1						
13	T. New Hope						1	1		
14	T. Pine Grove							1		
15	T. Plover			1	1					
16	T. Sharon	1		1						
17	T. Stockton		1	2				2		
18	V. Almond									
19	V. Amherst									
20	Amherst Junction			1						
21	V. Junction City									
22	V. Nelsonville									
23	V. Park Ridge									1
24	V. Plover		1	6	1	3		6		1
25	V. Rosholt									
26	Stevens Point	2	2	11	4	4		12		9
27	V. Whiting									
28	Unidentified/Non-Service			1						
Total		3	5	33	12	8	1	28	0	11

Total # Complain 101

DOG AND CAT REPORT OCTOBER 2015 YTD

HSPC is an Adoption Guarantee facility. This means that all healthy animals are kept for adoption until a home is found or until circumstances would change. Some animals adopt quickly while others are with us for many months but we keep looking for a great home for each and every one of our "adoptables."

We take our commitment to our animals and community very seriously and try to do the best for the animals first while considering what is also best for the community. It happens periodically that an animal is no longer adoptable if there are serious health or behavioral concerns. In these situations euthanasia may be our only recourse if an animal has dangerous behavior or temperament that can't be corrected, a fatal or chronic disease, or is seriously injured.

	October	Canines	Felines	Other
Medical & Health:		1	3	0
Behavioral Concerns:		2	3	0

CATS	INCOMING							Incoming
	Surrendered	Stray	Euthanasia	Impounded	Quarantined	Transfers	Abandoned	Total
January	36	20	0	0	0	0	0	56
February	10	19	0	0	0	0	0	29
March	14	19	0	0	0	0	0	33
April	20	21	0	0	0	0	0	41
May	34	36	0	0	2	0	0	72
June	7	100	0	2	0	0	2	111
July	17	60	0	0	0	0	0	77
August	8	80	0	7	0	0	2	97
September	11	52	0	0	0	0	2	65
October	10	99	0	4	0	0	0	113
November								0
December								0
Total	167	506	0	13	2	0	6	694

DOGS	INCOMING							Incoming
	Surrendered	Stray	Euthanasia	Impounded	Quarantined	Transferred	Abandoned	Total
January	6	12	0	1	0	0	1	20
February	13	6	0	0	6	0	0	25
March	10	17	0	1	2	1	1	32
April	12	14	0	1	1	1	0	29
May	6	23	0	3	1	2	0	35
June	9	21	0	5	0	3	0	38
July	6	25	0	1	0	1	0	33
August	11	26	0	1	2	0	1	41
September	8	23	0	2	0	0	0	33
October	5	20	0	0	0	0	1	26
November								0
December								0
Total	86	187	0	15	12	8	4	312

CATS	OUTGOING									Outgoing Total
	Adopted	Breed Rescue	Fostered	Reclaimed	Euthanized	Released	Transferred	Escaped	Died	
January	33		2	1	2	0	32	0	1	71
February	36		0	2	10	0	14	0	0	62
March	24		0	2	5	0	2	0	0	33
April	18		0	2	3	0	9	0	1	33
May	16		11	5	7	0	0	0	0	39
June	33		17	3	6	0	2	0	7	68
July	58		11	2	10	0	0	0	6	87
August	58		6	9	2	0	0	0	3	78
September	88		13	5	2	0	2	0	0	110
October	62		13	14	6	0	1	0	2	98
November										0
December										0
Total	426		73	45	53	0	62	0	20	679

DOGS	OUTGOING									Outgoing Total
	Adopted	Breed Rescue	Fostered	Reclaimed	Euthanized	Released	Transferred	Escaped	Died	
January	10	1	0	8	0	0	0	0	0	19
February	11	0	0	12	4	0	0	0	0	27
March	9	0	0	15	3	0	0	0	0	27
April	11	0	1	13	3	0	1	0	0	29
May	11	0	0	17	0	0	1	0	0	29
June	10	0	0	18	3	0	2	0	0	33
July	14	0	0	22	4	0	0	0	0	40
August	10	0	1	23	3	0	0	0	0	37
September	9	0	0	24	3	0	2	0	0	38
October	3	0	0	18	2	0	0	0	0	23
November										0
December										0
Total	98	1	2	170	25	0	6	0	0	302