



Board of Directors Meeting
Thursday, August 16th, 2018

- I. Call to Order
- II. Approve minutes from June and July, 2018 meetings
- III. President's Report
 - A. Upcoming contract negotiation with the City of Fort Smith
 - B. Status of dog licensing and spay/neuter ordinance
- IV. Treasurer's Report
 - A. Current financial situation
 - B. Review and approve July, 2018 financial reports
- V. Shelter Update - Raina Rodgers
 - A. General
 - 1. Expenditures in April 2016 versus our current situation
 - 2. Evaluation of Mobile Adoption Van cost per adoption
 - 3. Evaluation of cost per transported dog and cat
 - B. Human Resources
 - 1. We've lost a few employees, but are only searching for replacement ACTs from here on out.
 - 2. We had a finance meeting with the Executive Committee and Tina Worthey to discuss financial matters 8/13.
 - C. Shelter News
 - 1. Adoptions area is doing a special on Lonely Hearts Club members which are dogs that have been in the shelter for more than 6 months. The fee is reduced to \$20.
 - 2. We have changed the venues that the mobile adoption van schedule to raise awareness and try to get adoptions numbers up. We now only go out to events and new locations Thurs-Sunday.
 - 3. 4 stacked kennels were purchased to change one of the free range cat rooms back into a dog adoption room. We have too few dogs in adoptions area. No room at all for larger dogs. Only adoptable cats will be put into the "puppy adopt" wall to make cleaning faster and easier and less stress on the animals.



4. Thanks to the matching grant anonymous donor we have paid up nearly all of the past due bills.
5. We are considering getting the dipjar so we can do a city tour and have it at a new location every day and track it on social media.
6. We have 2 weeks to get the paint for the exterior so the muralist can begin.
7. Dr. Zach has worked two full days worth with the clinic crew. He is retraining to aid efficiency. He has received his DEA license and is in the process of transferring his name to everything so we can have controlled substances and he can begin performing surgeries.
8. We have submitted a few small grants and have made a spreadsheet to keep track of the process in google drive.
9. We need a new industrial washing machine whenever possible. We mended this one for free as best we could but it is on it's way out.
10. BarkBox is a new affiliate with us. We will receive \$25 for every new subscription we initiate.
11. Meow Mixer made about \$1500 but with insurance cost and silent auction costs we made about \$1100.
12. We are focusing on monthly donors pretty heavily. We have a mailer insert going out in the next two weeks and we have contacted the HR departments of various large companies to see if they will let us speak to their employees or simply provide the enrollment forms on our behalf.
13. A suggestion box was placed in adoptions.
14. Amber will be working on our relationships with receiving shelters we transport to in an effort to get some help with the cost if possible. She is also raising funds specifically for Fetch Fido a Flight so that we can get up to 3000lb of animals transported at once.
15. We want do a smash the car event, the date is not set yet. We have the car and the location set.
16. Microchip clinics should be set sometime this month. Dr.Zach has said he is willing and I'm working on a September date with Dr. Prewett as well.
17. Would a retail location be a good solution for bringing a small stream of income?

D. Statistics

E. Transport update



F. Building update

G. Shelter veterinarian update

VI. Special Events

A. Cause for Paws update

B. Cars and coffee benefit August 18th

C. Temple Live Birthday Benefit September 8th

D. Ladies Night Out Sept 22

E. Day of Giving (undetermined)

F. Clear the Shelters is Aug 18th

VII. Old Business

VIII. New Business

IX. Adjourn

Hope Humane Society
Board of Directors Meeting
Thursday June 14, 2018

Attendees: Sam Terry, Stacie Cox, Melanie Prewett, Storm Nolan, LeeAnn Cox, Kitty Calvert, Philip Merry, William Buckley, Raina Rodgers,

Guests: 0

Absences: Jessica Meredith, Steve Carrillo, Hazel Brown, Darren Minor, Tracy Zigerelli

I. Call to order.

Meeting was called to order at 12:04

II. Minutes from May 10, 2018. Motion made by LeeAnn to approve the minutes from the May 10, 2018 meeting. Second by Storm.. Minutes were approved.

III. President's report by Sam Terry:

1, Joe Sprague has agreed to grant writing position. Raina Rogers is our Interim Executive Director.

IV. Treasurer's Report:

- We are down -79,877.48. We moved \$91,000 from the Blackard trust to help cover some of the outstanding bills, payroll and payroll taxes.
- * Raina reported that our medical expenses are up because we do not have a vet on staff. We have been using outside veterinary care and have spent 2 times the

amount

It would cost to have our own vet at the shelter.

* A motion was made by Melanie to approve the financials. Second by Storm. Financials were approved.

V. Shelter Report by Raina:

Joe wants to be an employee rather than contract. LeeAnn suggested paying Joe based on his results. Sam suggested meeting with Joe to get the details worked out. Joes PTO of 66 hours will also be addressed.

We are changing the vacation times for new employees. Changes will be 1 week after 1 year. 2 weeks after two years, and 3 weeks after 5 years. One day additional for every year following.

All starting pay for new employees will be \$9.00 hourly. Raises will be .25 after 90 days and .25 raise after one year.

Raina reinstated Carole to her position as shelter manager. Joe demoted Carole and reduced her salary.

Raina will reach out to Manny to offer her a job back at the shelter.

A new contract was given to the Sebastian County Sheriff Dept. The contract is the same as the contract with the City of Fort Smith.

Walter handles the social media person. Raina will be giving him more responsibility.

We have added the text to donate and commemorative tile program to the shelter website.

Paw Prints magazine has been cancelled because it costs twice as much as it brings in. All events that are not bringing in significant funds have been put on hold. All events going forward will have to have a breakdown of expense before approved.

An old medical supplier has a shelter medicine program that provides some lower cost options that are lower than what we are currently paying,

Alex that worked in the clinic was terminated for not following protocol in the clinic. Zack was suspended but not terminated.

We are running an ad for a full time vet for the shelter.

Intake is currently closed on Saturdays since the shelter is full. Adoptions are no longer open on Sundays.

Anyone in the past who donated \$25 or more on facebook or the website will be contacted to see if they can be used in the matching grant.

All transports will submit estimated cost proposals for approval before the transports.

Raina is looking into using peroxide instead of bleach for cleaning.

We will use volunteers for the enrichment program for the animals.

We are looking into repairs in the dog walking facilities.

Job descriptions are being done for all positions in the shelter.

We have 43,000 lb of dry dog food donations in the works. This will end the dog food shortage as well as provide some for the smaller neighboring shelters,

Melanie offered to help with a vaccination and microchipping clinic.

The employees throughout the shelter will be retrained, starting with the adoptions. LeeAnn suggested to include every employee to help with the cleaning up after the animals when the mess is discovered rather than waiting on someone else to do it.

Melanie suggested some alternative treatment methods for heartworm dogs that could be more cost effective.

LeeAnn discussed termination of pregnancies rather than letting them give birth.

Philip mentioned the renewal policy was not consistent. Philip suggested we make some changes and save \$2,600 dollars. Leeann made a motion to save the \$2,600. Second by Storm. Motion passed.

LeeAnn made a motion to nominate Philip to chair the committee to gather signatures for the spay and neuter ordinance. Second by Storm. Motion passed.

Upcoming events: Paws in the pool

Adjourn: Leeann made a motion to adjourn the meeting at 1:41. Second by Storm.

Hope Humane Society
Board of Directors Meeting
Thursday July 12,, 2018

Attendees: Sam Terry, Stacie Cox, Melanie Prewett, LeeAnn Cox, Kitty Calvert (via phone)
Raina Rodgers, Amber Neal, Jessica Merideth, Darren Minor, Tracy Zigerelli

Guests: 0

Absences: Storm Nolan, Steve Carrillo, Hazel Brown, William Buckley, Philip Merry

I. Call to order.

Meeting was called to order at 12:07

II. President's report by Sam Terry:

1, We will not be receiving funds from the source of the matching grant. We have received verification that the foundation originally named knows nothing about the grant and had never spoken to Joe. A local couple has offered to fund the matching grant.

2. Sam mentioned doing a press release to address the emails the board has been receiving in order to hopefully detour future emails.

III. Treasurer's Report:

1, Construction project will be finished in about 6 weeks.

2. We should be okay on payroll this pay period.

3. Raina mentioned that the shelter is on a hiring freeze except for cleaners. Raina has been focusing on cutting costs where possible and using volunteers to help improve the look of the shelter.

* A motion was made by Darren to approve the financials. Second by Jessica. Financials were approved.

IV. Shelter Report by Raina:

1. Amber has found a part time vet for the shelter. Dr, Zack will be working one day every other week until he can work out his schedule conflicts. He will be paid an hourly rate of \$60.

2. Power washer was replaced so the weekly deep cleaning in the kennels will resume. A new cleaning product was added to kill parvo.

3. Each department will be retrained in ShelterLuv.

4. CC(Chelsey Ghar) has been moved from volunteer coordinator to special events and the mobile adoption unit. The volunteer coordinator position will be taken over by the volunteers.

5. Raina has eliminated the billboard advertising as well as the newspaper in order to cut costs.

6. We are planning to set a date to do a microchip clinic and a vaccination clinic. Melanie is going to assist in getting this scheduled.
7. Raina is talking to Home Depot about a grant that will be used to redo the adoption area to improve the look of the front area of the shelter.
8. The new transport van is insured.
9. Raina presented a petition to sign so we can get a dedicated decal for license plates, We have about $\frac{1}{3}$ of the signatures we need to get the process started.
10. The new time management system is in place. This should reduce the amount of overtime by alerting Raina when an employee is reaching overtime
11. We were not utilizing local grants through PetSmart Charities. We have not been receiving grant money for all adoptions and not just those done on PetSmart property, Raina now has access to the PetSmart Charities database and has been learning the grant writing process with them.
12. There will be a beef jerky fundraiser and new tee shirts designed.
13. Chelsey Rogers put in her two weeks notice after the supervisor position was eliminated.
14. Raina will be working on grants, cutting costs increasing adoptions and saving more animals.
15. Raina mentioned she would have to get the software to help locate what grants are available.
16. The text to give has only generated approximately \$250 and the cost is \$25 a month.

Statistics

1. Starting dog population is to to 393 compared to 342 in June.
2. Starting cat population is 53 compared to 56 in June,
3. Stray dog intake is 241 compared to 226 in June.
4. Euthanasia remains at a minimum.

Transports:

- 1, Amber reported that we have 3 confirmed shelters participating in our Transport program.
2. We will have 7 transports in July.

Amber reported that we have received \$13,000 through facebook posts.

Special Events:

- 1, Cause for Paws regular meeting is Friday,
- 2, Meow Mixer is August 3 from 7-10 pm. Beef O'Brady's will have a food truck on site.
3. Back to School event at Greenpointe

New Business:

1. Amber said we will be working on training the adoption team in order to do better adoptions and eliminate animals being returned.
2. Melanie suggested making the new veterinarian a board member.
3. We are planning to move our board meetings back to the shelter in the future.

Next board meeting is scheduled for August 16 and Darren agreed to provide pizza and drinks so staff members can attend.

Meeting adjourned at 1:05 Motion made by Sam second by Jessica.

V.

HOPE Humane Society
Transactions exceeding \$250.00
July 2018

Date	Num	Name	Memo	Amount
1120 · FNB #1728204 SCHS				
07/13/2018	eft	AOG		-432.30
07/31/2018	eft	AT&T		-329.45
Total 1120 · FNB #1728204 SCHS				-761.75
1130 · BXS 2061 - General Acct.				
07/03/2018	eft	City of Fort Smith		-614.29
07/05/2018	eft	Cox Communications		-530.00
07/09/2018	eft	TAMCO Capital	Lease	-387.00
07/10/2018	eft	Xerox Corporation	Customer #716587050	-491.52
07/10/2018	1737	Greg's Too Car Care Center		-820.32
07/10/2018	1738	Jay's Automatic Laundry Services, LLC		-643.11
07/11/2018	1735	Wohali	New Construction	-11,700.00
07/11/2018	1739	City of Fort Smith	Acct# 052299-014606-001	-1,572.17
07/11/2018	1740	City of Fort Smith Collections Dept.	Acct# 052299-014606-001	-496.68
07/11/2018	1741	Fort Smith Medical & Janitorial Supply		-640.05
07/11/2018	1736	Brown Hiller & Clark		-969.00
07/17/2018	1744	Walter Gray		-4,000.00
07/23/2018	eft	MWI Animal Health		-5,448.95
07/25/2018	1747	ALLSTATE Termite & Pest Solutions		-576.18
07/25/2018	1748	Bayer HealthCare	Acct. #7170385	-2,387.17
07/25/2018	1749	Calvert McBride	Customer #CAS900	-545.09
07/25/2018	1750	Cincinnati Insurance Company		-4,614.00
07/25/2018	1751	City of Fort Smith		-2,769.87
07/25/2018	1752	City of Fort Smith Collections Dept.	Acct# 052299-014606-001	-540.36
07/25/2018	1753	Glidewell Distributing		-1,281.00
07/25/2018	1754	Greg's Too Car Care Center		-820.32
07/25/2018	1755	IDEXX Laboratories	164021	-1,812.00
07/25/2018	1756	Jay's Automatic Laundry Services, LLC		-643.11
07/25/2018	1757	Rye Hill Veterinary Clinic	Account #10374	-504.00
07/25/2018	eft	BancorpSouth		-1,115.44
07/26/2018	eft	OG&E		-1,283.68
07/26/2018	eft	OG&E		-2,518.64
07/31/2018	eft	Transfer	For Flight	-2,828.00
Total 1130 · BXS 2061 - General Acct.				-52,551.95
TOTAL				-53,313.70

HOPE Humane Society

Balance Sheet
As of July 31, 2018

	<u>Jul 31, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
1120 · FNB #1728204 SCHS	4,849
1130 · BXS 2061 - General Acct.	35,919
1131 · BXS 8108 - Emergency Medical	0
1132 · BXS 8107 - Sydney Fund	74
1133 · BXS 8106 - No Kill	0
1134 · BXS 8105 - Spay/Neuter	4
1135 · BXS 2813 - ICS account	87
1136 · BXS 0710 - Transports	2,828
1137 · BXS 3320 - Misc Grants	46
1138 · BXS 3703 - Disaster Relief	0
1139 · BXS 5875 - Cat Items	0
1150 · Petty Cash	100
Total Checking/Savings	43,908
Other Current Assets	
1298 · Accts. receivable	45,775
1300 · Contribution receivable	481,592
1301 · Inventory	73,765
1304 · Prepaid Postage	74
1305 · Prepaid insurance	3,381
1314 · Colgate Stock (84 shares)	5,454
1350 · FNB - 4 yr CD	50,000
Total Other Current Assets	660,042
Total Current Assets	703,950
Fixed Assets	
1500 · Land	
1501 · SCHS Land	70,937
Total 1500 · Land	70,937
1520 · Building	
1521 · SCHS Building	767,043
1523 · Isolation Clinic	119,819
1524 · Spay/Neuter Clinic	355,071
1525 · Improvements	166,282
1526 · New Kennel building	131,252
Total 1520 · Building	1,539,467
1540 · Equipment	
1541 · SCHS Equipment	
1543 · Computers & Equipment	39,117
1541 · SCHS Equipment - Other	147,664
Total 1541 · SCHS Equipment	186,781
1540 · Equipment - Other	7,991
Total 1540 · Equipment	194,772
1545 · Veterinary equipment	8,239
1550 · Improvements	
1551 · SCHS Improvements	196,733
Total 1550 · Improvements	196,733
1560 · Automotive Equipment	
1561 · SCHS Automotive Equip	13,000
1563 · Mobile Adoption Unit	127,856
1560 · Automotive Equipment - Other	5,500
Total 1560 · Automotive Equipment	146,356

HOPE Humane Society

Balance Sheet

As of July 31, 2018

	Jul 31, 18
1599 · Accumulated Depreciation	(759,372)
Total Fixed Assets	1,397,131
TOTAL ASSETS	2,101,081
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	132,237
Total Accounts Payable	132,237
Other Current Liabilities	
2001 · Accounts Payable - Auditor	3,048
2200 · Payroll Taxes Payable	
2201 · Federal Tax Withheld	1,767
2202 · Fica/Medicare Tax Payable	4,843
2204 · State Tax Withholding	1,552
2205 · Suta Tax Payable	4,158
Total 2200 · Payroll Taxes Payable	12,320
2226 · Garnishment	537
2230 · Accrued payroll	9,014
Total Other Current Liabilities	24,919
Total Current Liabilities	157,156
Long Term Liabilities	
2500 · Note Payable BXS	337,322
2510 · FNB - Line of Credit	50,000
2511 · BXS - Line of Credit	20,000
Total Long Term Liabilities	407,322
Total Liabilities	564,478
Equity	
3000 · Unrestricted Net Assets	1,194,501
3010 · Temporarily restricted assets	1,059,604
3900 · Retained Earnings	(546,892)
Net Income	(170,610)
Total Equity	1,536,603
TOTAL LIABILITIES & EQUITY	2,101,081

HOPE Humane Society

Profit & Loss

July 2018

	Jul 18	Jul 17
Ordinary Income/Expense		
Income		
4000 · Admissions Income		
4001 · Admissions - Local	134	940
4005 · Admissions - Outside >Walk Ins	25	500
4010 · City / County Programs		
4030 · Fort Smith	23,205	22,389
Total 4010 · City / County Programs	23,205	22,389
Total 4000 · Admissions Income	23,364	23,829
4100 · Other Services Income		
4110 · Adoption Fees		
4115 · Adoption Fees Cats	1,805	635
4120 · Adoption Fees Other	0	30
4125 · Adoption Fees, Dogs	2,600	3,195
4128 · Transport	2,828	0
4130 · Return To Owner	631	673
4110 · Adoption Fees - Other	0	2,213
Total 4110 · Adoption Fees	7,864	6,746
Total 4100 · Other Services Income	7,864	6,746
4200 · Donations		
4230 · General Donations	9,663	7,238
4230.2 · Memorial Donations	300	0
4230.4 · Monthly Donations	3,011	0
4231 · Board Donations		
4231.01 · Board Monthly Donations	200	0
4231 · Board Donations - Other	0	5,982
Total 4231 · Board Donations	200	5,982
4232 · Internet Donations		
4232.01 · Social Media Donations	17,743	0
Total 4232 · Internet Donations	17,743	0
4236 · Memberships	45	2,365
Total 4200 · Donations	30,962	15,585
4300 · Grant Income		
4301.04 · National Grants	61,805	0
4300 · Grant Income - Other	0	15,000
Total 4300 · Grant Income	61,805	15,000
4500 · Fundraisers		
4507 · Coin Collections	904	0
4508 · Aluminum Cans	32	0
4512 · Merchandise	380	34
4517 · Tile Wall	0	0
4521 · Rebates	1,000	0
4548 · Miscellaneous Events - Others	50	3,413
4549 · Miscellaneous events - HHS	175	197
Total 4500 · Fundraisers	2,541	3,644
4600 · Medical		
4603 · Heartworm Treatment	0	684
Total 4600 · Medical	0	684
4700 · Trusts		
4705 · Birnbaum Trust	1,128	242
Total 4700 · Trusts	1,128	242

HOPE Humane Society

Profit & Loss

July 2018

	Jul 18	Jul 17
4999.11 · Humane Education	0	300
Total Income	127,665	66,029
Gross Profit	127,665	66,029
Expense		
5000 · Operating Expenses		
5005 · Automotive Expense		
5006 · Fuel	506	144
Total 5005 · Automotive Expense	506	144
5010 · Grounds Care	150	900
5010.2 · Cremation Expense	0	680
5020 · Equipment Rentals	266	140
5025 · Food Purchased	0	201
5026 · Merchandise for Resale	178	0
5045 · Pest Control	192	200
5055 · Repairs and Maintenance	126	909
5065 · Supplies		
5065.01 · Adoption Supplies	95	0
5065.02 · Operating Supplies	185	700
5065.03 · Kennel Supplies	1,747	1,884
5065.04 · Veterinarian Supplies	3,560	14,624
Total 5065 · Supplies	5,587	17,207
5071 · Transports	962	0
5075 · Utilities		
5075.01 · Gas	432	280
5075.02 · Water	2,647	1,218
5075.03 · Electric	3,802	3,408
Total 5075 · Utilities	6,882	4,906
5080 · Veterinarian Treatment	14,629	7,810
5083 · Vet Treatment - Dr.Trevor South	0	1,651
Total 5000 · Operating Expenses	29,478	34,748
6000 · Administrative		
6010 · Bank Service Charges	136	62
6016 · Credit Card & Paypal Fees	139	241
6018 · Computer & Software	456	555
6020 · Depreciation	2,690	2,690
6025 · Dues and Subscriptions	168	560
6026 · Humane Education	0	170
6034 · Employee Training & Education	0	5
6035 · Finance Chg & Late Fees	32	92
6036 · Fundraising Expense	0	90
6040 · Insurance		
6040.02 · Commercial	4,690	1,620
6040.04 · Fees	88	0
Total 6040 · Insurance	4,778	1,620
6045 · Interest	200	0
6050 · Legal and Accounting	2,500	0
6055 · Office Supplies	28	(20)
6060 · Penalties and Interest	0	539
6079 · Internet	530	190
6080 · Telephone	716	0
6081 · Volunteer Expenses	(40)	0
Total 6000 · Administrative	12,333	6,795

HOPE Humane Society

Profit & Loss

July 2018

	Jul 18	Jul 17
6500 · Fundraising Costs		
6503 · Postage	463	560
6504 · Printing and Graphics	384	426
6506 · Advertising	1,990	2,814
Total 6500 · Fundraising Costs	2,837	3,801
7000 · Salaries and Wages		
7015 · Insurance Incentive	308	195
7020 · Insurance, Worker's Comp	0	1,156
7025 · Payroll Taxes	5,264	3,839
7030 · Salaries and Wages	64,902	49,121
7040 · Contract Labor	3,000	0
Total 7000 · Salaries and Wages	73,474	54,311
8000 · Special Events		
8001 · Adoption events	172	0
8005 · Cause for Paws	2,000	0
Total 8000 · Special Events	2,172	0
Total Expense	120,295	99,654
Net Ordinary Income	7,370	(33,625)
Other Income/Expense		
Other Income		
4950 · Interest Income	0	1
9000 · Dividend Income	157	0
9500 · Restitution	60	0
Total Other Income	217	1
Net Other Income	217	1
Net Income	7,586	(33,624)

HOPE Humane Society

Profit & Loss

January through July 2018

	Jan - Jul 18	Jan - Jul 17
Ordinary Income/Expense		
Income		
4000 · Admissions Income		
4001 · Admissions - Local	1,868	5,346
4005 · Admissions - Outside >Walk Ins	3,194	4,322
4010 · City / County Programs		
4030 · Fort Smith	149,325	207,132
4055 · Sebastian County	0	204
4070 · Van Buren	0	380
Total 4010 · City / County Programs	149,325	207,716
Total 4000 · Admissions Income	154,387	217,384
4100 · Other Services Income		
4110 · Adoption Fees		
4115 · Adoption Fees Cats	10,622	13,012
4120 · Adoption Fees Other	190	183
4125 · Adoption Fees, Dogs	15,631	30,898
4127 · Adoption Fees, Sponsored	285	3,938
4128 · Transport	27,073	0
4130 · Return To Owner	5,650	7,389
4110 · Adoption Fees - Other	0	2,213
Total 4110 · Adoption Fees	59,451	57,632
4140 · Burial Pick Up Fees	0	25
4161 · PetSmart rewards	820	0
4165 · Bio Corp	0	124
Total 4100 · Other Services Income	60,271	57,781
4200 · Donations		
4230 · General Donations	62,387	50,809
4230.2 · Memorial Donations	9,021	0
4230.3 · Honorarium Donations	745	0
4230.4 · Monthly Donations	16,120	0
4231 · Board Donations		
4231.01 · Board Monthly Donations	650	0
4231 · Board Donations - Other	6,954	26,781
Total 4231 · Board Donations	7,604	26,781
4232 · Internet Donations		
4232.01 · Social Media Donations	18,618	0
Total 4232 · Internet Donations	18,618	0
4233 · Restricted Donations	3,532	240
4234 · Direct Mail	10,273	7,906
4235 · Newsletter	0	3,170
4236 · Memberships	170	2,705
4245 · Cemetary Fund Donations	550	300
4246 · In-Kind Donations	82,848	0
4255 · Miscellaneous	500	50
Total 4200 · Donations	212,368	91,961
4300 · Grant Income		
4301.01 · Local Grants	250	0
4301.04 · National Grants	126,171	0
4300 · Grant Income - Other	3,755	40,250
Total 4300 · Grant Income	130,176	40,250

HOPE Humane Society

Profit & Loss

January through July 2018

	Jan - Jul 18	Jan - Jul 17
4500 · Fundraisers		
4507 · Coin Collections	5,833	3,126
4508 · Aluminum Cans	187	0
4512 · Merchandise	5,008	1,709
4514 · Calendar	30	0
4517 · Tile Wall	902	0
4518 · Dog beds	70	125
4521 · Rebates	1,569	5,972
4522 · Room & Other Sponsors	0	5,000
4523 · Stuff the Truck	1,442	0
4548 · Miscellaneous Events - Others	6,175	15,323
4549 · Miscellaneous events - HHS	9,928	11,490
Total 4500 · Fundraisers	31,144	42,744
4550 · Events		
4553 · Tent Events 10	8,318	0
4556 · Miles for Mutts - 5K	280	0
4562 · Paws in the Pool	3,275	0
4572 · Cause for Paws	41	0
4574 · Lights of Love	25	145
Total 4550 · Events	11,939	145
4600 · Medical		
4601 · Shot Clinics	0	6,701
4603 · Heartworm Treatment	0	22,024
4604 · Spay and Neuter	300	0
4605 · Hurt Animals	33,054	0
4606 · Medical Fund	2,669	0
Total 4600 · Medical	36,023	28,725
4700 · Trusts		
4702 · Mercy Foundation	26,000	26,115
4704 · Maynard Blackard	120,998	39,899
4705 · Birnbaum Trust	2,338	2,159
4710 · Miscellaneous	128,219	0
Total 4700 · Trusts	277,555	68,173
4999.11 · Humane Education	0	1,875
Total Income	913,864	549,039
Gross Profit	913,864	549,039
Expense		
5000 · Operating Expenses		
5005 · Automotive Expense		
5006 · Fuel	5,276	3,287
5007 · Repairs	4,139	0
5005 · Automotive Expense - Other	24	78
Total 5005 · Automotive Expense	9,439	3,364
5010 · Grounds Care	2,400	4,560
5010.1 · Burial Expense	121	400
5010.2 · Cremation Expense	2,333	4,095
5020 · Equipment Rentals	1,745	1,110
5025 · Food Purchased	10,415	876
5026 · Merchandise for Resale	994	0
5030 · Freight	0	0
5045 · Pest Control	1,608	1,600
5055 · Repairs and Maintenance	13,754	12,703

HOPE Humane Society

Profit & Loss

January through July 2018

	Jan - Jul 18	Jan - Jul 17
5065 · Supplies		
5065.01 · Adoption Supplies	2,493	2,730
5065.02 · Operating Supplies	2,825	1,815
5065.03 · Kennel Supplies	24,184	15,167
5065.04 · Veterinarian Supplies	128,034	100,945
Total 5065 · Supplies	157,537	120,658
5071 · Transports	16,950	0
5072 · Uniforms and Mats	5,040	316
5075 · Utilities		
5075.01 · Gas	9,211	6,133
5075.02 · Water	13,844	8,639
5075.03 · Electric	15,678	14,039
Total 5075 · Utilities	38,732	28,812
5080 · Veterinarian Treatment	92,757	44,729
5082 · Veterinary Treatment-Spay/Neute	29,563	0
5083 · Vet Treatment - Dr.Trevor South	5,960	18,091
5000 · Operating Expenses - Other	0	189
Total 5000 · Operating Expenses	389,346	241,503
6000 · Administrative		
6010 · Bank Service Charges	1,011	489
6012 · Cash (OverShort)	0	50
6016 · Credit Card & Paypal Fees	1,644	1,565
6018 · Computer & Software	2,297	3,728
6020 · Depreciation	18,833	18,833
6025 · Dues and Subscriptions	3,329	2,927
6026 · Humane Education	602	170
6030 · Holiday Parties & Gifts	371	(43)
6034 · Employee Training & Education	0	5
6035 · Finance Chg & Late Fees	714	813
6036 · Fundraising Expense	1,410	1,518
6040 · Insurance		
6040.02 · Commercial	11,548	11,852
6040.03 · Board	969	1,075
6040.04 · Fees	88	0
Total 6040 · Insurance	12,605	12,927
6045 · Interest	6,174	10
6050 · Legal and Accounting	2,618	0
6053 · Miscellaneous Expense	0	191
6055 · Office Supplies	3,081	3,055
6060 · Penalties and Interest	0	794
6077 · Returned Checks	0	0
6078 · Taxes	18	18
6079 · Internet	1,798	1,330
6080 · Telephone	4,414	1,627
6081 · Volunteer Expenses	(521)	(320)
6086 · Cash (over) short	40	0
Total 6000 · Administrative	60,437	49,686
6500 · Fundraising Costs		
6503 · Postage	3,678	4,293
6504 · Printing and Graphics	13,359	13,237
6506 · Advertising	21,768	20,877
Total 6500 · Fundraising Costs	38,805	38,407

HOPE Humane Society

Profit & Loss

January through July 2018

	<u>Jan - Jul 18</u>	<u>Jan - Jul 17</u>
7000 · Salaries and Wages		
7015 · Insurance Incentive	2,083	1,405
7020 · Insurance, Worker's Comp	2,230	2,830
7025 · Payroll Taxes	43,955	33,569
7030 · Salaries and Wages	523,220	356,193
7040 · Contract Labor	21,520	0
Total 7000 · Salaries and Wages	593,008	393,997
8000 · Special Events		
8001 · Adoption events	747	0
8005 · Cause for Paws	2,000	650
8070 · Miscellaneous	623	1,350
8074 · Lights of Love	290	0
Total 8000 · Special Events	3,660	2,000
Total Expense	1,085,256	725,593
Net Ordinary Income	(171,393)	(176,555)
Other Income/Expense		
Other Income		
4950 · Interest Income	7	32
9000 · Dividend Income	225	88
9500 · Restitution	550	170
Total Other Income	783	290
Net Other Income	783	290
Net Income	(170,610)	(176,265)

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through July 2018

	Jan - Jul 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Admissions Income			
4001 · Admissions - Local	1,868	4,667	(2,799)
4005 · Admissions - Outside >Walk Ins	3,194	4,667	(1,473)
4010 · City / County Programs			
4030 · Fort Smith	149,325	180,833	(31,508)
4030.01 · FS Medical	0	14,583	(14,583)
4055 · Sebastian County	0	117	(117)
4070 · Van Buren	0	175	(175)
4075 · Dog License	0	5,833	(5,833)
Total 4010 · City / County Programs	149,325	201,542	(52,216)
Total 4000 · Admissions Income	154,387	210,875	(56,488)
4100 · Other Services Income			
4105 · Adoption Donations	0	1,458	(1,458)
4110 · Adoption Fees			
4115 · Adoption Fees Cats	10,622	20,417	(9,795)
4120 · Adoption Fees Other	190	350	(160)
4125 · Adoption Fees, Dogs	15,631	32,083	(16,452)
4127 · Adoption Fees, Sponsored	285	3,500	(3,215)
4128 · Transport	27,073	40,833	(13,761)
4130 · Return To Owner	5,650	8,750	(3,100)
Total 4110 · Adoption Fees	59,451	105,933	(46,482)
4135 · Humane Education	0	2,917	(2,917)
4161 · PetSmart rewards	820	1,750	(930)
4165 · Bio Corp	0	102	(102)
Total 4100 · Other Services Income	60,271	112,160	(51,890)
4200 · Donations			
4230 · General Donations	62,387	87,500	(25,113)
4230.2 · Memorial Donations	9,021	4,667	4,354
4230.3 · Honorarium Donations	745	875	(130)
4230.4 · Monthly Donations	16,120		
4231 · Board Donations			
4231.01 · Board Monthly Donations	650	2,333	(1,683)
4231.02 · Board Special Donations	0	292	(292)
4231.03 · Board General Donations	0	29,167	(29,167)
4231 · Board Donations - Other	6,954	35,000	(28,046)
Total 4231 · Board Donations	7,604	66,792	(59,188)
4232 · Internet Donations			
4232.01 · Social Media Donations	18,618	1,458	17,160
4232.02 · Email Marketing	0	1,458	(1,458)
4232.03 · Go Fund Me/Pound Wishes	0	5,833	(5,833)
Total 4232 · Internet Donations	18,618	8,750	9,868
4233 · Restricted Donations			
4233.01 · Animal Enrichment (Capital Cmp)	0	29,167	(29,167)
4233 · Restricted Donations - Other	3,532	14,583	(11,051)
Total 4233 · Restricted Donations	3,532	43,750	(40,218)
4234 · Direct Mail	10,273	43,750	(33,477)
4235 · Newsletter	0	8,750	(8,750)
4236 · Memberships	170	4,083	(3,913)
4245 · Cemetary Fund Donations	550	117	433
4246 · In-Kind Donations	82,848	8,750	74,098
4250 · Major Donations (<5000)	0	5,833	(5,833)
4251 · Major Giving Donations (>5000)	0	116,667	(116,667)
4255 · Miscellaneous	500		

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through July 2018

	Jan - Jul 18	Budget	\$ Over Budget
Total 4200 · Donations	212,368	400,283	(187,915)
4300 · Grant Income			
4301.01 · Local Grants	250	14,583	(14,333)
4301.02 · Transport Grants	0	87,500	(87,500)
4301.03 · In-Kind Grants	0	43,750	(43,750)
4301.04 · National Grants	126,171	175,000	(48,829)
4300 · Grant Income - Other	3,755		
Total 4300 · Grant Income	130,176	320,833	(190,658)
4500 · Fundraisers			
4507 · Coin Collections	5,833	2,917	2,916
4508 · Aluminum Cans	187	350	(163)
4509 · Clothing Collection	0	292	(292)
4512 · Merchandise	5,008	4,667	342
4513 · Pet Pictures	0	292	(292)
4514 · Calendar	30	583	(553)
4515 · Book	0	292	(292)
4516 · Your Piece of the Shelter	0	583	(583)
4517 · Tile Wall	902	1,750	(848)
4518 · Dog beds	70	1,167	(1,097)
4519 · Adopt a Kennel (door)	0	2,917	(2,917)
4520 · Brick Wall	0	2,042	(2,042)
4521 · Rebates	1,569	4,083	(2,514)
4522 · Room & Other Sponsors	0	5,833	(5,833)
4523 · Stuff the Truck	1,442		
4547 · Other	0	292	(292)
4548 · Miscellaneous Events - Others	6,175	14,583	(8,409)
4549 · Miscellaneous events - HHS	9,928	875	9,053
Total 4500 · Fundraisers	31,144	43,517	(12,373)
4550 · Events			
4551 · Birthday Party	0	1,500	(1,500)
4552 · Puppy Bowl	0	500	(500)
4553 · Tent Events 10	8,318	875	7,443
4554 · Black & Gold Party	0	1,458	(1,458)
4555 · Open Houses	0	583	(583)
4556 · Miles for Mutts - 5K	280	14,583	(14,303)
4557 · Comedy Show	0	1,750	(1,750)
4558 · Dogs, Cats, & Cowboy Hats	0	175	(175)
4559 · HOPE Reunion	0	88	(88)
4560 · Animals meet the Arts	0	2,917	(2,917)
4561 · Ladies Night Out	0	2,917	(2,917)
4562 · Paws in the Pool	3,275	1,750	1,525
4563 · K9 & Karaoke	0	1,167	(1,167)
4564 · Raffles	0	875	(875)
4565 · Blessing of the Pets	0	146	(146)
4566 · Penny Drive	0	292	(292)
4567 · Online Auction	0	1,750	(1,750)
4568 · License Plate	0	583	(583)
4570 · Chocolate & Coffee Festival	0	8,750	(8,750)
4572 · Cause for Paws	41	0	41
4573 · Paws in the Park	0	8,750	(8,750)
4574 · Lights of Love	25	0	25
Total 4550 · Events	11,939	51,408	(39,469)
4600 · Medical			
4601 · Shot Clinics	0	4,667	(4,667)
4602 · Microchip Clinic	0	1,167	(1,167)
4603 · Heartworm Treatment	0	17,500	(17,500)
4604 · Spay and Neuter	300	1,750	(1,450)
4605 · Hurt Animals	33,054	2,917	30,137
4606 · Medical Fund	2,669	5,833	(3,164)

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through July 2018

	Jan - Jul 18	Budget	\$ Over Budget
Total 4600 · Medical	36,023	33,833	2,190
4700 · Trusts			
4702 · Mercy Foundation	26,000	15,750	10,250
4704 · Maynard Blackard	120,998	20,417	100,582
4705 · Birnbaum Trust	2,338	5,833	(3,496)
4710 · Miscellaneous	128,219	1,167	127,053
Total 4700 · Trusts	277,555	43,167	234,389
4800 · Bequests	0	14,583	(14,583)
Total Income	913,864	1,230,660	(316,797)
Gross Profit	913,864	1,230,660	(316,797)
Expense			
5000 · Operating Expenses			
5005 · Automotive Expense			
5006 · Fuel	5,276	583	4,693
5007 · Repairs	4,139	3,500	639
5005 · Automotive Expense - Other	24		
Total 5005 · Automotive Expense	9,439	4,083	5,355
5010 · Grounds Care	2,400	3,850	(1,450)
5010.1 · Burial Expense	121	175	(54)
5010.2 · Cremation Expense	2,333	8,750	(6,417)
5020 · Equipment Rentals	1,745	1,167	578
5025 · Food Purchased	10,415	2,333	8,082
5026 · Merchandise for Resale	994	2,625	(1,632)
5045 · Pest Control	1,608	2,100	(492)
5055 · Repairs and Maintenance	13,754	5,833	7,921
5065 · Supplies			
5065.01 · Adoption Supplies	2,493	2,917	(423)
5065.02 · Operating Supplies	2,825	2,333	492
5065.03 · Kennel Supplies	24,184	20,417	3,767
5065.04 · Veterinarian Supplies	128,034	116,667	11,367
Total 5065 · Supplies	157,537	142,333	15,203
5071 · Transports	16,950	29,167	(12,217)
5072 · Uniforms and Mats	5,040	3,500	1,540
5075 · Utilities			
5075.01 · Gas	9,211	4,958	4,253
5075.02 · Water	13,844	10,500	3,344
5075.03 · Electric	15,678	15,167	511
Total 5075 · Utilities	38,732	30,625	8,107
5080 · Veterinarian Treatment	92,757	52,500	40,257
5082 · Veterinary Treatment-Spay/Neute	29,563		
5083 · Vet Treatment - Dr.Trevor South	5,960	16,333	(10,373)
Total 5000 · Operating Expenses	389,346	305,375	83,971
6000 · Administrative			
6010 · Bank Service Charges	1,011	525	486
6016 · Credit Card & Paypal Fees	1,644	2,333	(690)
6018 · Computer & Software	2,297	2,917	(619)
6020 · Depreciation	18,833	19,250	(417)
6025 · Dues and Subscriptions	3,329	11,667	(8,338)
6026 · Humane Education	602	408	194
6030 · Holiday Parties & Gifts	371	583	(213)
6032 · Employee medical	0	292	(292)
6034 · Employee Training & Education	0	3,500	(3,500)
6035 · Finance Chg & Late Fees	714	1,167	(453)
6036 · Fundraising Expense	1,410	1,458	(48)
6040 · Insurance			

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through July 2018

	Jan - Jul 18	Budget	\$ Over Budget
6040.01 · Auto	0	875	(875)
6040.02 · Commercial	11,548	14,000	(2,452)
6040.03 · Board	969	1,808	(839)
6040.04 · Fees	88		
Total 6040 · Insurance	12,605	16,683	(4,079)
6045 · Interest	6,174	5,833	341
6050 · Legal and Accounting	2,618	4,375	(1,758)
6053 · Miscellaneous Expense	0		
6055 · Office Supplies	3,081	7,000	(3,919)
6078 · Taxes			
6078.1 · Other	0	11	(11)
6078 · Taxes - Other	18		
Total 6078 · Taxes	18	11	8
6079 · Internet	1,798	1,750	48
6080 · Telephone	4,414	2,333	2,081
6081 · Volunteer Expenses	(521)	292	(812)
6086 · Cash (over) short	40		
6090 · Travel	0	2,917	(2,917)
Total 6000 · Administrative	60,437	85,294	(24,857)
6500 · Fundraising Costs			
6501 · Social Media Advertising	0	8,750	(8,750)
6502 · Marketing	0	12,833	(12,833)
6503 · Postage	3,678	14,583	(10,905)
6504 · Printing and Graphics	13,359	23,333	(9,974)
6505 · Promotional Supplies	0	8,750	(8,750)
6506 · Advertising	21,768	20,417	1,351
6507 · Newsletter expenses	0	35,000	(35,000)
Total 6500 · Fundraising Costs	38,805	123,667	(84,862)
7000 · Salaries and Wages			
7015 · Insurance Incentive	2,083	1,750	333
7020 · Insurance, Worker's Comp	2,230	3,500	(1,270)
7025 · Payroll Taxes	43,955	46,389	(2,434)
7030 · Salaries and Wages	523,220	655,415	(132,194)
7040 · Contract Labor	21,520	19,833	1,687
Total 7000 · Salaries and Wages	593,008	726,887	(133,879)
8000 · Special Events			
8001 · Adoption events	747	7,000	(6,253)
8005 · Cause for Paws	2,000	7,000	(5,000)
8020 · Special Event Fee Coded	0	20,417	(20,417)
8070 · Miscellaneous	623		
8074 · Lights of Love	290		
Total 8000 · Special Events	3,660	34,417	(30,757)
Total Expense	1,085,256	1,275,639	(190,383)
Net Ordinary Income	(171,393)	(44,979)	(126,414)
Other Income/Expense			
Other Income			
4950 · Interest Income	7	26	(19)
9000 · Dividend Income	225	96	129
9500 · Restitution	550	146	404
Total Other Income	783	268	514
Net Other Income	783	268	514
Net Income	(170,610)	(44,710)	(125,900)

Stats Report

HOPE Humane Society

July, 2018		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
Starting Dog Population	Regular	291	300	322	290	296	342	393	432	0	0	0	0	
	Foster	81	116	75	87	125	56	70	78	0	0	0	0	
Starting Cat Population	Regular	393	221	156	135	169	226	241	224	0	0	0	0	
	Foster	98	74	80	81	111	65	88	100	0	0	0	0	
*Stray Dog/Intake	Regular	30	40	15	28	25	9	0						147
	FSM	185	172	166	114	144	203	150						1134
Owner Surrender Dogs/Intake	Regular	33	11	6	20	14	6	2						92
	FSM	18	6	7	5	12	22	14						84
Adopted Dogs Returned		13	13	18	16	12	2	1						75
Stray Cat/Intake	Regular	9	7	9	35	41	10	4						115
	FSM	2	23	4	4	3	27	34						97
Owner Surrender Cats/Intake	Regular	22	2	8	11	24	7	2						76
	FSM	0	0	1	0	0	3	6						10
Adopted Cats Returned		5	6	3	6	1	0	1						22
AC Vet Bite Release		2	2	3	2	4	3	1						17
Dogs Adopted		58	104	96	60	43	83	56						500
Cats Adopted		76	89	64	25	30	37	51						372
Return to Owner - Dogs		45	31	47	43	49	52	33						300
Return to Owner - Cats		2	2	1	2	2	0	1						10
Deceased Animals - Dogs		23	8	5	6	19	13	8						82
Deceased Animals - Cats		7	5	1	2	5	26	26						72
Transfer to Feral Colony		4	0	1	11	2	0	1						19
Transfers to Rescues - Dogs		92	106	120	148	92	99	61						718
Transfers to Rescues - Cats		6	23	20	15	25	0	0						89
*Dogs Euthanized	Regular	24	16	12	4	4	5	6						71
	FSM	2	7	1	2	0	2	0						14
Cats Euthanized	Regular	2	2	2	4	12	9	7						38
	FSM	3	3	1	1	1	4	1						14
Required Euthanasia		0	8	4	1	0	0	4						17
Adoption/RTO		64%	85%	95%	58%	46%	59%	66%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	

Stats Report

HOPE Humane Society

July, 2018		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
# of Surgeries	Dogs						107	70						177
	Cats						63	79						142
# of volunteer hours							2245	1742						3987
Ending Dog Population	Regular	300	322	290	296	342	393	432						3987
	Transport Foster	49	8	33	27	14	17	8						
	Foster	67	75	87	98	42	53	70						
Ending Cat Population	Regular	221	156	135	169	226	241	224						
	Transport Foster	0	0	1	1	1	1	0						
	Foster	74	80	81	110	64	87	100						