



Board of Directors Meeting  
Thursday, September 13, 2018

- I. Call to Order
- II. Approve minutes from August, 2018 meeting
- III. President's Report
  - A. Approve Raina Rodgers as signer for loan with BancorpSouth Bank
  - B. Status of dog licensing ordinance effort - Animal Services Advisory Board
- IV. Treasurer's Report
  - A. Current financial situation
  - B. Review and approve August, 2018 financial reports
- V. Shelter Update - Raina Rodgers
  - A. Human Resources
    1. Need to hire an unpaid volunteer coordinator (posted)
    2. Need to hire a paid adoption/retail manager (posted)
    3. Need a part time unpaid events coordinator (posted)
    4. Discuss the social media management tactics.
    5. Start considering new executive director options.
    6. Get help with grant submissions from volunteer grant writers.
  - B. Continued changes at the shelter
    1. We are no longer accepting animals directly from citizens of Fort Smith.
    2. Temple Live event made about \$4500 overall.
    3. T-shirt sales are pretty successful this month. We have had 3 different designs come out.
    4. We will be featured in the October issue of eFortSmith magazine.
    5. We started our emergency status at 457 dogs and 228 cats Monday August 27th. Now we are at \_ dogs and \_ cats in house, not including foster care. \_ dogs transported since then.
    6. New kennels have replaced a section of 8 crates and pet taxis in admissions building, improving the living condition of 8 animals.
    7. We will meet with Captain Waymon Parker and Steven Krumm after the board meeting.
  - C. This month's action plan
    1. Hire to fill open positions.



2. Start up the tile wall fundraiser again.
3. Sell more t-shirts.
4. Continue to add benefits to the calendar
5. Raise adoption and foster numbers.
6. Start moving into new building.
7. Transport out 100+animals by the end of the month. (Hurricane may affect numbers)

D. Statistics

E. Transport update

1. Fetch Fido a Flight is schedule for Sept 29th. We paid them \$25,000 and should be able to get 50-60 dogs, including pit bulls and pit mixes on the flight to Oregon.
2. Wings of Rescue is in process for Sept 21st.

F. Building update

1. The construction of the new building is almost complete. Waholi will be finished by mid-September but the plumbers and the kennel gate fabricators will still be working on their part. The gates are finished but the mounting frames are in process.

G. Shelter veterinarian update

1. Dr. Zach started performing surgeries last week. He has been coming at least one day a week and he performed our first microchip/rabies clinic of the year.

VI. Special Events

A. Cause for Paws update

1. Committee meeting tomorrow
2. Fundraising efforts begin

B. PetSmart tent event 14-16, Sykes Pet Therapy Sept 21st, BarkNBash Sept 21st at Ft. Smith Brewing company, Girls Night Out and Pet Supplies Plus (Rogers) on Sept 22.

C. Arvest Benefit Sept 28th, Family Fun Fest and State Farm Save Our Shelter Sept 29th.

VII. Old Business

VIII. New Business

IX. Adjourn

Hope Humane Society  
Board of Directors Meeting  
Thursday August 16, 2018

Attendees: Sam Terry, Stacie Cox, Melanie Prewett, LeeAnn Cox, Kitty Calvert (via phone)  
Raina Rodgers, Jessica Merideth, Darren Minor, Tracy Zigerelli, Steve Carrillo, Philip Merry,  
William Buckley, Hazel Brown, Storm Nolan

Guests: Auditors from Gammil, Boyd and Anderson: William Boyd and Christopher Anderson  
Amber Neal, Heather Glass, Gracie Evans, Shannon Night, Trever West, Isiah Johnson,  
Terrance Richardson.

Absences: 0

I. Call to order.

Meeting was called to order at 12:05

A motion was made by Jessica to approve the June and July 12, 2018 minutes. Second  
by Darren. Minutes were approved.

II. President's report by Sam Terry:

- 1, Thursday September 27 fro 5:30-7:30 is the advocates meeting.
2. Preparing to renegotiate the city contract. Animal Services advisory board is still looking for a vet. Philip and Amber have done some research to poll the public to see their current views on spay and neuter. The results were favorable.

III. Treasurer's Report:

- 1, Still struggling financially.
2. Construction is almost complete and will provide 43 more kennels for the dogs.
3. 5 star productions will do a PSA for the shelter.
4. 2 big expenses are the adoption van and transports. Raina is working on making changes to try to cut more expenses with the van and transports.
5. Darren mentioned that he had 46 hours of unused air time and invited the shelter the take advantage of the free advertising.

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

IV. Shelter Report by Raina:

1. Raina started to checklist to evaluate what it takes to transport the animals.
2. Changes have been made with the staff to move people around as needed and to cut down on hiring,
3. CC Gahr gave her notice.
4. The van will be out on fridays and Saturdays only.

5. Made a small purchase to get some kennels more appropriate for some larger dogs.
6. Raina would like to get a dip jar to place throughout the city to get extra donations.
7. Mural will be started in two weeks.
8. Dr Zach has been retraining the staff and will start doing surgeries next week.
  
9. We have applied for some small grants and will be keeping track of those on google drive,
10. We need a commercial washing machine.
11. When you get a subscription to bark box the shelter receives \$25.
12. Meow mixer netted \$1300
13. We now have a form for monthly donors.
14. A suggestion box was placed in adoptions.
15. Amber is working on a big transport on an airplane. We need donations.
16. Looking for a retail location to have a donations for resale.

#### Statistics

1. Adoptions are down. We have had an influx of returned animals. Amber will be working with the adoption team to try to educate the staff on how to encourage better adoptions.

#### Special Events:

- 1, Cause for Paws update.
2. Cars and coffee benefit .
3. Temple Live Birthday benefit. September 8, Mike Brown stopped by.
4. Ladies night out Sept 22.
5. Clear the shelter August 18

Meeting adjourned at 1:10, Motion made by Sam second by Storm

HOPE Humane Society Summary P&L	Month			Year-to-Date		
	August 2018	August 2017	Change	2018 YTD	2017 YTD	Change
<b>Income</b>						
4000 · Admissions Income	22,417	28,438	-6,021	176,804	245,822	-69,018
4100 · Other Services Income	12,565	10,810	1,755	72,936	68,590	4,346
4200 · Donations	155,044	39,481	115,563	367,412	131,442	235,970
4300 · Grant Income	1,050	0	1,050	131,226	40,250	90,976
4500 · Fundraisers	3,386	2,603	783	34,530	45,347	-10,817
4550 · Events	0	0	0	11,939	145	11,794
4600 · Medical	2,945	2,138	807	38,968	32,738	6,230
4700 · Trusts	0	6,577	-6,577	277,555	74,750	202,805
<b>Total Income</b>	197,407	90,047	107,360	1,111,370	639,084	472,286
<b>Expense</b>						
5000 · Operating Expenses	32,010	35,162	-3,152	421,926	276,665	145,261
6000 · Administrative	5,247	15,694	-10,447	65,684	65,380	304
6500 · Fundraising Costs	957	2,635	-1,678	39,161	41,042	-1,881
7000 · Salaries and Wages	73,258	56,185	17,073	666,256	450,182	216,074
8000 · Special Events	0	36	-36	3,660	2,036	1,624
<b>Total Expense</b>	111,472	109,712	1,760	1,196,687	835,305	361,382
<b>Net Income</b>	85,935	-19,665	105,600	-85,317	-196,221	110,904

**HOPE Humane Society**  
**Transactions exceeding \$250.00**  
**August 2018**

Date	Num	Name	Memo	Amount
<b>1120 · FNB #1728204 SCHS</b>				
08/14/2018	eft	Accident Fund		-1,331.00
08/14/2018	eft	AOG		-363.05
08/28/2018	eft	AT&T		-313.06
08/30/2018	eft	Accident Fund		-979.00
<b>Total 1120 · FNB #1728204 SCHS</b>				<b>-2,986.11</b>
<b>1130 · BXS 2061 - General Acct.</b>				
08/01/2018	1767	Fund Your Org	Cause for Paws	-2,000.00
08/02/2018	1768	Martin's Heat & Air		-896.70
08/06/2018	1772	ABC Printing & Signs		-969.65
08/06/2018	1774	ALLSTATE Termite & Pest Solutions		-384.12
08/06/2018	1779	Friends Forever		-735.00
08/06/2018	1780	Kitties and Kanines Veterinary Clinic, ...		-28,460.00
08/06/2018	1781	Mack's Auto Center		-450.91
08/06/2018	1782	Martin's Heat & Air		-880.20
08/06/2018	1783	Midwest Type & Printing		-4,491.98
08/06/2018	1784	MWI Animal Health		-1,124.52
08/06/2018	1786	Ronnie's Screen Printing, Inc.		-2,602.95
08/06/2018	1787	South County Animal Hospital		-5,087.01
08/06/2018	1788	Staples		-962.35
08/06/2018	1790	The Michelson Found Animals Found...	Acct. # MFAF3231291	-8,222.90
08/06/2018	1791	Times Record	40608	-700.00
08/06/2018	1794	Tufflock		-880.00
08/06/2018	1795	Uline	Acct #10547740	-410.63
08/06/2018	1796	WELSCO		-286.38
08/06/2018	1797	Xerox Corporation	Customer #716587050	-384.48
08/06/2018	1800	Zoetis		-13,388.60
08/07/2018	eft	BancorpSouth Mastercard	5475 5606 0017 5622	-500.00
08/07/2018	eft	Visa	Acct # ending 8977	-4,437.77
08/07/2018	1801	Broadfoot Veterinary Clinic	Acct #1569	-1,880.00
08/07/2018	1802	Cox Communications		-250.00
08/07/2018	1804	Fort Smith Animal Emergency Clinic		-7,430.69
08/07/2018	1805	Fort Smith Medical & Janitorial Supply		-1,501.75
08/07/2018	1806	Gammill, Boyd & Anderson, P.A.		-2,500.00
08/07/2018	1807	Glidewell Distributing		-256.20
08/07/2018	1808	Hugg & Hall Mobile Storage		-332.26
08/07/2018	1812	River Valley Animal Hospital		-6,294.66
08/07/2018	1813	Rye Hill Veterinary Clinic	Account #10374	-6,234.50
08/07/2018	1814	Xerox Corporation	Customer #716587050	-410.19
08/07/2018	1660	Crabtree RV Center, Inc.		-1,143.19
08/07/2018	eft	TAMCO Capital	Lease	-450.14
08/08/2018	1818	Wohali	New Construction	-48,850.00
08/08/2018	eft	IDEXX Laboratories	164021	-3,339.93
08/09/2018	1659	Department of Finance & Administration	Tags for Transport Vehicle	-596.14
08/15/2018	1819	Dr. Zachary Scheurich	Vet 8/1 - 5 hrs, 8/7 - 3 hrs, 8/13 - 8 hrs.	-960.00
08/15/2018	1820	Walter Gray	Social Media Marketing Package	-4,000.00
08/22/2018	eft	OG&E		-1,167.18
08/22/2018	eft	OG&E		-2,445.18
08/22/2018	eft	Transfer	For Flight	-1,216.00
08/22/2018	eft	BancorpSouth	Interest on loan #00573000934306	-1,183.45
08/24/2018	eft	Mailsouth DBS MSPark		-274.33
08/27/2018	1834	Toby Wood	Lawn Care	-300.00
<b>Total 1130 · BXS 2061 - General Acct.</b>				<b>-171,271.94</b>
<b>TOTAL</b>				<b>-174,258.05</b>

# HOPE Humane Society

## Balance Sheet

As of August 31, 2018

	Aug 31, 18
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1120 · FNB #1728204 SCHS	4,906
1130 · BXS 2061 - General Acct.	125,643
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	4,045
1137 · BXS 3320 - Misc Grants	46
1138 · BXS 3703 - Disaster Relief	0
1150 · Petty Cash	100
<b>Total Checking/Savings</b>	<b>134,905</b>
<b>Other Current Assets</b>	
1298 · Accts. receivable	22,327
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
<b>Total Other Current Assets</b>	<b>636,594</b>
<b>Total Current Assets</b>	<b>771,499</b>
<b>Fixed Assets</b>	
<b>1500 · Land</b>	
1501 · SCHS Land	70,937
<b>Total 1500 · Land</b>	<b>70,937</b>
<b>1520 · Building</b>	
1521 · SCHS Building	767,043
1523 · Isolation Clinic	119,819
1524 · Spay/Neuter Clinic	355,071
1525 · Improvements	166,467
1526 · New Kennel building	249,318
<b>Total 1520 · Building</b>	<b>1,657,718</b>
<b>1540 · Equipment</b>	
<b>1541 · SCHS Equipment</b>	
1543 · Computers & Equipment	39,117
1541 · SCHS Equipment - Other	147,664
<b>Total 1541 · SCHS Equipment</b>	<b>186,781</b>
1540 · Equipment - Other	7,991
<b>Total 1540 · Equipment</b>	<b>194,772</b>
1545 · Veterinary equipment	8,239
<b>1550 · Improvements</b>	
1551 · SCHS Improvements	196,733
<b>Total 1550 · Improvements</b>	<b>196,733</b>
<b>1560 · Automotive Equipment</b>	
1561 · SCHS Automotive Equip	13,000
1563 · Mobile Adoption Unit	127,856
1560 · Automotive Equipment - Other	5,500
<b>Total 1560 · Automotive Equipment</b>	<b>146,356</b>
1599 · Accumulated Depreciation	(762,063)

# HOPE Humane Society

## Balance Sheet

As of August 31, 2018

	Aug 31, 18
Total Fixed Assets	1,512,692
<b>TOTAL ASSETS</b>	<b>2,284,191</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	118,412
<b>Total Accounts Payable</b>	118,412
<b>Other Current Liabilities</b>	
2001 · Accounts Payable - Auditor	3,048
2200 · Payroll Taxes Payable	
2204 · State Tax Withholding	767
2205 · Suta Tax Payable	4,270
<b>Total 2200 · Payroll Taxes Payable</b>	5,036
2226 · Garnishment	537
2230 · Accrued payroll	9,014
<b>Total Other Current Liabilities</b>	17,636
<b>Total Current Liabilities</b>	136,048
<b>Long Term Liabilities</b>	
2500 · Note Payable BXS	455,388
2510 · FNB - Line of Credit	50,000
2511 · BXS - Line of Credit	20,000
<b>Total Long Term Liabilities</b>	525,388
<b>Total Liabilities</b>	661,436
<b>Equity</b>	
3000 · Unrestricted Net Assets	1,194,501
3010 · Temporarily restricted assets	1,059,604
3900 · Retained Earnings	(546,892)
Net Income	(84,458)
<b>Total Equity</b>	1,622,755
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2,284,191</b>



# HOPE Humane Society

## Profit & Loss

August 2018

	Aug 18	Aug 17
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4000 · Admissions Income</b>		
4001 · Admissions - Local	50	675
4005 · Admissions - Outside >Walk Ins	40	1,255
4010 · City / County Programs		
4030 · Fort Smith	22,327	26,508
<b>Total 4010 · City / County Programs</b>	22,327	26,508
<b>Total 4000 · Admissions Income</b>	22,417	28,438
<b>4100 · Other Services Income</b>		
<b>4110 · Adoption Fees</b>		
4115 · Adoption Fees Cats	1,090	2,292
4120 · Adoption Fees Other	10	60
4125 · Adoption Fees, Dogs	2,095	4,907
4127 · Adoption Fees, Sponsored	0	1,125
4128 · Transport	8,286	0
4130 · Return To Owner	1,184	1,386
<b>Total 4110 · Adoption Fees</b>	12,665	9,770
4161 · PetSmart rewards	0	1,040
<b>Total 4100 · Other Services Income</b>	12,665	10,810
<b>4200 · Donations</b>		
4230 · General Donations	10,901	20,656
4230.2 · Memorial Donations	310	0
4230.3 · Honorarium Donations	1,465	0
4230.4 · Monthly Donations	7,601	0
4231 · Board Donations		
4231.02 · Board Special Donations	134,671	0
4231 · Board Donations - Other	0	4,916
<b>Total 4231 · Board Donations</b>	134,671	4,916
4233 · Restricted Donations	0	10,984
4234 · Direct Mail	50	300
4236 · Memberships	45	2,625
<b>Total 4200 · Donations</b>	155,044	39,481
<b>4300 · Grant Income</b>		
4301.01 · Local Grants	1,050	0
<b>Total 4300 · Grant Income</b>	1,050	0
<b>4500 · Fundraisers</b>		
4507 · Coin Collections	546	278
4508 · Aluminum Cans	43	0
4512 · Merchandise	299	616
4517 · Tile Wall	0	0
4521 · Rebates	299	121
4548 · Miscellaneous Events - Others	475	1,239
4549 · Miscellaneous events - HHS	1,724	348
<b>Total 4500 · Fundraisers</b>	3,386	2,603
<b>4600 · Medical</b>		
4601 · Shot Clinics	710	2,114
4606 · Medical Fund	2,235	0
<b>Total 4600 · Medical</b>	2,945	2,114
<b>4700 · Trusts</b>		
4705 · Birnbaum Trust	0	6,577

# HOPE Humane Society

## Profit & Loss

August 2018

	Aug 18	Aug 17
Total 4700 · Trusts	0	6,577
4999.11 · Humane Education	0	24
<b>Total Income</b>	<b>197,507</b>	<b>90,046</b>
<b>Gross Profit</b>	<b>197,507</b>	<b>90,046</b>
<b>Expense</b>		
5000 · Operating Expenses		
5005 · Automotive Expense		
5006 · Fuel	1,020	129
5007 · Repairs	250	0
5005 · Automotive Expense - Other	641	187
<b>Total 5005 · Automotive Expense</b>	<b>1,911</b>	<b>316</b>
5010 · Grounds Care	300	855
5010.1 · Burial Expense	0	100
5010.2 · Cremation Expense	0	725
5020 · Equipment Rentals	100	140
5025 · Food Purchased	0	140
5045 · Pest Control	944	1,688
5055 · Repairs and Maintenance	2,061	1,566
5065 · Supplies		
5065.01 · Adoption Supplies	257	0
5065.02 · Operating Supplies	0	525
5065.03 · Kennel Supplies	2,914	2,945
5065.04 · Veterinarian Supplies	10,422	12,260
<b>Total 5065 · Supplies</b>	<b>13,593</b>	<b>15,730</b>
5071 · Transports	0	921
5072 · Uniforms and Mats	0	869
5075 · Utilities		
5075.01 · Gas	363	305
5075.02 · Water	27	2,312
5075.03 · Electric	3,612	2,691
<b>Total 5075 · Utilities</b>	<b>4,002</b>	<b>5,308</b>
5080 · Veterinarian Treatment	9,100	4,406
5083 · Vet Treatment - Dr. Trevor South	0	2,400
<b>Total 5000 · Operating Expenses</b>	<b>32,010</b>	<b>35,162</b>
6000 · Administrative		
6010 · Bank Service Charges	98	65
6016 · Credit Card & Paypal Fees	213	191
6018 · Computer & Software	0	619
6020 · Depreciation	2,690	2,690
6025 · Dues and Subscriptions	0	681
6026 · Humane Education	0	107
6035 · Finance Chg & Late Fees	117	227
6040 · Insurance		
6040.02 · Commercial	72	1,620
6040.03 · Board	0	969
<b>Total 6040 · Insurance</b>	<b>72</b>	<b>2,589</b>
6045 · Interest	1,183	0
6050 · Legal and Accounting	0	7,173
6055 · Office Supplies	0	302
6060 · Penalties and Interest	0	564
6079 · Internet	250	0
6080 · Telephone	763	556
6081 · Volunteer Expenses	(140)	(70)
<b>Total 6000 · Administrative</b>	<b>5,247</b>	<b>15,694</b>

# HOPE Humane Society

## Profit & Loss

August 2018

	Aug 18	Aug 17
<b>6500 · Fundraising Costs</b>		
6503 · Postage	225	0
6504 · Printing and Graphics	457	1,142
6506 · Advertising	274	1,493
<b>Total 6500 · Fundraising Costs</b>	957	2,635
<b>7000 · Salaries and Wages</b>		
7015 · Insurance Incentive	308	195
7020 · Insurance, Worker's Comp	2,310	843
7025 · Payroll Taxes	4,771	4,253
7030 · Salaries and Wages	60,909	50,895
7040 · Contract Labor	4,960	0
<b>Total 7000 · Salaries and Wages</b>	73,258	56,185
<b>8000 · Special Events</b>		
8030 · Paws for the Cause Dog Walk	0	36
<b>Total 8000 · Special Events</b>	0	36
<b>Total Expense</b>	111,471	109,712
<b>Net Ordinary Income</b>	86,036	(19,666)
<b>Other Income/Expense</b>		
<b>Other Income</b>		
4950 · Interest Income	0	1
9000 · Dividend Income	35	45
9500 · Restitution	50	35
<b>Total Other Income</b>	86	81
<b>Net Other Income</b>	86	81
<b>Net Income</b>	86,121	(19,585)

**HOPE Humane Society**  
*Profit & Loss*  
 January through August 2018

	Jan - Aug 18	Jan - Aug 17
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4000 · Admissions Income</b>		
4001 · Admissions - Local	1,918	6,021
4005 · Admissions - Outside >Walk Ins	3,234	5,577
<b>4010 · City / County Programs</b>		
4030 · Fort Smith	171,652	233,641
4055 · Sebastian County	0	204
4070 · Van Buren	0	380
<b>Total 4010 · City / County Programs</b>	171,652	234,224
<b>Total 4000 · Admissions Income</b>	176,804	245,822
<b>4100 · Other Services Income</b>		
<b>4110 · Adoption Fees</b>		
4115 · Adoption Fees Cats	11,712	15,304
4120 · Adoption Fees Other	200	243
4125 · Adoption Fees, Dogs	17,726	35,805
4127 · Adoption Fees, Sponsored	285	5,063
4128 · Transport	35,359	0
4130 · Return To Owner	6,834	8,775
4110 · Adoption Fees - Other	0	2,213
<b>Total 4110 · Adoption Fees</b>	72,116	67,401
4140 · Burial Pick Up Fees	0	25
4161 · PetSmart rewards	820	1,040
4165 · Bio Corp	0	124
<b>Total 4100 · Other Services Income</b>	72,936	68,590
<b>4200 · Donations</b>		
4230 · General Donations	73,288	71,465
4230.2 · Memorial Donations	9,331	0
4230.3 · Honorarium Donations	2,210	0
4230.4 · Monthly Donations	23,721	0
<b>4231 · Board Donations</b>		
4231.01 · Board Monthly Donations	650	0
4231.02 · Board Special Donations	134,671	0
4231 · Board Donations - Other	6,954	31,697
<b>Total 4231 · Board Donations</b>	142,275	31,697
<b>4232 · Internet Donations</b>		
4232.01 · Social Media Donations	18,618	0
<b>Total 4232 · Internet Donations</b>	18,618	0
4233 · Restricted Donations	3,532	11,224
4234 · Direct Mail	10,323	8,206
4235 · Newsletter	0	3,170
4236 · Memberships	215	5,330
4245 · Cemetary Fund Donations	550	300
4246 · In-Kind Donations	82,848	0
4255 · Miscellaneous	500	50
<b>Total 4200 · Donations</b>	367,412	131,442
<b>4300 · Grant Income</b>		
4301.01 · Local Grants	1,300	0
4301.04 · National Grants	126,171	0
4300 · Grant Income - Other	3,755	40,250
<b>Total 4300 · Grant Income</b>	131,226	40,250
<b>4500 · Fundraisers</b>		
4507 · Coin Collections	6,379	3,404

**HOPE Humane Society**  
*Profit & Loss*  
 January through August 2018

	Jan - Aug 18	Jan - Aug 17
4508 · Aluminum Cans	231	0
4512 · Merchandise	5,307	2,325
4514 · Calendar	30	0
4517 · Tile Wall	902	0
4518 · Dog beds	70	125
4521 · Rebates	1,868	6,093
4522 · Room & Other Sponsors	0	5,000
4523 · Stuff the Truck	1,442	0
4548 · Miscellaneous Events - Others	6,650	16,563
4549 · Miscellaneous events - HHS	11,652	11,838
<b>Total 4500 · Fundraisers</b>	<b>34,530</b>	<b>45,347</b>
<b>4550 · Events</b>		
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
<b>Total 4550 · Events</b>	<b>11,939</b>	<b>145</b>
<b>4600 · Medical</b>		
4601 · Shot Clinics	710	8,815
4603 · Heartworm Treatment	0	22,024
4604 · Spay and Neuter	300	0
4605 · Hurt Animals	33,054	0
4606 · Medical Fund	4,904	0
<b>Total 4600 · Medical</b>	<b>38,968</b>	<b>30,839</b>
<b>4700 · Trusts</b>		
4702 · Mercy Foundation	26,000	26,115
4704 · Maynard Blackard	120,998	39,899
4705 · Birnbaum Trust	2,338	8,736
4710 · Miscellaneous	128,219	0
<b>Total 4700 · Trusts</b>	<b>277,555</b>	<b>74,750</b>
4999.11 · Humane Education	0	1,899
<b>Total Income</b>	<b>1,111,370</b>	<b>639,085</b>
<b>Gross Profit</b>	<b>1,111,370</b>	<b>639,085</b>
<b>Expense</b>		
<b>5000 · Operating Expenses</b>		
5005 · Automotive Expense		
5006 · Fuel	6,295	3,416
5007 · Repairs	5,288	0
5005 · Automotive Expense - Other	665	265
<b>Total 5005 · Automotive Expense</b>	<b>12,248</b>	<b>3,681</b>
5010 · Grounds Care	2,700	5,415
5010.1 · Burial Expense	121	500
5010.2 · Cremation Expense	2,333	4,820
5020 · Equipment Rentals	1,845	1,250
5025 · Food Purchased	10,415	1,016
5026 · Merchandise for Resale	994	0
5030 · Freight	0	0
5045 · Pest Control	2,552	3,288
5055 · Repairs and Maintenance	15,815	14,269
5065 · Supplies		
5065.01 · Adoption Supplies	2,751	2,730
5065.02 · Operating Supplies	2,825	2,340
5065.03 · Kennel Supplies	27,098	18,112
5065.04 · Veterinarian Supplies	138,629	113,205

**HOPE Humane Society**  
*Profit & Loss*  
 January through August 2018

	Jan - Aug 18	Jan - Aug 17
<b>Total 5065 · Supplies</b>	171,303	136,387
5071 · Transports	16,446	921
5072 · Uniforms and Mats	5,040	1,185
5075 · Utilities		
5075.01 · Gas	9,574	6,438
5075.02 · Water	13,870	10,951
5075.03 · Electric	19,290	16,730
<b>Total 5075 · Utilities</b>	42,735	34,120
5080 · Veterinarian Treatment	101,856	49,135
5082 · Veterinary Treatment-Spay/Neute	29,563	0
5083 · Vet Treatment - Dr.Trevor South	5,960	20,491
5000 · Operating Expenses - Other	0	189
<b>Total 5000 · Operating Expenses</b>	421,926	276,665
<b>6000 · Administrative</b>		
6010 · Bank Service Charges	1,109	554
6012 · Cash (OverShort	0	50
6016 · Credit Card & Paypal Fees	1,856	1,756
6018 · Computer & Software	2,297	4,347
6020 · Depreciation	21,523	21,523
6025 · Dues and Subscriptions	3,329	3,608
6026 · Humane Education	602	276
6030 · Holiday Parties & Gifts	371	(43)
6034 · Employee Training & Education	0	5
6035 · Finance Chg & Late Fees	831	1,040
6036 · Fundraising Expense	1,410	1,518
6040 · Insurance		
6040.02 · Commercial	11,620	13,472
6040.03 · Board	969	2,044
6040.04 · Fees	88	0
<b>Total 6040 · Insurance</b>	12,677	15,516
6045 · Interest	7,358	10
6050 · Legal and Accounting	2,618	7,173
6053 · Miscellaneous Expense	0	191
6055 · Office Supplies	3,081	3,357
6060 · Penalties and Interest	0	1,359
6077 · Returned Checks	0	0
6078 · Taxes	18	18
6079 · Internet	2,048	1,330
6080 · Telephone	5,177	2,182
6081 · Volunteer Expenses	(661)	(390)
6086 · Cash (over) short	40	0
<b>Total 6000 · Administrative</b>	65,684	65,380
<b>6500 · Fundraising Costs</b>		
6503 · Postage	3,903	4,293
6504 · Printing and Graphics	13,816	14,379
6506 · Advertising	21,442	22,371
<b>Total 6500 · Fundraising Costs</b>	39,161	41,042
<b>7000 · Salaries and Wages</b>		
7015 · Insurance Incentive	2,391	1,600
7020 · Insurance, Worker's Comp	4,540	3,672
7025 · Payroll Taxes	48,726	37,822
7030 · Salaries and Wages	584,129	407,089
7040 · Contract Labor	26,480	0
<b>Total 7000 · Salaries and Wages</b>	666,266	450,182
<b>8000 · Special Events</b>		

**HOPE Humane Society**  
*Profit & Loss*  
 January through August 2018

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	Jan - Aug 18	Jan - Aug 17
8001 · Adoption events	747	0
8005 · Cause for Paws	2,000	650
8030 · Paws for the Cause Dog Walk	0	36
8070 · Miscellaneous	623	1,350
8074 · Lights of Love	290	0
<b>Total 8000 · Special Events</b>	<b>3,660</b>	<b>2,036</b>
<b>Total Expense</b>	<b>1,196,696</b>	<b>835,306</b>
<b>Net Ordinary Income</b>	<b>(85,326)</b>	<b>(196,221)</b>
<b>Other Income/Expense</b>		
<b>Other Income</b>		
4950 · Interest Income	8	33
9000 · Dividend Income	261	133
9500 · Restitution	600	205
<b>Total Other Income</b>	<b>868</b>	<b>371</b>
<b>Net Other Income</b>	<b>868</b>	<b>371</b>
<b>Net Income</b>	<b>(84,458)</b>	<b>(195,850)</b>

# Sebastian County Humane Society

## Profit & Loss Budget vs. Actual

January through August 2018

	Jan - Aug 18	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4000 · Admissions Income</b>			
4001 · Admissions - Local	1,918	5,333	(3,415)
4005 · Admissions - Outside >Walk Ins	3,234	5,333	(2,099)
<b>4010 · City / County Programs</b>			
4030 · Fort Smith	171,652	206,667	(35,014)
4030.01 · FS Medical	0	16,667	(16,667)
4055 · Sebastian County	0	133	(133)
4070 · Van Buren	0	200	(200)
4075 · Dog License	0	6,667	(6,667)
<b>Total 4010 · City / County Programs</b>	171,652	230,333	(58,681)
<b>Total 4000 · Admissions Income</b>	176,804	241,000	(64,196)
<b>4100 · Other Services Income</b>			
4105 · Adoption Donations	0	1,667	(1,667)
<b>4110 · Adoption Fees</b>			
4115 · Adoption Fees Cats	11,712	23,333	(11,621)
4120 · Adoption Fees Other	200	400	(200)
4125 · Adoption Fees, Dogs	17,726	36,667	(18,940)
4127 · Adoption Fees, Sponsored	285	4,000	(3,715)
4128 · Transport	35,359	46,667	(11,308)
4130 · Return To Owner	6,834	10,000	(3,166)
<b>Total 4110 · Adoption Fees</b>	72,116	121,067	(48,951)
4135 · Humane Education	0	3,333	(3,333)
4161 · PetSmart rewards	820	2,000	(1,180)
4165 · Bio Corp	0	117	(117)
<b>Total 4100 · Other Services Income</b>	72,936	128,183	(55,247)
<b>4200 · Donations</b>			
4230 · General Donations	73,288	100,000	(26,712)
4230.2 · Memorial Donations	9,331	5,333	3,998
4230.3 · Honorarium Donations	2,210	1,000	1,210
4230.4 · Monthly Donations	23,721		
4231 · Board Donations			
4231.01 · Board Monthly Donations	650	2,667	(2,017)
4231.02 · Board Special Donations	134,671	333	134,338
4231.03 · Board General Donations	0	33,333	(33,333)
4231 · Board Donations - Other	6,954	40,000	(33,046)
<b>Total 4231 · Board Donations</b>	142,275	76,333	65,942
<b>4232 · Internet Donations</b>			
4232.01 · Social Media Donations	18,618	1,667	16,952
4232.02 · Email Marketing	0	1,667	(1,667)
4232.03 · Go Fund Me/Pound Wishes	0	6,667	(6,667)
<b>Total 4232 · Internet Donations</b>	18,618	10,000	8,618
<b>4233 · Restricted Donations</b>			
4233.01 · Animal Enrichment (Capital Cmp)	0	33,333	(33,333)
4233 · Restricted Donations - Other	3,532	16,667	(13,135)
<b>Total 4233 · Restricted Donations</b>	3,532	50,000	(46,468)
<b>4234 · Direct Mail</b>	10,323	50,000	(39,677)
4235 · Newsletter	0	10,000	(10,000)
4236 · Memberships	215	4,667	(4,452)
4245 · Cemetary Fund Donations	550	133	417
4246 · In-Kind Donations	82,848	10,000	72,848
4250 · Major Donations (<5000)	0	6,667	(6,667)
4251 · Major Giving Donations (>5000)	0	133,333	(133,333)
4255 · Miscellaneous	500		



# Sebastian County Humane Society

## Profit & Loss Budget vs. Actual

January through August 2018

	Jan - Aug 18	Budget	\$ Over Budget
<b>Total 4200 · Donations</b>	367,412	457,467	(90,054)
<b>4300 · Grant Income</b>			
4301.01 · Local Grants	1,300	16,667	(15,367)
4301.02 · Transport Grants	0	100,000	(100,000)
4301.03 · In-Kind Grants	0	50,000	(50,000)
4301.04 · National Grants	126,171	200,000	(73,829)
4300 · Grant Income - Other	3,755		
<b>Total 4300 · Grant Income</b>	131,226	366,667	(235,441)
<b>4500 · Fundraisers</b>			
4507 · Coin Collections	6,379	3,333	3,046
4508 · Aluminum Cans	231	400	(169)
4509 · Clothing Collection	0	333	(333)
4512 · Merchandise	5,307	5,333	(26)
4513 · Pet Pictures	0	333	(333)
4514 · Calendar	30	667	(637)
4515 · Book	0	333	(333)
4516 · Your Piece of the Shelter	0	667	(667)
4517 · Tile Wall	902	2,000	(1,098)
4518 · Dog beds	70	1,333	(1,263)
4519 · Adopt a Kennel (door)	0	3,333	(3,333)
4520 · Brick Wall	0	2,333	(2,333)
4521 · Rebates	1,868	4,667	(2,799)
4522 · Room & Other Sponsors	0	6,667	(6,667)
4523 · Stuff the Truck	1,442		
4547 · Other	0	333	(333)
4548 · Miscellaneous Events - Others	6,650	16,667	(10,017)
4549 · Miscellaneous events - HHS	11,652	1,000	10,652
<b>Total 4500 · Fundraisers</b>	34,530	49,733	(15,204)
<b>4550 · Events</b>			
4551 · Birthday Party	0	1,500	(1,500)
4552 · Puppy Bowl	0	500	(500)
4553 · Tent Events 10	8,318	1,000	7,318
4554 · Black & Gold Party	0	1,667	(1,667)
4555 · Open Houses	0	667	(667)
4556 · Miles for Mutts - 5K	280	16,667	(16,387)
4557 · Comedy Show	0	2,000	(2,000)
4558 · Dogs, Cats, & Cowboy Hats	0	200	(200)
4559 · HOPE Reunion	0	100	(100)
4560 · Animals meet the Arts	0	3,333	(3,333)
4561 · Ladies Night Out	0	3,333	(3,333)
4562 · Paws in the Pool	3,275	2,000	1,275
4563 · K9 & Karaoke	0	1,333	(1,333)
4564 · Raffles	0	1,000	(1,000)
4565 · Blessing of the Pets	0	167	(167)
4566 · Penny Drive	0	333	(333)
4567 · Online Auction	0	2,000	(2,000)
4568 · License Plate	0	667	(667)
4570 · Chocolate & Coffee Festival	0	10,000	(10,000)
4572 · Cause for Paws	41	0	41
4573 · Paws in the Park	0	10,000	(10,000)
4574 · Lights of Love	25	0	25
<b>Total 4550 · Events</b>	11,939	58,467	(46,528)
<b>4600 · Medical</b>			
4601 · Shot Clinics	710	5,333	(4,623)
4602 · Microchip Clinic	0	1,333	(1,333)
4603 · Heartworm Treatment	0	20,000	(20,000)
4604 · Spay and Neuter	300	2,000	(1,700)
4605 · Hurt Animals	33,054	3,333	29,721
4606 · Medical Fund	4,904	6,667	(1,763)

# Sebastian County Humane Society

## Profit & Loss Budget vs. Actual

January through August 2018

	Jan - Aug 18	Budget	\$ Over Budget
<b>Total 4600 · Medical</b>	38,968	38,667	301
<b>4700 · Trusts</b>			
4702 · Mercy Foundation	26,000	18,000	8,000
4704 · Maynard Blackard	120,998	23,333	97,665
4705 · Birnbaum Trust	2,338	6,667	(4,329)
4710 · Miscellaneous	128,219	1,333	126,886
<b>Total 4700 · Trusts</b>	277,555	49,333	228,222
<b>4800 · Bequests</b>	0	16,667	(16,667)
<b>Total Income</b>	1,111,370	1,406,183	(294,813)
<b>Gross Profit</b>	1,111,370	1,406,183	(294,813)
<b>Expense</b>			
<b>5000 · Operating Expenses</b>			
5005 · Automotive Expense			
5006 · Fuel	6,295	667	5,629
5007 · Repairs	5,288	4,000	1,288
5005 · Automotive Expense - Other	665		
<b>Total 5005 · Automotive Expense</b>	12,248	4,667	7,582
5010 · Grounds Care	2,700	4,400	(1,700)
5010.1 · Burial Expense	121	200	(79)
5010.2 · Cremation Expense	2,333	10,000	(7,667)
5020 · Equipment Rentals	1,845	1,333	511
5025 · Food Purchased	10,415	2,667	7,749
5026 · Merchandise for Resale	994	3,000	(2,007)
5045 · Pest Control	2,552	2,400	152
5055 · Repairs and Maintenance	15,815	6,667	9,149
5065 · Supplies			
5065.01 · Adoption Supplies	2,751	3,333	(583)
5065.02 · Operating Supplies	2,825	2,667	159
5065.03 · Kennel Supplies	27,098	23,333	3,765
5065.04 · Veterinarian Supplies	138,629	133,333	5,296
<b>Total 5065 · Supplies</b>	171,303	162,667	8,637
5071 · Transports	16,446	33,333	(16,887)
5072 · Uniforms and Mats	5,040	4,000	1,040
5075 · Utilities			
5075.01 · Gas	9,574	5,667	3,907
5075.02 · Water	13,870	12,000	1,870
5075.03 · Electric	19,290	17,333	1,957
<b>Total 5075 · Utilities</b>	42,735	35,000	7,735
5080 · Veterinarian Treatment	101,856	60,000	41,856
5082 · Veterinary Treatment-Spay/Neute	29,563		
5083 · Vet Treatment - Dr.Trevor South	5,960	18,667	(12,707)
<b>Total 5000 · Operating Expenses</b>	421,926	349,000	72,926
<b>6000 · Administrative</b>			
6010 · Bank Service Charges	1,109	600	509
6016 · Credit Card & Paypal Fees	1,856	2,667	(810)
6018 · Computer & Software	2,297	3,333	(1,036)
6020 · Depreciation	21,523	22,000	(477)
6025 · Dues and Subscriptions	3,329	13,333	(10,004)
6026 · Humane Education	602	467	135
6030 · Holiday Parties & Gifts	371	667	(296)
6032 · Employee medical	0	333	(333)
6034 · Employee Training & Education	0	4,000	(4,000)
6035 · Finance Chg & Late Fees	831	1,333	(502)
6036 · Fundraising Expense	1,410	1,667	(257)
6040 · Insurance			

# Sebastian County Humane Society

## Profit & Loss Budget vs. Actual

January through August 2018

	Jan - Aug 18	Budget	\$ Over Budget
6040.01 · Auto	0	1,000	(1,000)
6040.02 · Commercial	11,620	16,000	(4,380)
6040.03 · Board	969	2,067	(1,098)
6040.04 · Fees	88		
<b>Total 6040 · Insurance</b>	<b>12,677</b>	<b>19,067</b>	<b>(6,390)</b>
6045 · Interest	7,358	6,667	691
6050 · Legal and Accounting	2,618	5,000	(2,383)
6053 · Miscellaneous Expense	0		
6055 · Office Supplies	3,081	8,000	(4,919)
6078 · Taxes			
6078.1 · Other	0	12	(12)
6078 · Taxes - Other	18		
<b>Total 6078 · Taxes</b>	<b>18</b>	<b>12</b>	<b>6</b>
6079 · Internet	2,048	2,000	48
6080 · Telephone	5,177	2,667	2,511
6081 · Volunteer Expenses	(661)	333	(994)
6086 · Cash (over) short	40		
6090 · Travel	0	3,333	(3,333)
<b>Total 6000 · Administrative</b>	<b>65,684</b>	<b>97,479</b>	<b>(31,795)</b>
6500 · Fundraising Costs			
6501 · Social Media Advertising	0	10,000	(10,000)
6502 · Marketing	0	14,667	(14,667)
6503 · Postage	3,903	16,667	(12,764)
6504 · Printing and Graphics	13,816	26,667	(12,850)
6505 · Promotional Supplies	0	10,000	(10,000)
6506 · Advertising	21,442	23,333	(1,891)
6507 · Newsletter expenses	0	40,000	(40,000)
<b>Total 6500 · Fundraising Costs</b>	<b>39,161</b>	<b>141,333</b>	<b>(102,172)</b>
7000 · Salaries and Wages			
7015 · Insurance Incentive	2,391	2,000	391
7020 · Insurance, Worker's Comp	4,540	4,000	540
7025 · Payroll Taxes	48,726	53,016	(4,290)
7030 · Salaries and Wages	584,129	786,498	(202,369)
7040 · Contract Labor	26,480	22,667	3,813
<b>Total 7000 · Salaries and Wages</b>	<b>666,266</b>	<b>868,180</b>	<b>(201,914)</b>
8000 · Special Events			
8001 · Adoption events	747	8,000	(7,253)
8005 · Cause for Paws	2,000	8,000	(6,000)
8020 · Special Event Fee Coded	0	23,333	(23,333)
8070 · Miscellaneous	623		
8074 · Lights of Love	290		
<b>Total 8000 · Special Events</b>	<b>3,660</b>	<b>39,333</b>	<b>(35,674)</b>
<b>Total Expense</b>	<b>1,196,696</b>	<b>1,495,326</b>	<b>(298,629)</b>
<b>Net Ordinary Income</b>	<b>(85,326)</b>	<b>(89,142)</b>	<b>3,816</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
4950 · Interest Income	8	30	(22)
9000 · Dividend Income	261	110	151
9500 · Restitution	600	167	433
<b>Total Other Income</b>	<b>868</b>	<b>307</b>	<b>562</b>
<b>Net Other Income</b>	<b>868</b>	<b>307</b>	<b>562</b>
<b>Net Income</b>	<b>(84,458)</b>	<b>(88,836)</b>	<b>4,378</b>

# Stats Report

# HOPE Humane Society

August, 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	385	0	0	0	
	Foster	81	116	75	87	125	56	70	78	138	0	0	0	
Starting Cat Population	Regular	393	221	156	135	169	226	241	224	180	0	0	0	
	Foster	98	74	80	81	111	65	88	100	125	0	0	0	
*Stray Dog/Intake	Regular	30	40	15	28	25	9	0	18					165
	FSM	185	172	166	114	144	203	150	165					1299
Owner Surrender Dogs/Intake	Regular	33	11	6	20	14	6	2	1					93
	FSM	18	6	7	5	12	22	14	29					113
Adopted Dogs Returned		13	13	18	16	12	2	1	4					79
Stray Cat/Intake	Regular	9	7	9	35	41	10	4	0					115
	FSM	2	23	4	4	3	27	34	30					127
Owner Surrender Cats/Intake	Regular	22	2	8	11	24	7	2	0					76
	FSM	0	0	1	0	0	3	6	1					11
Adopted Cats Returned		5	6	3	6	1	0	1	0					22
AC Vet Bite Release		2	2	3	2	4	3	1	5					22
Dogs Adopted		58	104	96	60	43	83	56	75					575
Cats Adopted		76	89	64	25	30	37	51	55					427
Return to Owner - Dogs		45	31	47	43	49	52	33	39					339
Return to Owner - Cats		2	2	1	2	2	0	1	0					10
Deceased Animals - Dogs		23	8	5	6	19	13	8	7					89
Deceased Animals - Cats		7	5	1	2	5	26	26	20					92
Transfer to Feral Colony		4	0	1	11	2	0	1	4					23
Transfers to Rescues - Dogs		92	106	120	148	92	99	61	105					823
Transfers to Rescues - Cats		6	23	20	15	25	0	0	0					89
*Dogs Euthanized	Regular	24	16	12	4	4	5	6	2					73
	FSM	2	7	1	2	0	2	0	1					15
Cats Euthanized	Regular	2	2	2	4	12	9	7	13					51
	FSM	3	3	1	1	1	4	1	1					15
Required Euthanasia		0	8	4	1	0	0	4	3					20
Adoption/RTO		64%	85%	95%	58%	46%	59%	66%	68%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	

# Stats Report

# HOPE Humane Society

August, 2018		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
# of Surgeries	Dogs						107	70	51					228
	Cats						63	79	64					206
# of volunteer hours							2245	1742	1595					5582
Ending Dog Population	Regular	300	322	290	296	342	393	432	385					Total
	Transport Foster	49	8	33	27	14	17	8	14					
	Foster	67	75	87	98	42	53	70	138					
Ending Cat Population	Regular	221	156	135	169	226	241	224	180					
	Transport Foster	0	0	1	1	1	1	0	0					
	Foster	74	80	81	110	64	87	100	125					