



Board of Directors Meeting
Thursday, October 11, 2018
Fort Smith Public Library

- I. Call to Order
- II. Guests
- III. Approve minutes from September, 2018 meeting
- IV. President's Report – Sam Terry
 - A. Status of dog licensing ordinance effort – Visit to Rogers Animal Services
 - B. Board member responsibilities
- V. Treasurer's Report
 - A. Current financial situation
 - B. Review and approve September, 2018 financial reports
- VI. Shelter Update - Raina Rodgers
 - A. Statistics
 - B. Transport update
 1. Fetch Fido a Flight Recap
 2. Wings of Rescue Recap
 - C. Building update
 - D. Shelter veterinarian update
 - E. Volunteer update
- VII. Special Events
 - A. Cause for Paws meeting following board meeting
- VIII. Old Business
- IX. New Business
- X. Adjourn

**HOPE Humane Society
Board of Directors Meeting
Thursday, September 13, 2018
Temple Live, Downtown Fort Smith**

Attendees: Executive Director Raina Rodgers, Sam Terry, Storm Nolan, Stacie Cox, Philip Merry, Jessica Meredith, Darren Minor, Steve Carrillo, and Kitty Calvert (via telephone).

Absences: LeeAnn Hicklin Cox, Tracy Zigerelli, William Buckley, Hazel Brown, and Melanie Prewett.

Guests: Former Executive Director Joanne Barton, and prospective board member Debra Presson

I. Call to Order

Meeting was called to order at 12:00 p.m.

II. Approve minutes from August 16, 2018 meeting

Motion by Darren Minor, second by Storm Nolan. Minutes were approved.

III. President's Report – Sam Terry

1. Debra Presson has applied to be a member of the board of directors. A motion was made by Darren Minor, seconded by Storm Nolan, to appoint Debra Presson to the board. Motion was approved unanimously.
2. A motion was made by Darren Minor, seconded by Philip Merry, to appoint Raina Rodgers as an authorized signer on the loan we have with BancorpSouth Bank. Motion was approved unanimously.
3. The Animal Services Advisory Board has scheduled a meeting for Wednesday, September 19, at 6:00pm, to discuss a proposed animal licensing ordinance. Anyone is welcome to attend.
4. The shelter needs a volunteer social media manager. Ideally, this would be a volunteer. Jessica Meredith and Steve Carrillo agreed to help recruit a volunteer social media manager.

IV. Treasurer's Report – Sam Terry

1. Current financial situation. The shelter continues to struggle financially. We recently had to replace two air conditioning units for just over \$10,000.
2. Review and approve August, 2018 financial reports. The financial reports were presented with the board packet. After discussion, a motion by Jessica Meredith, seconded by Philip Merry, was made to approve the August, 2018 financial reports. The motion passed unanimously.

V. Shelter Update – Raina Rodgers

1. Human Resources
 - a, Need to hire an unpaid volunteer coordinator. Hazel was suggested to try to recruit.

- b. Need to hire a paid adoption/retail manager. Job has been posted.
 - a. Need a part-time unpaid events coordinator. Job has been posted.
 - b. The shelter needs a volunteer social media manager. Ideally, this would be a volunteer. Jessica Meredith and Steve Carrillo agreed to help recruit a volunteer social media manager.
 - c. There are 8-9 good applications for the Executive Director position. The executive committee is meeting with an applicant next week, and will try to fill this position in the near future.
2. Continued changes at the shelter
- a, Not accepting animals from Fort Smith citizens.
 - b. Temple live event made \$4500
 - c. Successful t-shirt sales
 - d, The shelter will be featured in October issue of eFortSmith magazine.
 - e, Currently have 388 dogs and 180 cats in house.
 - f. Storm reported that there are 8 or 9 individuals interested in the ED positions,
 - g, Raina has volunteers writing grants,
 - h. Kennels were changed to replace a section of 8 crates and pet taxis in admissions.
 - i, Meeting with Captain Parker and Steve Krumm after board meeting.
 - j. Started painting. We just need the kennel gates installed on the new building.
3. Transport Update
- 1, Wings of Rescue is scheduled for September 28.
 - 2, Ferch a Fido Flight is scheduled for September 29. The cost was \$25,000 and should be able to send approx 50-60 dogs to Oregon. These animals will included pit bulls and pit bull mixes.
- 4, Special Events
- 1, Cause for Paws committee meeting tomorrow.
 - 2. PetSmart tent event 14-16
 - 3. Sykes Pet therapy September 21
 - 4, BarkNBash September 21 at Fort Smith Brewing company
 - 5, Girls night out and Pet Supplies Plus on September 22.
 - 6, Arvest Benefit September 28
 - 7, Family fun fest and State Farm Save our shelter September 29,

New Business

National Night Out is October 2, 2018 at the Riverfront Amphitheater. We will try to have a presence there.

Adjourn

Motion by Jessica Meredith, seconded by Philip Merry. Adjourned at 1:05pm.

HOPE Humane Society
Transactions exceeding \$250.00
September 2018

Date	Num	Name	Memo	Amount
1120 · FNB #1728204 SCHS				
09/12/2018	eft	AOG		-345.18
09/26/2018	1035	Transfer		-12,000.00
Total 1120 · FNB #1728204 SCHS				-12,345.18
1130 · BXS 2061 - General Acct.				
09/01/2018	eft	Transfer	void ck	-1,000.00
09/04/2018	eft	Transfer	For Flight	-5,560.00
09/05/2018	eft	Transfer	For Flight	-10,396.00
09/06/2018	eft	Visa	Acct. # ending 8977	-2,942.67
09/06/2018	eft	BancorpSouth Mastercard	5475 5606 0017 5622	-1,000.00
09/07/2018	eft	TAMCO Capital	Lease	-450.14
09/10/2018	1846	Wohali	New Construction	-69,216.00
09/10/2018	1845	Fetch Fido a Flight		-25,387.42
09/11/2018	1847	Mikes Auto		-1,061.79
09/13/2018	1848	Martin's Heat & Air		-2,448.98
09/14/2018	eft	Visa	Acct # ending 8977	-3,000.00
09/18/2018	eft	BancorpSouth	Interest on loan #00573000934306	-1,443.13
09/19/2018	1856	Dr. Zachary Scheurich	12.35 hours 9/4-9/11	-755.40
09/19/2018	1857	Walter Gray	September 17 - October 15	-3,000.00
09/19/2018	1858	All American Classics		-1,629.00
09/19/2018	1859	Martin's Heat & Air		-5,340.29
09/19/2018	1860	Toby Wood	Lawn Care	-300.00
09/21/2018	eft	Visa	Acct # ending 8977	-3,000.00
09/25/2018	eft	OG&E		-2,357.42
09/25/2018	eft	OG&E		-1,274.00
09/26/2018	1861	ALLSTATE Termite & Pest Solutions		-395.12
09/26/2018	1862	Broadfoot Veterinary Clinic	Acct #1569	-591.00
09/26/2018	1863	City of Fort Smith	Acct# 052299-014606-001	-2,110.63
09/26/2018	1864	City of Fort Smith Collections Dept.	Acct# 052299-014606-001	-1,019.51
09/26/2018	1865	Fort Smith Medical & Janitorial Supply		-993.00
09/26/2018	1866	Glidewell Distributing		-777.00
09/26/2018	eft	MWI Animal Health		-2,849.35
09/26/2018	1868	River Valley Animal Hospital		-2,942.67
09/26/2018	1869	Sam's Club	Acct #7715090366274934	-1,028.88
09/26/2018	1870	Specialties, Inc.		-514.80
09/26/2018	1872	WESTARK Plumbing		-404.00
09/26/2018	1873	Xerox Corporation	Customer #716587050	-331.15
09/26/2018	1035	Transfer		12,000.00
09/26/2018	1874	Zoetis		-5,486.60
Total 1130 · BXS 2061 - General Acct.				-149,005.95
TOTAL				-161,351.13

HOPE Humane Society

Balance Sheet

As of September 30, 2018

Sep 30, 18

ASSETS

Current Assets

Checking/Savings

1120 · FNB #1728204 SCHS	14,811
1130 · BXS 2061 - General Acct.	35,715
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
1137 · BXS 3320 - Misc Grants	46
1138 · BXS 3703 - Disaster Relief	0
1150 · Petty Cash	100

Total Checking/Savings 50,839

Other Current Assets

1298 · Accts. receivable	44,805
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 659,072

Total Current Assets

709,911

Fixed Assets

1500 · Land

1501 · SCHS Land	70,937
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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	166,467
1526 · New Kennel building	249,318

Total 1520 · Building 1,657,718

1540 · Equipment

1541 · SCHS Equipment	
1543 · Computers & Equipment	39,117
1541 · SCHS Equipment - Other	137,983

Total 1541 · SCHS Equipment 177,100

1540 · Equipment - Other 7,991

Total 1540 · Equipment 185,091

1545 · Veterinary equipment

8,239

1550 · Improvements

1551 · SCHS Improvements	202,073
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Total 1550 · Improvements 202,073

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 September 30, 2018

	Sep 30, 18
1599 · Accumulated Depreciation	(764,753)
Total Fixed Assets	1,505,661
TOTAL ASSETS	2,215,571
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	40,819
Total Accounts Payable	40,819
Other Current Liabilities	
2001 · Accounts Payable - Auditor	3,048
2200 · Payroll Taxes Payable	
2204 · State Tax Withholding	1,427
2205 · Suta Tax Payable	4,270
Total 2200 · Payroll Taxes Payable	5,697
2226 · Garnishment	537
2230 · Accrued payroll	9,014
Total Other Current Liabilities	18,296
Total Current Liabilities	59,115
Long Term Liabilities	
2500 · Note Payable BXS	455,388
2510 · FNB - Line of Credit	50,000
2511 · BXS - Line of Credit	20,000
Total Long Term Liabilities	525,388
Total Liabilities	584,503
Equity	
3000 · Unrestricted Net Assets	1,194,501
3010 · Temporarily restricted assets	1,059,604
3900 · Retained Earnings	(546,892)
Net Income	(76,144)
Total Equity	1,631,069
TOTAL LIABILITIES & EQUITY	2,215,571

HOPE Humane Society

Profit & Loss

September 2018

	Sep 18	Sep 17
Ordinary Income/Expense		
Income		
4000 · Admissions Income		
4001 · Admissions - Local	0	440
4005 · Admissions - Outside >Walk Ins	0	210
4010 · City / County Programs		
4030 · Fort Smith	18,476	20,414
Total 4010 · City / County Programs	18,476	20,414
Total 4000 · Admissions Income	18,476	21,064
4100 · Other Services Income		
4110 · Adoption Fees		
4115 · Adoption Fees Cats	924	520
4120 · Adoption Fees Other	15	40
4125 · Adoption Fees, Dogs	1,000	2,298
4128 · Transport	14,584	0
4130 · Return To Owner	906	147
Total 4110 · Adoption Fees	17,429	3,005
4161 · PetSmart rewards	0	40
Total 4100 · Other Services Income	17,429	3,045
4200 · Donations		
4230 · General Donations	44,894	8,799
4230.2 · Memorial Donations	530	0
4230.4 · Monthly Donations	2,226	0
4231 · Board Donations	0	5,126
4232 · Internet Donations		
4232.01 · Social Media Donations	14,359	0
Total 4232 · Internet Donations	14,359	0
4236 · Memberships	0	75
Total 4200 · Donations	62,009	14,000
4300 · Grant Income		
4301.01 · Local Grants	10,000	0
4300 · Grant Income - Other	0	8,500
Total 4300 · Grant Income	10,000	8,500
4500 · Fundraisers		
4507 · Coin Collections	1,026	0
4512 · Merchandise	265	59
4517 · Tile Wall	0	0
4521 · Rebates	3,000	0
4548 · Miscellaneous Events - Others	4,071	57
4549 · Miscellaneous events - HHS	50	1,004
Total 4500 · Fundraisers	8,412	1,120
4550 · Events		
4561 · Ladies Night Out	355	0
4572 · Cause for Paws	3,525	1,000
Total 4550 · Events	3,880	1,000
4600 · Medical		
4603 · Heartworm Treatment	0	1,880
Total 4600 · Medical	0	1,880

HOPE Humane Society

Profit & Loss

September 2018

	Sep 18	Sep 17
4700 · Trusts		
4704 · Maynard Blackard	10,681	0
Total 4700 · Trusts	10,681	0
Total Income	130,888	50,609
Gross Profit	130,888	50,609
Expense		
5000 · Operating Expenses		
5005 · Automotive Expense		
5006 · Fuel	697	213
5007 · Repairs	(2,574)	0
5005 · Automotive Expense - Other	0	22
Total 5005 · Automotive Expense	(1,876)	235
5010 · Grounds Care	300	0
5010.2 · Cremation Expense	0	600
5020 · Equipment Rentals	100	140
5025 · Food Purchased	92	577
5026 · Merchandise for Resale	276	5,964
5045 · Pest Control	175	0
5055 · Repairs and Maintenance	2,266	753
5065 · Supplies		
5065.01 · Adoption Supplies	0	975
5065.02 · Operating Supplies	11	99
5065.03 · Kennel Supplies	2,983	2,961
5065.04 · Veterinarian Supplies	10,584	16,267
Total 5065 · Supplies	13,578	20,302
5071 · Transports	28,216	2,101
5072 · Uniforms and Mats	0	71
5075 · Utilities		
5075.01 · Gas	345	332
5075.02 · Water	120	1,380
5075.03 · Electric	3,631	3,211
Total 5075 · Utilities	4,096	4,923
5080 · Veterinarian Treatment	0	5,580
5083 · Vet Treatment - Dr.Trevor South	0	2,560
Total 5000 · Operating Expenses	47,224	43,805
6000 · Administrative		
6010 · Bank Service Charges	100	83
6016 · Credit Card & Paypal Fees	183	416
6018 · Computer & Software	1,103	896
6020 · Depreciation	2,690	2,690
6025 · Dues and Subscriptions	106	326
6032 · Employee medical	45	0
6035 · Finance Chg & Late Fees	0	69
6036 · Fundraising Expense	0	221
6040 · Insurance		
6040.02 · Commercial	3,840	1,620
Total 6040 · Insurance	3,840	1,620

HOPE Humane Society

Profit & Loss

September 2018

	Sep 18	Sep 17
6045 · Interest	1,528	0
6055 · Office Supplies	260	292
6060 · Penalties and Interest	0	576
6079 · Internet	0	440
6080 · Telephone	450	0
6081 · Volunteer Expenses	0	192
6086 · Cash (over) short	50	0
Total 6000 · Administrative	10,355	7,821
6500 · Fundraising Costs		
6503 · Postage	239	551
6504 · Printing and Graphics	347	929
6505 · Promotional Supplies	464	0
6506 · Advertising	500	1,026
Total 6500 · Fundraising Costs	1,550	2,506
7000 · Salaries and Wages		
7015 · Insurance Incentive	308	195
7025 · Payroll Taxes	4,364	4,059
7030 · Salaries and Wages	58,583	50,255
7040 · Contract Labor	3,660	0
Total 7000 · Salaries and Wages	66,915	54,509
8000 · Special Events		
8001 · Adoption events	0	2,302
8030 · Paws for the Cause Dog Walk	0	380
8070 · Miscellaneous	239	0
Total 8000 · Special Events	239	2,682
Total Expense	126,284	111,324
Net Ordinary Income	4,604	(60,715)
Other Income/Expense		
Other Income		
4950 · Interest Income	1	3
9500 · Restitution	60	0
Total Other Income	61	3
Net Other Income	61	3
Net Income	4,666	(60,712)

HOPE Humane Society
Profit & Loss
 January through September 2018

	Jan - Sep 18	Jan - Sep 17
Ordinary Income/Expense		
Income		
4000 · Admissions Income		
4001 · Admissions - Local	1,918	6,461
4005 · Admissions - Outside >Walk Ins	3,234	5,787
4010 · City / County Programs		
4030 · Fort Smith	190,128	254,055
4055 · Sebastian County	0	204
4070 · Van Buren	0	380
Total 4010 · City / County Programs	190,128	254,638
Total 4000 · Admissions Income	195,280	266,886
4100 · Other Services Income		
4110 · Adoption Fees		
4115 · Adoption Fees Cats	12,636	15,824
4120 · Adoption Fees Other	215	283
4125 · Adoption Fees, Dogs	18,726	38,103
4127 · Adoption Fees, Sponsored	285	5,063
4128 · Transport	49,943	0
4130 · Return To Owner	7,740	8,922
4110 · Adoption Fees - Other	0	2,213
Total 4110 · Adoption Fees	89,545	70,407
4140 · Burial Pick Up Fees	0	25
4161 · PetSmart rewards	820	1,080
4165 · Bio Corp	0	124
Total 4100 · Other Services Income	90,365	71,636
4200 · Donations		
4230 · General Donations	119,448	80,264
4230.2 · Memorial Donations	9,861	0
4230.3 · Honorarium Donations	2,210	0
4230.4 · Monthly Donations	29,366	0
4231 · Board Donations		
4231.01 · Board Monthly Donations	650	0
4231.02 · Board Special Donations	134,671	0
4231 · Board Donations - Other	1,230	36,823
Total 4231 · Board Donations	136,551	36,823
4232 · Internet Donations		
4232.01 · Social Media Donations	32,978	0
Total 4232 · Internet Donations	32,978	0
4233 · Restricted Donations	3,532	11,224
4234 · Direct Mail	10,323	8,206
4235 · Newsletter	0	3,170
4236 · Memberships	215	5,405
4245 · Cemetary Fund Donations	550	300
4246 · In-Kind Donations	82,848	0
4255 · Miscellaneous	500	50
Total 4200 · Donations	428,383	145,442
4300 · Grant Income		
4301.01 · Local Grants	11,300	0
4301.04 · National Grants	126,171	0
4300 · Grant Income - Other	3,755	48,750
Total 4300 · Grant Income	141,226	48,750

HOPE Humane Society
Profit & Loss
 January through September 2018

	Jan - Sep 18	Jan - Sep 17
4500 · Fundraisers		
4507 · Coin Collections	7,405	3,404
4508 · Aluminum Cans	231	0
4512 · Merchandise	5,572	2,384
4514 · Calendar	30	0
4517 · Tile Wall	902	0
4518 · Dog beds	70	125
4521 · Rebates	4,868	6,093
4522 · Room & Other Sponsors	0	5,000
4523 · Stuff the Truck	1,442	0
4548 · Miscellaneous Events - Others	10,721	16,619
4549 · Miscellaneous events - HHS	11,702	12,842
Total 4500 · Fundraisers	42,942	46,467
4550 · Events		
4553 · Tent Events 10	9,357	0
4556 · Miles for Mutts - 5K	280	0
4561 · Ladies Night Out	355	0
4562 · Paws in the Pool	3,275	0
4572 · Cause for Paws	3,566	1,000
4574 · Lights of Love	25	145
Total 4550 · Events	16,858	1,145
4600 · Medical		
4601 · Shot Clinics	710	8,815
4603 · Heartworm Treatment	0	23,904
4604 · Spay and Neuter	300	0
4605 · Hurt Animals	33,054	0
4606 · Medical Fund	4,904	0
Total 4600 · Medical	38,968	32,719
4700 · Trusts		
4702 · Mercy Foundation	26,000	26,115
4704 · Maynard Blackard	131,679	39,899
4705 · Birnbaum Trust	2,338	8,736
4710 · Miscellaneous	128,219	0
Total 4700 · Trusts	288,236	74,750
4999.11 · Humane Education	0	1,899
Total Income	1,242,258	689,694
Gross Profit	1,242,258	689,694
Expense		
5000 · Operating Expenses		
5005 · Automotive Expense		
5006 · Fuel	6,993	3,629
5007 · Repairs	2,714	0
5005 · Automotive Expense - Other	665	287
Total 5005 · Automotive Expense	10,372	3,916
5010 · Grounds Care	3,000	5,415
5010.1 · Burial Expense	121	500
5010.2 · Cremation Expense	2,333	5,420
5020 · Equipment Rentals	1,945	1,390
5025 · Food Purchased	10,507	1,593
5026 · Merchandise for Resale	1,269	5,964
5030 · Freight	0	0
5045 · Pest Control	2,710	3,288
5055 · Repairs and Maintenance	18,082	15,022

HOPE Humane Society
Profit & Loss
 January through September 2018

	Jan - Sep 18	Jan - Sep 17
5065 · Supplies		
5065.01 · Adoption Supplies	2,751	3,705
5065.02 · Operating Supplies	2,836	2,439
5065.03 · Kennel Supplies	29,555	21,073
5065.04 · Veterinarian Supplies	149,052	129,472
Total 5065 · Supplies	184,194	156,689
5071 · Transports	44,662	3,021
5072 · Uniforms and Mats	5,040	1,256
5075 · Utilities		
5075.01 · Gas	9,919	6,771
5075.02 · Water	13,990	12,331
5075.03 · Electric	22,921	19,941
Total 5075 · Utilities	46,831	39,042
5080 · Veterinarian Treatment	98,913	54,715
5082 · Veterinary Treatment-Spay/Neute	29,563	0
5083 · Vet Treatment - Dr.Trevor South	5,960	23,051
5000 · Operating Expenses - Other	0	189
Total 5000 · Operating Expenses	465,502	320,470
6000 · Administrative		
6010 · Bank Service Charges	1,209	637
6012 · Cash (OverShort)	0	50
6016 · Credit Card & Paypal Fees	2,040	2,172
6018 · Computer & Software	3,400	5,243
6020 · Depreciation	24,214	24,214
6025 · Dues and Subscriptions	3,435	3,934
6026 · Humane Education	602	276
6030 · Holiday Parties & Gifts	371	(43)
6032 · Employee medical	45	0
6034 · Employee Training & Education	0	5
6035 · Finance Chg & Late Fees	831	1,109
6036 · Fundraising Expense	1,410	1,739
6040 · Insurance		
6040.02 · Commercial	15,460	15,092
6040.03 · Board	969	2,044
6040.04 · Fees	88	0
Total 6040 · Insurance	16,517	17,136
6045 · Interest	8,885	10
6050 · Legal and Accounting	2,618	7,173
6053 · Miscellaneous Expense	0	191
6055 · Office Supplies	3,341	3,649
6060 · Penalties and Interest	0	1,935
6077 · Returned Checks	0	0
6078 · Taxes	18	18
6079 · Internet	2,048	1,770
6080 · Telephone	5,628	2,182
6081 · Volunteer Expenses	(661)	(198)
6086 · Cash (over) short	90	0
Total 6000 · Administrative	76,039	73,201
6500 · Fundraising Costs		
6503 · Postage	4,142	4,844
6504 · Printing and Graphics	14,164	15,307
6505 · Promotional Supplies	464	0
6506 · Advertising	21,942	23,397
Total 6500 · Fundraising Costs	40,712	43,548

HOPE Humane Society
Profit & Loss
 January through September 2018

	Jan - Sep 18	Jan - Sep 17
7000 · Salaries and Wages		
7015 · Insurance Incentive	2,699	1,794
7020 · Insurance, Worker's Comp	4,540	3,672
7025 · Payroll Taxes	53,090	41,881
7030 · Salaries and Wages	642,712	457,344
7040 · Contract Labor	30,140	0
Total 7000 · Salaries and Wages	733,181	504,692
8000 · Special Events		
8001 · Adoption events	747	2,302
8005 · Cause for Paws	2,000	650
8030 · Paws for the Cause Dog Walk	0	416
8070 · Miscellaneous	862	1,350
8074 · Lights of Love	290	0
Total 8000 · Special Events	3,899	4,718
Total Expense	1,319,332	946,630
Net Ordinary Income	(77,074)	(256,936)
Other Income/Expense		
Other Income		
4950 · Interest Income	9	36
9000 · Dividend Income	261	133
9500 · Restitution	660	205
Total Other Income	930	374
Net Other Income	930	374
Net Income	<u>(76,144)</u>	<u>(256,561)</u>

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through September 2018

	Jan - Sep 18	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Admissions Income			
4001 · Admissions - Local	1,918	6,000	(4,082)
4005 · Admissions - Outside >Walk Ins	3,234	6,000	(2,766)
4010 · City / County Programs			
4030 · Fort Smith	190,128	232,500	(42,372)
4030.01 · FS Medical	0	18,750	(18,750)
4055 · Sebastian County	0	150	(150)
4070 · Van Buren	0	225	(225)
4075 · Dog License	0	7,500	(7,500)
Total 4010 · City / County Programs	190,128	259,125	(68,997)
Total 4000 · Admissions Income	195,280	271,125	(75,845)
4100 · Other Services Income			
4105 · Adoption Donations	0	1,875	(1,875)
4110 · Adoption Fees			
4115 · Adoption Fees Cats	12,636	26,250	(13,614)
4120 · Adoption Fees Other	215	450	(235)
4125 · Adoption Fees, Dogs	18,726	41,250	(22,524)
4127 · Adoption Fees, Sponsored	285	4,500	(4,215)
4128 · Transport	49,943	52,500	(2,557)
4130 · Return To Owner	7,740	11,250	(3,510)
Total 4110 · Adoption Fees	89,545	136,200	(46,655)
4135 · Humane Education	0	3,750	(3,750)
4161 · PetSmart rewards	820	2,250	(1,430)
4165 · Bio Corp	0	131	(131)
Total 4100 · Other Services Income	90,365	144,206	(53,841)
4200 · Donations			
4230 · General Donations	119,448	112,500	6,948
4230.2 · Memorial Donations	9,861	6,000	3,861
4230.3 · Honorarium Donations	2,210	1,125	1,085
4230.4 · Monthly Donations	29,366		
4231 · Board Donations			
4231.01 · Board Monthly Donations	650	3,000	(2,350)
4231.02 · Board Special Donations	134,671	375	134,296
4231.03 · Board General Donations	0	37,500	(37,500)
4231 · Board Donations - Other	1,230	45,000	(43,770)
Total 4231 · Board Donations	136,551	85,875	50,676
4232 · Internet Donations			
4232.01 · Social Media Donations	32,978	1,875	31,103
4232.02 · Email Marketing	0	1,875	(1,875)
4232.03 · Go Fund Me/Pound Wishes	0	7,500	(7,500)
Total 4232 · Internet Donations	32,978	11,250	21,728
4233 · Restricted Donations			
4233.01 · Animal Enrichment (Capital Cmp)	0	37,500	(37,500)
4233 · Restricted Donations - Other	3,532	18,750	(15,218)
Total 4233 · Restricted Donations	3,532	56,250	(52,718)
4234 · Direct Mail	10,323	56,250	(45,927)

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through September 2018

	Jan - Sep 18	Budget	\$ Over Budget
4235 · Newsletter	0	11,250	(11,250)
4236 · Memberships	215	5,250	(5,035)
4245 · Cemetary Fund Donations	550	150	400
4246 · In-Kind Donations	82,848	11,250	71,598
4250 · Major Donations (<5000)	0	7,500	(7,500)
4251 · Major Giving Donations (>5000)	0	150,000	(150,000)
4255 · Miscellaneous	500		
Total 4200 · Donations	428,383	514,650	(86,267)
4300 · Grant Income			
4301.01 · Local Grants	11,300	18,750	(7,450)
4301.02 · Transport Grants	0	112,500	(112,500)
4301.03 · In-Kind Grants	0	56,250	(56,250)
4301.04 · National Grants	126,171	225,000	(98,829)
4300 · Grant Income - Other	3,755		
Total 4300 · Grant Income	141,226	412,500	(271,274)
4500 · Fundraisers			
4507 · Coin Collections	7,405	3,750	3,655
4508 · Aluminum Cans	231	450	(219)
4509 · Clothing Collection	0	375	(375)
4512 · Merchandise	5,572	6,000	(428)
4513 · Pet Pictures	0	375	(375)
4514 · Calendar	30	750	(720)
4515 · Book	0	375	(375)
4516 · Your Piece of the Shelter	0	750	(750)
4517 · Tile Wall	902	2,250	(1,348)
4518 · Dog beds	70	1,500	(1,430)
4519 · Adopt a Kennel (door)	0	3,750	(3,750)
4520 · Brick Wall	0	2,625	(2,625)
4521 · Rebates	4,868	5,250	(382)
4522 · Room & Other Sponsors	0	7,500	(7,500)
4523 · Stuff the Truck	1,442		
4547 · Other	0	375	(375)
4548 · Miscellaneous Events - Others	10,721	18,750	(8,029)
4549 · Miscellaneous events - HHS	11,702	1,125	10,577
Total 4500 · Fundraisers	42,942	55,950	(13,008)
4550 · Events			
4551 · Birthday Party	0	1,500	(1,500)
4552 · Puppy Bowl	0	500	(500)
4553 · Tent Events 10	9,357	1,125	8,232
4554 · Black & Gold Party	0	1,875	(1,875)
4555 · Open Houses	0	750	(750)
4556 · Miles for Mutts - 5K	280	18,750	(18,470)
4557 · Comedy Show	0	2,250	(2,250)
4558 · Dogs, Cats, & Cowboy Hats	0	225	(225)
4559 · HOPE Reunion	0	113	(113)
4560 · Animals meet the Arts	0	3,750	(3,750)
4561 · Ladies Night Out	355	3,750	(3,395)
4562 · Paws in the Pool	3,275	2,250	1,025
4563 · K9 & Karaoke	0	1,500	(1,500)
4564 · Raffles	0	1,125	(1,125)
4565 · Blessing of the Pets	0	188	(188)
4566 · Penny Drive	0	375	(375)
4567 · Online Auction	0	2,250	(2,250)
4568 · License Plate	0	750	(750)
4570 · Chocolate & Coffee Festival	0	11,250	(11,250)
4572 · Cause for Paws	3,566	0	3,566
4573 · Paws in the Park	0	11,250	(11,250)
4574 · Lights of Love	25	0	25
Total 4550 · Events	16,858	65,525	(48,667)

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through September 2018

	Jan - Sep 18	Budget	\$ Over Budget
4600 · Medical			
4601 · Shot Clinics	710	6,000	(5,290)
4602 · Microchip Clinic	0	1,500	(1,500)
4603 · Heartworm Treatment	0	22,500	(22,500)
4604 · Spay and Neuter	300	2,250	(1,950)
4605 · Hurt Animals	33,054	3,750	29,304
4606 · Medical Fund	4,904	7,500	(2,596)
Total 4600 · Medical	38,968	43,500	(4,532)
4700 · Trusts			
4702 · Mercy Foundation	26,000	20,250	5,750
4704 · Maynard Blackard	131,679	26,250	105,429
4705 · Birnbaum Trust	2,338	7,500	(5,162)
4710 · Miscellaneous	128,219	1,500	126,719
Total 4700 · Trusts	288,236	55,500	232,736
4800 · Bequests	0	18,750	(18,750)
Total Income	1,242,258	1,581,706	(339,448)
Gross Profit	1,242,258	1,581,706	(339,448)
Expense			
5000 · Operating Expenses			
5005 · Automotive Expense			
5006 · Fuel	6,993	750	6,243
5007 · Repairs	2,714	4,500	(1,786)
5005 · Automotive Expense - Other	665		
Total 5005 · Automotive Expense	10,372	5,250	5,122
5010 · Grounds Care	3,000	4,950	(1,950)
5010.1 · Burial Expense	121	225	(104)
5010.2 · Cremation Expense	2,333	11,250	(8,917)
5020 · Equipment Rentals	1,945	1,500	445
5025 · Food Purchased	10,507	3,000	7,507
5026 · Merchandise for Resale	1,269	3,375	(2,106)
5045 · Pest Control	2,710	2,700	10
5055 · Repairs and Maintenance	18,082	7,500	10,582
5065 · Supplies			
5065.01 · Adoption Supplies	2,751	3,750	(999)
5065.02 · Operating Supplies	2,836	3,000	(164)
5065.03 · Kennel Supplies	29,555	26,250	3,305
5065.04 · Veterinarian Supplies	149,052	150,000	(948)
Total 5065 · Supplies	184,194	183,000	1,194
5071 · Transports	44,662	37,500	7,162
5072 · Uniforms and Mats	5,040	4,500	540
5075 · Utilities			
5075.01 · Gas	9,919	6,375	3,544
5075.02 · Water	13,990	13,500	490
5075.03 · Electric	22,921	19,500	3,421
Total 5075 · Utilities	46,831	39,375	7,456
5080 · Veterinarian Treatment	98,913	67,500	31,413
5082 · Veterinary Treatment-Spay/Neute	29,563		
5083 · Vet Treatment - Dr.Trevor South	5,960	21,000	(15,040)
Total 5000 · Operating Expenses	465,502	392,625	72,877

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through September 2018

	Jan - Sep 18	Budget	\$ Over Budget
6000 · Administrative			
6010 · Bank Service Charges	1,209	675	534
6016 · Credit Card & Paypal Fees	2,040	3,000	(960)
6018 · Computer & Software	3,400	3,750	(350)
6020 · Depreciation	24,214	24,750	(536)
6025 · Dues and Subscriptions	3,435	15,000	(11,565)
6026 · Humane Education	602	525	77
6030 · Holiday Parties & Gifts	371	750	(379)
6032 · Employee medical	45	375	(330)
6034 · Employee Training & Education	0	4,500	(4,500)
6035 · Finance Chg & Late Fees	831	1,500	(669)
6036 · Fundraising Expense	1,410	1,875	(465)
6040 · Insurance			
6040.01 · Auto	0	1,125	(1,125)
6040.02 · Commercial	15,460	18,000	(2,540)
6040.03 · Board	969	2,325	(1,356)
6040.04 · Fees	88		
Total 6040 · Insurance	16,517	21,450	(4,933)
6045 · Interest	8,885	7,500	1,385
6050 · Legal and Accounting	2,618	5,625	(3,008)
6053 · Miscellaneous Expense	0		
6055 · Office Supplies	3,341	9,000	(5,659)
6078 · Taxes			
6078.1 · Other	0	14	(14)
6078 · Taxes - Other	18		
Total 6078 · Taxes	18	14	5
6079 · Internet	2,048	2,250	(202)
6080 · Telephone	5,628	3,000	2,628
6081 · Volunteer Expenses	(661)	375	(1,036)
6086 · Cash (over) short	90		
6090 · Travel	0	3,750	(3,750)
Total 6000 · Administrative	76,039	109,664	(33,624)
6500 · Fundraising Costs			
6501 · Social Media Advertising	0	11,250	(11,250)
6502 · Marketing	0	16,500	(16,500)
6503 · Postage	4,142	18,750	(14,608)
6504 · Printing and Graphics	14,164	30,000	(15,836)
6505 · Promotional Supplies	464	11,250	(10,786)
6506 · Advertising	21,942	26,250	(4,308)
6507 · Newsletter expenses	0	45,000	(45,000)
Total 6500 · Fundraising Costs	40,712	159,000	(118,288)
7000 · Salaries and Wages			
7015 · Insurance Incentive	2,699	2,250	449
7020 · Insurance, Worker's Comp	4,540	4,500	40
7025 · Payroll Taxes	53,090	59,643	(6,553)
7030 · Salaries and Wages	642,712	873,886	(231,175)
7040 · Contract Labor	30,140	25,500	4,640
Total 7000 · Salaries and Wages	733,181	965,779	(232,598)

Sebastian County Humane Society

Profit & Loss Budget vs. Actual

January through September 2018

	Jan - Sep 18	Budget	\$ Over Budget
8000 · Special Events			
8001 · Adoption events	747	9,000	(8,253)
8005 · Cause for Paws	2,000	9,000	(7,000)
8020 · Special Event Fee Coded	0	26,250	(26,250)
8070 · Miscellaneous	862		
8074 · Lights of Love	290		
Total 8000 · Special Events	3,899	44,250	(40,351)
Total Expense	1,319,332	1,671,318	(351,985)
Net Ordinary Income	(77,074)	(89,611)	12,537
Other Income/Expense			
Other Income			
4950 · Interest Income	9	34	(25)
9000 · Dividend Income	261	124	137
9500 · Restitution	660	188	472
Total Other Income	930	345	585
Net Other Income	930	345	585
Net Income	<u>(76,144)</u>	<u>(89,266)</u>	<u>13,122</u>

Stats Report

HOPE Humane Society

September, 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	303	0	0		
	Foster	81	116	75	87	125	56	70	78	138	80	0	0		
Starting Cat Population	Regular	393	221	156	135	169	226	241	224	180	147	0	0		
	Foster	98	74	80	81	111	65	88	100	125	87	0	0		
*Stray Dog/Intake	Regular	30	40	15	28	25	9	0	18	14					179
	FSM	185	172	166	114	144	203	150	165	111					1410
Owner Surrender Dogs/Intake	Regular	33	11	6	20	14	6	2	1	0					93
	FSM	18	6	7	5	12	22	14	29	9					122
Adopted Dogs Returned		13	13	18	16	12	2	1	4	1					80
Stray Cat/Intake	Regular	9	7	9	35	41	10	4	0	3					118
	FSM	2	23	4	4	3	27	34	30	10					137
Owner Surrender Cats/Intake	Regular	22	2	8	11	24	7	2	0	0					76
	FSM	0	0	1	0	0	3	6	1	6					17
Adopted Cats Returned		5	6	3	6	1	0	1	0	0					22
AC Vet Bite Release		2	2	3	2	4	3	1	5	1					23
Dogs Adopted		58	104	96	60	43	83	56	75	47				622	
Cats Adopted		76	89	64	25	30	37	51	55	49				476	
Return to Owner - Dogs		45	31	47	43	49	52	33	39	41				380	
Return to Owner - Cats		2	2	1	2	2	0	1	0	0				10	
Deceased Animals - Dogs		23	8	5	6	19	13	8	7	6				95	
Deceased Animals - Cats		7	5	1	2	5	26	26	20	4				96	
Transfer to Feral Colony		4	0	1	11	2	0	1	4	0				23	
Transfers to Rescues - Dogs		92	106	120	148	92	99	61	105	181				1004	
Transfers to Rescues - Cats		6	23	20	15	25	0	0	0	24				113	
*Dogs Euthanized	Regular	24	16	12	4	4	5	6	2	8				81	
	FSM	2	7	1	2	0	2	0	1	1				16	
Cats Euthanized	Regular	2	2	2	4	12	9	7	13	3				54	
	FSM	3	3	1	1	1	4	1	1	1				16	
Required Euthanasia		0	8	4	1	0	0	4	3	0				20	
Adoption/RTO		64%	85%	95%	58%	46%	59%	66%	68%	89%	#DIV/0!	#DIV/0!	#DIV/0!		

Stats Report

HOPE Humane Society

September, 2018		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
# of Surgeries	Dogs						107	70	51	30				258
	Cats						63	79	64	45				251
# of volunteer hours							2245	1742	1595	535				6117
Ending Dog Population	Regular	300	322	290	296	342	393	432	385	303				6117
	Transport Foster	49	8	33	27	14	17	8	14	3				
	Foster	67	75	87	98	42	53	70	138	80				
Ending Cat Population	Regular	221	156	135	169	226	241	224	180	147				
	Transport Foster	0	0	1	1	1	1	0	0	0				
	Foster	74	80	81	110	64	87	100	125	87				