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**Animal  
Samaritans**

# FINANCIAL REPORT

*Income & Expenses*



760.343.3477



[animalsamaritans.org](https://animalsamaritans.org)



72-120 Pet Land Place  
Thousand Palms, CA 92276

# FROM THE CEO

In January and February of 2020, Animal Samaritans saw positive numbers in many departments, including clinic services, pet rescues and adoptions. Then came March and the official start to the global pandemic. Along with COVID 19 came state-mandated measures for social distancing, instructions for heightened sanitation practices, and medical requirements for Personal Protection Equipment. To make matters more challenging, we were constantly adapting our protocols and procedures as guidelines from the CDC, state and county authorities evolved.

From March to June, the pandemic seriously impacted our ability to serve pet owners. The California Veterinary Board allowed us to continue treating animals with "essential" medical needs only, limiting the number and type of cases we saw. Fearful of this deadly new virus, many employees understandably elected to stay home, especially those with small children, pre-existing health conditions or family members in high-risk health categories. That said, many of our employees gowned up and continued to help the animals and our facilities remained open, albeit at reduced capacity. With assistance from a Payroll Protection Program loan, we retained our staff and our team of 53 employees kept their jobs. Additionally, our reserve accounts remained in tact and relatively unaffected.

In June, the Veterinary Board lifted some restrictions, and with new, safety-minded curbside services, we were providing our full menu of veterinary services once again, and adopting animals from our no-kill shelter by appointment.

One of the silver linings to 2020 was the nation-wide increase in pet adoptions. Certainly, here in the Desert we saw increased demand for dogs and cats as many home-bound residents sought the unconditional love and companionship of a pet. Thus far, the feared mass return of pets to shelters has not occurred. In fact, area shelters continue to report below-average numbers of available shelter animals. Additionally, the record high number of calls for our vet services that started in early 2020 has remained constant, with no signs of letting up.

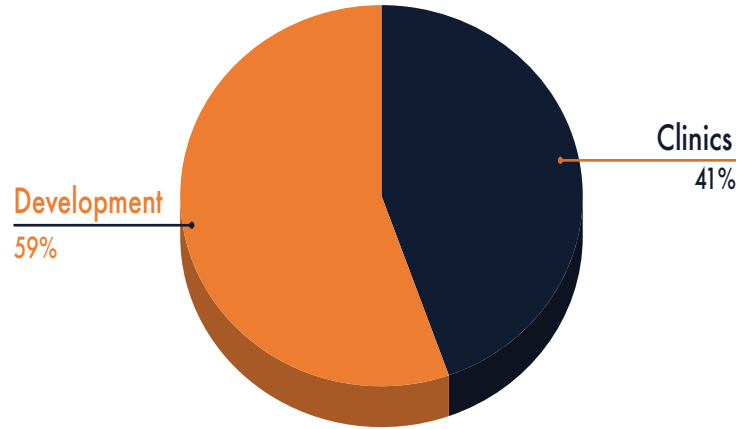
To meet the booming demand for services, we doubled our recruitment activity and attracted additional relief doctors, which led to the hiring of Dr. Rachel Heskett, Dr. Susan Anderson and negotiations with Dr. Arthur Klomhaus, who we hired to be our new Chief Medical Officer in early 2021. Doctors, of course, require capable nurses to practice effectively and while it may sound surprising in light of the pandemic, by the end of last year we had expanded our organization's staff size from 53 to 60 employees.

Since expanding our veterinary staff in late 2020, we've seen marked improvement in revenues. Additionally, we are on track to helping many more pets in 2021, expanding appointment hours, and providing vital new services such as urgent care.



# INCOME

Last year, Animal Samaritans earned \$6,176,962 through our veterinary services, fundraising events, grants, and planned giving efforts. Our expenses, which covered the costs of our two veterinary clinics, our no-kill shelter and pet adoption center, our varied community outreach programs, and the salaries and benefits of up to 60 employees totaled \$4,949,029. The difference was a net gain of \$1,227,933.



**Patrick Evans**, KESQ TV Meteorologist and host of Eye on the Desert, appears at Saks 5th Avenue with Ryan and Guinness for the virtual Men of the Desert fundraiser

COVID-19 eliminated live, in-person fundraisers such as our annual Men of the Desert fashion show and luncheon, our many Yappy Hours, and Le Chien. That said, we pulled off a profitable virtual Men of the Desert Fashion Show, which aired on local station CBS2. We received a solid response to our No-Show Ball and Year End direct mail appeals. In addition, we generated numerous grants, most of which are allocated to specific programs and services.

Combined, our clinics in Thousand Palms and Indio generated \$2,555,339 dollars last year, which accounted for 41% of our total earnings.

In contrast, our Development and Planned Giving Departments raised \$3,621,623, or 59% of the organization's income. Of that amount, \$2,767,868 was unrestricted. We accomplished this through the previously mentioned fundraising activities, through membership fees, estates and wills, and through our efforts in grant writing.

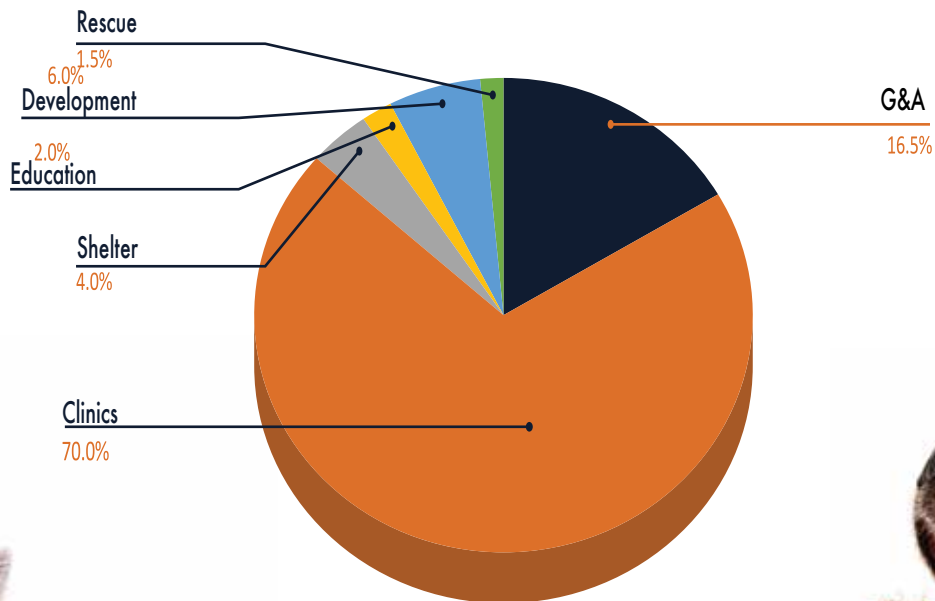
# EXPENSES

The IRS considers non-profits to be in good standing when no less than 70% of their expenses are spent on the organization's charitable programs and services. In 2020, 83.5% of our expenses, or \$4,131,851 out of 4,949,029 dollars, was spent on our charitable programs and services.

Unlike for-profit organizations, Animal Samaritans is not beholden to shareholders. Additionally, our clinic service fees help us fund the non-revenue producing programs and services we provide to the community at no cost.

These include our No-Kill Animal Shelter and Pet Adoption Center, our Adoption Alliance Animal Rescue Program, our Humane Education Department, our Animal Companion Therapy Program, and qualifying veterinary services for pet owners in need.

Animal Samaritans does not receive taxpayer funding, and while we are recognized as an SPCA affiliate, we do not receive any funds or endorsements from the ASPCA. While national organizations like the ASPCA, Humane Society of America, and Maddie's Fund advertise in our Coachella Valley, Animal Samaritans does not receive money or endorsements from these or similar organizations.





# VETERINARY SERVICES & ANIMAL SHELTER/ADOPTION CENTER

## VETERINARY CLINIC

Despite the pandemic's disruption to business, our aggregate number of patients increased to approximately 254,641.

Our unique veterinary services in 2020 included: 8,068 pet exams; 3,379 Lab Tests; 3,857 Spay & Neuter Surgeries; 609 Non-Spay & Neuter Surgeries; 1,400 Dental Services (including dental surgeries); 450 X-rays; 22,498 vaccinations, and 8,100 non-exam procedures (ear cleans, anal gland express, nail trims, et al).



Animal Samaritans has several donation and grant-funded programs to help pet owners pay for the veterinary care their animals need. These programs include our Animal Care Fund for low-income pet owners, military discount fund, and our Senior Pet Wellness Program, which subsidizes pet care for senior pet owners on a limited income. As you might expect, the demand for these programs is high.

## NO-KILL ANIMAL SHELTER & ADOPTION CENTER

In 2020, we adopted out 125 dogs and 75 cats, down 22 pets from 2019. Due to the pandemic, we substituted our live pet adoption segments at KESQ TV3 and KMIR TV6 with videotaped clips of adoptable animals. The pandemic also forced a temporary freeze on our successful Dog Samaritans pet adoption partnership with The Westin Mission Hills Resort and Spa in Rancho Mirage. Thankfully, the program has resumed in 2021.



During kitten and puppy seasons (spring and summer), we relied heavily on pet foster volunteers. Our Pet Foster Care Program relies on compassionate, animal-loving volunteers to house and care for shelter animals when we have no room for them. Fostering assignments may be as short as one night and as long as six months.



# COMMUNITY OUTREACH PROGRAMS

## HUMANE EDUCATION

In 2020, schools in our Desert Community closed in March along with many area businesses. Accordingly, our Humane Education presentations that began on January 2 stopped March 12. While schools were open, we reached 3,335 students. We also presented our humane education materials to an additional 82 people at events outside area schools for a total of 3,417 people reached. This means, due to school closures and other COVID-related measures, our educator saw 10,746 fewer people in 2020.

In a typical year, our education staff visits classrooms throughout the Valley, often with a Guinea pig or pet therapy dog, and teaches grade-appropriate subjects to school children. Lesson plans include How to Be a Responsible Pet Owner, How to Be Safe Around Dogs, How to Recognize and Report Animal Cruelty, How to Show Compassion to All Living Creatures, and our popular Don't Bully Animals lesson plan.

Come summertime, our Education Department normally hosts Summer Critter Camps, but in 2020 we were forced to cancel them. These camps are for children ages 7 through 12 and focus on the program's core teachings that students learn during the school year. Critter Campers also enjoy interacting with live reptiles, birds, rodents, and dogs, creating animal-themed arts and crafts, and playing animal-themed games.



## ANIMAL COMPANION THERAPY (ACT)

Not surprisingly, the pandemic also interrupted our Animal Companion Therapy (ACT) program last year. In a normal year, members of our ACT program bring their therapy dogs to various venues looking for some unconditional pet affection and companionship for their residents and clients.

During the first two and a half months of 2020, our ACT members gave 277 volunteer hours to the program, consisting of roughly 50 hours with local hospital patients, 100 with residents of local assisted living and nursing home facilities, and 115 in places such as high schools, colleges, libraries, homes for troubled youth and safe havens for victims of domestic abuse.



During this brief pre-COVID period, they visited 36 different locations, including hospitals, nursing homes, special needs facilities, schools, and hospitals and saw more than 6,000 clients.

These facilities included: Atria Assisted Living, Bella Vellagio Senior Living, Brookdale Rehab Center, Eisenhower Memory Care, Desert Rose Skilled Nursing Facility, Safe House of the Desert, Palm Desert High School, Desert Regional Medical Center, John F. Kennedy Hospital, and many more.

# COMMUNITY OUTREACH PROGRAMS

## ADOPTION ALLIANCE ANIMAL RESCUE

Now in its 10th year, the Adoption Alliance Animal Rescue Program has saved more than 13,700 adoptable, at-risk dogs and cats. Last year, while animal control agencies here and around the country were restricted to emergency animal intake only, our rescue program saved 588 adoptable, at-risk animals, or an average of 49 per month.

Specifically, the numbers for 2020 show we rescued 395 dogs, 137 puppies, 12 adult cats, 29 kittens, and 15 additional pets, which included turtles and tortoises, domesticated chickens, rabbits, guinea pigs, a pot-bellied pig, a senior horse and a hedgehog.



**588** PETS  
SAVED

 **395** dogs  
**137** puppies

 **12** adult cats  
**29** kittens



**3,335**  
STUDENTS EDUCATED



**36**  
Hospitals, nursing homes,  
special needs facilities,  
schools visited



**3,857**  
Spay and neuter  
surgeries performed



# ESTATE PLANNING



It's never too early to plan how you want to share your assets, and be sure what you've worked hard for over the years benefits the people, projects, and causes you love and deem most important. You can donate to Animal Samaritans through memorial or honor gifts, through corporate foundations and individual support. Through your financial support, we can help more animals live longer, happier lives. To learn how you can leave a legacy gift to Animal Samaritans through estate planning, please call us at 760-712-4795.

At Animal Samaritans, we champion compassion and respect for all living creatures, with a primary focus on dogs, cats, and the humans who love them. We view pets not as mere animals, but as family members. As their guardians and custodians, it is our duty to reduce the overpopulation and suffering of abandoned and unwanted dogs and cats. We believe pet spaying and neutering is an effective way to achieve this end and we are committed to providing quality, affordable spay and neuter services. We believe adoptable, homeless dogs and cats deserve a chance at life and to live in a loving home, and we support this ideal through animal rescuing, animal sheltering, and pet adoptions. We believe the bond between people and pets is healing, both emotionally and physically, and we provide canine companionship to residents of local nursing homes, rehab centers, and area hospitals. We believe stewardship of our animals is not innate, but learned, and we educate the pet owners of tomorrow on kindness and respect for all living creatures so that they too will become compassionate, responsible pet owners. And we strive to provide quality, affordable veterinary care so pets won't have to suffer from treatable illness and injury, and so pet owners will never have to surrender their dogs and cats to a shelter or have them prematurely euthanized because they can't afford the basic care for a treatable illness or injury.



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