



**Animal
Samaritans**

2022

Financial Report

Income & Expenses



FROM THE CEO

Dear supporters and fellow animal lovers,

It's no secret that veterinarians are in short supply and scheduling timely appointments for our pets can be challenging. The vet shortage is years-old and nation-wide. As more animal doctors retire and change vocations, the number of veterinarians graduating from vet schools cannot compensate for the expanding scarcity of doctors and the steady rise in pet ownership.

This year, California law makers have introduced legislation to address the veterinarian shortage: AB 1237 (Vet Debt Relief) and AB 1399 (Vet Telemedicine). We believe both bills would improve veterinary care for our pets. Bill AB 1237 incentivizes more veterinarians to practice in California through the promise of student loan forgiveness, and bill AB 1399 would allow veterinarians to see more pets and meet with pet owners via online platforms.

Animal Samaritans has been actively recruiting doctors since 2018. We know some veterinarians dismiss the idea of working for a non-profit animal welfare organization because they assume we lack the financial resources to pay competitive wages and to furnish our clinics with modern, high-quality equipment. The truth is our doctors receive competitive wages and benefits, work in state-of-the-art facilities with first-rate equipment, and enjoy flexible work-life balance opportunities. In addition, our doctors love the fact that they can provide financial aid to pet owners who, without such help, often decline life-saving treatment for their pets. Our charitable assistance means less euthanasia of treatable animals, and more pets living longer, healthier lives with their humans.

In 2021, we hired highly-skilled doctors for Urgent Care services. With Urgent Care, we schedule same-day or next-day appointments for serious, but non-life-threatening medical care. In 2022, we hired more Urgent Care doctors and expanded our hours of operation to seven days a week to help meet the growing demand for timely vet care. We also added pet oncology services.

Also in 2022, we continued our fundraising efforts to build a new Pet Adoption & Humane Education Center, securing a three million dollar donation from our lead donor. This gift has made our vision a reality. If you'd like to learn more about the plans for our new no-kill Pet Adoption and Humane Education Center, please contact us at 760.797.7439



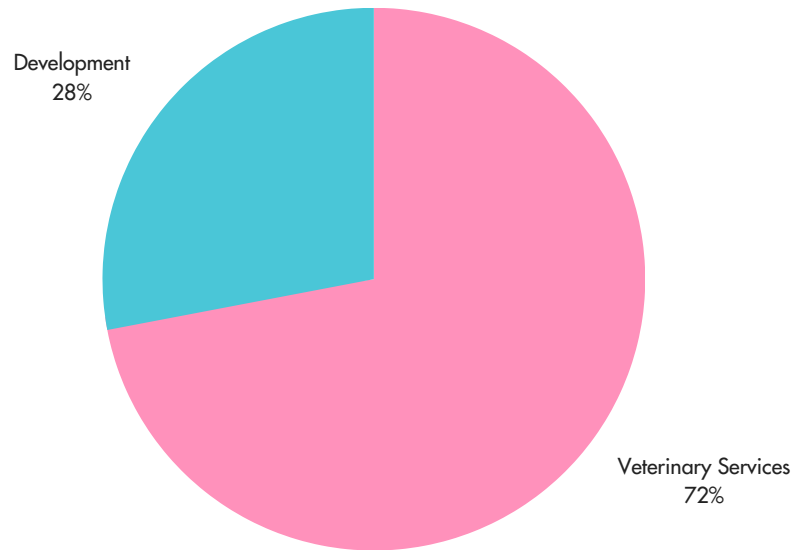
Tom Snyder, CEO

INCOME

Last year, Animal Samaritans earned \$9,416,705 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 animal shelter, our varied community outreach programs, and the salaries and benefits of 71 employees totaled \$7,971,415. The difference was a net gain of \$1,445,290.

Money raised for our Capital Campaign to build our new Pet Adoption & Humane Education Center is restricted and not included in this sum. See our Capital Campaign section for information about our efforts for this important new facility.

December 4, 2022 we held our 13th Annual Men of the Desert (MOD) Fashion Show and Luncheon. The event netted more than \$190,000 and was our most successful MOD fundraiser to date. We also benefitted from several local fundraisers held by local individuals and businesses. We received a generous response to our Real House Pets of the Coachella Valley and Year End direct mail appeals as well. Finally, we received 10 grants in 2022, which totaled \$317,500. *This does not include grants for our capital campaign.



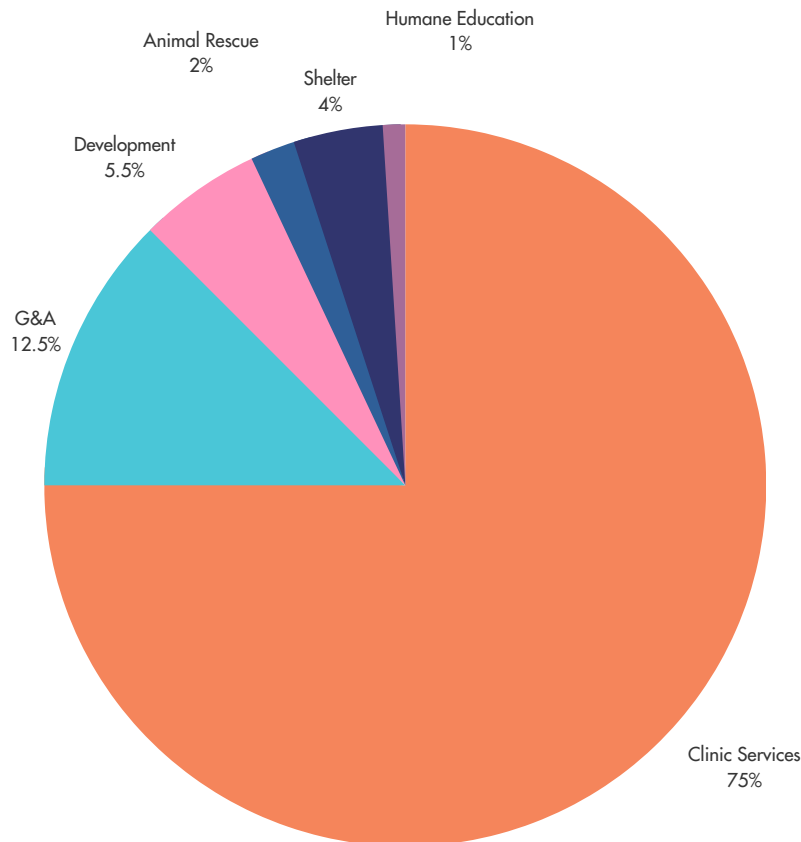
Combined, our clinics in Thousand Palms and Indio generated \$6,778,972 dollars last year, which accounted for 72% of our total earnings. As for the organization's expenses, our clinic services accounted for 75%.

Additionally, through our Development Department (which includes grant writing and fundraising) and Planned Giving Department we raised \$2,637,733 dollars, or 28% of the organization's income.

EXPENSES

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 programs and services include our No-Kill Animal Shelter and Pet Adoption Center, our Adoption Alliance Animal Rescue Program, our Humane Education Department, our Animal Companion (Pet) Therapy Program, and several financial aid programs for low-income pet owners and for sick and/or injured adoptable animals without a home.



Animal Samaritans does not receive tax payer funding, and while we are recognized as an SPCA affiliate, we do not receive any funding 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 from these or other national organizations.

VETERINARY CLINIC AND ANIMAL ADOPTION CENTER

Veterinary Clinic

Our unique veterinary services in 2022 included:

11,963 pet exams; 4,569 Lab Tests; 5,970 Spay & Neuter Surgeries; 6,203 Non-Spay & Neuter Surgeries; 1,727 Dental Services (including dental surgeries); 1,216 X-rays; 15,544 vaccinations, and 12,140 non-exam procedures (ear cleans, anal gland express, nail trims, et al).

In addition, in June of last year we started Veterinary Oncology services for pets battling cancer. From June through December we treated 190 oncology pet patients. Last year we saw 18,206 animal patients, which increased our aggregate number of patients to more than 293,000.



Animal Samaritans has several donation and grant-funded programs to help pet owners pay for the veterinary care their animals need. These financial aid 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. Additionally, the Cade L. Morrow Fund helps cover the costs of medical care for abandoned, abused and homeless animals. As you might expect, the demand for these programs is high.

No-Kill Shelter & Animal Adoption Center

In 2022, we adopted out 284 homeless animals, 147 dogs & puppies and 137 cats & kittens. Compared to 2021, this was an increase of 41 pet adoptions. As COVID-19 restrictions eased last year, we returned to local TV stations KESQ TV3 and KMIR TV6 with adoptable pets for live, in-person weekly and monthly "Pet of the Week" segments. We also partnered with local PetCo and PetSmart locations for several pet adoption events.

Each year we call upon pet foster volunteers to bottle feed infant homeless kittens and puppies. The need for human intervention peaks in May and June, but an unaltered cat often gives birth to more than one litter a year. Our Pet Foster Care Program relies on compassionate, animal-loving volunteers to house and care for homeless animals when we have no room for them at our shelter. Fostering assignments may be as short as one night and as long as six months.



COMMUNITY OUTREACH PROGRAMS

Humane Education

Last year few school teachers were ready for our Humane Educator to return to their classrooms for educational lessons and interactive visits with animals. That said, we saw more students in 2022 than we saw in 2021.

In total we made 121 classroom and assembly visits and another eight online Zoom presentations for students, reaching 4,709 students. This was an increase of 3,297 students over 2021.

In addition, our Humane Educator and several dedicated volunteers hosted eight Summer Critter Camps, primarily for financially disadvantaged students. We provided five in Desert Hot Springs, two in Mecca, and one in Thermal.

These camps are for children ages 7 through 12 and focus on the program's core teachings, which includes responsible pet ownership, careers in animal welfare, and treating all living creatures with kindness and respect. Critter Campers also enjoy interacting with live reptiles, birds, rodents, and dogs, creating animal-themed arts and crafts, and playing animal-themed games.



The Humane Education program also presented at Career Day events and Community Resource Fairs, informing young animal lovers on the many career opportunities in animal welfare. Students were especially interested to learn what it takes to be a veterinarian.

In addition, our educator participated in Disaster Preparedness expos and the annual Great Shake Out event. Here, we emphasized the importance of planning the safety and care of our pets in a natural disaster.

COMMUNITY OUTREACH PROGRAMS

Animal Companion Therapy

During the first part of last year, COVID kept our Animal Companion Therapy (ACT) teams on hold and eagerly awaiting an assignment. Slowly, nursing homes, hospitals, and area schools began to ease their restrictions and invited our ACT volunteers back.

In total, our Pet Therapy volunteers and their canine ambassadors logged 207 hours of volunteer services at 23 participating organizations and/or events. Some of our partners included: ARC Foundation, Atria Senior Assisted Living, Banyan Treatment Center, Brookdale Assisted Living & Memory Care, Destiny Hospice, Neuro Rehabilitation Center, John Glenn Middle School, Palm Springs High School and The Bob Hope USO.

Before being accepted into our ACT program, canine candidates must pass their Canine Good Citizen training and behavioral testing from a certified animal trainer.



Adoption Alliance

Working in partnership with the Riverside County Animal Shelter (RCAS), our Animal Rescue Program has saved more than 15,000 adoptable, at-risk dogs and cats since 2011. This charitable resource for adoptable, treatable at-risk homeless shelter animals is provided free of charge to the County of Riverside and greater Desert community. Last year we rescued 876 animals from RCAS in Thousand Palms, an average of 73 per month. This was an increase of 131 animals over 2021. Throughout 2022, we worked with 282 animal rescue agencies. We also enjoyed a good team effort from the staff at RCAS in order to save so many animal lives.

Specifically, the numbers for 2022 show we rescued 495 adult dogs, 275 puppies, 35 adult cats, and 55 kittens from RCAS. Additionally, we saved another 17 pets, including: Rabbits, turtles and tortoises, domesticated chickens, guinea pigs and hamsters, a ball python, and a peacock.

ESTATE PLANNING AND NAMING OPPORTUNITIES

Legacy Planning

Have you thought about your legacy and how you want to be remembered? You have worked hard to create your life; to write the story of you. Now, as you make plans in your estate for your loved ones, it's time to think about the causes you care about and the organizations that support those causes. Providing a gift from your estate to Animal Samaritans honors you and your legacy of giving back.

Whether you bequest a monetary gift, property, or artwork directly from your estate or you name Animal Samaritans as a beneficiary, your charitable legacy will be forever remembered. You can help ensure that Animal Samaritans continues its mission to improve the lives of animals and people by including us in your estate plans.



Capital Campaign

Our vision for a new Pet Adoption Center became a reality in early 2022 after we secured our lead donor who will gift Animal Samaritans three million dollars. This brought our total for capital campaign gifts, pledges and assets to more than seven million dollars, or 70% of our project budget. Currently, we can only shelter 10 small-to-medium dogs at a time. Our little shelter lacks many basic features of a modern animal shelter, such as floor drains, sound proofing, exercise and training areas. It is also located on a busy street with inadequate parking

Our new no-kill Pet Adoption & Humane Education Center:

- Houses up to 40 dogs and 40 cats at a time, including dogs of all sizes.
- Provides on-site, shaded canine exercise and training yards.
- Provides designated pet quarantine, isolation, and treatment facilities for sick animals.
- Offers immediate veterinary care of shelter animals via our adjacent vet clinic.
- Improves living quarters for felines, including a secure outdoor patio.
- Holds humane education classes, presentations, and Critter Camps for children.
- Expand veterinary clinic services

Several naming opportunities remain. To learn how you can support this important, no-kill pet safety net for homeless animals, or inquire about including Animal Samaritans in your estate plans, please contact us at jellis@animalsamaritans.org, 760.797.7439

Animal Samaritans is a 501(c)(3) nonprofit organization Federal Tax ID: 95-3171867