




**Animal  
Samaritans**

**2021**

# **FINANCIAL REPORT**

*Income & Expenses*

 760.343.3477

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

 72-120 Pet Land Place  
Thousand Palms, CA 92276

# FROM THE CEO



CEO, Tom Snyder

## Board of Directors in 2021

### OFFICERS:

Board President, Len Betz  
Vice President, Mark Dodge  
Treasurer, John Schooler  
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### MEMBERS:

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Aurora Wilson

Last year Animal Samaritans established much-needed urgent care veterinary services at both our Thousand Palms and Indio Veterinary clinics. Urgent care allows pet owners to bring their sick and/or injured pets to our clinics for same-day or next-day care. For medical emergencies, those that require immediate surgery or overnight hospitalization, for example, we must refer pets to an emergency animal clinic. That said, providing urgent care services allows pet owners the opportunity to see a doctor quickly for non-lethal but serious pet health issues. We now offer urgent care appointments seven days a week.

Like most organizations, in 2021 we faced the challenges of maintaining and enforcing practical health and safety protocols to keep our employees, volunteers, clients and pet patients as safe as possible from COVID 19 and its evolving variants. Additionally, even when short-staffed, our clinic and shelter staff (and volunteers) continued to serve our pets and pet owners well.

While not perfect, I'm happy to report that in 2021 we made noteworthy improvements in our call center and overall phone service. These improvements included adjustments to our phone tree and extensions, cross-training on the phones for non-scheduling employees, and better use of our scheduling software. As a result, we were able to answer more live calls and reduce the on-hold time for callers.

Our campaign to build a new, environmentally friendly, state-of-the-art Pet Adoption and Humane Education Center continued through 2021. By the end of last year, we had amassed approximately 3.1 million dollars in combined reserves, gifts and pledges for our project. In 2022, we will be even busier raising awareness and funds for this important facility.

We have naming opportunities for animal lovers interested in supporting our new Pet Adoption & Humane Education Center. Naming a room, wing, or other designated space in our new facility will be a lasting reminder of your love and compassion for animals. I would also remind you that including Animal Samaritans in your estate plans is another meaningful way to show your love for the animals in your life, or simply your love for animals. If you would like our good work for the community to continue indefinitely, please consider supporting our new pet adoption and humane education center with a naming gift and including Animal Samaritans in your estate plans.

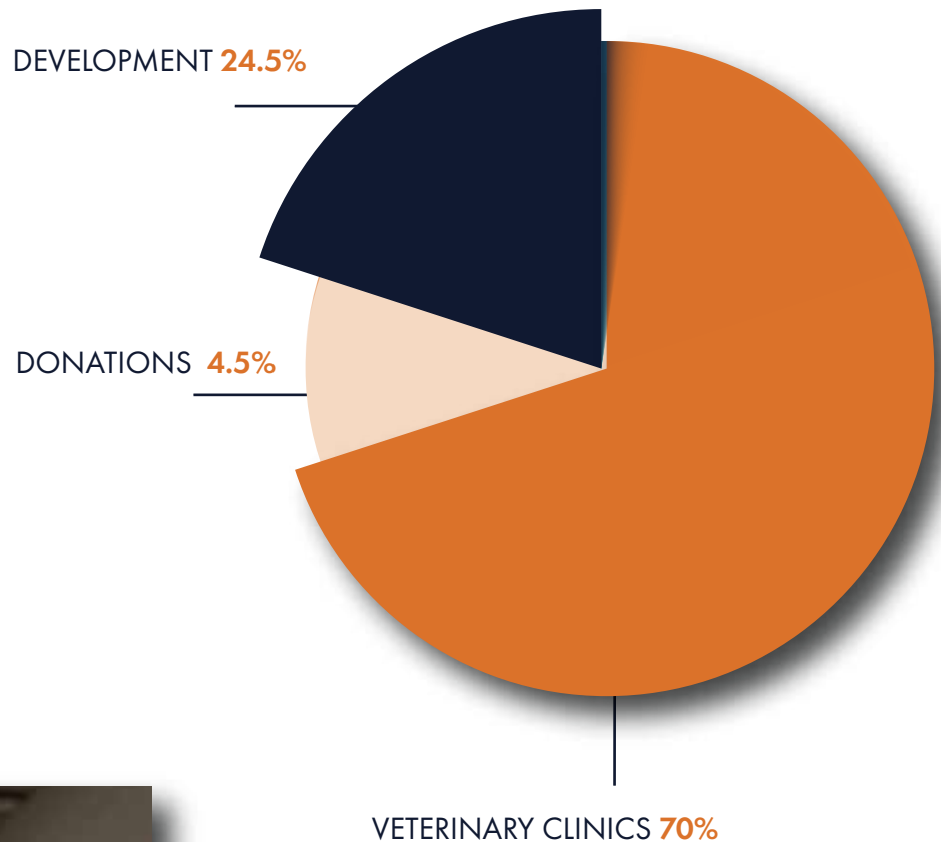
Sincerely,

A handwritten signature in black ink, which appears to read "Tom Snyder". The signature is written in a cursive, flowing style.

# INCOME

Last year, Animal Samaritans earned \$7,309,535 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 62 employees, totaled \$6,700,573. The difference was a net gain of \$608,962.

Because we still had to contend with social distancing and health precautions caused by COVID-19, we were unable to hold as many live, in-person events and fundraisers as we have in past years. That said, on December 5, 2021 we held our 12th annual Men of the Desert (MOD) fashion show and luncheon. The event netted more than \$110,000 and was one of our most successful fundraisers ever. We also benefitted from several local fundraisers held by individuals and businesses. In addition, we received a generous response to our No-Show Ball and Year End direct mail appeal. Finally, we received 14 grants in 2021, which totaled \$264,284.



Combined, our clinics in Thousand Palms and Indio generated \$5,172,249 dollars last year, which accounted for 70% of our total earnings. As for the organization's expenses, our clinic services accounted for 75%.

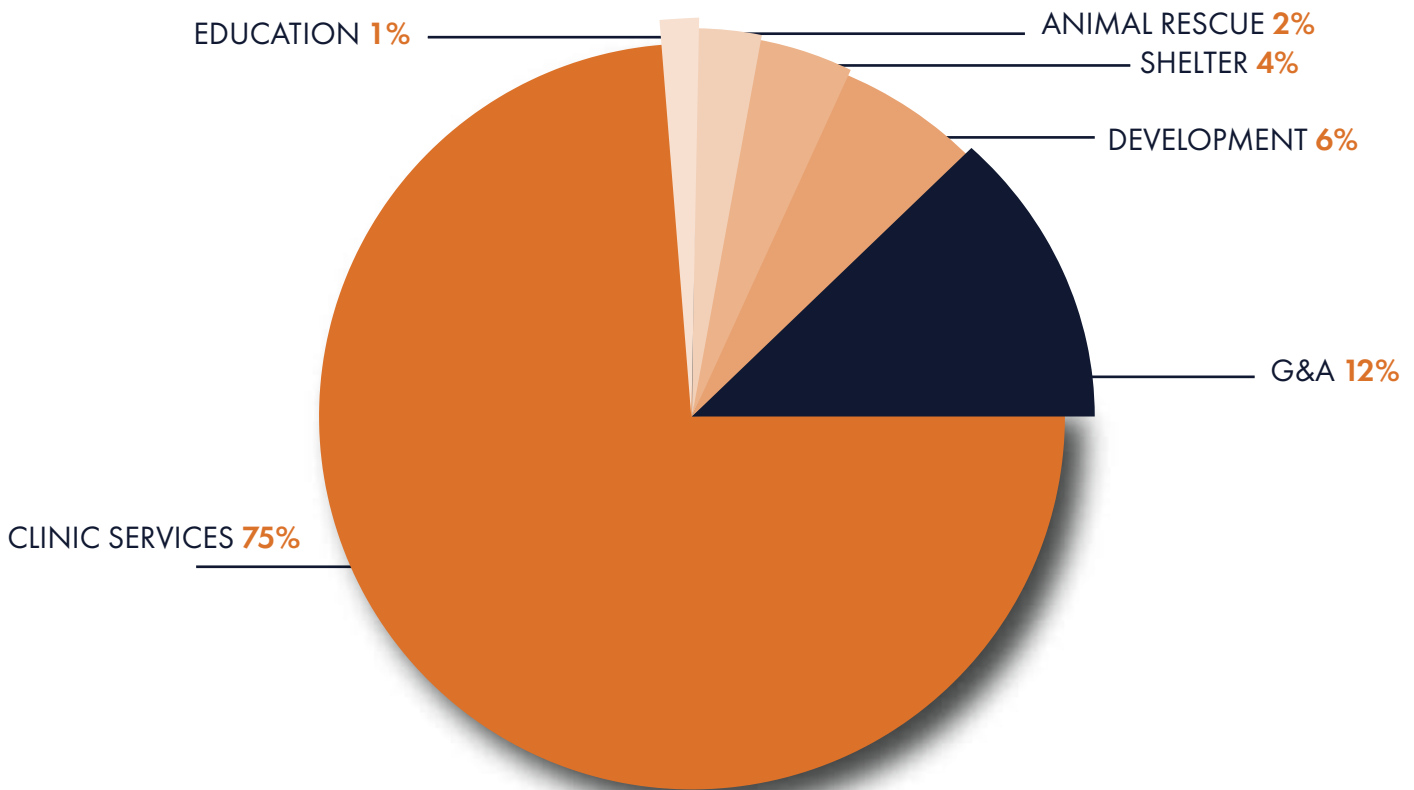
Additionally, through our Development Department (which includes grant writing and fundraising) and Planned Giving Department, we raised \$1,804,711 dollars, or 24.5% of the organization's income. An additional 4.5% came through direct donations to our No-Kill Animal Shelter, Humane Education, and Animal Rescue programs.

# EXPENSES

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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 (Pet) Therapy Program, and several financial aid programs for low-income pet owners and for sick and/or injured adoptable animals.



Animal Samaritans does not receive tax payer 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 national organizations.

# VETERINARY CLINIC AND ANIMAL ADOPTION CENTER

## Veterinary Clinics

In 2021, our veterinary clinics outperformed services from 2020. Despite continued COVID 19 outbreaks among the public and staff, we improved safety procedures while still providing much-needed services to pets. We saw approximately 21,035 animal patients, which increased our aggregate number of patients to more than 275,000.

Our unique veterinary services in 2021 included: 13,233 pet exams; 6,648 Lab Tests; 5,119 Spay & Neuter Surgeries; 4,069 Non-Spay & Neuter Surgeries; 2,921 Dental Services (including dental surgeries); 873 X-rays; 26,663 vaccinations, and 13,405 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 2021, we adopted out 75 dogs, 58 puppies, 39 cats, and 71 kittens. Compared to 2020, this was an increase of 43 pet adoptions. Due to the pandemic, we continued to substitute many of our live pet adoption segments at KESQ TV3 and KMIR TV6 with videotaped clips of adoptable animals. In 2021, we resumed our successful Dog Samaritans pet adoption partnership with The Westin Mission Hills Resort and Spa in Rancho Mirage.



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 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 2021, few classrooms were ready for visitors. However, our Humane Educator and her volunteers hosted six Summer Critter Camps, primarily for financially disadvantaged students. We provided three 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 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.



We made 56 classroom visits and another 10 online Zoom presentations for students. In total, we reached 1,412 students. Unfortunately, that number was down from the 3,417 students in 2020, which were mostly seen in January and February when schools were still welcoming outside educators. In a non-pandemic year, our educators typically see between 10,000 and 15,000 students.

With precaution becoming the new normal, in 2021 our Humane Education team created multiple Humane Education digital books (E-books) for teachers. With these new online tools, some of our core lessons continued to flourish and spread to students, even without live, in-person interaction.

These Animal Samaritans' E-books, created by our Humane Educator Diana Martinez, include: *I Spy with My Little Eye*, *Bite Prevention*, *Charlie E*, *To Spay or Not to Spay*, and *Respect*.

*I Spy with My Little Eye* is the story of a one-eyed kitten who becomes a child's pet. It teaches compassion for animals, even those with disabilities. Additionally, it reminds young pet owners about the importance of being a responsible pet owner.

*Bite Prevention* is a lesson book that teaches students how to be safe around dogs, especially dogs they encounter by surprise.

*Charlie E* is the story of a popular Animal Samaritans' Pet Therapy dog, and teaches children the life-enhancing benefits that pets can have on people. It demonstrates how dogs can help to improve the quality of life for people living with loneliness and illness.

*To Spay or Not to Spay* is a lesson book that teaches students the importance of spaying and neutering our pets as a means of reducing animal overpopulation, homelessness, shelter overcrowding and euthanasia of unwanted dogs and cats.

Finally, *Respect* is a lesson workbook for preschool and kindergarten students that fosters respect and kindness for all animals while building basic math and reading skills.

# COMMUNITY OUTREACH PROGRAMS

## Animal Companion Therapy (ACT)

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 Animal Rescue

Working in partnership with the Riverside County Animal Shelter (RCAS), our Animal Rescue Program has saved more than 14,470 adoptable, at-risk dogs and cats. Last year marked a full decade of Animal Samaritans' animal rescue services, which we provide for free to the community and RCAS. In 2021 we rescued 745 animals, an average of 62 per month. This was an increase of 157 animals over 2020.

Specifically, the numbers for 2021 show we rescued 461 adult dogs, 158 puppies, 19 adult cats, and 27 kittens from RCAS. Additionally, we saved another 33 pets, including: Rabbits, turtles and tortoises, domesticated chickens, guinea pigs, an iguana, and a bearded dragon.



# ESTATE PLANNING AND NAMING OPPORTUNITIES

It's never too soon to plan for the future. That includes the management and allocation of your wealth and treasures after you pass. You want what you've worked hard to earn and save to benefit the people, projects, and causes you love and care about the most. A beautiful way to honor the animals you love and express your life-long love for animals is to include Animal Samaritans in your estate plans. Through your financial support, we can continue to help animals live longer, happier lives.

**To learn how you can leave a legacy gift to Animal Samaritans through estate planning, and/or learn about recent naming opportunities with our new Pet Adoption and Humane Education Center, please contact us at 760-797-7439.**



At Animal Samaritans, we champion compassion and respect for all living creatures, with a primary focus on dogs, cats, and the people 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 full-service 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 their care.

