



# 2017 ANNUAL REPORT

## From the Board President

### Bequests - The "Other" Source of Income

In December 2016, Animal Adoption Center ("AAC") received a short letter, asking us if we would like to see the will of a recently deceased individual. We did. Fast forward to March 2017 when AAC received two checks, totaling \$51,673, from the estate of this individual. The nephew of the decedent said that she had adopted two cats from AAC over 10 years ago and had been very impressed with our "no kill" status. A plaque in her honor is now mounted above the cat room.

As many of you know, our "no-kill" philosophy precludes us from signing contracts with Camden County municipalities to take in stray dogs and cats. **So, how do we generate income?** We **generally** tell folks that we rely on four sources of income to fund our operation: donations, grants, fundraisers, and adoption fees. And that is true. Take away any one of those four, and we would **more than likely** operate at a deficit. But there is a fifth source that we do not typically mention because it is not something that we can count on: bequests.

In 2017, AAC ended the year with a surplus of \$31,700. It marked the fourth year in a row that AAC had ended a year with a small surplus – the first time that has happened in our nearly 28-year history. After ending 2013 with a sizable deficit, years 2014 through 2017 saw year-end surpluses of \$4,500, \$25,000, \$19,700, and \$31,700, respectively, totaling \$80,900. In that same four-year period, AAC received seven bequests, ranging from \$2,931 to \$96,183, which totaled \$221,500. Clearly, these bequests had a major impact on the financial health of the shelter.

We realize that we are extremely fortunate to have dedicated volunteers who, among other contributions, participate in our community outreach events and support our fundraisers. AAC is equally fortunate to have generous donors who believe in us and our mission and who write checks to us year after year and/or donate food and blankets and cleaning products so that we do not have to purchase these necessary supplies. But, the hard truth is that with no guaranteed source of income, we sometimes need an unexpected boost from that "other" source of income; from individuals who believed in us so much that they carved out portions of their estates for AAC so that we can continue to save the lives of innocent dogs and cats. We will be forever in their debt.



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## From the Executive Director: The hard work is paying off.

Over the last few years, AAC has, on all levels, worked diligently to identify areas where we can better control costs. From our board members to our loyal base of volunteers, we've been able to run the organization in a smarter way. This affords us the opportunity to better apply our budget to the care and welfare of our dogs and cats while they're with us. Some of our adoptable pets come to us from very difficult situations. Some of them have arrived at AAC with terribly injured tails that had to be amputated and some, to our great dismay, have crossed through our doors with bullet wounds. Each of these wonderful pets deserves the chance to receive the best care while they wait to find their new families and that's why it's important for AAC, as an organization, to take a close look at our expenses and identify areas where we can save money.

Along with a constant eye on our costs, 2017 presented new challenges to AAC, its staff and volunteers. Two hurricanes devastated communities in Texas and in Florida. Not only did it affect people and their homes, but it also displaced countless family pets. Most families took their pets with them as they fled the weather, but some pets weren't so lucky. AAC was in a position to answer the call to help and took in dogs from both areas. As with a large number of our pets, they had to be vaccinated, microchipped and altered (spayed/neutered). Our constant attention to budgetary concerns allowed to say "yes" when we were approached to take in these pets, and we found homes for each and every one of them.

Without the help of volunteers and supporters, like you, we may not have been able to impact so many lives in 2017. With your continued support, 2018 will be just as successful.



## 2017 By The Numbers

ADOPTED DOGS .....	515
ADOPTED CATS .....	156
MICROCHIPPED PETS .....	588
SPAY/NEUTER SURGERIES .....	515
TOTAL LIVES SAVED .....	671

# 2017 Donors: Thank You! (Cont'd on Pg. 4)

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ANNUAL  
REPORT

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**One-time Gift:**  \$35  \$75  \$100  Other \_\_\_\_\_  Check Enclosed  
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Please make checks payable to:  
**Animal Adoption Center**

Yes, I have included AAC in my will.  
 I have not included AAC in my will.  
*Please have someone call me.*

*Animal Adoption Center is a 501 (c)(3) charitable organization, Federal Tax ID: 52-1720581. All donations are tax deductible to the fullest extent of the law.*

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## Financial Highlights

Statement of Cash Flows	Years ended December 31	2016	2017*
<b>Revenue</b>			
Contributions and Grants		\$ 174,654	\$ 232,180
Program Service Revenue		\$114,474	\$108,220
Investment Income		\$803	\$998
Other Revenue		\$77,317	\$30,475
Total Revenue		\$367,248	\$371,873
<b>Expenses</b>			
Salaries & Employee Benefits		\$195,742	\$190,083
Other Expenses		\$145,567	\$150,044
Total Expenses		\$341,309	\$340,127
Revenue less expenses		\$25,939	\$31,746
Cash & Cash Equivalents		\$245,144	\$257,393

\*Unaudited results

