

Treasurer Report – July 12, 2021 – First Half 2021 (1H21) Performance

The first half of 2021 (1H21) resulted in a net income of \$64,979. This is up from 1H20 of \$32,041 if you remove the Feb 2020 bequest of \$250,000. As of June 30, 2021 we had **\$436,136 in the bank, \$39,924 of which is in temporarily restricted funds leaving \$396,212 left for expenses and capital improvements or investment.** If you remove the SBA Loan that has since been repaid, this is \$98,548 more than last year at this time. If you remove the SBA Loan, we have also reduced the Long-Term debt by \$11,922. The SBA EIDL loan was received in June 2020 for \$130,300 and paid off on 3/23/2021. The 1H21 run-rate on expenses is around \$18,700 per month but this is expected to rise as staff and more kittens arrive.

With the bequest removed, **the income side was UP \$26,796 (+18%) over the 1H20**, driven by the PPP grant of \$21,127 and the UPS rental payment of \$14,400. The 1H21 income of \$177,387 is 54% of the Annual Budget.

Here are the highlights:

- Income from donations, fundraising events and Memberships is UP \$1,362 over the 1H20. Donations direct from Facebook is new in 2021 and were \$5,498 in the 1H21. The Spring Mailing in 2021 (\$20,625) has brought in essentially the same amount as 2020 (\$21,444). The 2021 mailing did go out 2 months later in April 2021 vs. February 2020, so more donations may be on the way. We are at 41% of budget in this area, but there were events in June and coming in July that will help to boost these dollars.
- Shelter Income is UP \$3,179 driven by the adoptions of more puppies and increased fees. Adoptions were \$2,509 over 2020. Adoptions for the 1H21: Total 131 made up of 109 Cats (40 were Kittens) and 22 Dogs (9 were Puppies) versus 1H20: Total 161 made up of 139 Cats (33 Kittens) and 22 Dogs (5 were Puppies). Also, Surrender Fees up \$516 even though surrenders were down (72 in 1H21 vs. 89 in 1H20). Reclaims up \$157, there were 31 reclaims in 1H21 vs. 24 in 1H20. Shelter Income is at 58% of the annual budget.
- County and Municipality Income \$150 more than the 1H20. Dog License payment (no claims) down \$125. Humane Officer income is the same as 2020. Municipality Contract income is up \$275. County/Municipality income at 79% of budget.
- We did receive a COVID Paycheck Protection Program (PPP) payment in February 2021 for \$21,127 (Budget: \$21,000 and above the \$10,000 of COVID assistance in 2020) and we received the two-year rental payment of \$14,400 (Budget: \$6,600 and above the 1H2020 of \$3,000) from UPS for the lease of part of the parking lot until 2023 in April 2021.

The expense side was DOWN \$6,142 (-5%) compared to the 1H20. The 1H21 expense of \$112,409 is 36% of the Annual Budget. Here are the highlights:

- Building Expenses DOWN \$6,054 (-26%) driven by less Mortgage Interest of \$4,273. Also, there were no new Dog Kennel purchases (-\$1,686) and less electricity & gas (-\$880 in part due to the new roof). Building Repair/Maintenance was up \$1882 driven by the installation of new outside lighting (\$1,751) in June. Timing issues for Building Insurance (-\$1,013): 2 West Bend Insurance bills paid in 2020 versus 2021 only reflects 1 since the second bill was paid in July. We are at 30% of the annual budget.
- Fundraising Expenses are DOWN \$1,636 (-42%) since there were no Holiday Mailing costs in 2021.
- Shelter Expenses UP \$501 (+4%). This includes the interest on the SBA EIDL loan (\$2,729) but no Iowa County Loan interest (-\$662) in 2021 since paid off in 2020. Staff Training up \$442 due to EU class. Mileage Reimbursement down (-\$256) since using Humane Officer vehicle and buying gas which is up \$299. Larger expenses in 2020 not seen in 2021 include Web Hosting Fee (\$791), laptop purchase (\$709), Thank You Cards (\$304), no Pet of the Week Advertising (\$269) and less cleaning and kennel supplies costs in general. Repair Costs up \$742, due to Washer Repair and more snow removal. 1H21 at 39% of annual budget spent.
- Kennel – Cat expense DOWN \$4,350 (-25%) driven by less vet expenses (-\$3,719) and medicine (-\$635). 34% of budget spent. There were 408 (-4%) fewer Cat Care days in the 1H21 compared to 1H20.
- Kennel – Dog expenses DOWN \$3,009 (-52%) driven by vet expenses (-\$2,028), Medicine (-\$694), Medical Supplies (-\$105) and less Food (-\$163). The 1H21 spent 23% of the annual budget. Care days down 422 days (-40%) and intakes down 13 (5 less puppies) compared to 1H20.
- Payroll expenses are UP \$8,431 (+14%), 40% of annual budget spent in the 1H21. More costs expected in this area as more staff is hired.

- More detail on the number of animals cared for can be found in the following table:

Care Days	Jan-Jun 2021	Jan-Jun 2020	Change	1H21 Intake	1H20 Intake	Change	1H21 Out	1H20 Out	Change	Count (LOS) 6/30/2021	Count (LOS) 6/30/2020	Change
Adult Cat	5,219	6,366	-1,147	71	102	-31	74	126	-52	41 (126)	41 (78)	0 (+48)
Kitten	4,650	3,911	739	78	52	26	43	33	10	50 (27)	30 (18)	+20 (+9)
Dog	510	817	-307	34	42	-8	39	44	-5	2 (20)	2 (4)	0 (+16)
Puppy	132	247	-115	2	7	-5	10	5	5	0 (0)	2 (2)	-2 (-2)
Total	10,511	11,340	-829	185	203	-18	166	208	-42	93 (70)	75 (50)	+18(+20)

Overall Care Days down 829 Days (-7%), Intakes down 18 (-9%), Outgoing down 42 (-20%), at the end of June the animal inventory up 18 (24%), Length of Stay (LOS) of current animals up 20 days (+40%).

Narrative submitted by Lisa Cvengros on July 12, 2021.

For more detail, here are the current profit and loss and balance sheet statements for the first half of 2021 as compared to last year and the Annual Budget.

ICHS Profit and Loss without 2020 bequest	Jan - Jun 21	Jan - Jun 20	\$ Change	% Change	Annual Budget	%
Ordinary Income/Expense						
Income						
Direct Public Support						
Gifts in Kind - Goods Rev	137.00	497.45	-360.45	-72.46%	0.00	
Total Direct Public Support	137.00	497.45	-360.45	-72.46%	0.00	
DONATIONS						
Donation Jar	0.00	331.60	-331.60	-100.0%	600.00	0%
Donations	55,658.26	46,180.89	9,477.37	20.52%	116,200.00	48%
Donations-Amazon Smile	827.09	556.94	270.15	48.51%	1,300.00	64%
Donations - Facebook	5,498.00	0.00	5,498.00	100.0%	12,000.00	46%
Donations/Vanco Svcs	1,705.00	2,315.00	-610.00	-26.35%	4,400.00	39%
Grants	0.00	0.00	0.00	0.0%	10,000.00	0%
Holiday Card	0.00	5,225.00	-5,225.00	-100.0%	24,000.00	0%
Memorial Funds	2,010.00	2,045.00	-35.00	-1.71%	7,000.00	29%
Sponsors	0.00	305.00	-305.00	-100.0%	500.00	0%
Spring Mailing	20,625.00	15,792.66	4,832.34	30.6%	23,000.00	90%
Summer Mailing	580.00	0.00	580.00	100.0%	23,000.00	3%
Total DONATIONS	86,903.35	72,752.09	14,151.26	19.45%	222,000.00	39%
FUNDRAISING INCOME						
April Match	4,655.00	6,370.00	-1,715.00	-26.92%	4,000.00	116%
Deb's Doodle's	0.00	2,999.00	-2,999.00	-100.0%		
Garage Sale	1,626.90	144.00	1,482.90	1,029.79%	1,000.00	163%
June Match	0.00	4,055.00	-4,055.00	-100.0%	4,000.00	0%
Paws for Pizza	0.00	772.00	-772.00	-100.0%		
Pet Walk	0.00	0.00	0.00	0.0%	1,000.00	0%
Roof Fund	0.00	5,651.34	-5,651.34	-100.0%		
Rutting Bucks	680.00	0.00	680.00	100.0%		
FUNDRAISING INCOME - Other	35.00	0.00	35.00	100.0%		
Total FUNDRAISING INCOME	6,996.90	19,991.34	-12,994.44	-65.0%	10,000.00	70%

ICHS Profit and Loss without 2020 bequest	Jan - Jun 21	Jan - Jun 20	\$ Change	% Change	Annual Budget	%
GENERAL/SHELTER INCOME						
Adoption Fees	12,690.00	10,181.00	2,509.00	24.64%	22,350.00	57%
County Humane Officer	10,000.00	10,000.00	0.00	0.0%	15,000.00	67%
Dog License	10,447.72	10,572.92	-125.20	-1.18%	10,600.00	99%
Gov Contracts 2019	0.00	775.00	-775.00	-100.0%		
Gov Contracts 2020	1,300.00	10,175.00	-8,875.00	-87.22%	1,000.00	130%
Gov Contracts 2021	9,925.00	0.00	9,925.00	100.0%	13,400.00	74%
Redemption Fees - Bailouts	945.00	788.00	157.00	19.92%	1,500.00	63%
Store purchase	97.00	100.00	-3.00	-3.0%	150.00	65%
Surrender Fees	2,014.00	1,498.00	516.00	34.45%	3,000.00	67%
Total GENERAL/SHELTER INCOME	47,418.72	44,089.92	3,328.80	7.55%	67,000.00	71%
Government Grants						
Federal Grants	21,126.65	10,000.00	11,126.65	111.27%	21,000.00	101%
Total Government Grants	21,126.65	10,000.00	11,126.65	111.27%	21,000.00	101%
Interest Income	99.66	160.84	-61.18	-38.04%	350.00	28%
MEMBER						
Membership Dues	305.00	100.00	205.00	205.0%	100.00	305%
Total MEMBER	305.00	100.00	205.00	205.0%	100.00	305%
Rentals						
Personal Property Rent Revenue	14,400.00	3,000.00	11,400.00	380.0%	6,600.00	218%
Total Rentals	14,400.00	3,000.00	11,400.00	380.0%	6,600.00	218%
Total Income	177,387.28	150,591.64	26,795.64	17.79%	327,050.00	54%
Gross Profit	177,387.28	150,591.64	26,795.64	17.79%	327,050.00	54%
Expense						
BUILDING						
Building Repairs/Maintenance	1,978.85	93.63	1,885.22	2,013.48%	20,000.00	10%
Electricity	4,988.87	5,868.83	-879.96	-14.99%	11,000.00	45%
Insurance Building/Vehicles	1,099.50	2,112.00	-1,012.50	-47.94%	4,400.00	25%
Kennels	0.00	1,686.26	-1,686.26	-100.0%		
Mortgage Interest	6,536.59	10,809.29	-4,272.70	-39.53%	15,654.43	42%
Pest Control	240.00	200.00	40.00	20.0%	480.00	50%
Safety	226.00	239.60	-13.60	-5.68%	250.00	90%
Trash Removal	861.25	992.55	-131.30	-13.23%	2,300.00	37%
Water & Sewer	1,155.75	1,138.15	17.60	1.55%	3,000.00	39%
Total BUILDING	17,086.81	23,140.31	-6,053.50	-26.16%	57,084.43	30%
Business Expenses						
Business Registration Fees	0.00	12.90	-12.90	-100.0%	42.90	0%
Total Business Expenses	0.00	12.90	-12.90	-100.0%	42.90	0%
Contract Services						
Outside Contract Services	0.00	0.00	0.00	0.0%	2,000.00	0%
Total Contract Services	0.00	0.00	0.00	0.0%	2,000.00	0%
Finance Charges	14.00	28.00	-14.00	-50.0%	60.00	23%

ICHS Profit and Loss without 2020 bequest	Jan - Jun 21	Jan - Jun 20	\$ Change	% Change	Annual Budget	%
FUNDRAISING						
Advertising	0.00	85.67	-85.67	-100.0%	500.00	0%
Copies/Printing	1,367.76	2,614.72	-1,246.96	-47.69%	3,700.00	37%
Fundraising Other	0.00	0.00	0.00	0.0%	3,500.00	0%
Garage Sale	15.00	0.00	15.00	100.0%		
Lands' End Food Booth	0.00	0.00	0.00	0.0%		
Postage-Fundraising	832.44	1,151.05	-318.61	-27.68%	1,900.00	44%
Total FUNDRAISING	2,215.20	3,851.44	-1,636.24	-42.48%	9,600.00	23%
GENERAL/SHELTER EXPENSES						
Accounting	475.16	226.00	249.16	110.25%	500.00	95%
Advertising/Promotions	0.00	268.94	-268.94	-100.0%	500.00	0%
Association Memberships	339.00	125.00	214.00	171.2%	260.00	130%
Bachner Land Contract Interest	360.00	540.00	-180.00	-33.33%	360.00	100%
Bank Service Fees	559.70	560.25	-0.55	-0.1%	990.00	57%
Cleaning Supplies	150.07	525.22	-375.15	-71.43%	1,000.00	15%
Computer Service	1,026.08	975.00	51.08	5.24%	1,250.00	82%
Copies/Printing	0.00	18.16	-18.16	-100.0%	50.00	0%
Culligan Water	0.00	54.00	-54.00	-100.0%	70.00	0%
Humane Officer	0.00	41.76	-41.76	-100.0%	10,000.00	0%
Insurance-Employees / D&O	187.50	394.50	-207.00	-52.47%	800.00	23%
Insurance-Worker's Comp	1,844.00	1,191.50	652.50	54.76%	1,800.00	102%
Iowa County Loan Interest	0.00	661.78	-661.78	-100.0%		
Kennel Supplies	33.61	711.70	-678.09	-95.28%	800.00	4%
Mileage Reimbursement	13.72	269.56	-255.84	-94.91%	400.00	3%
Office Equipment Purchases	0.00	728.31	-728.31	-100.0%	750.00	0%
Office Printer supplies	0.00	126.49	-126.49	-100.0%	200.00	0%
Office Supplies	0.00	758.11	-758.11	-100.0%	1,450.00	0%
PayPal Fee	80.17	153.99	-73.82	-47.94%	450.00	18%
Permits/Gov't Fees	0.00	0.00	0.00	0.0%	128.13	0%
Phone/Internet	816.90	823.74	-6.84	-0.83%	2,000.00	41%
Postage	353.20	331.80	21.40	6.45%	600.00	59%
Repairs/Maintenance	1,511.95	770.00	741.95	96.36%	1,500.00	101%
SBA Loan Interest	2,729.16	0.00	2,729.16	100.0%	2,136.13	128%
Shelter Expenses	672.00	1,164.99	-492.99	-42.32%	3,238.97	21%
Staff Gathering	0.00	0.00	0.00	0.0%		
Staff Training	500.00	58.00	442.00	762.07%		
Vanco Fees	281.18	252.53	28.65	11.35%	500.00	56%
Vehicle/Gas Expense	319.42	20.00	299.42	1,497.1%	60.00	532%
Total GENERAL/SHELTER EXPENSE	12,252.82	11,751.33	501.49	4.27%	31,793.23	39%

ICHS Profit and Loss without 2020 bequest	Jan - Jun 21	Jan - Jun 20	\$ Change	% Change	Annual Budget	%
KENNEL - CATS						
Cat Food	1,030.12	984.79	45.33	4.6%	2,000.00	52%
Crates/Housing	35.74	0.00	35.74	100.0%	0.00	
Litter	137.00	58.00	79.00	136.21%	750.00	18%
Medical Supplies	511.46	634.61	-123.15	-19.41%	1,200.00	43%
Medicine	1,503.59	2,138.20	-634.61	-29.68%	3,500.00	43%
Vaccinations	194.00	226.56	-32.56	-14.37%	750.00	26%
Veterinary Expenses	9,412.34	13,131.62	-3,719.28	-28.32%	29,800.00	32%
Total KENNEL - CATS	12,824.25	17,173.78	-4,349.53	-25.33%	38,000.00	34%
KENNEL - DOGS						
Dog Food	172.33	335.96	-163.63	-48.71%	500.00	34%
Medical Supplies	33.43	138.65	-105.22	-75.89%	400.00	8%
Medicine - Dogs	242.63	936.84	-694.21	-74.1%	1,500.00	16%
MOD Squad	0.00	0.00	0.00	0.0%	1,000.00	0%
Vaccinations - Dogs	52.00	69.53	-17.53	-25.21%	120.00	43%
Veterinary Expenses - Dogs	2,243.00	4,271.00	-2,028.00	-47.48%	8,480.00	26%
Total KENNEL - DOGS	2,743.39	5,751.98	-3,008.59	-52.31%	12,000.00	23%
PAYROLL EXPENSES						
Payroll Expenses	65,272.10	56,890.79	8,381.31	14.73%	164,399.00	40%
Wi Unemploy Insurance Tax	0.00	-50.09	50.09	100.0%		
Total PAYROLL EXPENSES	65,272.10	56,840.70	8,431.40	14.83%	164,399.00	40%
Total Expense	112,408.57	118,550.44	-6,141.87	-5.18%	314,979.56	36%
Net Ordinary Income	64,978.71	32,041.20	32,937.51	102.8%	12,070.44	538%
Net Income	64,978.71	32,041.20	32,937.51	102.8%	12,070.44	538%

ICHS Balance Sheet on June 30, 2021	Jun 30, 21	Jun 30, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
BMO Harris Ckg-Payroll	1,896.88	1,753.69	143.19	8.17%
Farmer's Checking-General	111,269.81	8,673.18	102,596.63	1,182.92%
Farmer's Checking-Shelter	193.30	181.17	12.13	6.7%
Farmer's Savings Account	316,122.08	447,804.22	-131,682.14	-29.41%
PayPal Account	6,559.97	9,354.98	-2,795.01	-29.88%
Petty Cash	94.00	121.00	-27.00	-22.31%
Total Checking/Savings	436,136.04	467,888.24	-31,752.20	-6.79%
Total Current Assets	436,136.04	467,888.24	-31,752.20	-6.79%
Fixed Assets				
Building Improvements	126,045.43	126,045.43	0.00	0.0%
Computer/Electronics	6,867.09	6,867.09	0.00	0.0%
Grounds/Maintenance	7,191.00	7,191.00	0.00	0.0%
Humane Office Equipment	1,000.00	1,000.00	0.00	0.0%
Kennel	111,113.43	111,113.43	0.00	0.0%
Land - Operating	25,808.69	25,808.69	0.00	0.0%
Medical Equipment	8,875.00	8,875.00	0.00	0.0%
Office	1,762.95	1,762.95	0.00	0.0%
Shelter Purchase	400,000.00	400,000.00	0.00	0.0%
Total Fixed Assets	688,663.59	688,663.59	0.00	0.0%
TOTAL ASSETS	1,124,799.63	1,156,551.83	-31,752.20	-2.75%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
Payroll Liabilities	2,279.72	2,027.65	252.07	12.43%
Total Other Current Liabilities	2,279.72	2,027.65	252.07	12.43%
Total Current Liabilities	2,279.72	2,027.65	252.07	12.43%
Long Term Liabilities				
Farmers Savings Mortgage	341,315.18	0.00	341,315.18	100.0%
Iowa Co. Revolving Loan Fund	0.00	23,267.34	-23,267.34	-100.0%
Land Contract	4,000.00	8,000.00	-4,000.00	-50.0%
Mortgage (DMB)	0.00	325,969.89	-325,969.89	-100.0%
SBA Loan Payable	0.00	130,300.00	-130,300.00	-100.0%
Total Long Term Liabilities	345,315.18	487,537.23	-142,222.05	-29.17%
Total Liabilities	347,594.90	489,564.88	-141,969.98	-29.0%
Equity				
Opening Bal Equity	60,165.37	60,165.37	0.00	0.0%
Retained Earnings	612,136.69	287,624.07	324,512.62	112.83%
Temporarily Restricted Funds				
Advertising	2,728.71	7,976.25	-5,247.54	-65.79%
Animal Welfare & Enrichment	5,764.30	5,666.80	97.50	1.72%
Building Funds	1,353.82	7,772.55	-6,418.73	-82.58%
Cat Housing	6,967.52	6,967.52	0.00	0.0%
Low Cost Spay/Neuter	4,133.12	5,374.62	-1,241.50	-23.1%
Medical Bills	12,079.19	4,719.97	7,359.22	155.92%
New Roof Fund	0.00	-2,730.00	2,730.00	100.0%
New Washer	200.00	200.00	0.00	0.0%
Outdoor Facility	6,163.70	675.00	5,488.70	813.14%
Protective Custody Contingency	533.60	533.60	0.00	0.0%
Total Temporarily Restricted Funds	39,923.96	37,156.31	2,767.65	7.45%
Net Income	64,978.71	282,041.20	-217,062.49	-76.96%
Total Equity	777,204.73	666,986.95	110,217.78	16.53%
TOTAL LIABILITIES & EQUITY	1,124,799.63	1,156,551.83	-31,752.20	-2.75%