

Treasurer Report – October 11, 2021 – As of the Third Quarter 2021 (3Q21) Performance

As we complete the third quarter (3Q21) we are at a net income of \$55,677. That does not include the capital expense of the new play yard of \$8,320 which would reduce cash in to \$47,358. This is essentially the same as the 3Q20 which had a net income of \$55,076 if you remove the Feb 2020 bequest of \$250,000. In 2020 though we had the capital expense of the new roof of \$59,500. As of Sept 30, 2021 we had **\$412,582 in the bank, \$29,655 of which is in temporarily restricted funds leaving \$382,927 left for expenses and capital improvements or investment.** If you remove the SBA Loan that has since been repaid, this is \$55,103 more than last year at this time. If you remove the SBA Loan, we have also reduced the Long-Term debt by \$11,571. The SBA EIDL loan was received in June 2020 for \$130,300 and paid off on 3/23/2021. The past nine month run-rate on expenses is around \$19,060 per month this has been rising more staff is hired, payroll up around \$2,000 per month in September over the previous months average payroll this year.

With the bequest removed, **the income side was UP \$2,364 (+1%) over the 3Q20**, driven by the PPP grant of \$21,127 and the UPS rental payment of \$14,400. The 3Q21 income of \$227,222 is 69% of the Annual Budget. Here are the highlights:

- Income from donations, fundraising events and Memberships is DOWN \$17,524 over the 3Q20. We did not do a Summer Mailing in 2021, but did in 2020 which brought in \$17,245 which essentially explains the difference. Donations direct from Facebook is new in 2021 and were \$6,553 thru 3Q21. The Spring Mailing in 2021 (\$21,909) has brought in essentially the same amount as 2020 (\$21,505). We are at 57% of budget in this area as compared to 2020 when we were at 70% of the actual funds raised.
- Shelter Income is DOWN \$591 as adoptions have declined in 2021. Adoptions down \$-536. Actual adoptions thru the 3Q21: Total 197 made up of 169 Cats (78 were Kittens) and 28 Dogs (11 were Puppies) versus 3Q20: Total 275 made up of 239 Cats (94 Kittens) and 36 Dogs (12 were Puppies). Surrender Fees down -\$184 down (106 in 3Q21 vs. 137 in 3Q20). Reclaims up \$132, there were 47 reclaims in 3Q21 vs. 39 in 3Q20. Shelter Income is at 80% of the annual budget.
- County and Municipality Income \$550 more than the 3Q20. Dog License payment (no claims) down \$125. Humane Officer income is the same as 2020. Municipality Contract income is up \$675. County/Municipality income at 96% 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 3Q20 of \$3,000) from UPS for the lease of part of the parking lot until 2023 in April 2021.

The expense side was UP \$1,7636 (1%) compared to the 3Q20. The 3Q21 expenses of \$171,545 is 56% of the Annual Budget. Here are the highlights:

- Building Expenses DOWN \$6,845 (-21%) driven by less Mortgage Interest of \$5,747. Also, there were no new Dog Kennel purchases (-\$1,686) and less electricity & gas (-\$474 in part due to the new roof). Building Repair/Maintenance was up \$626 driven by the installation of new outside lighting (\$1,751) in June. Water & Sewer up \$363. Trash Removal down \$117 and more expected as there was a billing issue that is now resolved resulting in a credit for ICHS. The \$8,320 for the new play yard was not expensed, it was capitalized so the expense is on the balance sheet. We are at 53% of the annual budget (adjusted for capital expense).
- Fundraising Expenses are DOWN \$2,998 (-52%) since there were no Holiday or Summer Mailing costs in 2021. At 29% of the annual budget.
- Shelter Expenses DOWN \$1,160 (-7%). This includes the interest on the SBA EIDL loan (\$2,729) but no Iowa County Loan interest (-\$978) in 2021 since paid off in 2020. Repair Costs up \$680, due to Washer Repair and more snow removal. Attorney Fees up \$490. Accounting Fees up \$299 for checks, deposit slips. Less Kennel Supplies (-\$678), Office Costs (-\$1,316), Shelter Expenses (-\$1,121). Staff Training up \$442 due to EU class. Humane Officer training and mileage reimbursement up \$1,158. Mileage Reimbursement down (-\$457) since using Humane Officer vehicle and buying gas which is up \$733. Workers Comp down \$1,750 due to fewer employees. Due to no Web Hosting fees Computer Services down (-\$740). 3Q21 at 51% of annual budget spent.

- Kennel – Cat expense DOWN \$1,674 (-7%) driven by less vet expenses (-\$1,990). 62% of budget spent. There were 1,885 (+11%) more Cat Care days, but intakes down 47 thru the 3Q21 compared to 3Q20.
- Kennel – Dog expenses DOWN \$3,601 (-44%) driven by vet expenses (-\$3,017), Medicine (-\$95), No MOD Squad spending (-\$300) and less Food (-\$189). The 3Q21 spent 38% of the annual budget. Care days down 706 days (-43%) and intakes down 15 compared to 3Q20.
- Payroll expenses are UP \$17,969 (+22%), 60% of annual budget spent thru the 3Q21. Payroll up due to pay increases and more staff that has been hired in recent months.

Narrative submitted by Lisa Cvengros on October 11, 2021.

ICHS Balance Sheet 9/30/2021 Comparison	Sep 30, 21	Sep 30, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
BMO Harris Ckg-Payroll	2,064.81	6,598.64	-4,533.83	-68.71%
Farmer's Checking-General	88,252.45	21,097.72	67,154.73	318.3%
Farmer's Checking-Shelter	720.12	181.17	538.95	297.48%
Farmer's Savings Account	316,192.08	452,842.22	-136,650.14	-30.18%
PayPal Account	5,259.22	6,954.68	-1,695.46	-24.38%
Petty Cash	94.00	105.00	-11.00	-10.48%
Total Checking/Savings	<u>412,582.68</u>	<u>487,779.43</u>	<u>-75,196.75</u>	<u>-15.42%</u>
Total Current Assets	<u>412,582.68</u>	<u>487,779.43</u>	<u>-75,196.75</u>	<u>-15.42%</u>
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	15,510.56	7,191.00	8,319.56	115.69%
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	<u>696,983.15</u>	<u>688,663.59</u>	<u>8,319.56</u>	<u>1.21%</u>
TOTAL ASSETS	<u>1,109,565.83</u>	<u>1,176,443.02</u>	<u>-66,877.19</u>	<u>-5.69%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
Payroll Liabilites	3,036.82	1,965.65	1,071.17	54.49%
Total Other Current Liabilities	<u>3,036.82</u>	<u>1,965.65</u>	<u>1,071.17</u>	<u>54.49%</u>
Total Current Liabilities	<u>3,036.82</u>	<u>1,965.65</u>	<u>1,071.17</u>	<u>54.49%</u>
Long Term Liabilities				
Farmers Savings Mortgage	338,584.50	0.00	338,584.50	100.0%
Iowa Co. Revolving Loan Fund	0.00	22,571.16	-22,571.16	-100.0%
Land Contract	4,000.00	8,000.00	-4,000.00	-50.0%
Mortgage (DMB)	0.00	323,584.01	-323,584.01	-100.0%
SBA Loan Payable	0.00	130,300.00	-130,300.00	-100.0%
Total Long Term Liabilities	<u>342,584.50</u>	<u>484,455.17</u>	<u>-141,870.67</u>	<u>-29.29%</u>
Total Liabilities	<u>345,621.32</u>	<u>486,420.82</u>	<u>-140,799.50</u>	<u>-28.95%</u>
Equity				
Opening Bal Equity	60,165.37	60,165.37	0.00	0.0%
Retained Earnings	622,404.76	295,158.62	327,246.14	110.87%
Temporarily Restricted Funds				
Advertising	2,728.71	4,096.47	-1,367.76	-33.39%
Animal Welfare & Enrichment	3,608.44	5,666.80	-2,058.36	-36.32%
Building Funds	1,353.82	3,886.32	-2,532.50	-65.16%
Cat Housing	6,967.52	6,967.52	0.00	0.0%
Low Cost Spay/Neuter	4,133.12	4,133.12	0.00	0.0%
Medical Bills	10,130.68	3,462.93	6,667.75	192.55%
New Washer	200.00	200.00	0.00	0.0%
Outdoor Facility	0.00	675.00	-675.00	-100.0%
Protective Custody Contingency	533.60	533.60	0.00	0.0%
Total Temporarily Restricted Funds	<u>29,655.89</u>	<u>29,621.76</u>	<u>34.13</u>	<u>0.12%</u>
Net Income	<u>51,718.49</u>	<u>305,076.45</u>	<u>-253,357.96</u>	<u>-83.05%</u>
Total Equity	<u>763,944.51</u>	<u>690,022.20</u>	<u>73,922.31</u>	<u>10.71%</u>
TOTAL LIABILITIES & EQUITY	<u>1,109,565.83</u>	<u>1,176,443.02</u>	<u>-66,877.19</u>	<u>-5.69%</u>

Here are the current profit and loss thru the third quarter of 2021 as compared to last year and the Annual Budget. Adjusted for the \$250K bequest in 2020 and the Sep 21 direct deposit entry that zeroed out on 10/1/2021.

ICHS Profit Loss with Adjustments and Capital Expense	DD Adj	w/o \$250K					
	Sep 21	Jan-Sep 21	Jan-Sep 20	\$ Change	% Change	Annual Bdgt	75%
Ordinary Income/Expense							
Income							
Direct Public Support							
Gifts in Kind - Goods Rev	0	255	1,291	-1,036	-80%	0	0%
Total Direct Public Support	0	255	1,291	-1,036	-80%	0	0%
DONATIONS							
Donation Jar	0	0	356	-356	-100%	600	0%
Donations	6,134	80,467	74,431	6,036	8%	116,200	69%
Donations-Amazon Smile	0	1,246	858	388	45%	1,300	96%
Donations - Facebook	250	6,553	0	6,553	100%	12,000	55%
Donations/Vanco Svcs	1,255	3,580	3,425	155	5%	4,400	81%
Grants	0	0	0	0	0%	10,000	0%
Holiday Card	0	0	5,225	-5,225	-100%	24,000	0%
Memorial Funds	45	2,220	6,565	-4,345	-66%	7,000	32%
Sponsors	0	0	505	-505	-100%	500	0%
Spring Mailing	150	21,505	16,258	5,247	32%	23,000	94%
Summer Mailing	0	580	17,245	-16,665	-97%	23,000	3%
Total DONATIONS	7,834	116,151	124,868	-8,717	-7%	222,000	52%
FUNDRAISING INCOME							
April Match	0	4,655	6,370	-1,715	-27%	4,000	116%
Deb's Doodle's		0	2,999	-2,999	-100%		
Garage Sale	75	1,917	1,888	29	2%	1,000	192%
Holes for a Cause	0	4,581	1,300	3,281	252%		
June Match	0	0	4,380	-4,380	-100%	4,000	0%
Lands End food booth	0	1,911	0	1,911	100%		
Lemonade Stand	0	622	0	622	100%		
Paws for Pizza		0	223	-223	-100%		
Pet Walk	0	0	772	-772	-100%	1,000	0%
Ridgeway Farmers Market	750	750	0	750	100%		
Roof Fund		0	5,651	-5,651	-100%		
Rutting Bucks	0	680	580	100	17%		
FUNDRAISING INCOME - Other	0	35	0	35	100%		
Total FUNDRAISING INCOME	825	15,151	24,163	-9,012	-37%	10,000	152%
GENERAL/SHELTER INCOME							
Adoption Fees	1,525	17,340	17,876	-536	-3%	22,350	78%
County Humane Officer	0	15,000	15,000	0	0%	15,000	100%
Dog License	0	10,448	10,573	-125	-1%	10,600	99%
Gov Contracts 2019		0	1,050	-1,050	-100%		
Gov Contracts 2020	0	1,300	11,075	-9,775	-88%	1,000	130%
Gov Contracts 2021	525	11,500	0	11,500	100%	13,400	86%
Redemption Fees - Bailouts	145	1,330	1,198	132	11%	1,500	89%
Store purchase	0	142	145	-3	-2%	150	95%
Surrender Fees	0	2,674	2,858	-184	-6%	3,000	89%
Total GENERAL/SHELTER INCOME	2,195	59,734	59,775	-41	-0%	67,000	89%

ICHS Profit Loss with Adjustments and Capital Expense	DD Adj	w/o \$250K					
	Sep 21	Jan-Sep 21	Jan-Sep 20	\$ Change	% Change	Annual Bdg	75%
Government Grants							
Federal Grants	0	21,127	10,000	11,127	111%	21,000	101%
Total Government Grants	0	21,127	10,000	11,127	111%	21,000	101%
Interest Income	0	100	161	-61	-38%	350	28%
MEMBER							
Membership Dues	0	305	100	205	205%	100	305%
Total MEMBER	0	305	100	205	205%	100	305%
Rentals							
Personal Property Rent Revenue	0	14,400	4,500	9,900	220%	6,600	218%
Total Rentals	0	14,400	4,500	9,900	220%	6,600	218%
Total Income	10,854	227,222	224,858	2,364	1%	327,050	69%
Gross Profit	10,854	227,222	224,858	2,364	1%	327,050	69%
Expense							
BUILDING							
Building Repairs/Maintenance	0	1,979	1,353	626	46%	11,680	17%
Electricity	682	6,996	7,471	-474	-6%	11,000	64%
Insurance Building/Vehicles	0	2,276	2,112	164	8%	4,400	52%
Kennels		0	1,686	-1,686	-100%		
Mortgage Interest	1,321	10,466	16,214	-5,747	-35%	15,654	67%
Pest Control	40	360	320	40	13%	480	75%
Safety	0	226	240	-14	-6%	250	90%
Trash Removal	0	1,378	1,495	-117	-8%	2,300	60%
Water & Sewer	330	2,007	1,644	363	22%	3,000	67%
Total BUILDING	2,373	25,689	32,534	-6,845	-21%	48,765	53%
Business Expenses							
Business Registration Fees	0	0	23	-23	-100%	43	0%
Total Business Expenses	0	0	23	-23	-100%	43	0%
Contract Services							
Outside Contract Services	0	0	0	0	0%	2,000	0%
Total Contract Services	0	0	0	0	0%	2,000	0%
Finance Charges	0	28	28	0	0%	60	47%
FUNDRAISING							
Advertising	17	17	86	-68	-80%	500	3%
Copies/Printing	0	1,368	3,830	-2,462	-64%	3,700	37%
Fundraising Other	0	0	0	0	0%	3,500	0%
Garage Sale	0	15	0	15	100%		
Lands' End Food Booth	0	318	0	318	100%		
Postage-Fundraising	0	832	1,851	-1,018	-55%	1,900	44%
Ridgeway Farmers Market	218	218	0	218	100%		
Total FUNDRAISING	236	2,768	5,766	-2,998	-52%	9,600	29%
GENERAL/SHELTER EXPENSES							
Accounting	85	560	261	299	115%	500	112%
Advertising/Promotions	0	0	319	-319	-100%	500	0%
Association Memberships	0	339	260	79	30%	260	130%

ICHS Profit Loss with Adjustments and Capital Expense	DD Adj	w/o \$250K					
	Sep 21	Jan-Sep 21	Jan-Sep 20	\$ Change	% Change	Annual Bdgt	75%
Bachner Land Contract Interest	0	360	540	-180	-33%	360	100%
Bank Service Fees	105	873	758	116	15%	990	88%
Cleaning Supplies	46	236	596	-361	-61%	1,000	24%
Computer Service	40	1,146	1,886	-740	-39%	1,250	92%
Copies/Printing	0	0	18	-18	-100%	50	0%
Culligan Water	0	21	54	-33	-62%	70	30%
Humane Officer	1,050	1,200	42	1,158	2,773%	10,000	12%
Insurance-Employees / D&O	0	375	395	-20	-5%	800	47%
Insurance-Worker's Comp	-624	633	2,383	-1,750	-73%	1,800	35%
Iowa County Loan Interest	0	0	978	-978	-100%		
Kennel Supplies	0	34	712	-678	-95%	800	4%
Mileage Reimbursement	0	14	471	-457	-97%	400	3%
Office Equipment Purchases	0	554	728	-174	-24%	750	74%
Office Printer supplies	0	0	126	-126	-100%	200	0%
Office Supplies	0	0	848	-848	-100%	1,450	0%
PayPal Fee	-4	84	252	-167	-66%	450	19%
Permits/Gov't Fees	128	128	128	0	0%	128	100%
Petty Cash	0	0	0	0	0%		
Phone/Internet	136	1,225	1,229	-4	-0%	2,000	61%
Postage	55	408	442	-34	-8%	600	68%
Professional Services-Attorney	0	490	0	490	100%		
Repairs/Maintenance	0	1,512	832	680	82%	1,500	101%
SBA Loan Interest	0	2,729	0	2,729	100%	2,136	128%
Shelter Expenses	90	1,362	2,483	-1,121	-45%	3,239	42%
Staff Gathering	0	0	0	0	0%		
Staff Training	0	500	58	442	762%		
Vanco Fees	91	499	375	124	33%	500	100%
Vehicle/Gas Expense	90	793	60	733	1,221%	60	1321%
Total GENERAL/SHELTER EXPENSE	1,288	16,075	17,235	-1,160	-7%	31,793	51%
KENNEL - CATS							
Cat Food	340	1,487	1,304	182	14%	2,000	74%
Crates/Housing	0	36	0	36	100%		
Litter	0	255	462	-207	-45%	750	34%
Medical Supplies	0	605	1,059	-454	-43%	1,200	50%
Medicine	1,302	3,523	2,767	756	27%	3,500	101%
Vaccinations	0	244	243	1	1%	750	33%
Veterinary Expenses	2,023	17,312	19,302	-1,990	-10%	29,800	58%
Total KENNEL - CATS	3,665	23,462	25,136	-1,674	-7%	38,000	62%
KENNEL - DOGS							
Dog Food	0	172	361	-189	-52%	500	34%
Medical Supplies	90	124	164	-41	-25%	400	31%
Medicine - Dogs	534	882	991	-109	-11%	1,500	59%
MOD Squad	0	0	300	-300	-100%	1,000	0%
Vaccinations - Dogs	3	142	88	54	62%	120	118%
Veterinary Expenses - Dogs	430	3,205	6,222	-3,017	-48%	8,480	38%
Total KENNEL - DOGS	1,057	4,525	8,126	-3,601	-44%	12,000	38%

ICHS Profit Loss with Adjustments and Capital Expense	DD Adj	w/o \$250K					
	Sep 21	Jan-Sep 21	Jan-Sep 20	\$ Change	% Change	Annual Bdgt	75%
OUTREACH							
Misc. Outreach Supplies	0	96	0	96	100%	0	
Total OUTREACH	0	96	0	96	100%	0	
PAYROLL EXPENSES							
Payroll Expenses	12,139	98,902	80,994	17,909	22%	164,399	60%
PAYROLL EXPENSES - Other	0	0	-60	60	100%		
Wi Unemploy Insurance Tax	0	0	0	0	100%		
Total PAYROLL EXPENSES	12,139	98,902	80,934	17,969	22%	164,399	60%
Total Expense	20,758	171,545	169,782	1,763	1%	306,660	56%
Net Ordinary Income	(9,903)	55,677	55,076	601	1%	20,390	273%
Net Income	-9,903	55,677	55,076	601	1%	20,390	273%
Capital Expenses	8,320	8,320	59,500	-51,180	-86%	8,320	100%
Net Income minus Capital Expenses	(18,223)	47,358	(4,424)	51,781	1,171%	12,070	392%
Cat Care Days	2,895	19,337	17,452	1,885	11%		
Dog Care Days	110	936	1,642	(706)	-43%		
Total Care Days	3,005	20,272	19,094	1,178	6%		
Cats Incoming	21	232	279	(47)	-17%		
Dogs Incoming	5	58	73	(15)	-21%		
Total Incoming	26	290	352	(62)	-18%		
Cats Outgoing	21	189	269	(80)	-30%		
Dogs Outgoing	6	69	76	(7)	-9%		
Total Outgoing	27	258	345	(87)	-25%		
Animals in Care at end of period	106	106	87	19	22%		

*DD Adjustment: Removed Direct Deposit entry on 9/30/2021 for 10/1/2021 paychecks
Removed \$250,000 Bequest in 2020 to normalize the year*