



# 2017 ANNUAL REPORT



# FROM THE PRESIDENT OF THE BOARD



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As I look back on my first full year as Pets In Need's President, I am proud of the strides we have made. John Lockton, our previous President, handed me the reins of an organization in excellent shape and prepared to achieve new heights. It is a tremendous honor and privilege to help PIN realize its vision of a world in which every adoptable animal finds a great home and the killing of animals in public shelters ends.

Our accomplishments result from the great work by our staff, volunteers, and foster parents from the surrounding communities. Every time I visit the shelter, I am energized by the enthusiastic volunteers who give generously of their time to leverage our staff's efforts and enrich the lives of our four-legged residents. Our foster parents play a crucial role by expanding our capacity to allow us to save more animals.

We are increasing our engagement with the local community, improving the lives of animals and humans alike. Our very successful youth education programs fill up quickly and have many repeat customers. We are taking advantage of our Silicon Valley location to engage with progressive, community-minded local companies in innovative ways. Please check out our greatly improved website and follow us on Facebook,

Twitter, and Instagram if you don't already. These advances have been initiated and implemented by our creative, hard-working staff, who passionately seek new and better ways to accomplish our mission.

PIN has a beautiful facility, but any facility has capacity limitations. We are working hard on innovative solutions to save more animals. We hope to make significant progress in this area during this fiscal year - stay tuned for exciting developments!

Most of all, I continue to be grateful for the tremendous generosity of our donors. They are the ones who make PIN possible. It is a great pleasure to be able to meet so many of you and thank you in person for your continued generous support. Rest assured that you are making a tremendous difference in the lives of a great many dogs and cats, and in the lives of the loving families who welcome them into their homes.

Sincerely,

Rob Kalman  
Board President

# FROM THE EXECUTIVE DIRECTOR

In many ways, this past fiscal year was the best year I have experienced since I had the good fortune to become Executive Director of Pets In Need. Last year, we established a wildly popular humane education program, we initiated a transport program with a partner shelter in Tucson, Arizona, and we generated the second largest number of gifts in the fifty-two-year history of the organization. Most importantly, we completed 788 adoptions, an increase of 100 over the previous year and the largest number of adoptions we have had at Pets In Need in eleven years.

But FY 2017 also had its sad moments for me. Earlier this year, my wife and I had to say goodbye to our precious white-haired angel, Q-tip (she's the beautiful face staring out at you on the cover of this report). We talk to prospective adopters all the time about the joy that animals can bring to families. Little Q exemplified that ideal to my family more than any other animal I have ever had in my life. I like to think that she also helped me understand how important our work and our mission is and how fortunate we are to be able to give families an opportunity to give and get the kind of unconditional love my family received in the short time Q-tip was in our lives.

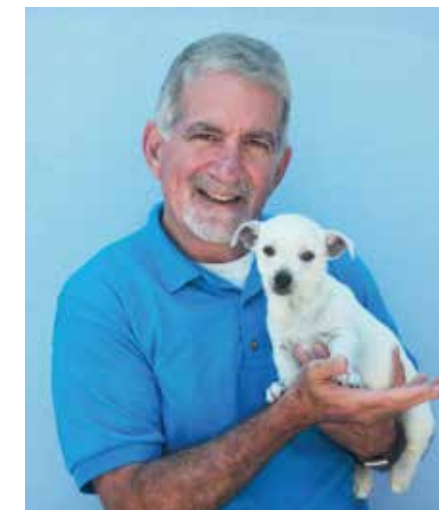
By the time you read this report we will be forging ahead with our

goals and objectives for FY 2018 and beyond. As proud as we are of the growth we have experienced over the past few years, we know that we have much more to do. It is estimated that more than 3 million adoptable animals die each year in shelters across the country; more than 500,000 of those die in shelters in California. Since 1965, Pets In Need has been at the forefront of the effort to save the lives of innocent, neglected and abandoned animals and we are committed to continuing that noble cause and proud tradition.

Pets In Need does not receive any funding from government entities, so we are particularly grateful to you and everyone else who provides the financial support we rely on to care for the animals we rescue. If you contributed to Pets In Need this past year, I hope that you will look at your gift as a life-saving investment in a worthwhile cause. With your continued support and the support of others who believe in our no-kill mission, Pets In Need will continue to be the voice for those unable to speak for themselves.

Gratefully yours,

Al Mollica  
Executive Director



## MANAGEMENT STAFF

Alexandra Baggs  
Marsa Hollander  
Randi Kortvely  
Al Mollica  
Charlotte Rubin  
Patty Santana

# THE HEART OF IT ALL: SAVING MORE LIVES

In any given year, we have a lot to be proud of. Lives are saved, and animals are finding new families to love and cherish them. This year was a particularly amazing year to be part of the Pets In Need team – we adopted out more animals than we have in the past decade.

And while the number of adoptions is a great way to measure our success, we are also proud of the quality of adoptions we made this year. Nearly every long-timer in our shelter was adopted, including some animals that were with us for more than two years...like the faces you see here.



**SOPHIE**  
4 years



**TAD**  
3 years



**PRADA**  
2 years



**DAISY**  
4 years



**EDMOND**  
7 years

**788**  
ADOPTIONS

**42**  
LONG-TIMERS  
ADOPTED

2017  
788 ADOPTIONS

2016  
685 ADOPTIONS

2015  
517 ADOPTIONS

2014  
415 ADOPTIONS

2013  
373 ADOPTIONS

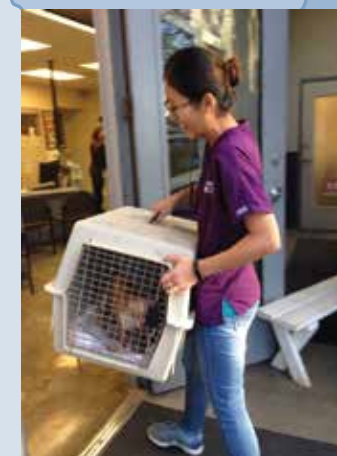
## TRANSPORT PROGRAM

Last fiscal year, we created a new program aimed at saving the lives of common-breed dogs. Our new Transport Program is focused on transporting Chihuahuas and Chihuahua mixes to no-kill shelters in areas of the country where they are in high demand, but low supply. In California, Chihuahuas are extremely common in shelters, and tend to have a harder time finding homes because of the pervasiveness of the breed and stereotypes about their temperaments.

Our Transport Program began with a trip to a no-kill shelter in Tucson, Arizona, the Humane Society of Southern Arizona. At this particular shelter, there were many people

looking for small dogs. We made the two-day journey with seven of our longest-term Chihuahua mixes, who had been in our shelter anywhere from six months to two years. We are happy to report that all seven of our dogs found forever homes within weeks of arriving.

We plan to continue this lifesaving program in the future by establishing relationships with more shelters who have a high demand for the kinds of dogs we often find in public shelters in California. We want to make sure the dogs we rescue end up in a loving, forever home—even if it means traveling to another state to make that match happen.





# HUMANE EDUCATION

Last year marked the beginning of our brand new Humane Education Program that allows kids ranging from 9 to 17 years old to learn about caring for animals. We are excited to be able to offer our educational programs to future pet owners.

# HOW VOLUNTEERS MADE ALL THE DIFFERENCE

Volunteers are the lifeblood of our organization. They assist in every aspect of our shelter – from working with our adoptable animals to socialize and exercise them, to assisting our medical team, to planning and managing events, to fostering our underage and special needs animals. Without our dedicated volunteers, we could not do the work we do everyday to care for the hundreds of animals that come through our doors.

We are so grateful to our volunteers for all they do to help us save lives and find forever homes for our four-legged friends.



# JUST A FEW OF OUR VOLUNTEER POSITIONS

**47**  
KIDS AND TEENS PARTICIPATED IN HUMANE EDUCATION PROGRAMS



**Foster volunteers** like Barbara make sure our underage puppies and kittens are cared for and socialized until they are old enough to find forever homes.



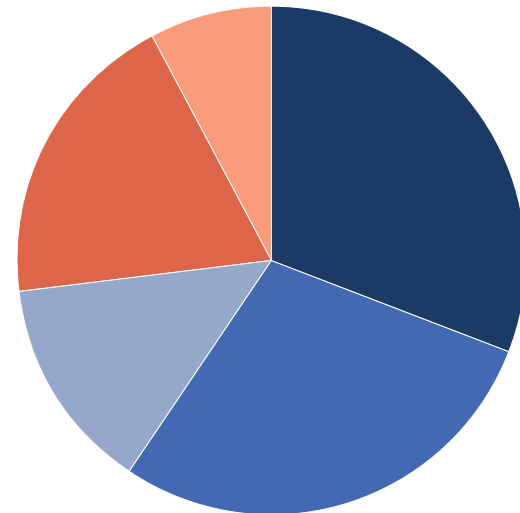
**Dog walkers and mentors** like Theresa work with our shy and long-stay dogs to bring them out of their shells.



**Medical volunteers** like Moira help our medical department give treatments to shelter animals and prep them for spay/neuter surgeries.

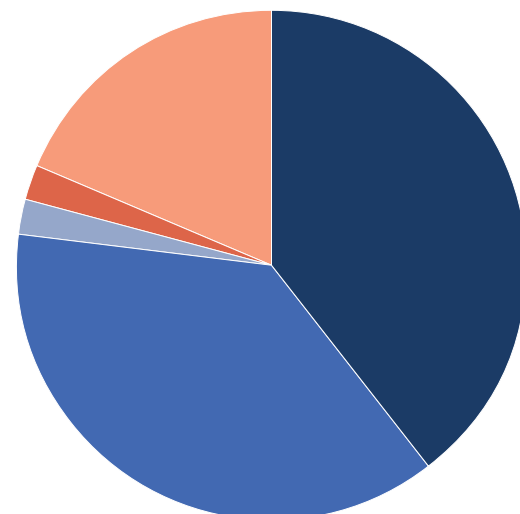
# FINANCIALS IN FY 2017

## EXPENSES



- **Animal Care**  
\$661,442
- **Medical Care**  
\$612,591
- **Adoptions**  
\$291,942
- **Management & General**  
\$408,350
- **Fundraising**  
\$164,286
- Total: \$2,138,611**

## REVENUE



- **Fundraising**  
\$1,340,652
- **Bequests**  
\$1,266,110
- **Adoptions**  
\$83,308
- **Program Fees**  
\$73,709
- **Investment Income**  
\$622,424
- Total without Investment Income:**  
**\$2,763,779**
- Total with Investment Income:**  
**\$3,386,203**

## DONORS IN FY 2017

### \$10,000 AND ABOVE

Acton Family Fund  
Boris S. Baranoff Trust  
Barbara Johnson Trust  
Stephan and Helga Bernhardt  
Kerry Boyd  
Dunn Family  
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Leesa Gidaro  
Georges Harik  
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Rob and LuAnne Kalman  
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Patricia McGinnis  
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Norman and Dorothy Living Trust  
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Amy Woolfe

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Edward and Joyce Drake  
Jim and Judy Duport  
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Rbt Exiled  
Facebook Farmers Market  
Christopher and Beth Fenwick  
Pamela D. Ferris  
John and Madeline Flynn  
Forgiving Paws  
Mary E. Forseth  
Cheryl Friedman  
Claudia Fry  
Dave and Jill Galiotto  
Genentech Employee Giving Program  
Brian Gifford and Robyn Kaplan  
Girl Scouts Northern California Troop #62486  
Sharon Gray  
Clifford Haas  
Tim and Judith Hachman  
Gali Hagel  
John Hagel  
John and Barbara Hughes  
IBM Employee Service Center  
Intel Corporation  
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Joan Keil  
Thomas and La Verne Kiefer  
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Eric Lutkin

Virginia and Jim Lyons  
Maddie's Fund  
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Tobi Mason  
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Spring Down  
Equestrian Center  
Summa Peto Foundation  
The Flora Family Foundation  
Thelma Doelger Trust  
For Animals 1998  
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Alyssa Umsawasdi  
United American Bank  
United Way of Metropolitan Chicago  
Renee Van Dieen  
Wendy Van Vleet  
Leonard and Jeanne B. Ware  
Barlow Weaver  
Sally Weir  
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Carol Wexler  
Thomas and Kathy Wiggins  
Cole and Grace Wilbur

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Richard and Valerie Weld  
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Thomas and Kathy Wiggins  
Cole and Grace Wilbur

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Lee Anna Ali  
Ross Allen  
Matthew and Marcia Allen  
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Fang-Ching A'Neals  
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Mary Ann Shiota  
Bruce and Suzanne Antink  
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