

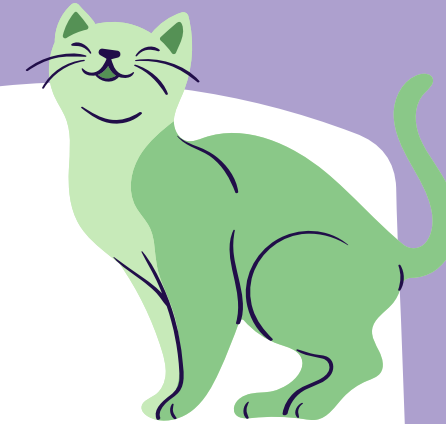


Open Session BOD

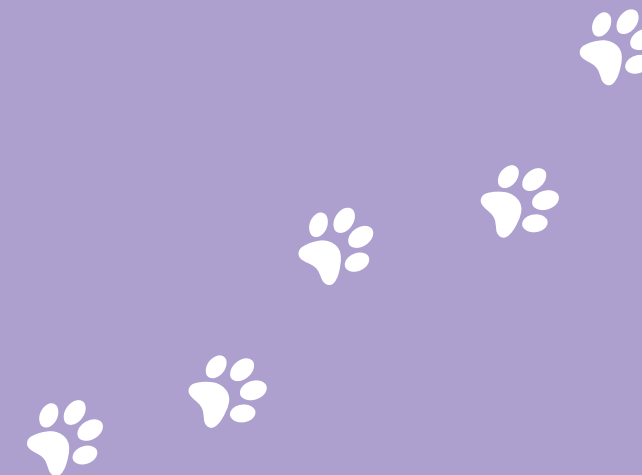
Meeting – Q4-2026



AGENDA



- Ops Presentation - Dallas Butterfield
- Committee Updates
 - New Shelter – Vicki Shapleton
 - Finance – Craig Brogden
 - Community Outreach – Anna Ranieri
 - Fundraising – Nicky Deome
- Open Discussion & Public Comment



October 2026

In Care Specifics:
As of Tuesday 10/20/2026

- **Current Total In Care Count: 273**

- Current Total In Foster Count: 224
- Current Total In Shelter Count: 38
- Current Total Offsite Location Count: 11

- **All In Care Status Count: 273**

- *Current Total Available: 79
- *Current Total Pending: 160
- Current Total Medical Treatment: 33
- Current Total Not Available: 1

*Available includes the following: "Available and Post-Op"

*Pending includes the following: "Status Pending, Awaiting Spay/Neuter, Awaiting other surgery, Awaiting Dental, and Foster to Adopt"

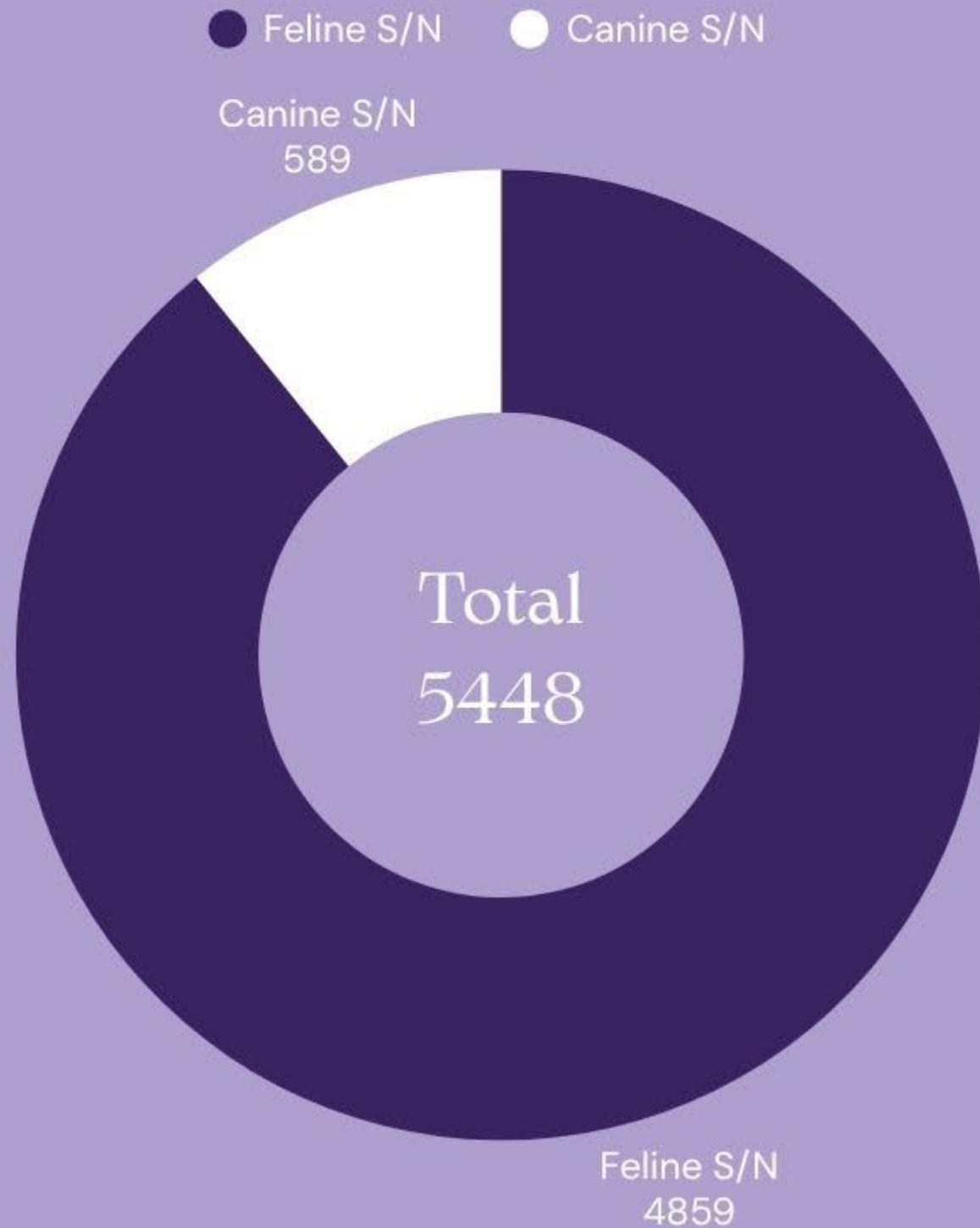
*Fospice



Clinic Statistics so far in 2026

Through September 2026

Spay/Neuters so far in 2026



Dentals so far in 2026

140

Vaccine Clinic Appointment so far in 2026

844

Updates

Clear the Shelters & ASPCA Rescue Effect

- Clear the Shelters campaign all of August!
- ASPCA Rescue Effect free adoption weekends:

August 8th-9th & 15th-16th

September 12th-13th & 19th-20th

October 10th-11th & 17th-18th



VetSource

- We now have our own online pharmacy that allows us to recommend products to clients and finds them the best deals!

Care Credit

- We are now offering Care Credit!

Trupanion

- We are now able to offer 30 days of pet insurance free for every cat or kitten adopted from us, no strings attached!

Deposits

- We are now taking deposits for all dentals & dog surgeries
- \$50 deposit that goes towards the final cost of the surgery
- Refundable if cancelled or rescheduled at least 72 hours before the appointment

How can you help most right now?

- Free Feral Day Funding Donations!



Some Adoption Updates!

Dal & Tal:

"Hey there good evening I received a call from Lois I believe her name was at animal outreach today. I left a voice message. These two turkeys are happy and healthy we haven't had any relapses of the respiratory infections. They continue to be joyful loving members of our household enriching everyone's lives with their kitten antics 🍷"



Beans

"He's doing great 😊 we are still working on his timid nature but he is doing really well with my other cats (also from AO). I call him Zieke (like Zeke). He has bonded really well with Purcy in particular. He has really completed my cat family 🍷 he's my little ham 🍷 he enjoys the cat window seats I have and is there every morning watching the birds."





Some Adoption Updates!



Adopted by the nicest man who lost his cat and wanted to find a cat who had lost their person.

Curious!

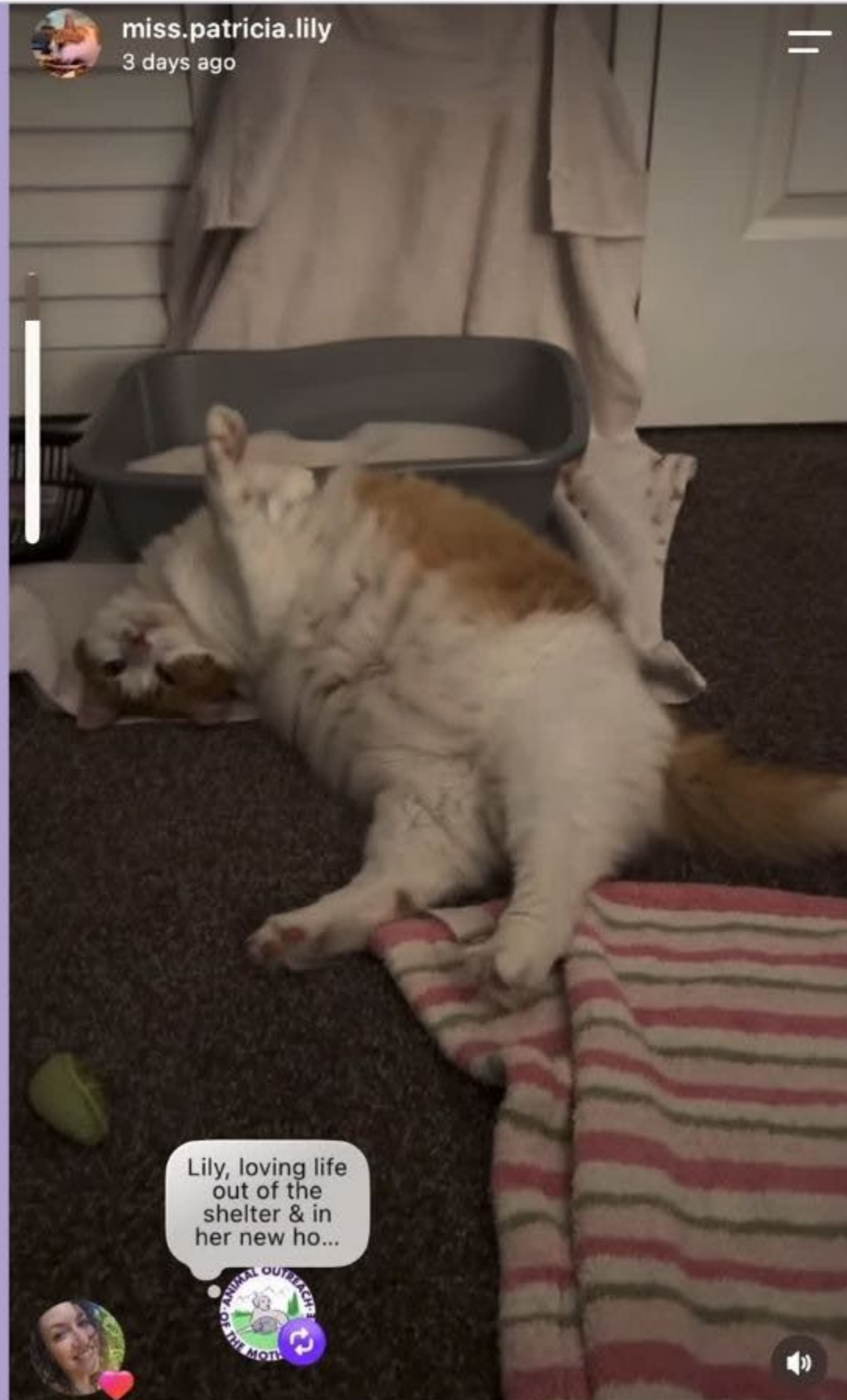


"This baby has filled a hole in my heart I didn't even know I had."





Some Adoption Updates!



Lily_(Mom)
Our longest resident
ADOPTED after 398
days!

She has her own
Instagram now!



Trout (Biscuits)

This boy was being fed for a couple years at a school by a teacher. She was retiring and wanted to make sure he was cared for so asked a local trapper for resources. She scanned him for a chip, and it was an AO chip. We took him back. He was here for a bit and got a dental. The teacher kept thinking about him and came in and adopted him herself and left a donation for us helping him!

“He is doing well, took awhile for my cat to learn to share, he loved being the only cat. Biscuits eats well, plays, wants to go outside so bad. Will be getting a catio soon.”



COMMITTEE UPDATES



NEW SHELTER COMMITTEE



Animal Outreach New Shelter Update

- **Demolition:** Interior demolition is complete.
- **Permits:** Construction documents and site plans have been submitted to El Dorado County for permitting. **Planning review complete.** Building now reviewing plans.
- **Construction Start:** Planned for November 2026, pending permits.
- **Next Construction Steps:** First work will be installing fire sprinklers and installing new sewer line.
- **Anticipated Opening Summer 2027!**

This expanded facility will help us care for more animals and serve our community better.



NEW SHELTER COMMITTEE

Year to Date - Grants and Funding Status

FUNDING SOURCE	# Donations YTD	FUNDS SECURED	STATUS
Individual Donations	296	\$112,538	
Fundraising Events		\$12,305	
Big Day of Giving		\$30,145	
Founding Partner Campaign			
Room Naming Donations	11	\$180,000	
Journey Home Pet Suites	3	\$6,000	
Paws on our Hearts Photo Tile	5	\$1,475	
Founders Walk Brick	19	\$2,820	
Grants	10	\$84,398	25 Grants Submitted, 91 LOI's Submitted
TOTAL FUNDING	344	\$429,581	



NEW SHELTER COMMITTEE

We're so excited we couldn't wait to share our new home with you!



You're INVITED!

**PRE-CONSTRUCTION
OPEN HOUSE**

Get a sneak peek at our new home!

**NOVEMBER 13, 1-4PM
NOVEMBER 14, 11-2PM**

STOP BY ANYTIME!

**SELF-GUIDED
TOUR**

See a preview of
our new shelter.

**FREE FOOD
AND DRINKS!**

Enjoy some
treats while you visit.

 **6048 Enterprise Drive, Diamond Springs**



Treasurer's Report

Financial results through September 2026

REVENUE PERFORMANCE

Fundraising remains the primary revenue challenge. The budget includes an aggressive goal needed to produce a near-balanced plan, and year-to-date receipts remain below that target. Clinic and surgery revenue also remains below plan, because procedure volume is lower than anticipated. Adoption revenue continues to trail budget. Strong donations, prescription product sales, and the release of deferred building-fund revenue partially offset these shortfalls.

EXPENSE PERFORMANCE

Year-to-date expenses are modestly above budget, driven mainly by supplies and outside services. These costs include building-related expenditures, the bookkeeping service engaged this year, and CPA fees for the financial statement review. Payroll remains favorable year to date. September expenses were below budget and produced a monthly surplus despite revenue finishing slightly under plan.

OUTLOOK

September generated a \$13,052 surplus and narrowed the year-to-date deficit to \$37,938. Fundraising and program revenue remain the primary concerns, while lower payroll and other expense savings have limited the overall shortfall.

Detailed monthly and year-to-date results follow.

\$37.9K

year-to-date deficit

BUDGETED RESULT

\$11.3K surplus

PRIMARY OPERATING ISSUE

Fundraising and program revenue remain below the levels assumed in the budget.

Operating Revenue and Expense Flow

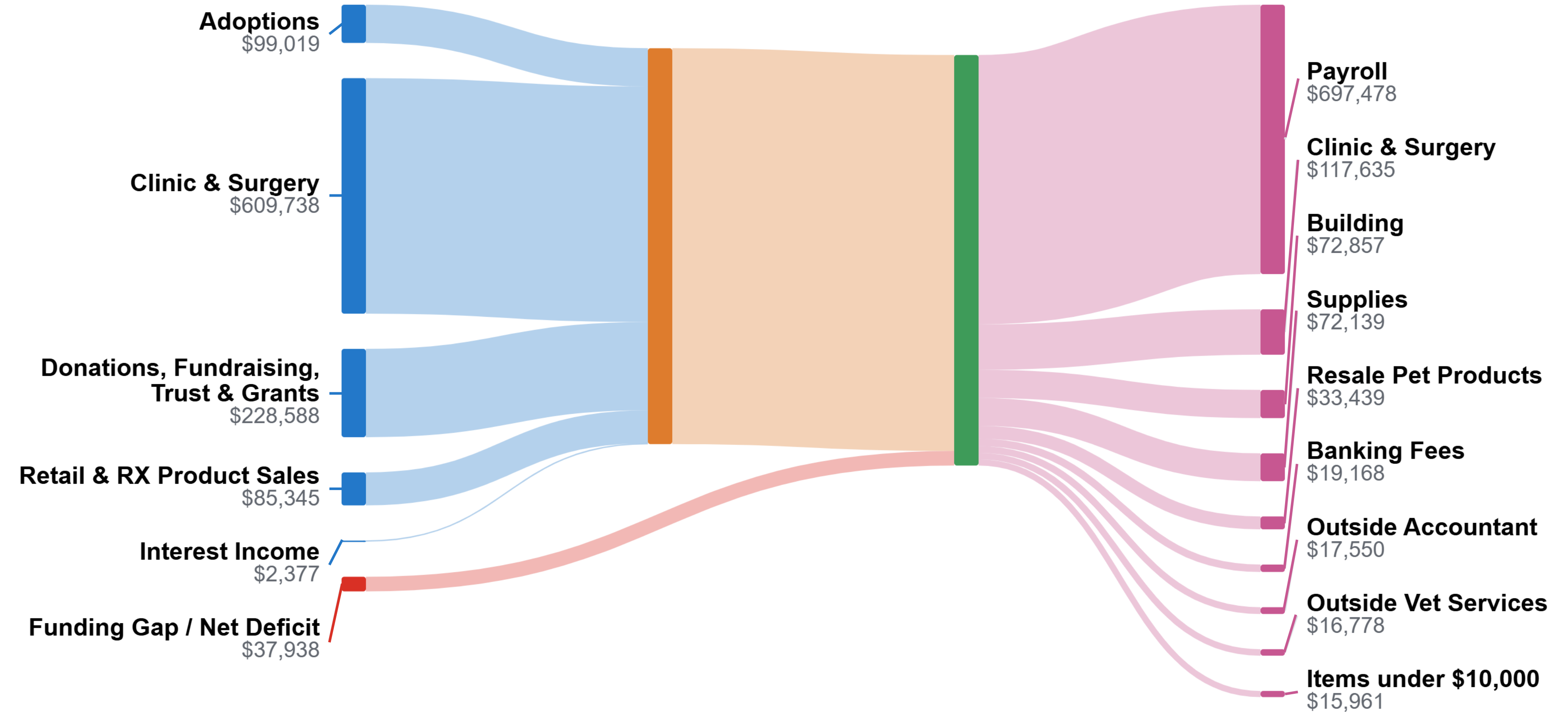
Through September 2026

Total Revenue

\$1,025,067

Total Expenses

\$1,063,005



Statement of Activity

Through September 2026

	Sep 2026			Total YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Adoptions	\$ 9,754	\$ 13,333	\$ (3,579) ↓	\$ 99,019	\$ 120,000	\$ (20,981) ↓
Clinic & Surgery	69,909	73,333	(3,424) ↓	609,738	660,000	(50,262) ↓
Donations, Grants, and	25,125	23,167	1,958 ↑	228,588	208,500	20,088 ↑
Product Sales	8,554	8,333	221 ↑	85,345	75,000	10,345 ↑
Other Income	256	333	(77) ↓	2,377	3,000	(623) ↓
Total Revenue	\$ 113,598	\$ 118,500	\$ (4,902) ↓	\$ 1,025,067	\$ 1,066,500	\$ (41,433) ↓
Payroll	\$ 69,099	\$ 80,258	\$ 11,160 ↓	\$ 697,478	\$ 722,325	\$ 24,847 ↓
Clinic & Surgery	12,099	11,917	(182) ↑	117,635	107,250	(10,385) ↑
Building	6,707	8,992	2,284 ↓	72,857	80,925	8,068 ↓
Supplies	4,159	5,833	1,675 ↓	72,139	52,500	(19,639) ↑
Resale Pet Products	-	3,750	3,750 ↓	33,439	33,750	311 ↓
Outside Vet Services	2,134	2,333	199 ↓	19,168	21,000	1,832 ↓
Outside Accountant	2,000	-	(2,000) ↑	17,550	-	(17,550) ↑
Other	4,348	3,917	(431) ↑	32,740	37,500	4,760 ↓
Total Expenditures	\$ 100,546	\$ 117,000	\$ 16,454 ↓	\$ 1,063,005	\$ 1,055,250	\$ (7,755) ↑
Net Revenue	\$ 13,052	\$ 1,500	\$ 11,552 ↑	\$ (37,938)	\$ 11,250	\$ (49,188) ↓



Statement of Activity (New Building)

Through September 2026

	Sep 2026 Actual	Total YTD Actual
Rental Income	-	36,586
Interest	5,661	48,529
Insurance	334	3,561
Property Tax	-	8,178
Utilities	2,606	7,668
Total Expenditures	8,600	67,935
Net Revenue	(8,600)	(31,350)
Loan Balance	1,104,906	1,120,000
Principal Payment	(1,580)	(16,674)
Ending Balance	1,103,326	1,103,326
Cash Flow	(10,180)	(48,024)



Statement of Cash Flows

Through September 2026

	Sep 2026 Actual
OPERATING ACTIVITIES	
Net Revenue - Operations	\$ (37,938)
Net Revenue - New Building	(31,350)
Adjustments to reconcile cash provided by operations:	
Unpaid Liabilities / Unreceived Accounts	42,417
Unearned Revenue	104,207
Net cash provided by (used by) operating activities	77,336
INVESTING ACTIVITIES	
Construction in Progress	(155,664)
Net cash provided by (used by) investing activities	(155,664)
FINANCING ACTIVITIES	
Columbia Bank Loan	(16,676)
Net cash provided by (used by) financing activities	(16,676)
NET CASH INCREASE FOR PERIOD	(95,004)
Cash at beginning of period	1,125,030
Cash at end of period	\$ 1,030,026



Our Commitment to Responsible Stewardship

- 100% of funds support our mission, programs, and necessary operations
- No excess funds are distributed to individuals or outside parties
- Board members are volunteers and receive no compensation
- Reimbursements are limited to approved, documented mission expenses
- No vehicles, housing, or personal perks are provided
- Employees and vendors are paid only for legitimate organization-related work
- Restricted donations and grants are used only for their designated purposes
- Full annual financial statement review conducted by a CPA firm
- Annual reports and federal tax filings are available to the public



COMMUNITY OUTREACH COMMITTEE

Unhoused-Food Scare Program-

- This year we have distributed over 3300 pounds of pet food and supplies to our unhoused/food scare communities.
- We have covered 6 dog spay-neuter surgeries!
- Starting November 16th-we will launch our annual Cookies for a Cause. We will sell 40 plates at \$30 each. Pickup: 12/14 and 12/21 3-5pm.
- Quick Quack Fundraiser going through November 20.



Community Outreach Committee

- **Events Attended This Quarter:** Cameron Park Rotary, National Night Out at Rescue FD, El Dorado Funeral and Cremation Rescue Event, Automotive Excellence Auto Show.
- **Future Events in 2026:** Pinewood Truck-or-Treat (10/30), Placerville Holiday Parade (12/6), Ponderosa High School work-day (10/31 or 11/13)
- **Save the Date:** Volunteer appreciation dinner-January 10th 5-8.



FUNDRAISING COMMITTEE

A Strong Year of Fundraising & Community Engagement

This past year, we continued to expand our fundraising opportunities and give supporters a variety of ways to have fun while supporting Animal Outreach

- Pins 4 Paws Bowling Fundraiser
- 3 Bingo Events with our last of 2026 on November 15th
- Boot Scoot Scavenger Hunt in Placerville
- Fall Fundraiser Brunch was a hit!



FUNDRAISING COMMITTEE

Looking Ahead

Last BINGO of 2026 on Nov. 15 at The Shingle Springs Community Center from 5:30-7:30

Pins 4 Paws Repeat on January 24th at The Apex from 10 – 1pm

Possible Murder Mystery at The Extraordinary Camino Hotel on Feb. 6th

BINGO on February 21st, April 11, August 22 and November 14, 2027

Sunday Funday in Coloma Park on March 21 ~ Ice Cream, Bounce House, Face Painting, Animals on-site & more!

Evening Masquerade in October

Brunch Fundraiser in Spring of 2028



OPEN DISCUSSION

Any questions?



animaloutreach.net

Thank You!



animaloutreach.net

