

PAWSITIVITY SERVICE DOGS
ANNUAL REPORT
AND BUDGET 2021



Pawsitivity Service Dogs

Tel (651) 321-DOGS
501(c)(3) EIN 47-1446634

197 Griggs St. N.
St. Paul, MN 55104

<https://www.pawsitivityservicedogs.com>
mail@pawsitivityservicedogs.com

LETTER FROM THE EXECUTIVE DIRECTOR

Dear Pawsitivity supporters,

Despite 2021's challenges, Pawsitivity has done great things this year, and we couldn't have done them without your support.

2 SERVICE DOGS + 1 CLASSROOM THERAPY DOG TRAINED FREE OF CHARGE. Because of Daniel Maltz's generous 2020 donation, given to "support the training of service dogs or to provide financial assistance for individuals who lack the funds to acquire a service dog," Pawsitivity chose to train two service dogs and one classroom therapy dog free of charge.

4 PUPPIES. Continuing our pilot program, Pawsitivity is training four puppies as service dog candidates.

1 NEW ACCREDITATION. After a lengthy process, Pawsitivity received accreditation from the Association of Service Dog Providers for Military Veterans, which means that when we train a dog for a veteran, the veteran can now bring that dog to all VA hospitals.

The budget for 2022 dedicates a salary of \$31,400 for staff member Julie Coleman. Thank you for your continued support!

Tom Coleman (he/him/his)
Executive Director



As part of the accreditation process for the Association of Service Dog Providers for Military Veterans, Pawsitivity recipient Peter Bannon testified, “I trained with Pawsitivity Service Dogs in 2019 and received the trained service dog, Daniel, an adult black Labrador Retriever, to partner with in support of my PTSD received during combat in my service with the U.S. Army during OIF I and OEF VII.

Pawsitivity not only trained Daniel to meet my needs but trained me as well to work with Daniel, communicate with him, understand my rights and be a responsible and proactive service animal owner. Pawsitivity embodies all of the seven Army core values; especially honor, integrity and selfless service. They are some of the kindest, hardworking and generous folks I have ever had the pleasure of spending time with.

I enthusiastically recommend the 501(c)(3) nonprofit Pawsitivity Service Dogs to veterans who need a service dog.”

— Decorated Army combat veteran Peter Bannon



2021 AT A GLANCE

TOTAL AMOUNT RAISED

\$156 K

SERVICE DOGS AND
CLASSROOM THERAPY DOGS
TRAINED

3

PUPPIES BEING TRAINED

4

PERCENT SPENT ON
PROGRAMS

86.05%



SPECIAL DONATION

TOMMY

Tom and Dana Kennelly of the JA Wedum Foundation donated a recurring \$5,000 gift designated for training a service dog for a veteran.

This year's \$5,000 donation will be rolled over to 2022 and combined to train English Golden Retriever Tommy in honor of Tom, who is a combat veteran.



TRANSPARENCY AND ACCOUNTABILITY

CPA REVIEW

For the sixth straight year, Pawsitivity's financials have been reviewed by CPA Stewart R. Curtis of the MHA Tax Group, who noted during the review that "the financials are in good order and straightforward."

CHARITIES REVIEW COUNCIL APPROVAL

Pawsitivity once again earned the Charities Review Council seal of approval.

GUIDESTAR PLATINUM

Once again, Pawsitivity has earned Guidestar's Platinum status, which includes new reporting requirements.

IMPACT EVALUATION

As a leader in the service dog nonprofit community, Pawsitivity's independent, third-party Impact Evaluation is inspiring other charities to achieve the same standard. Pawsitivity is one of the few U.S. service dog organizations to have this kind of evaluation done in order to ensure that your donation is making an impact.

EMERGENCY VETERINARY FUND

When combat veteran Blake Luquette needed emergency veterinary funds for his service dog, Duncan, Blake turned to Pawsitivity.

Pawsitivity dedicated \$1,000 to keep service dog Duncan safe and healthy. Pawsitivity also worked with Blake to keep Duncan trained and accredited.



Note: This year, we worked with three adult clients who owned their own dogs. We worked with two of them to train their dogs to become service dogs and one to become a classroom therapy dog. This procedure freed up physical space at Pawsitivity for the four dogs that we are raising and training from puppies.

ELI

Service dog Eli graduated with his handler in the spring of 2021 (free of charge) and is now assisting his handler, who suffered burns on 90% of her body when she was a child.



ROMAN

Service dog Roman graduated in 2021 (free of charge) and is now assisting his handler, who is blind in one eye.

Roman's handler is the daughter of a U.S. military veteran.



DUNCAN

When Hamline University needed a classroom therapy dog, they turned to Pawsitivity. We trained Dr. Mark Berkson and his dog, Duncan, to work as a therapy dog team (free of charge) to provide comfort and support during the re-opening of in-person classes after the 2019–2020 Covid-19 emergency.





PILOT PUPPY PROGRAM

WINSTON, SUNSHINE, GOOSE, AND TOMMY

Four future Pawsitivity service dogs!

We are continuing our puppy program with great success. We usually work with rescue dogs, but we are currently working on raising and training four Golden Retrievers from puppies, who are now various ages. Due to the Covid epidemic, during which so many people adopted shelter dogs that available rescue dogs were often in short supply, we pivoted in our approach, which is part of the reason we are currently working with puppies.

EDUCATIONAL OUTREACH

With the loosening of Covid-19 restrictions, Pawsitivity was able to do in-person presentations again this year. We brought two dogs to meet with a team of pediatric medical residents from the University of Minnesota, and another dog visited undergraduates at Hamline University.



CONTINUING EDUCATION

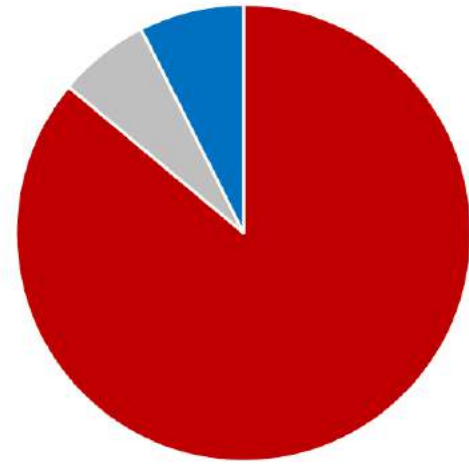
Pawsitivity staff continues to learn as well as teach. This year's continuing education was a week-long Animal Assisted Play Therapy® workshop with dogs and horses. There was also a lengthy online portion to the course, as well as a number of reading materials.



FINANCIAL SUMMARY

Pawsitivity's program expenses were an outstanding 86.05%, which is considered an "A" rating (the highest rating available) by CharityWatch.

Pawsitivity Expenses, as of 12/31/2021



■ Program Expenses - 86.05% ■ Development Expenses - 6.51% ■ Admin Expenses - 7.44%



FINANCIAL STATEMENTS

Statement of Financial Position (SOP) aka Balance Sheet

Pawsitivity Service Dogs	Current Year						
Statement of		Unrestricted				End of	
Financial Position	Total		Board			Prior	
as of 12/31/2021	To Date	Operations	Designated	Restricted	New	Year	Note
ASSETS							-
Current Assets	110,228	-	-	-	-	51,489	-
Fixed Assets	-	-	-	-	-	-	-
Long Term Assets	-	-	-	-	-	-	-
TOTAL ASSETS	110,228		-			51,489	-
LIABILITIES							-
Current Liabilities	-	-	-	-	-	-	-
Long Term Liabilities	-	-	-	-	-	-	-
TOTAL LIABILITIES	-	-	-	-	-	-	-
NET ASSETS							-
Unrestricted							
Undesignated	105,228	-	-	-	-	51,489	-
Donor designated	5,000	-	-	-	-	-	A
Board Designated	-	-	-	-	-	-	-
Property, Plant & Equip.	-	-	-	-	-	-	-
Temporarily Restricted	-	-	-	-	-	-	-
Permanently Restricted	-	-	-	-	-	-	-
TOTAL NET ASSETS	-	-	-	-	-	-	-
TOTAL LIABILITIES & NET ASSETS	110,228	-	-	-	-	51,489	-

A - In 2021, Pawsitivity received a recurring donor-designated donation of \$5,000 from the JA Wedum Foundation, designated for training a service dog for a veteran.

FINANCIAL STATEMENTS

Statement of Activities (income and expenses) (SOA) aka budget report, or profit & loss, or income and expense

[illegible]

FINANCIAL STATEMENTS

Statement of Functional Expenses

[illegible]

BUDGET

2022

Revenue	2022 Budget
Earned Revenue	-
Contributed Revenue	134,829
Released from Restriction	129,829
Total Unrestricted Revenue	129,829
Expenses	2022 Budget
Salaries and benefits	31,400
Benefits - health insurance	1,516
Payroll taxes	6,783
Fees for services - Management	2,364
Fees for services - Other	5,848
Advertising and promotion	9,271
Office expenses	1,467
IT	9,113
Travel	11,419
Conferences (continuing education programs)	3,988
Interest	-
Insurance	1,126
Nonprofit partners who provide services	3,958
Commissions and fees	352
Repairs and maintenance	3,404
Service dog expenses	47,301
Total expenses	133,978
Revenue over expenses	851

OUR TEAM

TOM COLEMAN

Executive Director/Trainer



JULIE COLEMAN

Managing Director/Head Trainer

FRANNIE KASS

Education Manager



RAY NICHOLS

Veterans Outreach Coordinator



OUR BOARD

DR. KRIS BUTLER

President

DR. MICHELLE PARKINSON

Vice President

DAVE MACKMILLER

Treasurer

DR. SERGIO VALVERDE

Member

JULIE COLEMAN, CPDT-KA

Acting Secretary



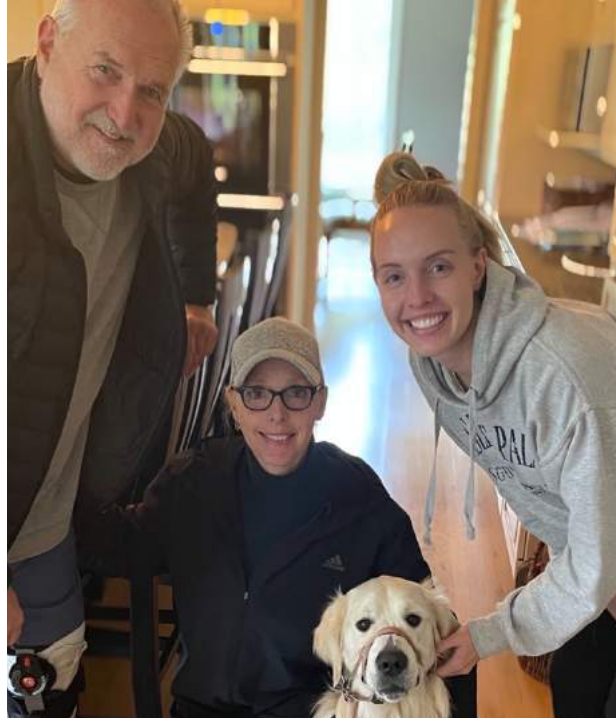
FUNDRAISERS AND SUPPORTERS



OUR FOSTERS

RICHTER FAMILY

Thank you to the Richter family for fostering Sunshine!



BREHER FAMILY

Thank you to the Breher family for fostering Winston!

DOYLE FAMILY

Thank you to the Doyle family for fostering Goose!



GYOLAI/DIAZ FAMILY

Thank you for fostering Sunshine in the spring!



OUR SHORT-TERM FOSTERS

BRADLEY FAMILY

Thank you for fostering
Goose in the spring!



O'LAUGHLIN FAMILY

Thank you for fostering
Winston in the spring!

DEBRA JOHNSON

Thank you for fostering
Quinn multiple times!



LEWANDOWSKI FAMILY

Thank you for fostering
Tommy in the fall!

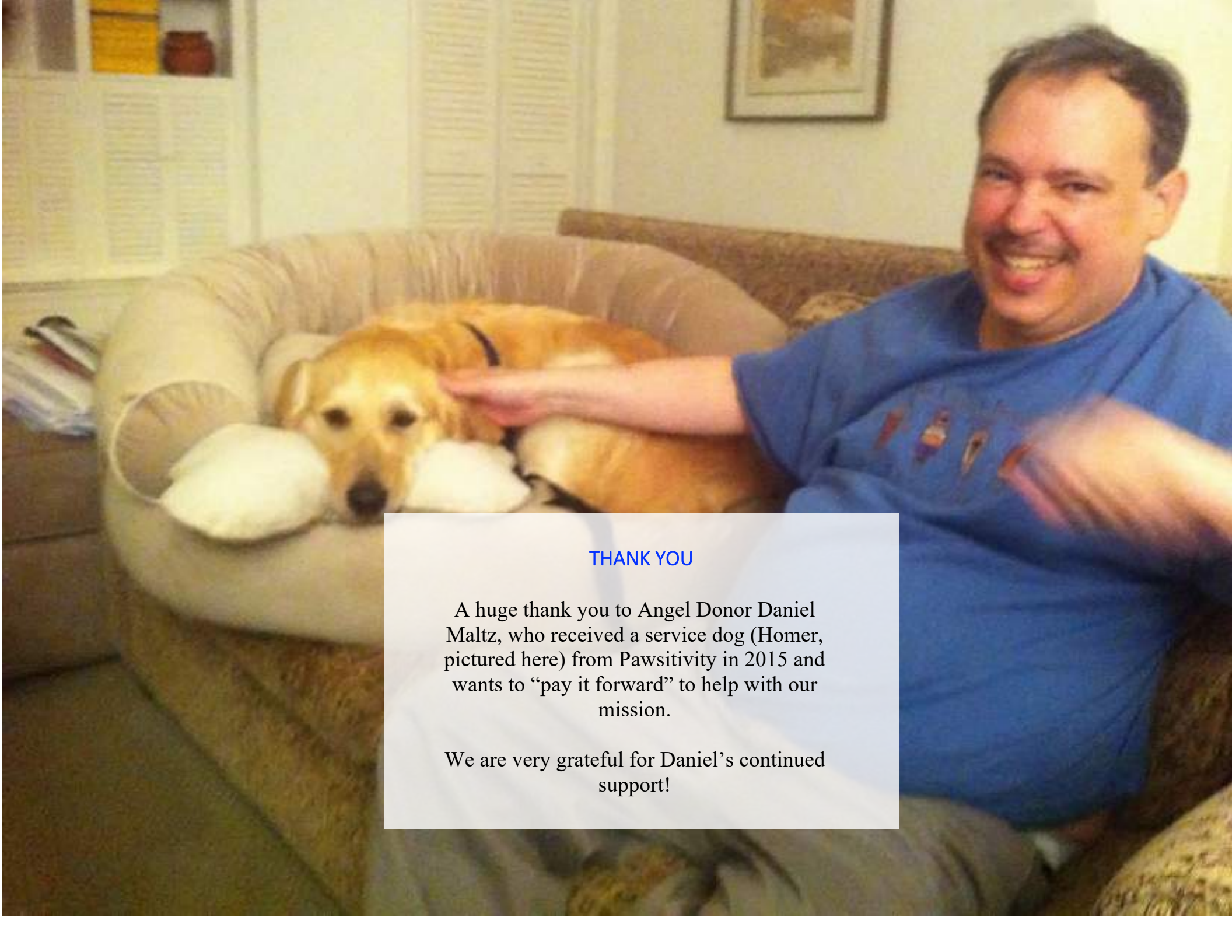


OUR VETERINARIANS

GRAND AVENUE VETERINARY CENTER

Thank you to the staff of Grand Avenue Veterinary Center for your generous veterinary care, including: Ann Brownlee, DVM; Heather Taylor, DVM; Jen Seidl, DVM; Duke Daley, DVM; Amanda Solie, DVM; certified veterinary technicians Anna Preiner, Amanda Foss, Chris Morris, Erin Riebel, and Kalee Graczyk; veterinary assistants Sydney Munson, Olivia Groth, Serena Reynolds, Victoria Pope, and Claudia Stensrud; and client services representatives Erin Denkinger, Katie Nestrud, and Heather Baldwin. We are immensely grateful for the amazing care you give to all the Pawsitivity dogs!





THANK YOU

A huge thank you to Angel Donor Daniel Maltz, who received a service dog (Homer, pictured here) from Pawsitivity in 2015 and wants to “pay it forward” to help with our mission.

We are very grateful for Daniel’s continued support!

THANK YOU!

We would like to extend a HUGE thank you to everyone who donated time and/or money to Pawsitivity this year! We couldn't do what we do without your help and support.

Thank you to everyone who helped Pawsitivity with training/socializing service dogs in training, and who donated for Give to the Max Day and Giving Tuesday or at any other time throughout the year!

It truly takes a village to raise a service dog. We couldn't do this work without all of the wonderful people who help us with their time, energy, resources, donations, and various other assistance—thank you all for your incredible, generous support to help us train service dogs to transform lives.



“Pawsitivity’s impact is *life-changing*.”

Conclusion of independent third-party Impact Evaluation of Pawsitivity Service Dogs.

*Pawsitivity is **one of the very few** U.S. service dog nonprofits to have its outcomes assessed with an independent third-party Impact Evaluation.*



Pawsitivity Service Dogs
Financial Statements
December 2021 and 2020

Table of Contents

<i>Independent Auditor's Review Report.....</i>	<i>3</i>
<i>Statement of Financial Position.....</i>	<i>4</i>
<i>Statements of Activity.....</i>	<i>5</i>
<i>Statement of Functional Expenses.....</i>	<i>6</i>

MHA Tax Group

Independent Accountant's Review Report

Board of Directors
Pawsitivity Service Dogs
197 Griggs St. N.
St. Paul, MN 55104

I have reviewed the accompanying financial statements of Pawsitivity Service Dogs, which comprise the Statement of Financial Position as of December 31, 2021 and the related Statements of Activity, Functional Expenses, and Cash Flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, I do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

My responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require me to perform procedures to obtain limited assurance as a basis for reporting whether I am aware of any material modifications that should be made to the financial statements for them to be in accordance with U.S. generally accepted accounting principles. I believe that the results of my procedures provide a reasonable basis for my conclusion.

Accountant's Conclusion

Based on my review, I am not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with U.S. generally accepted accounting principles.

Stewart R Custis CPA

Stewart R. Custis, CPA
Goochland, VA
January 31, 2022

**Pawsitivity Service Dogs
Statement of Financial Position
For the Years Ended December 2021 and 2020**

Pawsitivity Service Dogs Statement of Financial Position as of 12/31/2021	Current Year					End of Prior Year	Note
		Unrestricted					
	Total		Board				
	To Date	Operations	Designated	Restricted			
ASSETS							-
Current Assets	110,228	-	-	-	-	51,489	-
Fixed Assets	-	-	-	-	-	-	-
Long Term Assets	-	-	-	-	-	-	-
TOTAL ASSETS	110,228		-			51,489	-
LIABILITIES							-
Current Liabilities	-	-	-	-	-	-	-
Long Term Liabilities	-	-	-	-	-	-	-
TOTAL LIABILITIES	-	-	-	-	-	-	-
NET ASSETS							-
Unrestricted							
Undesignated	105,228	-	-	-	-	51,489	-
Donor designated	5,000	-	-	-	-	-	A
Board Designated	-	-	-	-	-	-	-
Property, Plant & Equip.	-	-	-	-	-	-	-
Temporarily Restricted	-	-	-	-	-	-	-
Permanently Restricted	-	-	-	-	-	-	-
TOTAL NET ASSETS	-	-	-	-	-	-	-
TOTAL LIABILITIES & NET ASSETS	110,228	-	-	-	-	51,489	-
A - In 2021, Pawsitivity received a recurring donor-designated donation of \$5,000 from the JA Wedum Foundation, designated for training a service dog for a veteran.							

Pawsitivity Service Dogs Statement of Financial Position as of 12/31/2020	Current Year				New	End of Prior Year	Note
	Total To Date	Unrestricted		Restricted			
		Operations	Board				
			Designated				
ASSETS							
Current Assets	51,489	51,489	-	-	-	50,357	-
Fixed Assets			-	-	-	-	-
Long Term Assets	-	-	-	-	-	-	-
TOTAL ASSETS	51,489	51,489	-	0		50,357	-
LIABILITIES	-	-	-	-	-	-	-
Current Liabilities	-	-	-	-	-	-	-
Long Term Liabilities	-	-	-	-	-	-	-
TOTAL LIABILITIES	-	-	-	-	-	-	-
NET ASSETS	-	-	-	-	-	-	-
Unrestricted	-	-	-	-	-	-	-
Undesignated	51,489	51,489	-	-	-	50,357	-
Donor designated	-	-	-	-	-	-	-
Board Designated	-	-	-	-	-	-	-
Property, Plant & Equip.	-	-	-	-	-	-	-
Temporarily Restricted	-	-	-	-	-	-	-
Permanently Restricted	-	-	-	-	-	-	-
TOTAL NET ASSETS	-	-	-	-	-	-	-
TOTAL LIABILITIES & NET ASSETS	51,489	51,489	-	0	0	50,357	-
A - Pawsitivity received five donor-designated donations in 2020, totaling \$50,987:							
A1 - A one-time gift of \$20,750 from the family of a previous Pawsitivity service dog recipient, designated for training a service dog in memory of their son.							
A2 - A one-time gift of \$20,000 from the Robert and Helen Renwick Charitable Foundation Trust, designated for training a service dog for a veteran (in memory of their daughter).							
A3 - A recurring \$5,000 gift from the JA Wedum Foundation, designated for training a service dog for a veteran.							
A4 - At the beginning of the year, we held a special fundraiser dedicated to helping wildlife affected by the Australian wildfires. Pawsitivity raised \$4,737, and Pawsitivity donated 100% of these gifts to AWARE Australia, the World Wildlife Fund, Wildlife Victoria, and the World Wide Fund For Nature - Australia.							
A5 - This year, we held two fundraisers to benefit Black veterans with service dogs. Pawsitivity raised \$900, and Pawsitivity donated 100% of these gifts to Ray Nichols, a Black disabled U.S. military veteran who is a Certified Master Dog Trainer from the Catch Canine Dog Training Academy, to head our new Black Veterans service dog program. The program is dedicated to training service dogs for a traditionally underserved population. Black U.S. military veterans who are disabled.							

**Pawsitivity Service Dogs
Statements of Activity
For the Years Ended December 2021 and 2020**

Pawsitivity Service Dogs Statement of Activities 12/31/21	Prior Year Actual	Current Year to Date	Current Year Budget	% Budget to Date	Year End Forecast	Budget to YE Variance	Notes
Earned Revenue	0	0	0	0%	0	0	-
Contributed Revenue	134,829	156,291	134,829	116%	156,291	21,462	-
Total Revenue	134,829	156,291	134,829	116%	156,291	21,462	-
Program Expenses	57,189	81,159	57,189	142%	81,159	23,970	1
Development Expenses	3,623	7,652	3,623	211%	7,652	4,029	-
Admin Expenses	5,050	8,741	5,050	173%	8,741	3,691	-
Total Operating Expense	65,862	97,552	65,862	148%	97,552	31,690	-
NET INCOME	68,504	58,739	68,967	85%	58,739	9,765	-
NET ALL ACTIVITY	68,504	58,739	68,967	85%	58,739	9,765	-
1 - Because of Daniel Maltz's generous 2020 donation which was given to "support the training of service dogs or to provide financial assistance for individuals who lack the funds to acquire a service dog," Pawsitivity chose to train two service dogs and one classroom therapy dog free of charge in 2021.							

Pawsitivity Service Dogs Statement of Activities 12/31/20	Prior Year Actual	Current Year to Date	Current Year Budget	% Budget to Date	Year End Forecast	Budget to YE Variance	Notes
Earned Revenue	-	-	-	0%	-	-	-
Contributed Revenue	134,829	123,111	151,611	81%	151,611	-28,500	-
Total Revenue	134,829	123,111	151,611	81%	123,111	-28,500	-
Program Expense	57,189	104,107	111,384	93%	104,107	-	A
Development Expense	3,623	7,810	4,251	184%	7,810	-	-
Admin Expense	5,050	10,433	15,785	66%	10,433	-	-
Total Operating Expense	65,862	122,350	131,420	93%	122,350	-9,070	-
NET INCOME	68,504	761	20,191	4%	761	-19,430	-
NET ALL ACTIVITY	68,504	761	20,191	4%	761	-19,430	-
A - Because of Daniel Maltz's generous 2019 donation which was given to "support the training of service dogs or to provide financial assistance for individuals who lack the funds to acquire a service dog," Pawsitivity chose to train three service dogs free of charge in 2020.							

**Pawsitivity Service Dogs
Statement of Functional Expenses
For the Year Ended December 31, 2021 and 2020**

Pawsitivity Service Dogs, Statement of Functional Expenses, 12/31/2021	Training Dogs #1-3 (see note 1)	Continuing the raising and training of Dogs #4-7 (see note 2)	Admin	Fundraising	Set aside for assets	Total	Notes
Salaries and benefits	7,850	23,550	-	-	-	31,400	-
Benefits - health insurance	182	546	-	-	-	728	-
Payroll taxes	601	1,802	-	-	-	2,402	-
Fees for services - Management	-	-	13	-	-	13	-
Fees for services - Other	610	1,831	-	-	-	2,441	-
Advertising and promotion	-	-	1,598	3,730	-	5,328	-
Office Expenses	-	-	-	1,267	-	1,267	-
IT	-	-	2,655	2,655	-	5,310	-
Travel	776	2,329	-	-	-	3,105	-
Conferences (continuing education programs)	935	2,805	-	-	-	3,740	-
Interest	-	-	-	-	-	0	-
Insurance	-	-	740	-	-	740	-
Nonprofit partners who provide services	990	2,969	-	-	-	3,958	-
Commissions and fees	-	-	331	-	-	331	-
Repairs and maintenance	-	-	3,404	-	-	3,404	-
Service Dog Expenses	8,346	25,039	-	-	-	33,385	A
Total	20,290	60,869	8,741	7,652	-	97,552	-
1 - This year, we worked with three adult clients who owned their own dogs; we worked with two of them to train their dogs to become service dogs and one to be a classroom therapy dog. This procedure freed up physical space at Pawsitivity for the four dogs that we are raising and training from puppies.							
2 - We usually work with rescue dogs, but we are currently working on raising and training four Golden Retrievers from puppies, who are now various ages. Due to the Covid epidemic, during which so many people adopted shelter dogs that available rescue dogs were often in short supply, we pivoted in our approach, which is part of the reason we are currently working with puppies.							
A - Includes \$1,000 to support a disabled veteran who needed veterinary care for his service dog.							

Pawsitivity Service Dogs, Statement of Functional Expenses, 12/31/2020	Training Dogs #1, #2, and #3, plus 3 puppies	Admin	Fundraising	Set aside for assets	Total	Notes
Salaries and benefits	31,400	-	-	-	31,400	-
Benefits - health insurance	1,609	-	-	-	1,609	-
Payroll taxes	3,790	-	-	-	3,790	-
Fees for services - Management	-	308	-	-	308	-
Fees for services - Other	4,618	-	-	-	4,618	-
Advertising and promotion	-	2,016	4,703	-	6,719	-
Office Expenses	-	-	3,107	-	3,107	-
IT	-	4,381	-	-	4,381	-
Travel	4,842	-	-	-	4,842	-
Conferences (continuing education programs)	3,390	-	-	-	3,390	A
Interest	-	-	-	-	0	-
Insurance	-	1,126	-	-	1,126	-
Nonprofit partners who provide services	7,277	-	-	-	7,277	-
Commissions and fees	-	716	-	-	716	-
Repairs and maintenance	-	1,886	-	-	1,886	-
Service Dog Expenses	47,181	-	-	-	47,181	-
Total	104,107	10,433	7,810	-	122,350	-
A - Includes conference on Animal Assisted Play Therapy, which has been postponed to 2021 due to the COVID-19 epidemic.						