

## LETTER FROM THE EXECUTIVE DIRECTOR

Dear Pawsitivity Supporters,

On our front cover, you'll see Ella the service dog and her handler. Their story is featured later in this report, but whether it's climbing mountains, volunteering with the fire department, or spending more quality time with their families, Pawsitivity clients lead more independent lives thanks to their Pawsitivity service dogs!

Thank you for an outstanding year. In order to reach more people in need, this year we trained and hired Peter Bannon, a veteran who received his service dog from Pawsitivity years ago. Peter has been so empowered by his Pawsitivity service dog that he wanted to "pay it forward." We supported him through three extensive training programs at CATCH Academy in New Jersey, and now he is working as a service dog trainer at Pawsitivity!

Pawsitivity's mission is to train service dogs to assist individuals with disabilities. Based in St. Paul, Minnesota, we prioritize serving residents of the east metro area while also working nationally to support people with disabilities across the country. Our primary focus is training service dogs, and in 2024, thanks to Daniel Maltz's generous donation to "support the training of service dogs or provide financial assistance for individuals who lack the funds to acquire a service dog," in addition to other donations and fundraisers, we provided all services at no charge to recipients. This year, we successfully trained and placed three service dogs, two facility dogs, and two emotional support dogs, directly improving the lives of those we serve.

We are also excited about the progress of our training programs. Currently, four puppies are being trained, and in a new pilot program, we are fully sponsoring the selection, upbringing, and training of a facility dog, a service dog, and an emotional support dog, all of whom will be integrated into the homes of the families they will serve. Forty-three families who have been recipients of Pawsitivity service dogs are receiving ongoing support. The total cost for these programs this year was \$138,826.

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

Tom Coleman (he/him/his), Executive Director and key employee

# 2024 AT A GLANCE

PERCENT SPENT ON PROGRAMS 83.78%

SERVICE DOGS TRAINED

3

FACILITY DOGS TRAINED 2

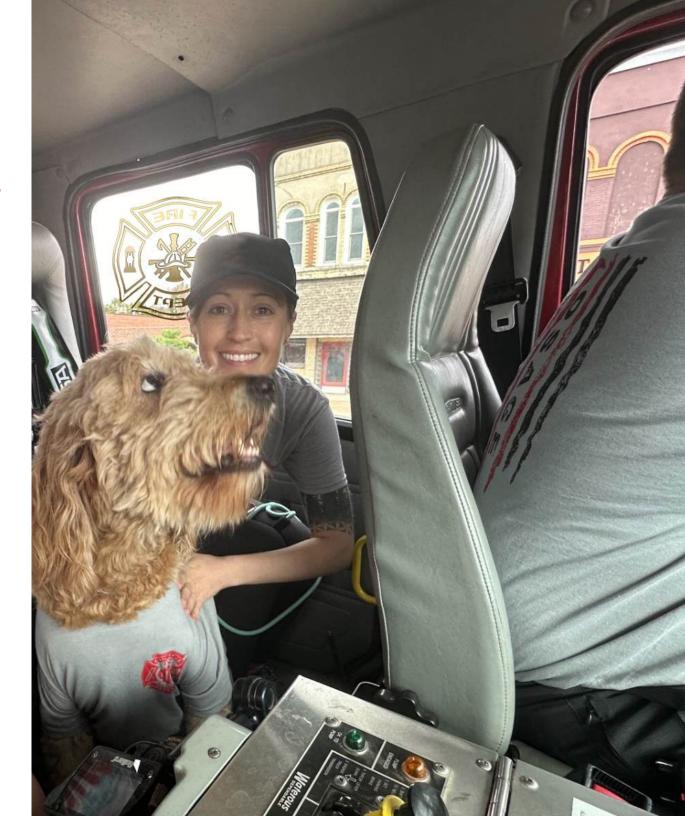
EMOTIONAL SUPPORT DOGS TRAINED

2

PUPPIES BEING TRAINED

4

GRADUATES RECEIVING ONGOING SUPPORT: **43** 



#### TRANSPARENCY AND ACCOUNTABILITY

#### **CPA REVIEW**

Pawsitivity's financials have been reviewed by Mario Marcell, CPA, who noted during the review that "the financials are in good order and straightforward."

# CHARITIES REVIEW COUNCIL APPROVAL AND GUIDESTAR PLATINUM STATUS

Pawsitivity once again earned the Charities Review Council seal of approval. Pawsitivity has also earned GuideStar's Platinum status, which demonstrates the highest commitment to transparency and accountability. Only 15% of GuideStar's reviewed charities have earned Platinum status.

## 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.

## **SERVICE DOGS**

All the service dogs, facility dogs, and emotional support dogs trained this year were provided at no charge to recipients.

# **DENALI**

Denali helps her veteran with PTSD, who brings her everywhere with him. Her steady presence provides vital support in managing his symptoms. Denali helps her handler stay calm and focused, giving him the confidence to leave his home, navigate public spaces, and actively participate in his community. As shown in the photo, Denali and her man braved the rainy weather to attend a public event where Pawsitivity gave a presentation in June.



## SERVICE DOGS

# **TACOMA**

Tacoma is a service dog who helps his veteran manage her PTSD. His handler is a volunteer firefighter, and Tacoma's calming presence has had a significant impact both at home and within their community. Beyond his service to his veteran, Tacoma has become a beloved figure among the local firefighters, providing support during challenging times. He serves as an therapy dog, helping firefighters and victims alike cope with the stress and emotional toll that comes with emergency situations. Tacoma's gentleness makes him an invaluable source of support for everyone he encounters.



# SERVICE DOGS

# **ELLA**

Service dog Ella recently graduated from our program and is now happily living with her new handler, who has PTSD. Since joining his life, Ella has made an incredible impact, providing a calming presence during moments of anxiety or distress. Ella's assistance has empowered her handler to regain confidence, engage more fully with his community, and embrace a more independent and fulfilling life.



## **FACILITY DOG**

#### **PIPER**

Facility dog Piper and her handler have completed their training and will be serving at Prairie Lakes Youth Programs, a youth detention center. Piper is only the second Facility dog we've graduated, following Olaf, who went on to work for a decade in the Salk Junior High School special education classroom. We are excited about the positive impact that Piper will have on improving the lives of numerous young people in need.



# FACILITY DOG

# **ROCKET**

Therapy dog Rocket, along with his handler, who is a counselor at the Freedom Center, helps clients going through addiction treatment manage anxiety during their sessions. He provides comfort and emotional support, soothing and calming people as they open up about their trauma. With Rocket around, the environment feels safer for most clients, making it easier for them to engage in the healing process.



# EMOTIONAL SUPPORT DOG

# STELLA BLUE

Stella Blue helps her 100% disabled combat veteran who has PTSD deal with his anxiety, helping to warn him before he has a panic attack. Stella Blue has made a world of difference to her handler, helping him to manage his symptoms and live a more independent life.



# EMOTIONAL SUPPORT DOG

# **TOBY**

Toby has finished his training as an emotional support dog for his combat veteran, who now works as a police officer. But Toby isn't just helping his owner; he also serves at the police department as a therapy dog. There, he assists both victims and officers in coping with traumatic situations. Toby's presence provides comfort and support, making a real difference in the lives of those who need it most.



#### PILOT PUPPY PROGRAM CONTINUES

# MEET LEWIS, APOLLO, WALLY, AND LEO

We are continuing our puppy program with great success.



Wally, who is in a pilot program where Pawsitivity fully funds the selection, raising, and training of a facility dog who will be raised in the handler's home.



<u>Lewis</u>, who is almost finished with his service dog training.



**Apollo**, who is in training to be a service dog.

Leo, a purebred greyhound puppy. Like Dandy, a service dog we trained years ago, Leo has never been raced (unlike the vast majority of greyhounds). From the start, he has been raised with the purpose of becoming a therapy or service dog.

#### **EDUCATIONAL OUTREACH**

As part of our commitment to educate and inform more people about service dogs and how they can help veterans and others who have visible and invisible disabilities, Pawsitivity gave a number of public presentations this year.

Pictured top right are Goose and Tom with members of the Eagan Rotary Club, who sponsored Pawsitivity's presentation at the Eagan Central Park (middle photo).

Pictured bottom right, therapy dogs Augi, Kai, Kip, and Tai take part in the "New You" program for Paynesville Area Schools.







#### SPECIAL FUNDRAISER

# SJJ FOUNDATION

Over a hundred Pawsitivity supporters showed up at this special event to raise funds to support Pawsitivity's mission.

Service puppy in trianing Apollo attended and got lots of wonderful socialization!



#### SPECIAL FUNDRAISER

# MARISSA NORBY MEMORIAL GOLF TOURNAMENT

The family of Marissa Norby, Staff Sergeant Select, Targeter Intelligence Analyst at Langley Air Force Base, threw a thirdannual memorial tournament with hundreds of participants to support Pawsitivity in honor of Marissa.



#### SPECIAL FUNDRAISER

# DANNY NIMMO MEMORIAL GOLF TOURNAMENT

The family of U.S. Marine Danny Nimmo threw a memorial golf fundraiser for Pawsitivity, which included dozens of families and an amazing day of golf, all in Danny's memory.







#### OTHER FUNDRAISERS

Twin Cities Auto Glass and the SkålCon Gaming Convention both hosted fundraisers in support of Pawsitivity Service Dogs, helping to raise funds for our mission. Additionally, Pawsitivity participated in the online Give to the Max Day campaign, which brought together donors from across the community to further support our efforts.



#### **NEW EMPLOYEE**

Peter Bannon is a decorated combat veteran who received a service dog from Pawsitivity a few years ago. Peter, who is also a former police officer, understands the challenges these roles can bring. After experiencing the life-changing impact of his own Pawsitivity service dog, he decided to pay it forward and help other veterans. Thanks to Pawsitivity's donors, Peter completed several intensive dog-training programs at no cost to himself, and he is now working as a service dog trainer with Pawsitivity, helping us to expand our outreach to veterans in need.

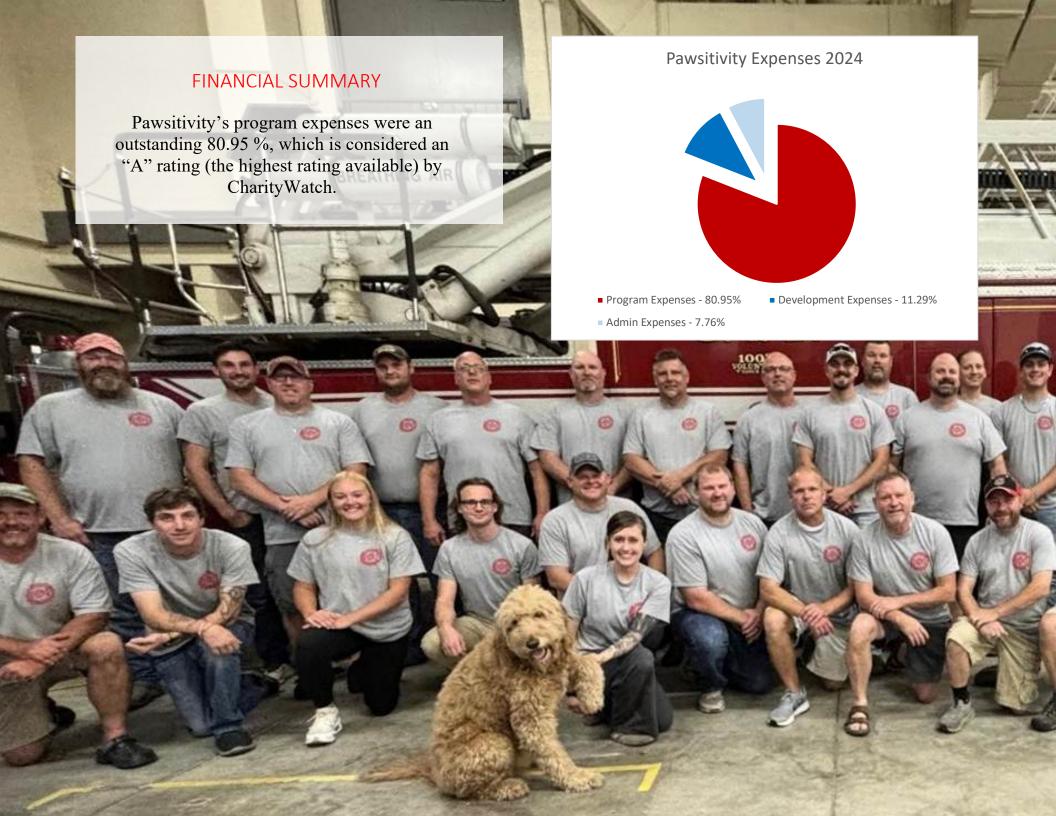
Here Peter is pictured with one of the rescue dogs he trained during one of his training workshops at CATCH Academy in New Jersey.



#### **CONTINUING EDUCATION**

Along with new employee
Peter Bannon, Executive
Director Tom Coleman
attended the final week of
training at CATCH Academy in
New Jersey, which focused on
working with shelter dogs who
have behavior problems or have
experienced trauma.





## 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 12/31/24	To Date	Operations	Designated	Restricted	New	Year	Note
ASSETS							-
Current Assets	220,082	-	-	-	-	209,738	-
Fixed Assets	-	-	-	-	-	-	-
Long Term Assets	-	-	-	-	1	-	-
TOTAL ASSETS	220,082		-			209,738	-
LIABILITIES							
Current Liabilities	-	-	-	-	-	-	-
Long Term Liabilities	-	-	-	-	-	-	-
TOTAL LIABILITIES	-	-	-	-	-	-	-
NET ASSETS							1
Unrestricted							
Undesignated	220,082	-	-	-	-	209,738	-
Donor designated	-	-	-	-	-	-	-
Board Designated	-	-	-	-	-	-	-
Property, Plant & Equip.	-	-	-	-	-	-	-
Temporarily Restricted	-	-	-	-	-	-	-
Permanently Restricted	-	-	-	-	-	-	-
TOTAL NET ASSETS	220,082	-	-	-	-	-	-
TOTAL LIABILITIES & NET ASSETS	220,082	-	-	-	-	209,738	-

#### FINANCIAL STATEMENTS

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

Pawsitivity Service Dogs	Prior	Current	Current	%	Year	Budget	
Statement of Activities	Year	Year to	Year	Budget	End	to YE	
12/31/24	Actual	Date	Budget	to Date	Forecast	Variance	Notes
Revenue	207,634	218,770	175,328	125%	218,770	43,443	1
Total Revenue	207,634	218,770	175,328	125%	218,770	43,443	1
Program Expenses	118,436	168,719	80,026	211%	168,719	88,693	2, 3
Development Expenses	10,360	23,530	13,690	172%	23,530	9,840	-
Admin Expenses	11,006	16,177	10,896	148%	16,177	5,281	-
Total Operating Expense	139,802	208,426	131,288	159%	208,426	77,139	-
NET INCOME	67,832	10,344	50,874	20%	10,344	-40,530	2, 3
NET ALL ACTIVITY	67,832	10,344	80,414	13%	10,344	-40,530	2, 3

<sup>1 -</sup> Seven fundraisers were held for Pawsitivity in 2024: Eagan Rotary Club Fundraiser, SJJ Fundraiser, Third-Annual Marissa Norby Memorial Golf Fundraiser, Danny Nimmo Golf Fundraiser, Twin Cities Auto Glass Fundraiser, SkålCon Pathfinder & Starfinder Society Focused Gaming Convention Fundraiser, and Give to the Max Day.

<sup>2 -</sup> Because of donor Daniel Maltz's generous 2023 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 provided all services free of charge for recipients in 2024.

<sup>3 -</sup> Large one-time expense: In order to reach our goal of serving more clients, we made a one-time investment in training a new employee. As a result, this year's program expenses includes the training of that new employee plus the travel costs (see the expense breakdown below in Statement of Functional Expenses).

#### FINANCIAL STATEMENTS

#### Statement of Functional Expenses

Pawsitivity Service Dogs, Statement of Fuctional Expenses, 12/31/2024	Programs	Admin	Fundraising	Set aside for assets	Total	Notes
Salaries and benefits	45,437	-	-	-	45,437	-
Benefits - health insurance	1,073	-	-	-	1,073	-
Payroll taxes	2,827	-	-	-	2,827	-
Fees for services - management	-	2,241	-	-	2,241	-
Fees for services - other	1,890	-	-	-	1,890	-
Advertising and promotion	-	6,921	16,150	-	23,071	1
Office expenses	-	-	4,818	-	4,818	-
IT	-	2,563	2,563	-	5,125	-
Conferences (education programs)	29,517	-	-	-	29,517	2
Travel	26,581	-	-	-	26,581	3
Interest	-	-	-	-	0	-
Insurance	-	740	-	-	740	-
Nonprofit partners who provide services	5,930	-	-	-	5,930	-
Commissions and fees	-	492	-	-	492	-
Repairs and maintenance	-	3,220	-	-	3,220	-
Service dog expenses	55,464	-	-	-	55,464	-
Total	168,719	16,177	23,530	-	208,426	

<sup>1 -</sup> The fundraising expenses were higher this year due to a golf fundraiser sponsored by Twin Cities Auto Glass. We covered the event expenses and achieved a net profit of over \$8,000, representing approximately 30% return on expenses. This outcome is well above the average return for nonprofit fundraising events, which is typically around 10%.

<sup>2, 3 -</sup> To help us train more dogs for more recipients, Pawsitivity invested in training a new employee to become a service dog trainer—our first new hire since we were founded in 2012. This new employee was actually the first veteran to receive a Pawsitivity service dog, and he underwent his trainer education at the same place the two founders trained at: CATCH Training Academy in Madison, NJ. The costs also cover the Executive Director's continuing education at CATCH, along with partial reimbursement to help the new employee relocate to Minnesota.

## BUDGET

# 2025

Pawsitivity Service Dogs, Budget for 2025  Revenue	2025 Budget
Revenue	233,770
Released from Restriction	233,770
Total Unrestricted Revenue	233,770
Total Cinestroted Revenue	255,110
Expenses	2025 Budget
Salaries and benefits	61,400
Benefits - health insurance	1,073
Payroll taxes	2,827
Fees for services - management	2,241
Fees for services - other	1,890
Advertising and promotion	23,071
Office expenses	4,818
IT	5,125
Travel	3,658
Conferences (continuing education programs)	3,101
Interest	0
Insurance	740
Nonprofit partners who provide services	5,930
Commissions and fees	492
Repairs and maintenance	3,220
Service dog expenses	55,464
Total expenses	175,050
Revenue over expenses	58,720

# **OUR TEAM**

#### TOM COLEMAN

Executive Director/Trainer

#### JULIE COLEMAN

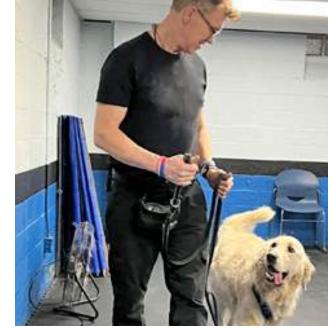
Managing Director/Head Trainer

#### FRANNIE KASS

Education Manager

#### PETER BANNON

Service Dog Trainer









# OUR BOARD

DR. KRIS BUTLER

President

DR. MICHELLE PARKINSON

Vice President

DAVE MACKMILLER

Treasurer

SERGIO VALVERDE

Member

JULIE COLEMAN, CPDT-KA

Acting Secretary



# OUR VOLUNTEER FOSTERS

#### **JOHNSON FAMILY**

Thank you to the Johnson family for fostering Lewis!

#### **BREHER FAMILY**

Thank you to the Breher family for fostering Lewis and Apollo!

#### **LUDWIG FAMILY**

Thank you to Stacy Ludwig and her family for fostering Lewis! This generous act of service gave Stacy great joy before her passing in 2024.



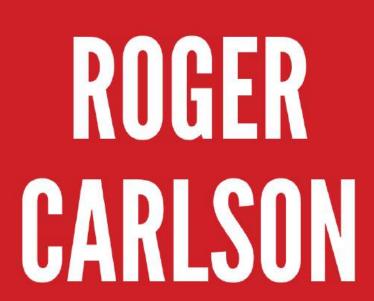
# OUR VETERINARIAN SPONSORS

#### GRAND AVENUE VETERINARY CENTER

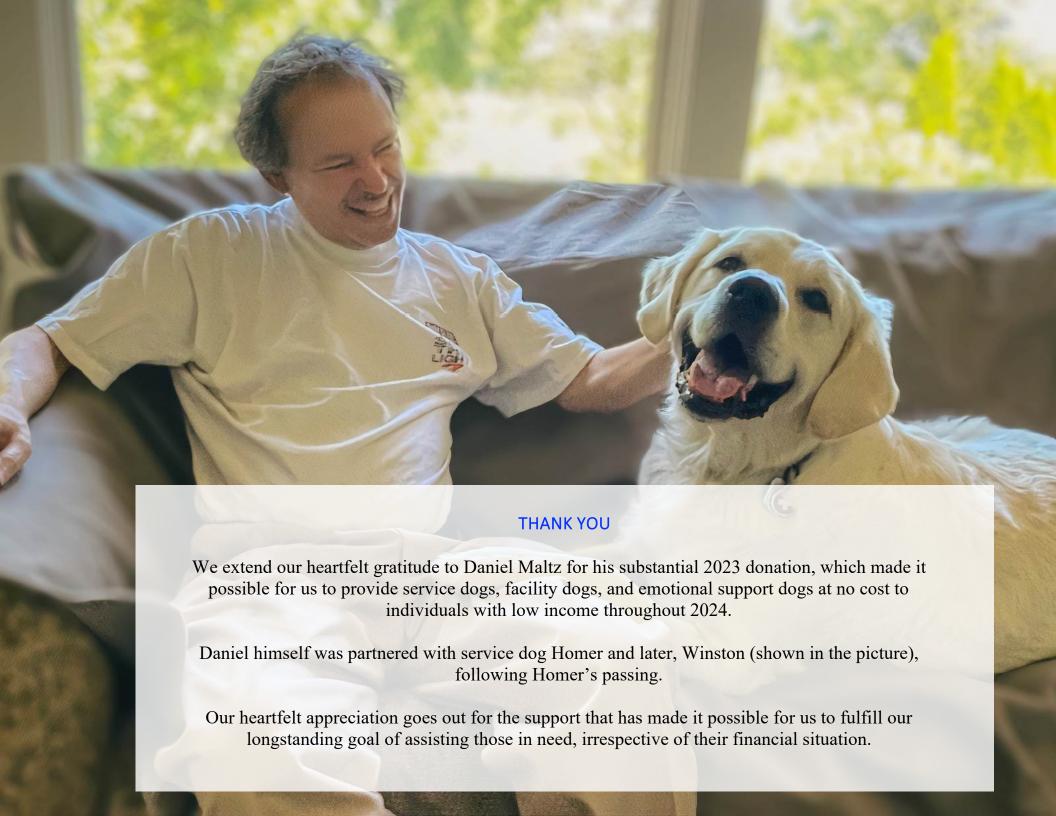
Thank you to the entire team at Grand Avenue Veterinary Center, whose certified Fear-Free approach reflects your generous and compassionate veterinary care: Dr. Heather Taylor; Dr. Jen Seidl; Dr. Luke Daley; Dr. Amanda Solie; Dr. Amber Krahmer; and Dr. Brianna Blackmon; certified veterinary technicians Anna, Amanda, Chris, Erin, Alix, Madison, and Geena; veterinary assistants Sydney, Olivia, Serena, Vic, Claudia, and Ava; and client services representatives Erin, Heather, Katie R., and Katie K. We are immensely grateful for the amazing care you give to all the Pawsitivity dogs!



SPECIAL THANKS



# CHUCK LOWDEN & MARY LOU MESARCHIK



# WITH GRATITUDE FOR YOUR SUPPORT!

Dear Friends and Supporters,

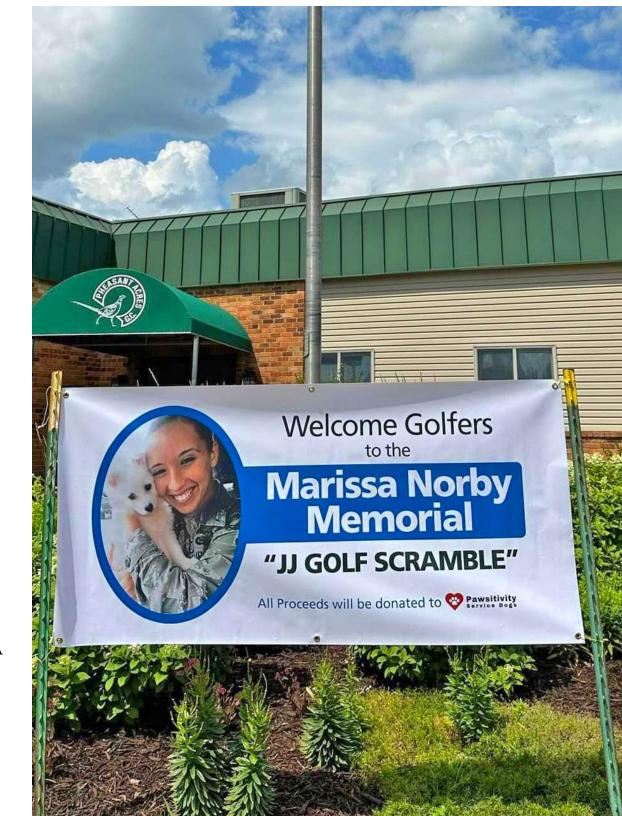
This year, your incredible generosity—through donations, time, and unwavering encouragement—has been the backbone of our mission. From training and socializing our dogs to hosting events and contributing financially, you have made an immeasurable impact.

As we love to say say, "It takes a village to raise a service dog," and you are the heart of our village. Because of you, we've been able to transform countless lives with the help of our remarkable dogs.

Thank you for standing by our side and making a difference. Here's to another year of changing lives together! Wishing you a happy and healthy 2025!

With deep appreciation,

Tom Coleman and Julie Coleman, CPDT-KA Pawsitivity Service Dogs (and the ever-grateful pups!)



# "Pawsitivity's impact is life-changing."

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

Unlike other organizations, we've invested in an independent, third-party evaluation that demonstrates the life-changing impact of our work. We don't just make promises; we show results..

