



2013 Beagles of New England States
Annual Report



MESSAGE FROM THE BOARD

The Board of Directors is pleased to report that B.O.N.E.S. continues to achieve its mission to help beagles in the New England area. The need for our services does not diminish, and we are grateful to be able to assist as many beagles as our resources will allow.

2013 brought the organization challenges with maintaining the critical key directorship positions. We are currently counting on several individuals who go above and beyond the call of duty to keep these important roles functioning. The Board recognizes the need to find these good souls some help.

The Board and the Operational Team is supported by our caring volunteers who are behind the scenes performing a large array of tasks that need attention to make it all come together for each beagle we assist. Our volunteers are the heart and soul of this organization and their commitment and support are greatly appreciated.

We had another successful B.O.N.E.S. Calendar fundraising effort, and the 2013 Beagle Bash was a smashing success! Our fall Annual Appeal was down a bit from past years, but we remain a financially healthy organization. This is because we are able to depend on the generosity of those who love beagles and are who volunteer their valuable time to beagle rescue. The Board will continue to work with our committed fundraisers who work tirelessly to find the financial support for our programs.

The Board of Directors was pleased to add two new members in late 2013 and early 2014 – Clay Odell and Sandy Bowers. As always, the Board continues to work behind the scenes to insure the long - term sustainability of the organization. The Board met in North Conway for a two day meeting in June 2013 to discuss operational issues and ways to keep the organization running strongly.

Finally, B.O.N.E.S could not continue to assist beagles in need without the support of our volunteers, donors, adopters, veterinarians and companies who support our mission in so many ways. To all, a heartfelt thank you from the Board and from the beagles that have found a safe haven at B.O.N.E.S.



Volunteers

2013 was another great year for the Volunteer team, welcoming 28 new volunteers with the skills and drive necessary to continue the work of our rescue. There are three new Outreach Coordinators, a new IT assistant and a web media editor to help get our messages out, two Medical Assistants to the Medical Director and several more volunteers to fill vital positions that enable us to pursue our mission and maintain our presence within the community.

New volunteers bring fresh ideas and strengthen our passion and determination to help beagles in need within our New England region.

Our organization continues to grow and change, thanks to over 200 strong-willed and dedicated volunteers. Our numbers are growing, thanks in large part to our social media presence and our reputation within our region's rescues and ACOs. Each volunteer is an ambassador and prime example of what B.O.N.E.S. stands for.



INTAKE

Due to the use of our iShelters software, we are able to present more detailed information regarding intake.

B.O.N.E.S. brought in 79 beagles in 2013. This is a reduction from the 111 last year. As noted in the 2012 report, the economy caused an uptick in surrenders. The downturn can be attributed to a couple of factors. Possibilities include economic improvement as well as a more educated public. Many of the New England facilities are doing a much better job of matching people with appropriate dogs. What this could mean is that beagles are not going to families better suited for a Labrador (want to chase balls) or Shepard (looking for a guard dog). When a family has the right dog for their family, they are less likely to surrender the dog. For that education, we thank all our volunteers as well as fellow agencies.

With a better look at the statistics, we can report an intake of:

- 3 Females, Not Spayed
- 28 Females, Spayed
- 6 Males, Not Neutered
- 42 Males, Neutered

The intake by age looks like this:

- 13 Age Undetermined
- 6 Under age 1
- 25 Between ages 1 and 3
- 14 Between ages 4 and 6
- 10 Between ages 7 and 9
- 11 Between ages 10 and 12

The intake by surrender category looks like this:

- 25 Owner Surrenders
- 54 Other agencies such as Animal Control Officers and shelters

We have worked hard to develop strong relationships with these agencies and many work with us on a continuing basis. This cooperation helps all of us. Our adopters are specifically looking for a beagle and it frees up shelter space for other dogs to come into the shelter programs.

Of the dogs we brought in during 2013, seven were former laboratory dogs. Six came to us from Beagle Rescue League as young puppies and were fostered as a group; all were adopted quickly. The seventh, also from Beagle Rescue League, was fostered in another of our experienced foster homes and joined his delighted "forever home" in the fall.



Adoptions

Seventy-three lucky beagles found their forever homes with B.O.N.E.S. adopters during 2013, thanks to the efforts of ten dedicated Adoption Counselors. Eleven fewer dogs were adopted in 2013 than in 2012. While ongoing economic conditions doubtless played a role in the drop-off, the number also reflects the circumstance that several dogs were

on lengthy "medical holds" for testing and treatment during the summer, fall, and early winter, and though in the B.O.N.E.S. program and receiving loving foster care, they were not ready for adoption. A handful of approved adopters patiently waited several months for the needed testing and treatment to be completed, but at least twelve families who had successfully completed our application process adopted elsewhere between July first and the end of the year, usually from local shelters. In the early fall, a group of young puppies became available for adoption, and they quickly found homes through a special application and review process overseen by Joy Bunkowske.

As always, the time and judgment Adoption Counselors invest in working with our applicants is critical to the success of adoptions. Loss of several Counselors to personal or family commitments was balanced in 2013 by recruitment of volunteers whose past experience in other areas of B.O.N.E.S., particularly in fostering and in home visits, made their transition to Adoption Counseling relatively easy and successful. Beginning in 2013, new Counselors have been formally "mentored" by a veteran Counselor or by the Interim Director, as they work with their first few applicants.

Oversight of Adoptions passed in July to Ibby Nathans as Interim Director. At the same time, and as an outgrowth of the Board of Directors' June meeting with area directors, updated guidelines were prepared for all operations areas, including Adoptions. The new guidelines stress the importance of close collaboration among Intake, Foster, Medical, and Adoptions areas. To strengthen collaboration, the Intake, Foster, Medical, and Adoptions Directors now "meet" for bi-weekly conference calls, which ensure that updated and accurate information about dogs currently in the B.O.N.E.S. program and dogs that are being considered for intake is consistently available. The Operations Team is joined by the SSB Program Coordinator when a dog is being considered for SSB status. The Medical Director now makes herself available to Adoption Counselors

and to potential adopters, to clarify any medical issues about dogs being considered by approved adopters and any recommended ongoing medical treatment.

The volunteers who conduct home visits for our Adoption Counselors are the “eyes and ears” of B.O.N.E.S., making sure that applicants can provide a comfortable and safe as well as a loving home for a B.O.N.E.S. beagle. Along with the Adoption Counselors, they provide important education about beagles' characteristics and habits, in the immediate context of the applicants' homes. In an organization whose efforts span all the New England states and a portion of New York, they are the volunteers who see at first hand the environment in which an adopted dog will live, and they play a critical role in the application review process. Similarly, our foster families invest many hours in speaking with Adoption Counselors and with prospective adopters about the dogs in their care. Ultimately, their judgment about whether a dog is a "match" for a particular approved adopter is critical in deciding whether a particular adoption should go forward.

Many of our adoptions could not be completed without the help of our Transport Coordinators. "Meet and greets" for would-be adopters and their prospective adoptees which occur within reasonable driving distance are often arranged directly among Adoption Counselors, Foster families, and would-be adopters. But when dogs must travel significant distances to their new homes, the Transport Coordinators determine the routes, recruit the transport volunteers, and, in the end, help our dogs safely and comfortably on the last step to their new homes.



Foster Homes

Unlike many rescues that house dogs in a building with multiple kennels, B.O.N.E.S. relies on their foster home community within the organization to open up their homes and their hearts when a dog in need is accepted into the program. Without our dedicated foster homes, dogs presented for surrender would not be able to come into our program.

Fostering for B.O.N.E.S. can be one of the most rewarding experiences for a volunteer. While many foster homes may tell you it's one of the most challenging, they will also tell you that there is nothing better than knowing you helped a dog who would otherwise be sitting on a cold kennel floor, abused, tied outside, or even worse, be walking the streets not knowing where their next meal is coming from. Foster families make a difference, saving one beagle at a time.

During 2013, 76 dogs were fostered by our foster families. The number is amazing when you think that we had less than 18 active homes when the year started.

In 2013, we added 12 new foster homes to the group which is one of the largest additions we have added in quite a few years. We also lost some homes for various reasons bringing our net total number of active homes at the end of the year to 21. In addition, we have 6 emergency foster homes which are willing to take dogs on a moment's notice.

At the end of August, Jeanne Lemner stepped down as the Foster Home Director. We would like to thank Jeanne for all her dedication and hard work. Sharon Vartanian agreed to step in on an interim basis while the organization looked for a new Director.

We hope people realize without our foster families, we would not have a B.O.N.E.S. rescue program.

We are in constant need of good, structured, foster homes. If you are interested in helping a dog get ready to be adopted to its forever home, please contact the current Foster Home Director. She will be more than happy to help you through the application process.



Information Technology

2013 was a huge year for B.O.N.E.S. with regards to technology. At the beginning of March, the newly designed website was launched thanks in large part to the "beta testers" among our volunteers who helped to test drive the website before its launch. Along with a fresh and modern design, the functionality underneath underwent a complete overhaul. Over 85% of the content on the website is stored in a database, so that updates can now be done without affecting the overall design or formatting. This is a major step forward toward the goal of providing non-web volunteers with the ability to update data in the database. Related to this is the work being done on the volunteer-specific site to provide a secure area in which to make updates.

The B.O.N.E.S. Operations Team, Foster Homes, Adoption Counselors and Volunteer Director continue to make use of the iShelters application to continually assist in streamlining the operational processes for adoptions and add new volunteers to our Volunteer database.

The creation of test and development areas for the website has resulted in far less "downtime" to the website than in previous years and has allowed changes to various areas of the website to be tested out before becoming visible by the public. With the addition of new web content staff, the updates to the website via the database have become more quickly.

As in previous years, the database technologies were instrumental in both the calendar campaign and the Annual Appeal by showing updates such as contest photo ranking by number of votes and Annual Appeal donation amounts in "real time".



FUNDRAISING

Fundraising continues to be one of the strongest sources of income for our organization. Ongoing website programs, such as the B.O.N.E.S. boutique and Affiliate Shopping programs also help bring in additional revenue and continue to be profitable.

Three large-scale fundraisers continue to provide the revenue needed to keep the organization on a sound financial basis.

2013 Beagle Bash

Celebrating B.O.N.E.S. 10th anniversary, the 2013 Beagle Bash, held in late September, was a huge success. The theme, Top 10, could be seen throughout the event from the creative flyer to the lists of top 10 reasons you should volunteer, foster and adopt through B.O.N.E.S.

This year's event welcomed over 130 beagles and their owners along with beagle cousins and beagle wannabees! The weather was beautiful allowing everyone to enjoy both the indoor and outdoor activities.

Visitors played games with their dogs, treated them to pet massages, got their nails clipped, learned how to play Nose to the Ground, picked up a few great first-aid tips and had their pictures taken by a professional photographer. In addition, people could purchase the 2014 Beagle Calendar, buy beautiful dog gifts from the vendors in attendance, and take a chance at winning one of 20 raffle baskets with themes like Everything Chocolate to Lots of Reasons to Drink Tea and Coffee or bid on silent auction items.

This year, we introduced the Beagle Café, where many visitors sat with their dogs while eating lunch and chatted with other beagle owners. This was such a huge success that the Café will be back next year.

Many potential adopters come to the Beagle Bash to meet and get to know foster dogs that are available for adoption. This year, three dogs were adopted after meeting their new owners at the Bash.

For many, this is an opportunity to see friends and make new acquaintances. All in all, it was a wonderful day and one that people look forward to every year. It's definitely one of the "must do" things with your beagle buddy.

The Bash committee starts working on this project in early March and doesn't stop until the location where the Bash is held is cleaned up! Volunteers work hard behind the scenes securing items for the silent auction, planning doggy games, requesting

donations for raffle prizes and creating posters and signs. The Board of Directors would like to thank all the volunteers who made this such a huge success in 2013.

2014 B.O.N.E.S. Calendar

The annual B.O.N.E.S. Calendar project is one of the largest fundraisers for our organization. 2014 was no exception. The committee, again, did a superb job in preparing and selling the 2014 B.O.N.E.S. calendar.

This project is no easy task. The committee requests photo submissions and associated fees early in the year. Then the hard work really begins. Each photo needs to be reviewed to ensure the pictures are the right size and clarity for publication. In addition to managing the photos, committee members reach out for calendar sponsorships, ensuring pictures and text for publication are correct. Then the voting begins! As always voting is competitive and votes come in literally at the last minute and change results!

Once voting has been finalized, the committee meets to designate and assign the cover photo and a photo for each month of the year. They work in partnership with an experienced graphic designer, who happens to be a big dog lover herself. Once complete, the proof goes to the printer where there is one more review and printing begins.

Calendar sales start at the end of September at the annual Beagle Bash and this year continued through February of 2014.

The professional quality of the calendars is exceptional. Beagle fans across the country and abroad continue to purchase our calendars.

The Board of Directors would like to thank the Calendar Committee for their dedication and hard work on this successful fund-raiser.

2013 Winter Annual Appeal

The 2013 Winter Annual Appeal was a huge success this year. Utilizing both Constant Contact messaging and a very large-scale mailing, the Annual Appeal again raised needed donations for the beagles.

The Board of Director's is appreciative of the committee's time and willingness to help with this very important public relations and financial endeavor.

Other Fundraising Events

Successful fundraisers were held on a regional level as well. Various Outreach Events all helped to spread the word about B.O.N.E.S. and raise money for our organization.



Financial Analysis

Financial Review Comparison of 2012 and 2013	Calendar Year 2012	% of Total Income	Calendar Year 2013	% of Total Income	Year Over Year Change
Income					
Adoptions	\$ 24,725.00	23.5%	\$ 18,137.50	18.4%	-26.6%
Donations (includes Owner Surrenders and Annual Appeal)	\$ 37,140.37	35.3%	\$ 38,850.88	39.4%	4.6%
Fundraising					
Calendar	\$ 37,689.18	35.8%	\$ 35,343.69	35.9%	-6.2%
Bash	\$ 4,740.37	4.5%	\$ 5,304.92	5.4%	11.9%
All Other Fundraising	\$ 939.22	0.9%	\$ 806.14	0.8%	-14.2%
Total Fundraising	\$ 43,368.77	41.2%	\$ 41,454.75	42.1%	-4.4%
Interest	\$ 78.19	0.1%	\$ 72.00	0.1%	-7.9%
Total Income	\$ 105,312.33	100.0%	\$ 98,515.13	100.0%	-6.5%
Expenses	Calendar Year 2012	% of Total Expenses	Calendar Year 2013	% of Total Expenses	Year Over Year Change
Dog Related Expenses (Vet, Supplies, etc.)	\$ 49,537.17	68.5%	\$ 46,749.17	54.9%	-5.6%
Administration	\$ 9,821.31	13.6%	\$ 17,182.12	20.2%	74.9%
Amortization	\$ 250.00	0.3%	\$ 54.00	0.1%	-78.4%
IT	\$ 1,388.35	1.9%	\$ 2,661.85	3.1%	91.7%
Fundraising					
Calendar	\$ 6,195.53	8.6%	\$ 6,307.40	7.4%	1.8%
Bash	\$ 1,533.74	2.1%	\$ 3,599.34	4.2%	134.7%
Other Fundraising	\$ 833.86	1.2%	\$ 87.00	0.1%	-89.6%
Total Fundraising	\$ 8,563.13	11.8%	\$ 9,993.74	11.7%	16.7%
Public Relations and Outreach	\$ 2,765.77	3.8%	\$ 8,475.86	10.0%	206.5%
Total Expenses	\$ 72,325.73	100.0%	\$ 85,116.74	100.0%	17.7%
Net Income	\$ 32,986.60		\$ 13,398.39		
Retained Earnings	\$ 107,246.85		\$ 140,233.45		
Net Income	\$ 32,986.60		\$ 13,398.39		
Total Equity	\$ 140,233.45		\$ 153,631.84		

Financial Analysis

Like many non-profits in 2013, the organization had its challenges keeping the organization on a sound financial basis. Unlike many other non-profits, B.O.N.E.S. ended 2013 with a positive net income number of \$13,398.39. While less than 2012, the following explains how we arrived at this number:

Total Income

Total income is 6.5% or \$6,797.20 less than 2012. We believe the continued depressed economy, reduced number of adoptions and the reduction in fundraising revenue were the direct causes.

The following provides information relating to adoption and fundraising revenues:

- Adoption income is down 26.6% compared to calendar year 2012. The primary reason for this reduction is the change made by the Operations Team in the processing of dogs surrendered to B.O.N.E.S. The new process allows for more active discussion about what dogs will come into the program. It also allows for preliminary medical and behavioral testing to be completed before dogs are placed into foster homes. The new process also allows for many medical issues to be resolved prior to the adoption of a dog. While initially slowing down the adoption process, we believe this is a more effective way to manage dogs in our program.
- Fundraising income is down 4.4%. Less than expected calendar sales and less overall fundraising events are the main factors for this reduction.

Total Expenses

Total expenses are up 17.7% compared to last year. Reasons for this increase are as follows:

- Dog related expenses are down 5.6%. The management of veterinary expenses by our Medical Director continues to save the organization money without compromising the quality of the medical care incoming dogs receive. Savings in 2013 were slightly less than expected because a few dogs brought into the program needed more medical and behavioral treatment than initially expected in order to be made ready for adoption.
- General administration increased 74.9% over 2012. The increase is the direct result of increased professional fees, printing costs and postage.
- Public Relations and Outreach costs increased \$5,710.09 over 2012. The increase in expenses was directly related to updating Outreach supplies which included creating new banners, purchasing new tables, canopies, easels, etc. Supplies have been purchased for five states. The sixth state will receive new items in 2014. This allows B.O.N.E.S. to be consistently represented at all

Outreach events throughout New England. This is a one-time purchase and should not occur again for many years.

Total equity for the organization at the end of 2013 is \$153,631.84. While we did have challenges in 2013, the organization is financially sound and well positioned to continue our mission in 2014.