



ANNUAL REPORT 2021

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GENERAL SUMMARY

Strategic Highlights

In 2021 we accomplished some long-term goals and are very pleased with the results.

Financial Highlights

We were fortunate to be awarded grant money for Covid Relief from both the state and the county. This alleviated some of our losses in lesson revenue from the prior year.

Operating Highlights

In January of 2021 we lost our beloved pony, Scarlet, due to complications from colic. She served with us for 18 years and was the most perfect pony. Scarlet understood her job as did none other of our therapy horses. She will be deeply missed. Throughout the year we have addressed ongoing health issues with our horses, as many are advancing in age. Thanks to Bobbi, Ellie and Kristen, the feed and supplement regime was evaluated and adjusted, as well as treatment for other issues. In January also, a new volunteer named Josh, began writing for Partners' newsletter.

In February Partners officially leased Oly and Apple. We also had a professional saddle fitter come in and customize volunteer Shane's saddle to fit Max. Laura B. was designated as a PATH,Int. mentor. She had three instructors in training and they hope to complete the process in 2022.

In April, after 18 years volunteer, both as a ranch participant and as Board of Directors Treasurer, Janet, retired. Board member Judith Eisenberg agreed to step in as the new treasurer.

At long last

Probably one of our biggest accomplishments was the completion of the new corral covers for our horses. Through donations from board members, the entire corrals were redone with grading, new decomposed granite footing, and new stall mats. With the extended covers, it established a continuous shade structure along our entire corral area. Having moved on from our



original contractor, we attempted to recover our deposit money since they did not deliver as promised. The company has since declared bankruptcy. In April we were also awarded a grant from Autism Speaks. Administration of that grant continued throughout the rest of 2021, and into 2022. We needed additional horses and so we began evaluations with three horses offered to us for use by boarders already at the ranch. We tried Buddy, Annie, and Roman. For various reasons we continue only with rare lessons with Roman when his owner is teaching. Kristen, his owner, was also hired as the new equine coordinator. Patti, a new instructor in training, began her work with her mentor, Laura Barton, to seek PATH CTRI credentialing.

During May and June Covid CDC Guidelines continued to change in what seemed like a weekly basis. Partners adapted its practices to follow the most recent guidelines. To this effort, we were awarded a \$15,000 grant from the State of California for Covid Relief. Shannon, who was a new volunteer for us, began making multiple repairs and new construction. A sky light was installed in the tack shed, new saddle racks constructed, cross-tie divisions erected, weeds were “wacked” and much more.

July and August saw both Lena and Kristen were off for 1-2 months for medical related reasons. Becky, another instructor in training, held a two-week summer camp for special needs children. Expenses were covered by another non-profit group. Partners lent horses for

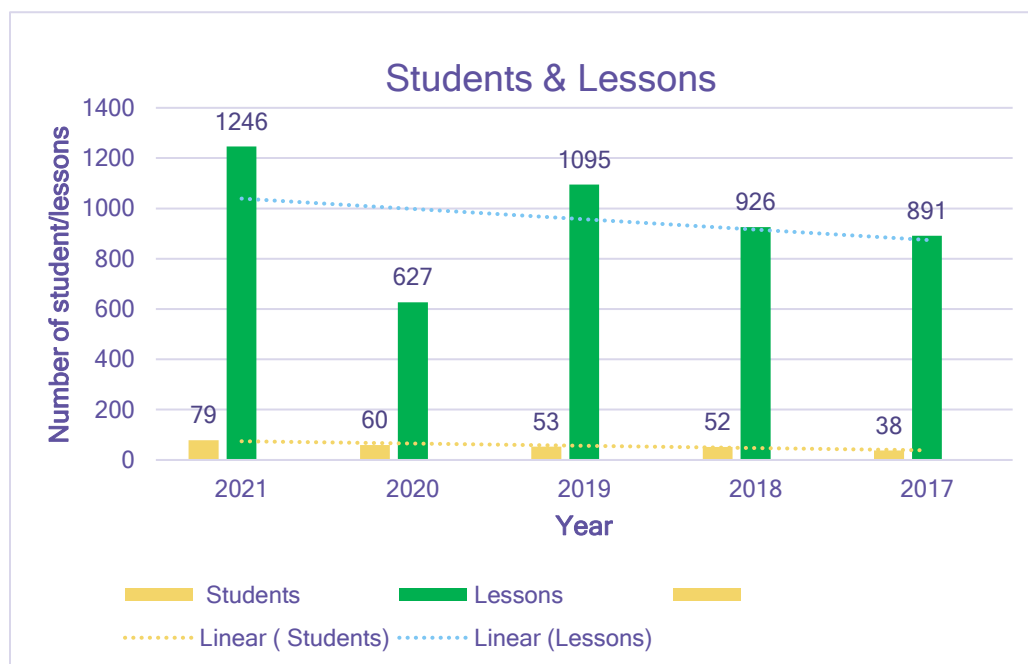
an hour or so a week, and in addition they utilized our instructors and some volunteers during their horse time.

In November, Emily essentially became a full-time employee. Her duties expanded to handle all incoming volunteers, their training and scheduling, She contacted potential new students and handled lesson program scheduling, as well as assisting with equine care activities. Emily planned and implemented a very successful photo shoot with students, families, and ranch boarders. Thanks to Mark Oberman for volunteering his photo skills. A PEMF (pulsed electromagnetic field) machine for use on our therapy horses was donated to the program by board of director member, Bobbi Buettgenbach.

In December the PEMF machine arrived and Ellie and Bobbi conducted an in-service to teach Partners' instructors how to use this new tool. We also held our second gymkhana fundraiser

In Summary;

- Partners gave 1246 lessons to 79 different students. This is over a 100% increase in the number of lessons given last year, 2020, during the Covid restrictions.



- Fifty-five volunteers contributed more than 4682 hours valued at \$157,354. The Independent Sector every year calculates the average value of one volunteer hour and publishes a national average as well as state-specific averages. This year (2020) the national average is \$28.54, and California's average is \$33.61 per hour.

Financial Statements



Statement of Comprehensive Income (Profits and Losses)

Profit and Loss

PartnersTH

Date Range: Jan 01, 2021 to Dec 31, 2021

ACCOUNTS

| | |
|--|---------------------|
| Income | |
| Direct Public Grants – Nonprofit Organization Grants | \$26,000.00 |
| Direct Public Support – Corporate Contributions | \$2,328.43 |
| Direct Public Support – Individual Contributions | \$59,432.06 |
| In Kind Donations / Goods | \$6,975.08 |
| In Kind Donations / Professional Services | \$19,388.00 |
| Invoice Overpayment | -\$10.00 |
| Program Income – Program Service Fees | \$31,635.00 |
| Total Income | \$145,748.57 |
| Total Cost of Goods Sold | |
| | \$0.00 |
| Gross Profit | |
| | \$145,748.57 |
| As a percentage of Total Income | |
| | 100.00% |
| Operating Expenses | |
| Accounting Fees | \$677.16 |
| Advertising / Public Relations | \$237.00 |
| Boarding Fees | \$22,200.00 |
| Dues / Subscriptions | \$780.00 |
| Equipment & Supplies | \$1,293.27 |

Operating Expenses cont.

| | |
|---|---------------------|
| Feed / Supplements / Meds | \$17,298.71 |
| In Kind Donations / Goods | \$6,975.00 |
| In Kind Donations / Professional Services | \$19,388.00 |
| Insurance - Workers Compensation | \$2,872.45 |
| Insurance – Property/Liability | \$1,194.00 |
| Legal Fees | \$75.00 |
| Merchant Account Fees | \$928.37 |
| Payroll - Employer Taxes | \$4,037.03 |
| Payroll - Service Fees | \$597.00 |
| Payroll – Gross Salaries | \$43,999.02 |
| Program Assistant | \$1,417.50 |
| Utilities | \$125.00 |
| Veterinary / Chiropractic Care | \$11,726.74 |
| Total Operating Expenses | \$140,196.25 |

Net Profit**\$5,552.32**

As a percentage of Total Income

3.81%

Balance Sheet

PartnersTH

As of Dec 31, 2021



ACCOUNTS

| Assets | |
|------------------------------------|--------------------|
| Cash and Bank | |
| Cash on Hand | -\$40,464.23 |
| Payments by Wave | \$49,200.74 |
| Total Cash and Bank | \$8,736.51 |
| Other Current Assets | |
| Accounts Receivable | \$800.00 |
| Total Other Current Assets | \$800.00 |
| Long-term Assets | |
| Horses | \$10,966.00 |
| Total Long-term Assets | \$10,966.00 |
| Total Assets | \$20,502.51 |
| Liability | |
| Current Liabilities | |
| Total Current Liabilities | \$0.00 |
| Long-term Liabilities | |
| Total Long-term Liabilities | \$0.00 |
| Total Liabilities | \$0.00 |

| Equity | |
|---|--------------------|
| Retained Earnings | |
| Profit for all prior years | -\$4,407.73 |
| Profit between Jan 1, 2021 and Dec 31, 2021 | \$5,552.24 |
| Owner's Equity | \$19,358.00 |
| Total Retained Earnings | \$20,502.51 |
| Total Equity | \$20,502.51 |

FINANCIAL SUMMARY

Our income continues to fall far behind our expenses. In addition, with the upcoming retirement of our older horses, the expense of providing for their retirement is to be anticipated. We have managed to stay afloat due to the generous contributions from our board of directors, especially the president. The organization needs to do better. We have not been very successful at holding fundraisers in the past. We had substantial grant input this year and we still relied on the board of directors as a major source of income. A raise in the cost of lessons, to keep up with the rising inflation may be necessary.

Looking Ahead

In the coming year we have much to look forward to:

- Hope to increase the number of events held to three.
- We hope to obtain a new horse and a new small pony to add to our herd.
- Completion of the certification process for two more PATH instructors.
- With the addition of horses, and two new certified instructors, and if we can add volunteers, we should again be able to increase the number of lessons we give.

Bobbi Buettgenbach

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Business Manager