



ANNUAL REPORT 2022



PARTNERS
Therapeutic Horsemanship

Email: [info@partnersth.org]
Website: [www.partnersth.org]

Mail: [8590 Sunrise Lane, La Mesa, CA 91941]
Facility: [15665 El Monte Rd, Lakeside, CA]

TABLE OF CONTENTS

GENERAL SUMMARY

Strategic Highlights	3
Financial Highlights	3
Operating Highlights	3
Looking Ahead	6

FINANCIAL STATEMENT

Statement of Comprehensive Income (Profits and Losses)	7
Statement of Changes in Equity	10
Statement of Cash Flows	11

TO OUR SUPPORTERS

Strategic Highlights

Partners has updated many items of our strategic plan which include horse management, staffing, fundraising, and student population.

Financial Highlights

We will continue to pursue alternate sources of income wherever possible. With the addition of a camp this summer, there is a step in the right direction.

Operating Highlights

In January a local contractor and a local lumber company teamed together to build a new large mounting ramp for us. Our previous ramp was beginning to crumble

We were donated a beautiful black Overo Paint (Dandy). This horse was known to our Equine Coordinator and she thought he would do well as a therapy horse.

February, we finally decided to officially retire Vinny after his many years of service. We began to search for a retirement facility. We also purchased a small pony named Patrick, with the thought that he might be able to help replace a previous pony that had passed away. We increased our community output by bringing our message to the Kiwanis Club of San Diego. Covid related issues again caused us to cancel three weeks of lessons.

We held a volunteer appreciation party in March for our faithful helpers who show up week after week to help us deliver our lessons.

We were awarded a \$5000 grant by the San Diego Kiwanis Club Foundation, to purchase a new pony.

April followed with wild weather for Southern Ca, with wind, heat and rain.

May saw us continuing to search for an affordable and acceptable retirement place for Vinny. By the end of the month, we decided to keep him at our ranch. We had searched several months for a retirement home and concluded that it was more cost effective, and he would receive better care, if we kept him ourselves. We asked the owner, if he could build a special turn out area for Vinny to pass away some of his daytime hours.

We also had a senior high school student from High Tech High who interned with us for six weeks.

During July one of our instructors in training held two summer camp sessions in coordination with another nonprofit. The camps were very successful, and we will consider hosting our own camps next year. One of our instructors resigned at the end of the month.

In August we brought a young paint in for trial. Unfortunately, he did not seem to enjoy being a therapy horse and he was returned to his owner in October. We also received a site visit from the LA84 Foundation with whom we had applied for a grant.

In September we switched from month to month lessons to 10-week sessions. This remains a work in progress and we must be very flexible because of lessons cancelled due to heat and rain. We also received a grant from the Equus Foundation

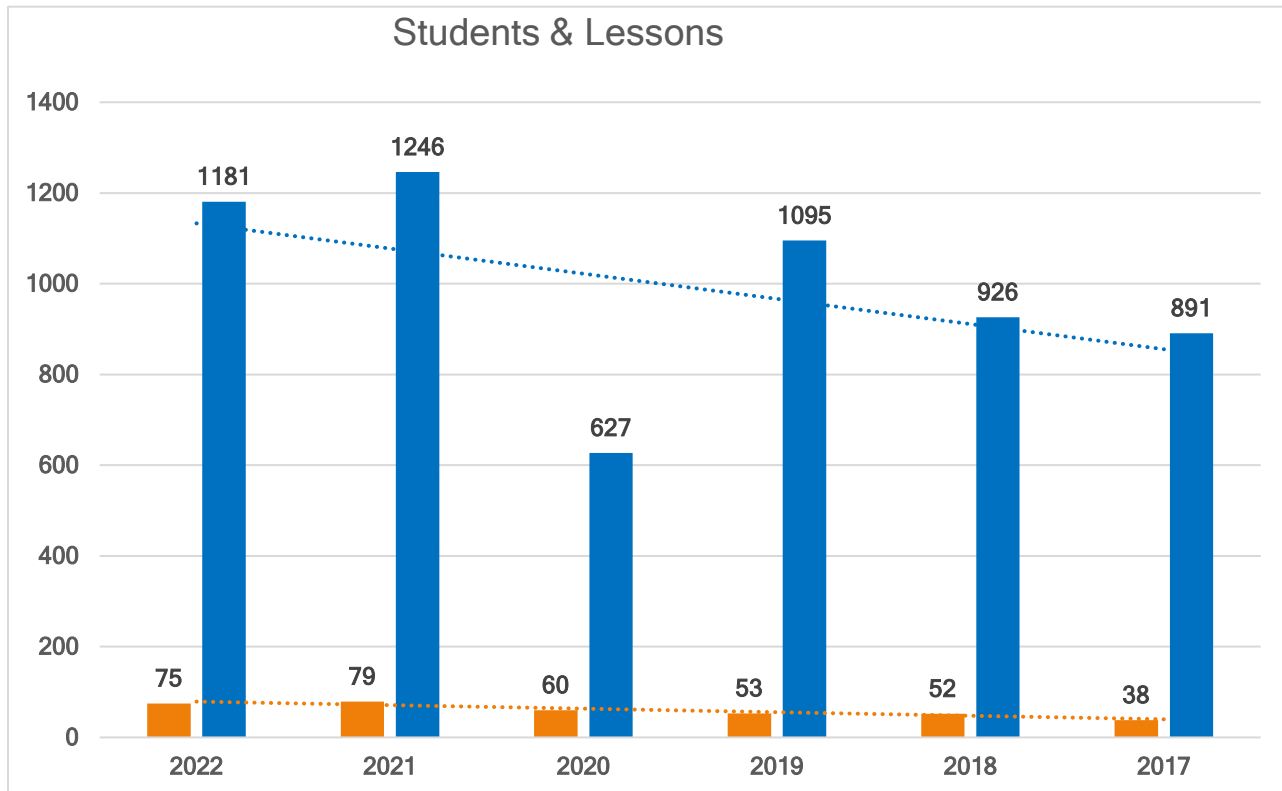
Upward Bound/TRIO once again visited our ranch in October. We have had a long association with this program, through SDSU (San Diego State University) and the La Jolla Golden Triangle Rotary. The goal of Upward Bound is to increase the rate at which participants complete secondary education and enroll in and graduate from institutions of postsecondary education. Also, in October we were awarded a substantial grant from the LA84 Foundation. This grant will enable us to add additional students to our program.

The Kiwanis Club of San Diego came out to the ranch in November to visit the pony which they donated to us. They posed for pictures and helped us segue into the second annual holiday photo shoot which was held the following week, with photographer Mark Oberman.

In December, at long last, the official retirement hang-out for Vinny was constructed. He spends most days there watching the goings-on in the adjacent park. He often has company, but at any rate he can see all the action happening at the lesson area. <https://www.instagram.com/reel/CqIGcmYga9h/>

Partners also showcased our new logo. We believe it is cleaner and more professional looking than our original design.

To summarize, in 2022 Partners gave 1,181 lessons to 75 different students. A total of 100 volunteers donated 4,067 hours of their time, valued at \$35.56 per hour in California, by the Independent Sector, a total of \$144,622.52.



LOOKING AHEAD

Horse management:

1. Consider hiring a barn manager who has received some formal riding training, so they can school horses.
2. Develop evaluation criteria for new horses. Horses must have at least a one-month trial plan.
3. We need another horse that can function in lessons and can carry heavier riders.

Fundraising:

1. Gymkhana
2. Social Media
3. Photo shoot
4. Camp

Students:

1. Continue to add unmounted lessons as space allows.
2. Fill current riding spots to the maximum and evaluate where more mounted lessons might be added.

Increase public awareness:



FINANCIAL STATEMENTS

Profit and Loss

PartnersTH

Date Range: Jan 01, 2022 to Dec 31, 2022



ACCOUNTS	Jan 01, 2022 to Dec 31, 2022
Income	
Direct Public Grants – Nonprofit Organization Grants	\$27,025.00
Direct Public Support – Corporate Contributions	\$759.93
Direct Public Support – Individual Contributions	\$84,882.91
Fundraising	\$580.00
In Kind Donations / Goods	\$5,657.10
In Kind Donations / Professional Services	\$19,185.00
Invoice Overpayment	-\$10.00
Program Income – Program Service Fees	\$39,061.89
Sales	\$100.00
Total Income	\$177,241.83
Total Cost of Goods Sold	
	\$0.00
Gross Profit	
As a percentage of Total Income	100.00%
Operating Expenses	
Accounting Fees	\$647.37
Advertising / Public Relations	\$607.91
Boarding Fees	\$24,750.00
Dues / Subscriptions	\$893.00

Operating Expenses	
Education / Staff Development	\$1,800.00
Equipment & Supplies	\$846.31
Farrier / Shoes	\$4,770.00
Feed	\$7,381.24
Fundraising	\$95.05
In Kind Donations / Goods	\$5,657.10
In Kind Donations / Professional Services	\$19,185.00
Insurance - Workers Compensation	\$5,828.45
Insurance - Property/Liability	\$1,318.00
Legal Fees	\$75.00
Medication	\$5,872.10
Merchant Account Fees	\$752.75
Office Supplies	\$131.88
Payroll - Employer Taxes	\$6,017.64
Payroll - Service Fees	\$714.00
Payroll - Gross Salaries	\$63,381.03
Postage & Delivery	\$17.43
Program Assistant	\$1,766.75
Supplements	\$7,983.78
Veterinary / Chiropractic Care	\$8,766.00
Volunteer/Program Support	\$667.84
Total Operating Expenses	\$169,925.63

Net Profit

As a percentage of Total Income

\$7,316.20

4.13%

Statement of Changes in Equity

Balance Sheet

PartnersTH

As of Dec 31, 2022



ACCOUNTS	Dec 31, 2022
Assets	
Total Cash and Bank	\$16,618.39
Total Other Current Assets	\$114.32
Total Long-term Assets	\$10,966.00
Total Assets	\$27,698.71
Liabilities	
Total Current Liabilities	\$0.00
Total Long-term Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Total Other Equity	\$0.00
Total Retained Earnings	\$27,698.71
Total Equity	\$27,698.71

Statement of Cash Flows

Cash Flow

PartnersTH

Date Range: Jan 01, 2022 to Dec 31, 2022



CASH INFLOW AND OUTFLOW

Jan 01, 2022
to Dec 31, 2022

Operating Activities	
Sales	
Direct Public Grants – Nonprofit Organization Grants	\$27,025.00
Direct Public Support – Corporate Contributions	\$759.93
Direct Public Support – Individual Contributions	\$84,882.91
In Kind Donations / Goods	\$5,657.10
Invoice Overpayment	\$230.00
Program Income – Program Service Fees	\$39,387.57
Sales	\$100.00
In Kind Donations / Professional Services	\$19,185.00
Fundraising	\$580.00
Total Sales	\$177,807.51
Purchases	
Accounting Fees	-\$647.37
Advertising / Public Relations	-\$607.91
Boarding Fees	-\$24,750.00
Dues / Subscriptions	-\$893.00
Education / Staff Development	-\$1,800.00
Equipment & Supplies	-\$846.31
Farrier / Shoes	-\$4,770.00
Feed	-\$7,381.24
Fundraising	-\$95.05

Cash Flow - PartnersTH

Date Range: Jan 01, 2022 to Dec 31, 2022

Created on: Apr 05, 2023

Page 1 / 3