



Circle Tail, Inc. Annual Report 2014



Note from the Executive Director

2014 was an exciting year for all of us at Circle Tail. While the “dog numbers” showed a decline over previous years, Circle Tail undertook several areas of new direction to prepare for growth in the coming years.

The first major change was to our logo. While keeping the essence the same, a cleaner, less cluttered and more eye appealing logo was adopted. A revitalized marketing committee then set about standardizing Circle Tail’s look across marketing materials and social media. While it is still a work in progress, the newly formed committee has done some tremendous work over the past year.

The new Center for Service and Hearing Dogs was constructed this year and opened in mid-November. Finally the multiyear fundraising and design project was completed. This building houses our service/hearing dogs in training when they are on site for evaluation and training between visits to foster families and the prison program. Already the dogs appear more settled and are enjoying the large runs, in floor heating, and play rooms. Our volunteers and staff are enjoying the welcoming space also as they interact with the dogs in the kennel.

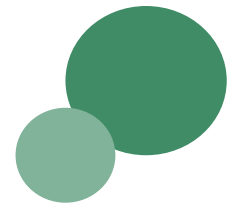
Also this fall, Circle Tail became a member of Assistance Dogs International (ADI) Breeding Cooperative. This Cooperative consists of accredited ADI members who either have large or small breeding programs, those who would like to assist organizations who have breeding programs by whelping litters for them, or who would just like to receive puppies when available. Circle Tail joined at the Host Level so we will be able to assist the cooperative by whelping litters from other organizations. This will enable us to obtain more puppies for the service/hearing dog program. As the number of suitable dogs for service work declines in our area shelters, this program will help Circle Tail grow the number of service/hearing dog placements in years to come.

We thank all of those who were such a support to our programs in 2014 and we look forward to continued renewal and progress in 2015.



Executive Director, Circle Tail, Inc.





Background

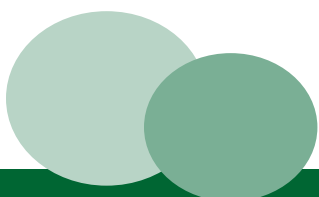


Circle Tail Training and Education Center

Circle Tail, Inc. was established in February 1997 and received its advanced ruling from the IRS showing Federal 501 (c)(3) non-profit status in November 1997 (EIN: 31-1516490; DLN: 17053349711041). Circle Tail received its final determination as a non-profit public charity on January 11, 2002.

Circle Tail is a multi-faceted organization that:

- Provides high quality service and hearing dogs to people with disabilities. These dogs and the training are provided at no charge to the individual.
- Provides in home service and hearing dogs to adults with disabilities as well as in home companion dogs to children with disabilities at a minimal charge.
- Operates a limited admission shelter, with responsible spay/neuter practices, for unwanted dogs/puppies
- Strengthens and promotes the human-canine bond in the community by providing dog adoptions, obedience training classes, individual behavior management sessions, and activity and educational programs for the general public.



Administrative



Rango, "Sheriff of Circle Tail"

During 2014, Circle Tail's logo received a makeover. While the essence of the logo remained the same, the new look is smoother and more eye appealing. Along with the new logo was the start of an updated and improved marketing materials package and work by a dedicated marketing committee to unify the look of Circle Tail across social media sites.

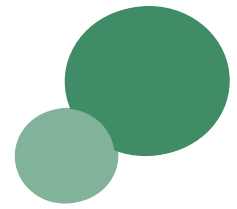
This year the Circle Tail Board of Directors was comprised of 9 members. The Board conducted 8 board meetings with an average 78.5% attendance at each meeting. Five vacant board positions remained at the end of 2014.

Monthly e-newsletters were sent out to approximately 4000 supporters to keep them current on events and happenings at Circle Tail. Circle Tail further reached its supporters through

social media including Facebook, Twitter, Pinterest, Instagram and the Circle Tail blog, increasing the number of followers on each of those platforms.

We continue to be an accredited organization and active voting member of Assistance Dogs International (ADI). Circle Tail is very proud of this distinction, as we are one of only 59 accredited organizations in North America.

Circle Tail also remains a member of the International Association of Assistance Dog Partners (IAADP), Little Miami Chamber of Commerce and United Pet Fund. Circle Tail's Executive Director and dog trainer is a member of the International Association of Canine Professionals (IACP) and serves on the IACP Certification Committee. She also continues to be an AKC Canine Good Citizen® Evaluator and a certified PerTech® PetSaver™ Instructor.

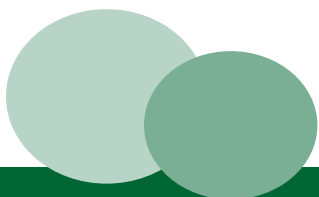


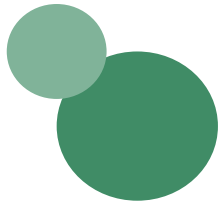
Facility Improvement

Circle Tail completed its plans for a new Center for Service and Hearing Dogs that is now located adjacent to the existing kennel. Construction of the building was completed in October and the service/hearing dogs in training began to occupy the building in mid November. The building features 12 indoor/outdoor runs, 2 puppy playrooms, a puppy night room, a whelping room and a food prep/laundry room. The building has in floor heat, central AC, and a large enclosed porch on 2 sides. On October 25th, Circle Tail hosted an open house for donors, volunteers and staff with over 50 people attending. Landscaping and fencing around the area will be completed in 2015.



New Center for Service & Hearing Dogs





Service Hearing Dog Program

Partner Summary:

Assistance:	1 dog – Service
In Home Assistance:	4 dogs
In Home Companion:	1 dog
Facility:	0 dogs
Therapy Certified:	3 dogs
SAR:	1 dog

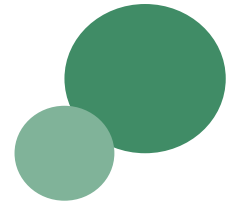


- We received two female Labrador Retrievers and one male and one female Golden Retrievers this year from New Horizons Service Dogs to add to our service dog training program.
- In November, Circle Tail donated 2 Shih Tzu mix pups to a service dog organization in North Carolina to be trained as alert dogs for children.
- One service dog team, 4 in-home service dogs and 1 in-home companion dogs were partnered this year. In addition, 3 adopted dogs became therapy certified and 1 dog was adopted to become a Search and Rescue dog.
- A total of 77 service/hearing dog teams and 66 in-home service/hearing/companions have been partnered since Circle Tail's inception.
- Three Assistance Dogs International Public Access Tests were completed by Circle Tail assistance dog teams.
- One American Kennel Club Canine Good Citizen Test was conducted. Seventeen dog/person teams were tested including several service dogs in training. Four Service Dog Teams and 2 public teams successfully completed the test.
- The Assistance Dogs International Trainer's Conference and Assistance Dogs International Annual conference were both attended by the Executive Director.

ADI Breeding Cooperative:

This fall, the Circle Tail Board of Directors made the decision to join the ADI Breeding Cooperative. This Cooperative consists only of ADI accredited organizations. The goal is to increase the number and improve the health and temperament of dogs who have the qualities to succeed as Guide, Service or Hearing dogs. Circle Tail joined as a "Host" member. This means that not only will we be able to obtain service potential pups when other organizations have excess, but we will also have the ability to "host" and whelp litters for other organizations who have too many litters planned at one time. By providing this service, Circle Tail will receive some of the pups to train as future service/hearing dogs and potentially raise some dogs that may then also have breeding potential. This is an exciting endeavor that should help us increase our number of program dogs and therefore increase our number of successful service/hearing dog team placements.





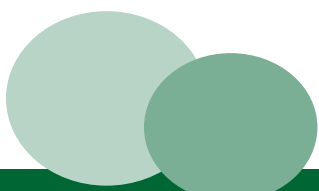
Shelter Dog Program



- Since 1999 Circle Tail has adopted over 3400 dogs and puppies into new homes.
- 182 dogs were taken into our program in 2014.
- 176 dogs were adopted.
- 0 dogs were returned, which reflects a 0% return rate.
- 12 dogs were added to our website as a community service under “courtesy posting” to assist them in finding new homes.
- A heartworm positive dog was taken in and treated. Community donations helped offset the cost of his treatment. He was adopted following his recovery.
- 3 pups/dogs expired due to health reasons and 4 dogs were euthanized for health reasons or aggression toward people and dogs.
- 52% of dogs taken in came from shelters or other rescue groups; 28% were family released; 9% were strays; 4% were born at Circle Tail

(all the pregnant dogs came from shelters) and 6% were breeder donated for the service/hearing dog program.

- As of 12/31/14 there were a total of 36 dogs being cared for by Circle Tail (13 shelter dog program, 20 service/hearing dog program, 3 residents).
- The adoption committee was comprised of 2 volunteers who helped match the dogs with their new adoptive families.



Dog Intake

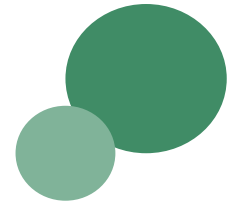
Type	Intake	% of Intake
Shelter/Rescue Groups	95	52%
Family Release	51	28%
Family Release (Previously adopted from CT 4+ months ago)	0	0%
Strays	15	9%
Born @ CT	11	6%
Returned Service Dog	2	1%
Total	182	100%



Hearing Dog, Davina

Dog Intake By Breed

Pure Breeds	Intake	Working Breed Mixes	Intake
Lab	19	Lab Mix	59
GSD	15	GSD Mix	14
Golden	7	Aussie Mix	7
Poodle	5	Whippet Mix	8
Shih Tzu	4	Sheltie Mix	10
		General Mixed Breed	34
Total	50	Total	132
		Total Intake	182



Dogs Adopted

Dogs Adopted Month	Number	Dogs Adopted Month	Number
January	9	July	20
February	16	August	12
March	25	September	16
April	8	October	15
May	5	November	17
June	14	December	19
		Total	176



Adopted Dog, Mara

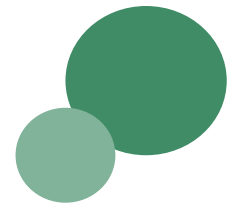


Inmate/Canine Educational Development and Training Program

The Inmate/Canine program was comprised of two Ohio Correctional Institutions, including Dayton (DCI) and the Ohio Reformatory for Women (ORW). Both are women's facilities. The DCI program now handles 13 dogs and the ORW program can handle up to 20 dogs. Both assistance and shelter dogs are housed, cared for and trained by the inmates at the correctional facilities. The inmate handlers at ORW had the opportunity this year to whelp a litter and care for the mom and pups until the pups were 8 weeks old. They did a wonderful job with the pups and they were all quickly adopted after being spayed/neutered. While it took longer to adopt the mom, she also found a new permanent home. In October, two Circle Tail volunteers presented an hour session on Healing Touch for Animals to the inmates and their families on Family Day at DCI. The attendees enjoyed the session and the volunteers had an opportunity to meet and talk with some of the DCI dog handlers.



Handlers/Trainers at Ohio Reformatory for Women



On site Surgical Suite



Circle Tail's Surgery Suite

Circle Tail entered its fourth year of performing spay/neuter surgeries for our dogs on-site in our fully equipped surgery suite. The surgery suite is located in the back of the Training & Education Center. The surgeries are being performed by Ellen Dryer, DVM of Seven Hills Pet Clinic, and Janet Clem, DVM of Cincinnati Animal Medical Center, all on a volunteer basis. The veterinarians are assisted by Circle Tail staff and volunteers.

In 2014, 78 spays and 57 neuters were performed. No infections were noted while the dogs were on site post surgery. In addition to the routine spay/neuters this year, one of our veterinarians performed additional surgical procedures that included: removed several warts on a dog's lips, two tail dockings to damaged tails, 1 eyelid reconstruction, removed

a scrotal tumor, removed an undescended testicle, and did a foreign body removal of items from one of the dog's stomach and intestine. With the veterinarian's expert care and support of our staff and volunteers, all these dogs recovered quickly and CircleTail did not incur the huge veterinarian bills that these surgeries would have cost at a clinic.

The on-site surgery suite continues to provide a low stress surgical experience for our dogs. The dogs are walked up to the surgery suite and are prepared for surgery by people they know. Following surgery they recover in a crate in the surgery suite and later in the day when they are awake, most of them are able to walk back to the kennel for a drink, snack and bedtime.



Grants and Fundraising

Ten grants were received in 2014 including:

- The Scaife Family Foundation for general operating expenses.
- Raymond James Charitable Endowment Fund for the Service/Hearing Dog Kennel.
- Helen Brach Foundation for general operating expenses.
- Xavier MSHA Philanthropy Project for media related equipment.
- Elsa Heisel Sule Foundation for purchase of a new 2014 Transit Connect Van.
- Anonymous for the Service/Hearing Dog Kennel.
- Greater Cincinnati Foundation Burt Family Fund for fencing around the adoption buildings and new Service/Hearing Dog Kennel.
- Pedigree Foundation for general operating expenses.
- Build-A-Bear Workshop Bear Hugs Foundation for general operating expenses.
- Ridgeway Foundation for general operating expenses.

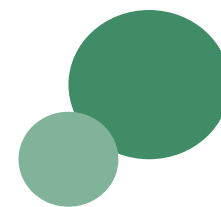
Circle Tail had a variety of fundraising events in 2014. This year was our Fourth Annual Dinner, Art & Wine for Canines event held at Receptions in Loveland. Two hundred and seven people and 11 artists attended the event. The event MC was Amy Tobin of Amy's Table heard on Q102 and the Keynote Speaker was Ed Shernoff, a Circle Tail volunteer. In addition, Circle Tail held a new event, Barks, Bourbon & Brews, at the recently opened New Riff Distillery in Belleview, KY. The event was hosted by Janeen Coyle of WGRR. Over 60 attendees enjoyed a tour of the distillery, food by the bite, beer and bourbon tasting, games and a demo by the Circle Tail service dogs. Other fundraisers included the Flying Pig Marathon charity partnership, Rusty Ball charity partnership, Chuy's dog wall photos, Fifty West Wag Fest, PawJoggers 5K, and pet pictures with Santa Claus at PetPeople. In August, Circle Tail also entered a video contest sponsored by PetPeople, a nationwide pet store chain that has stores local to Cincinnati. After submitting the 3 minute video about your organization, people voted over a 2 week period. Circle Tail won first place and the \$3000 prize. The video captured the essence of Circle Tail with our service dog teams and our dogs for adoption all portrayed in snapshots taken by our Kennel Manager, Tina.



New Center for Service & Hearing Dogs Open House



2014 Dinner, Art, & Wine for Canines

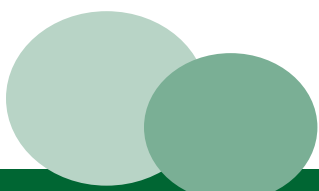


Community Outreach Activities



Rango Helps Demonstrate Chest Compressions

- Circle Tail volunteers participated in over 10 local pet or health related events and 3 times a month off-site adoption days.
- Volunteers presented approximately 14 educational programs about assistance dogs to a variety of local service and support groups, including Kiwanis and the Ataxia support group, churches, chambers of commerce, Boy and Girl Scout troops, dog scouts, retirement centers, senior centers, schools and other organizations.
- Circle Tail volunteers appeared on 2 TV news programs and 2 radio talk shows informing the audiences about the programs of Circle Tail.
- Volunteers assisted with a pilot reading program at a local elementary school. Volunteers took a dog into the school, once a week for 6 weeks, for children with learning disabilities to read to the dog. The program encouraged the children to read to the dog who listened with unconditional acceptance. The program was very well received by the students and staff.
- Circle Tail opened the Training Center and play yard for the third year to the local Clover Canines 4-H club. Approximately 25 children and their dogs accompanied by the 4-H club leaders and some of the parents participated in the “sleep over” event. Games, food and fun were had by all the participants and Circle Tail received some much needed items off their wish list in return.
- Basic, intermediate and remedial dog training classes continued to be offered to the community. An advanced class was also held this year. In addition, we provided numerous private lessons and 3 Pet First Aid/CPR classes.
- On Saturday of Memorial Day weekend, Circle Tail held its sixth annual memorial service, in the new Memorial Garden, for those companion animals that have passed. Those present shared happy memories of times with their pet and those who could not attend had their pet/assistance dog’s name read aloud in remembrance.
- The once a week Doggie Daycare program was discontinued in April due to decreasing attendance, wear and tear on the grounds, and staff requirements to run the program.
- A three hour presentation on Service and Therapy dogs was presented as a continuing education program for health care professionals in Cincinnati, sponsored by the Epilepsy Council.



Volunteers

- A network of volunteers continued to support Circle Tail's mission by participating in care, exercise and training of the dogs onsite at Circle Tail and by assisting at off-site adoption days, dog related festivals and educational programs to community groups. Volunteer orientation was held at least once a month and twice a month in the summer. Countless other people continued to donate their time, money, and expertise throughout the year. In November, a Board Member and a group of volunteers began work on improving the orientation process. A workshop on Volunteer Management was attended and shared with the group. A new process for orientation is planned to be in place in early 2015.



Greater Cincinnati/Northern Kentucky Airport Service Dog Outing

- Two staff members and 2 volunteers attended an 8 hour seminar on low stress handling for dogs presented by Dr. Sophia Yin.
- Three times a month, a group of volunteers took Circle Tail dogs for adoption or assistance dogs in training to the local PetPeople pet stores. They provided the customers with information regarding responsible pet ownership, service/hearing dogs, as well as promoting Circle Tail's services to the community.
- 4 "work days" were held where community volunteers came to help beautify the Circle Tail grounds by weeding flower beds, spreading mulch and planting new flowers. One group also dismantled the kennels in the old training center to get them ready to be installed into the new Service/Hearing dog kennel.
- We routinely had 10 foster families assist with housing and socializing our dogs this year. Dogs and puppies were placed with the foster families to help socialize them, teach house manners and reinforce obedience training, paving the way towards life as an assistance dog or well mannered family pet.
- Healing Touch for Animals (HTA) practitioners volunteered 3 times a month to help the Circle Tail dogs have a more balanced energy system. The HTA techniques helped the dogs focus on training and adjust more readily to the kennel environment.
- Through a local high school Magnified Giving Program, 3 students designed and fabricated 2 "adventure boxes" for socializing puppies at Circle Tail.

Circle Tail Inc.
STATEMENT OF FINANCIAL POSITION
as of December 31, 2014

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2014 Total</u>
ASSETS			
Cash	\$ 13,252	\$ -	\$ 13,252
Utilities Deposit	50	-	50
Cash Equivalent Investments	331,484	-	331,484
Inventory	14,230	-	14,230
Equipment, Net of Accumulated Depreciation	661,154	-	661,154
TOTAL ASSETS	<u>\$ 1,020,171</u>	<u>\$ -</u>	<u>\$ 1,020,171</u>
LIABILITY			
Payroll Liabilities	\$ 4,727	\$ -	\$ 4,727
Mortgage Payable	142,478	-	142,478
Sales Tax Payable	(276)	-	(276)
Credit Card Payable	2,932	-	2,932
TOTAL LIABILITIES	<u>149,861</u>	<u>-</u>	<u>149,861</u>
NET ASSETS			
Unrestricted	870,310	-	870,310
Temporarily Restricted	-	-	-
TOTAL NET ASSETS	<u>870,310</u>	<u>-</u>	<u>870,310</u>
TOTAL LIABILITIES & NET ASSETS	<u>\$ 1,020,171</u>	<u>\$ -</u>	<u>\$ 1,020,171</u>

Not Audited or Reviewed

Circle Tail Inc.

PROFIT & LOSS

12 Months Ended December 31, 2014

	YTD December 31, 2014 Actual	YTD December 31, 2014 Budget	Budget % Variance
Ordinary Income/Expense			
Income			
Direct Public Grants	\$ 71,694	\$ 70,000	2%
Donations and Gifts	100,211	70,000	43%
Fundraiser	66,753	46,600	43%
Merchandise Sales	4,458	7,000	(36)%
Application Fees	29,602	44,000	(33)%
Boarding Fees	20,376	25,000	(18)%
Doggy Daycare	815	6,000	(86)%
Grooming	3,239	6,000	(46)%
Microchip Service	4,458	6,000	(26)%
Training Fees	12,339	20,000	(38)%
Interest and Dividends		2,000	
Unrealized Gain/Loss on Investments			
Total Income	\$ 313,944	\$ 302,600	4%
Cost of Goods Sold			
Cost of Sales - Inventory Sales	-	-	N/A
Gross Profit	\$ 313,944	\$ 302,600	4%
Expense			
Salary and Benefits Expense	142,140	150,000	(5)%
Facilities and Equipment	16,611	47,200	(65)%
Postage, Mailing Service	676	250	170%
Printing and Copying	436	750	(42)%
Supplies	6,820	16,000	(57)%
Telephone, Internet	3,559	3,000	19%
Utilities Expense	12,167	13,000	(6)%
Veterinary Expense			
Vet Exp - Service	188	1,000	(81)%
Vet Exp - Shelter	160	1,000	(84)%
Surgery Expense - Equipment	600	-	N/A
Surgery Suite - Consumables	809	1,000	(19)%
Total Veterinary Expense	1,757	3,000	(41)%
Advertising Expenses	183	-	N/A
Insurance Expense	8,609	7,500	15%
Other Program Expenses	26,034	13,000	100%
Dues and Subscriptions	2,794	1,000	179%
Travel and Meetings	5,952	4,250	40%
Miscellaneous Expenses	346	1,000	(65)%
Sales Tax	15	-	N/A
Contract Services	-	3,500	(100)%
Total Fundraising Expense	13,728	15,500	(11)%
Capital Expense			
Depreciation and Amortization	29,795	11,628	156%
Interest on Bldg. Loan	9,261	9,121	2%
Total Capital Expense	39,055	20,749	88%
Total Expense	280,881	299,699	(6)%
Net Income	\$ 33,063	\$ 2,901	N/A

Not Audited or Reviewed

Circle Tail Inc.
STATEMENT OF FUNCTIONAL EXPENSES
 December 31, 2014

	<u>Program</u>	<u>Management & General</u>	<u>Fundraising</u>	<u>Total 2014</u>
EXPENSES				
Salaries	127,926	7,818	6,396	142,140
Payroll taxes	-	-	-	
Advertising	659	40	33	733
Capital campaign	-	-	-	
Dog Medicine and supplies	6,413	-		6,413
Telephone, Internet	3,203	196	160	3,559
Rent	6,912	288		7,200
Utilities	11,680	487		12,167
Maintenance	603	25		628
Education, seminars, conferences	2,094			2,094
Grants/gifts-in-kind	22,462			22,462
Insurance	7,748	473	387	8,609
Office supplies	1,207	74	60	1,341
Postage	608	37	30	676
Licenses and registration	238			238
Meals and entertainment	371	23	19	412
Professional dues, memberships	2,794			2,794
Sales tax	15			15
Microchip service	2,332			2,332
Vehicle	2,875	176	144	3,194
Veterinary	348			348
Depreciation	28,603	1,192		29,795
Interest Expense	8,890	370		9,261
Direct Fundraising Expenses			13,728	13,728
Real Estate and Property Tax	7,455	456	373	8,283
Surgical Suite Expense	1,409			1,409
Miscellaneous expense	1,051			1,051
Total Expenses	247,897	11,654	21,330	280,881
Percentage of Total	88%	4%	8%	

Not Audited or Reviewed