

SAVING ANIMALS, CHANGING LIVES



FY 2018 ANNUAL REPORT



FROM THE PRESIDENT OF THE BOARD

Our pets are great companions, sources of joy, and providers of unconditional love. They allow us to make meaningful connections—with them, with ourselves, and with other people. While walking our shelter dogs, Zoe and Buddy, my wife and I have gotten to know many neighbors and their furry friends whom we otherwise may not have met. Our canine “kids” have helped us to forge treasured friendships with other people who share our love for animals.

We had to say a tearful goodbye to our 14-year-old border collie Buddy this summer. As we miss him deeply, we realize how much he brought to our lives. We take comfort in

the great memories with him and friendships he helped us build.

All of us in the Pets In Need family (including, of course, our generous donors, adopters, and volunteers!) are focused on saving pets. It’s important to step back and realize that the benefit is mutual: our pets “save” us by greatly enriching our lives.

Sadly, there are millions of dogs and cats in shelters across the country that never have the chance to brighten a home. At Pets In Need, we are committed to changing that and to creating a no-kill world where every adoptable pet finds a great home.

We are making great strides in achieving this vision. Every year, we give more animals a second chance at life and reduce the number of unwanted animals through our vigorous adoption and subsidized spay/neuter programs.

We are applying Silicon Valley’s spirit of innovation to continuously increase the impact of each donor dollar and to create a scalable model through which our no-kill vision is being realized. We are ramping up our community outreach with a variety of very popular programs including youth camps, school visits, and corporate

events. These innovative outreach programs benefit both people in the surrounding communities and our pets while multiplying our impact by creating new ambassadors. The next year promises yet greater accomplishments in our journey.

As president of the Board, I am grateful to our executive leadership team, staff, volunteers, and foster families for their dedication to our mission and their compassion for our animals. It is a true joy to visit our shelter and see what we are accomplishing daily. I am also most grateful for the continued generosity of our remarkable donors and my fellow Board members. Thank you for joining us in making the world a better place for two- and four-legged creatures alike!

Sincerely,

Rob Kalman
Board President



FROM THE EXECUTIVE DIRECTOR

The first time I saw Kiki, she was one of five newborn kittens stuffed into a pillowcase left hanging from a fence. Kiki and her littermates were all underweight, flea-infested and in need of medical attention, but Kiki was the worst off.

My wife and I took the whole litter into our home, bottle fed them and nursed them back to health. Three of the five were adopted, and we kept two, including Kiki.

Even with her mangy coat, perpetually crusty eyes, and penchant for attracting dirt wherever she went, Kiki stole our hearts, and at the same time brought us closer together as a couple.

Because that’s what animals can do. They change our lives.

Last year, the Pets In Need team completed a record 821 adoptions and helped to change the lives for the better for each family that adopted one of our furry friends.

That means 821 of the most vulnerable dogs and cats—animals like Kiki that very likely would have been euthanized in a public shelter—found a forever home, and their adopters found a forever friend and family member.

Everything we do depends on the generosity of our supporters and each and every gift we received last year helped to save a life.

Thank you for being a lifesaver!

Gratefully Yours,

Al Mollica
Executive Director



Above: Simba (left) and Kiki (right)

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Above: Rob and his wife, LuAnne, with Zoe (left) and Buddy (right) in 2016.



FINDING HOMES FOR PETS IN NEED

With more than 53 years of experience and a gold-level four-star rating from Charity Navigator, Pets In Need has a proven track record of saving the lives of the most vulnerable animals.

Key to our success is a strong adoption program. This year marked the sixth consecutive year in which we increased our adoption rate.



900

TOTAL NUMBER OF ANIMALS RESCUED



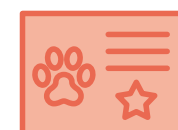
365

CAT ADOPTIONS



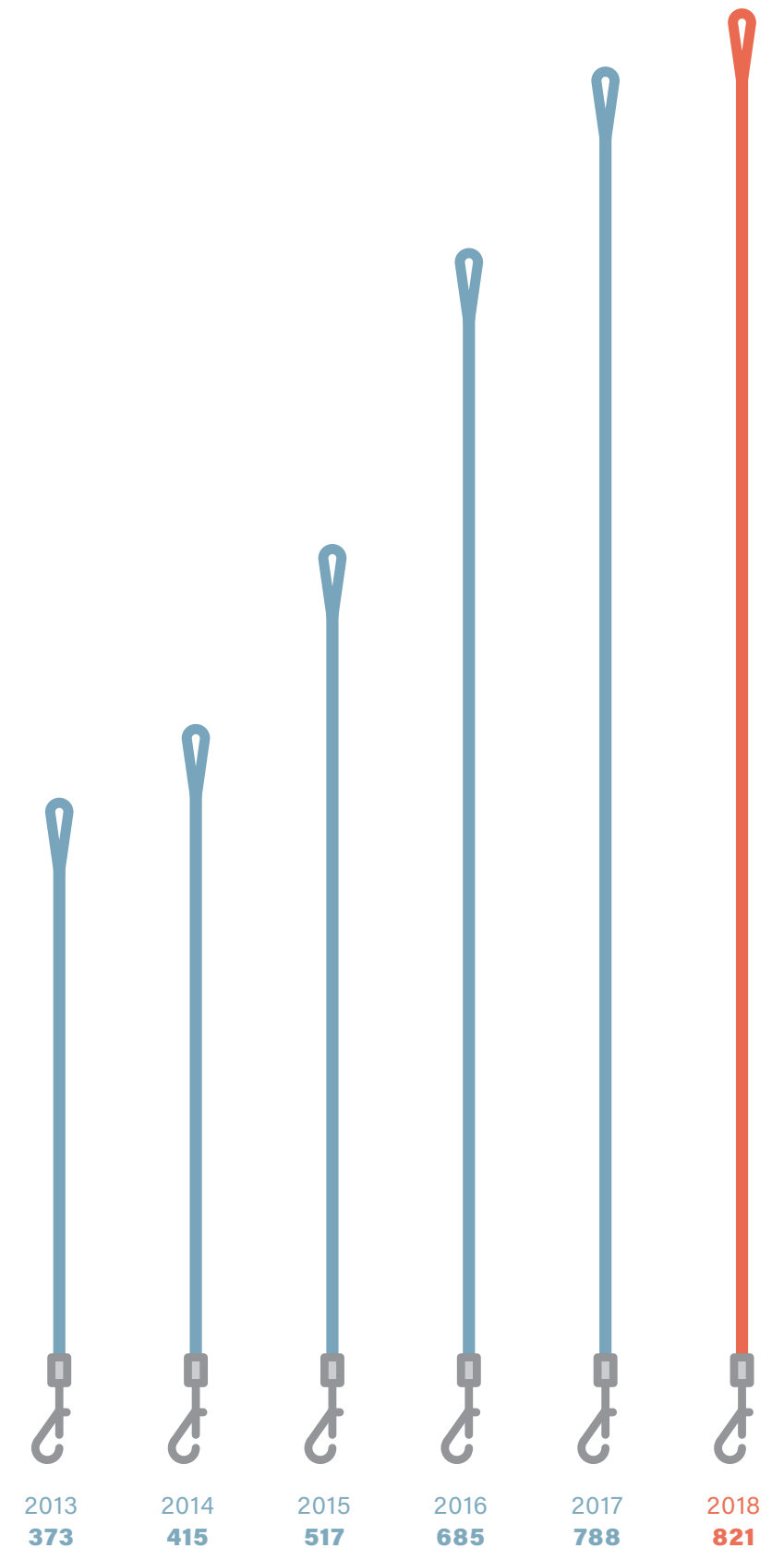
456

DOG ADOPTIONS



821

TOTAL ADOPTIONS IN FY 2018



NUMBER OF ADOPTIONS EACH YEAR SINCE 2013

BRINGING COMFORT TO A LONELY HEART

Rebecca's relationship with her beloved black cat named Noodle began with a lie.

Rebecca had been living with her mother, working at a palliative care clinic and getting ready to start graduate school. Her girlfriend lived in Germany, and she missed her.

A lifelong cat lover, Rebecca knew that adopting a cat was a way to bring comfort to her lonely heart.

There was just one issue: Rebecca's mom didn't want a cat. So Rebecca suggested they foster, knowing deep down that once she brought a cat into their home, they'd never be able to say goodbye.

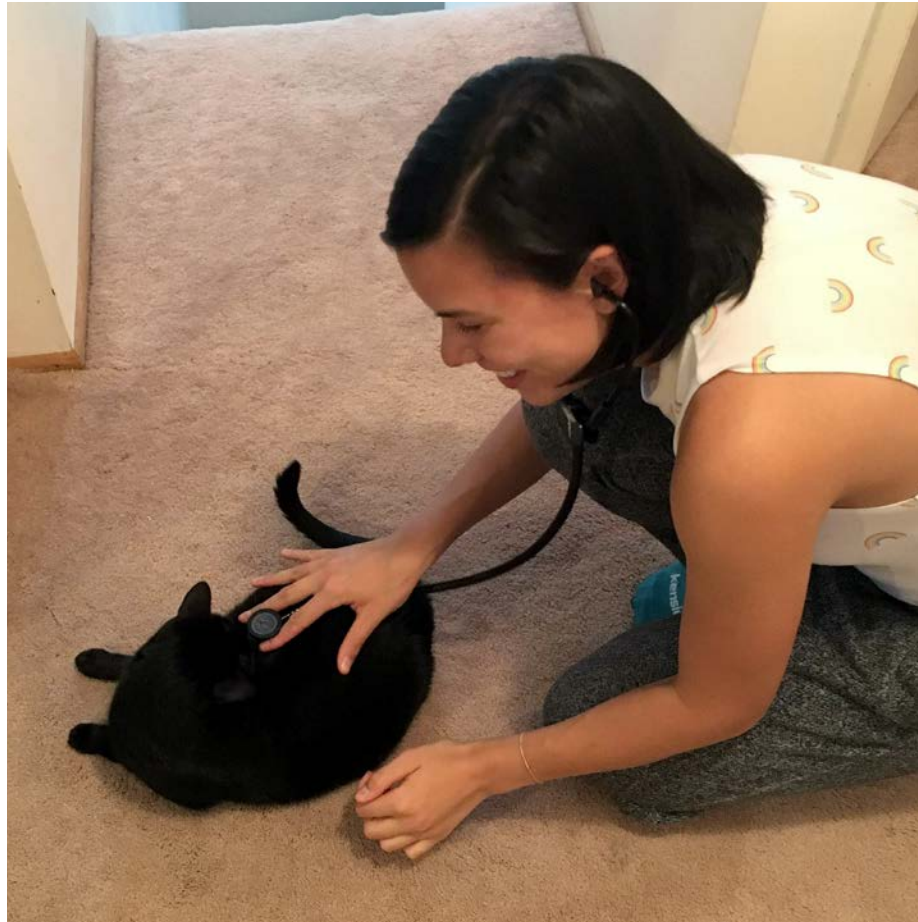
It worked.

"I knew we won my mom over when she went out one day and came home with a cat house for Noodle," Rebecca said.

Noodle came to Pets In Need as a kitten. Anti-social and stressed, she stayed for 18 months, almost her entire life. The staff at Pets In Need thought even a short stint in a foster home might do Noodle good.

Noodle greeted Rebecca for the first time with a nasty hiss. Once Rebecca got her home, Noodle hid for several hours. But Rebecca was committed and waited patiently for Noodle to come around.

She didn't have to wait long. It took just one day for Noodle to show the first signs



of affection. She approached Rebecca to be petted, and even offered a purr.

Noodle's transition from angry loner to loving playmate unfolded gradually and provided a nice distraction for Rebecca, who works with patients dealing with life-limiting illnesses.

Over time, Noodle has picked up a habit of sitting on her cat tree waiting for Rebecca to return from work. When she hears the car, Noodle meows, runs downstairs, and hops onto a stool near the door, which Rebecca has dubbed the "petting stool."

"In palliative care you see a lot of really sad and heavy things, and it can be emotionally intense," says Rebecca. "To be able to come home at the end of a long day and have a silly cat there to offer me love and levity is therapeutic."

A BOND BEYOND FRIENDSHIP

Nine months have passed since William adopted Elsa, a terrier mix, but if you saw them together you might think they had been friends for years.

William is a dog lover at his core. Give him the opportunity, and he will name each one of the more than 20 dogs he's adopted over the years. Although they've all made their mark, few compare to Elsa.

"She is the most wonderful dog in Silicon Valley," he says.

William was exposed to a toxic herbicide more than 25 years ago and has faced a series of medical challenges over the years. Today he battles diabetes and a congenital heart condition and at the time of Elsa's adoption, William was depressed. Some days it was a challenge just getting out of the house.

Elsa has brought him out of the doldrums.

William takes Elsa for a walk or run four times per day. At the park near their home she sees various canine boyfriends.

"There's morning guy, midmorning guy, afternoon guy. She's a diva," Williams says.

The bond between William and Elsa goes beyond friendship. Elsa is William's diabetic alert dog, meaning she's trained to detect dangerous changes in William's blood glucose levels.

Recently the two were on a bike ride when Elsa, seated in a crate behind William, could sense that his blood glucose levels were dangerously low, just by smelling him. She alerted William by scratching his back and he pulled off of the road to have something to eat.

Dogs are, according to William's mother, "little angels in fur suits."

"They know when you're hurting and when you're down," says William, "and they want to enjoy the happy moments with you, too."



REDUCING ANIMAL HOMELESSNESS

While we're proud of our rescue and adoption success, we also know that spaying and neutering is the most effective way to reduce the number of homeless, neglected, and abused animals entering shelters.

To limit the cost barrier to pet owners, Pets In Need provides low-cost spaying and neutering services for the pets of all California residents.

In addition to performing surgeries at our Redwood City facility, we also use our mobile medical van to provide free spay, neuter, and vaccination services in low-income communities throughout the extended Bay Area.



1,300

SURGERIES
COMPLETED ON-SITE



225

MOBILE MEDICAL
VAN SURGERIES

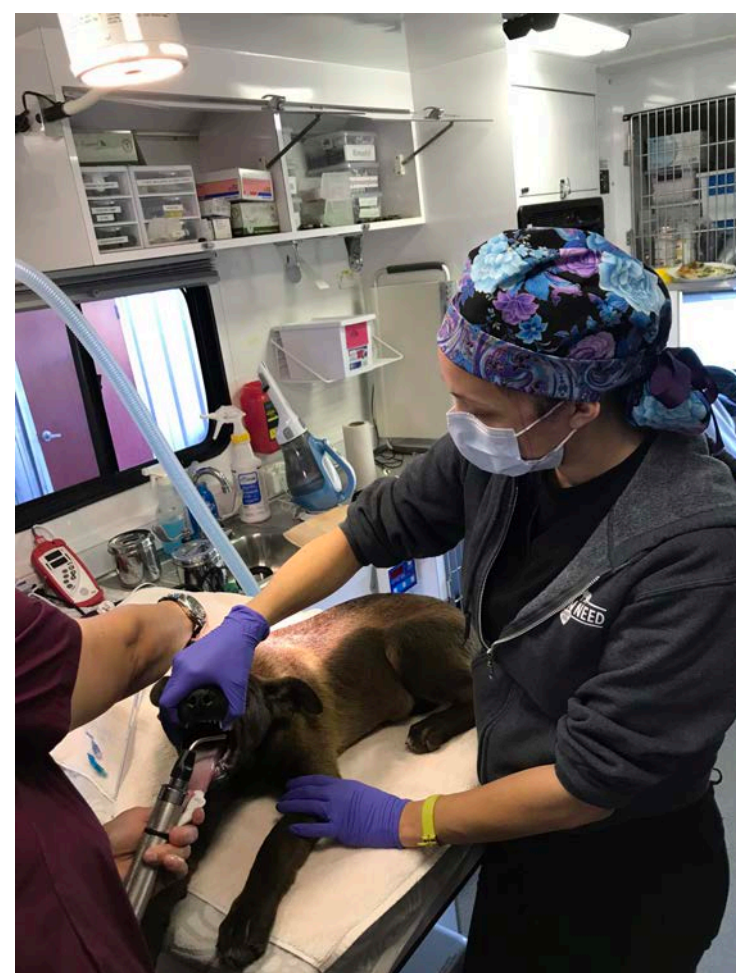


6,388

TOTAL SURGERIES
COMPLETED SINCE 2013

DID YOU KNOW?

Our medical department is accredited by the American Animal Hospital Association. Fewer than 15 percent of animal shelters in the United States have earned this distinction.



PETS IN NEED IN THE COMMUNITY

At Pets In Need, we are committed to engaging with our community and educating children and adults about our mission to find every dog and cat a forever home.

As part of that commitment, we launched several new initiatives this year, including our school and corporate visit programs. We also began hosting birthday parties at the shelter for the first time and began partnering with local Girl Scout troops to enable scouts to earn their pet badge with us.

Now in its third year, our summer camp program participation has more than doubled, growing from 48 attendees in 2015 to 128 this summer, and an additional 97 teens participated in our teen shadow program.

12

SCHOOL
PRESENTATIONS

37

BIRTHDAY
PARTIES

91

GIRL SCOUT
PET BADGES

DID YOU KNOW?

Studies show participating in programs that work with animals teaches young people compassion and empathy.



ASPIRING VETERINARIAN FINDS CALM IN ANIMALS

Mari's connection to Pets In Need started just before she was born, when her grandmother adopted a cat named Princess.

Today, Princess and Mari are each 16, making the former a senior citizen and the latter a high school junior.

Recognizing Mari's devotion to animals, her mother suggested she participate in Pets In Need's shadow program, which provides teens the opportunity to spend time observing staff and learning the ins and outs of running an animal shelter.

As a shadow, Mari worked directly with animals and watched staff members work. She was especially interested in observing the medical team, and says she finds spay and neuter surgeries fascinating.

"I want to be a veterinarian," Mari says. "I've learned so much about animal care over

the past year, and I love being at Pets In Need. I always look forward to going in."

Mari impressed the staff so much that they invited her to join them. In her new part-time role, she assists with birthday parties and youth camps.

"Animals calm me," the teen says, "and I like sharing that feeling with younger kids."

Mari and her family have three dogs, a cat, a bird, and a bearded dragon.

"One day I'm going to add a pig to the mix."



THANK YOU TO THE FOLLOWING 15 COMPANIES THAT HOSTED OUR STAFF, VOLUNTEERS, AND CANINE FRIENDS FOR "YAPPY HOURS"



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A STRONG NETWORK OF VOLUNTEERS

We rely on our volunteers to provide animals with training and one-on-one attention, and our foster families to care for some of our animals in their homes.



LESSONS IN LOYALTY

Alex is not afraid of a challenge. That's why this loyal volunteer and budding dog behaviorist spends five days per week at the shelter working with challenging dogs.

"Volunteering at Pets In Need gives me an opportunity to do what I love, improve my skills, and spend time with people who also have a deep appreciation for animals," Alex says. "At some point I hope to be working with dogs professionally, and this is helping prepare me for that."

After being sidelined by an illness that left him feeling isolated, Alex was searching for an opportunity to interact with people and animals. Last fall, he found Pets In Need.



The Palo Alto resident has always gravitated toward dogs. He believes they're easier to read than people.

"Dogs are consistent. They are honest about their likes and dislikes," Alex says. "People, on the other hand, can be complicated and inconsistent."

Alex first started working with dogs in a professional setting as a private dog walker. Later he ran dog playgroups at public parks. On the side, he read books and articles on dog behavior.

But Alex's interests in dogs shifted after he started volunteering with Pets In Need.

"I've grown to really appreciate shelter dogs," Alex says. "Now that I've been doing this for awhile, I don't know that I could work with dogs that weren't rescued. Shelter dogs need me, and I need them."

Alex has bonded with several dogs in the 10 months he's been volunteering with Pets In Need, but he feels closest to Daisy, an energetic Doberman-mix.

"People think she's tough and scary looking, and it's true that she can be unruly," Alex says. "In reality, she's a 45-pound lap dog and she just needs someone who will be gentle and patient with her. Bottom line is, she likes to catch the ball, and I like to throw it."

CAT WHISPERER CONNECTS WITH CHALLENGING CASES

After losing her parents and enduring two major medical diagnoses, Carin was looking for something to lift her spirits. That's when the self-described cat lady got the idea to volunteer for Pets In Need.

"It was a really tough time," Carin says. "I decided the best thing I could do was to turn my attention outward."

It wasn't long before the Los Altos resident was hooked on socializing cats. Three years later, she volunteers at Pets In Need at least five days per week.

Carin's daily routine starts with a tour of the cat area to meet new arrivals. She carries an old-fashioned doctor's bag loaded with toys, brushes, and catnip.

Carin is something of a legend around the shelter because of her ability to coax even the crabbiest cat out of hiding.

"Dogs love you just because you're there," says Carin. "Cats are more complicated. You really have to earn it with them and when you do, it can be so rewarding."

In fact, she's chipped away at the complicated exterior of many cats and has a memory bank of some of her more challenging cases.

Shelby, for example, was a longhaired tortoiseshell who arrived in a box and

refused to come out. Each day for a week, Carin sat and talked with Shelby. Then she put her hand in the box, careful not to touch or even get close to Shelby.

It was several more days before Shelby even ventured outside of her box, and over a period of months, Shelby became comfortable enough with Carin that she allowed herself to be held.

That's when Carin knew it was time. She connected the cat with an adopter and the two said their goodbyes.

"I'm hooked. I've really found a good part of my heart in this," Carin says. "I wouldn't leave those cats. I can't imagine not being here."



LOOKING AHEAD

This is an exciting time at Pets In Need. Our rescue and adoption rates continue to grow, and we continue to add educational programs and other services to benefit our community.

As we look to further expand our capacity, we are engaged in ongoing negotiations with the City of Palo Alto that will result in Pets In Need to begin operating the city's public shelter.

This public-private partnership would advance the no-kill movement and serve as a national model for the humane treatment of animals in public shelters.

At the same time, we have started to explore the potential for building a new, state-of-the-art shelter to serve the residents of Palo Alto, Los Altos, and Los Altos Hills and other surrounding communities.

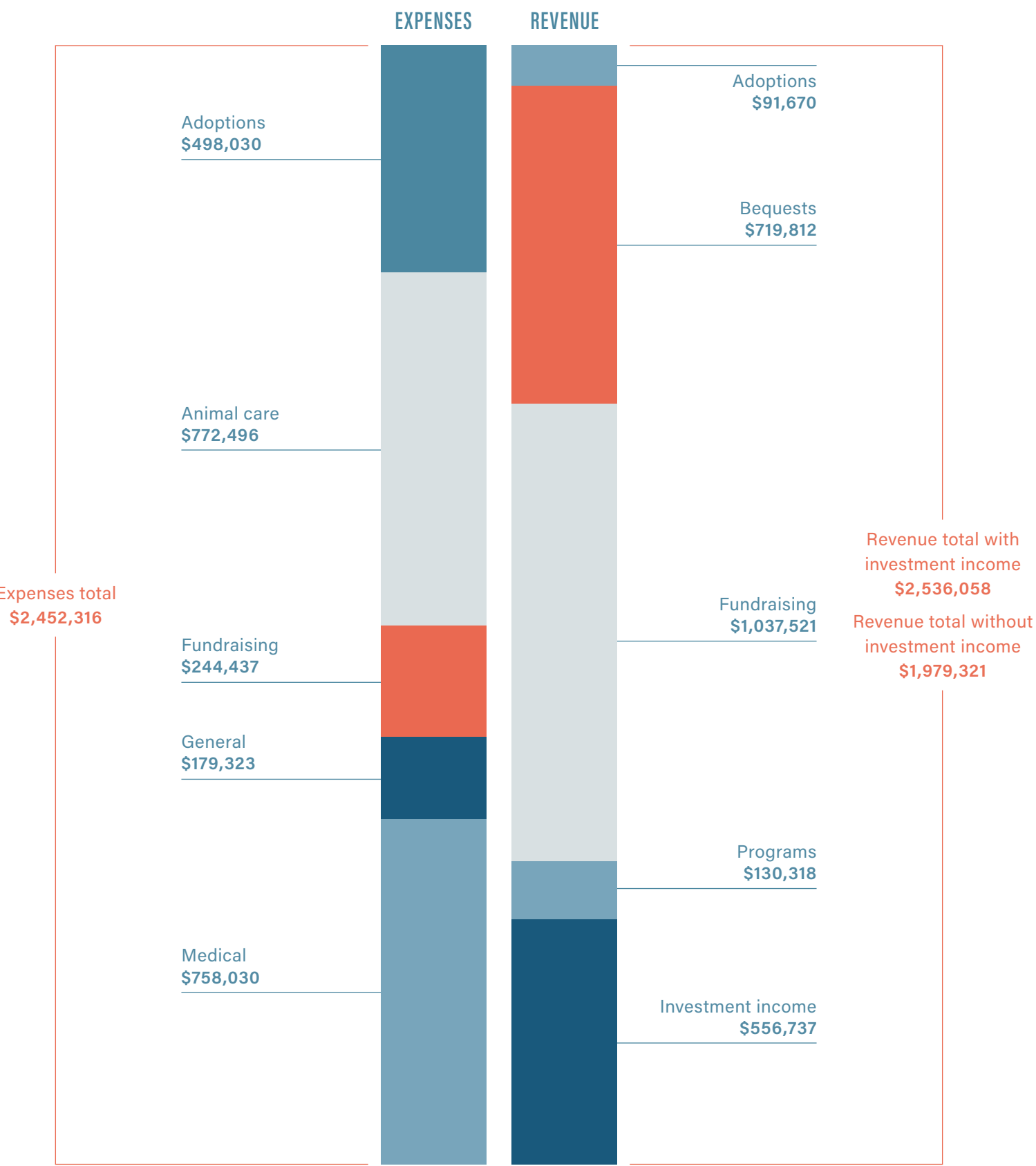
This new facility would enable us to continue to grow our operations and save more abused, at-risk, and neglected animals.

Additionally, we are in the planning stages of building a neonatal kitten nursery at our Redwood City headquarters, with the goal of creating a dedicated space where young kittens—under 8-weeks-old—can live while growing and gaining strength so they can be adopted.

Stay tuned for more exciting details in the months to come!



Financial Statement



HIGH FIVE!

On behalf of our four-legged friends, we offer a high five to all of our life-saving donors.

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