

Extraordinary Dogs, Transforming Lives™



1,000 extraordinary

dogs. We're telling 1,000 remarkable puppy stories of borrowed eyes, knitted hearts, confident steps, quiet victories, and daily joys. We're transforming lives. That's what drives us forward, together.

- **Active Guide Dogs**
- Puppies in Puppy Raiser homes
- Puppies & Dogs on Campus
- Breeder Dogs
- Ambassador Dogs
- Veteran Service & Facility Therapy Dogs
- Canine Connections Dogs

Our Mission:

To create and nurture a partnership between a visually impaired individual and a guide dog, facilitating life's journey with mobility, independence and dignity.



Dear Friend,

Our focus is on the numbers as we add up highlights of the year, but the real story is behind every number. Let's begin with this: 1,000 extraordinary dogs, transforming lives.

In another amazing year, Southeastern Guide Dogs reached a significant milestone. We now oversee more than 1,000 extraordinary dogs, including active guide dogs, puppies in training, and those serving veterans, children, and hospital patients. Behind this number? Tens of thousands of lives impacted – from our graduates to their families and beyond.

During the past 12 months, we created 70 new guide dog partnerships while enhancing the personalized services that support more than 400 graduate teams. These services included over 400 home visits and 2,800 phone consultations, where we fine-tune skills and reinforce the training they've received on campus.

The attention we've delivered has resulted in a 98% student approval rating. Behind these numbers? We're sending the message to our students and graduates that we truly care.

In 2013, we placed 32 career-changed dogs into alternative careers benefitting veterans, children with visual impairments, and hospital patients. Approximately 50 Ambassador Dogs and 9 military Facility Therapy Dogs generated more than 16,000 hours of community service. Behind these numbers? Lives changed, perhaps forever.

Southeastern Guide Dogs depends on a network of committed volunteers. By expanding our volunteer recruitment, retention, and recognition efforts, we increased our core volunteer base to over 650, including more than 300 puppy raisers, 250 campus volunteers, and 50 breeder hosts.

Our campus volunteers contributed 25,196 service hours, and our puppy raisers contributed over 1.3 million hours of volunteer time. These are generous people, and we care about meeting their unique needs. Our efforts have resulted in puppy raiser and campus volunteer approval ratings of 99%. Behind these numbers? We're cultivating a culture of caring.

In 2013, we've also made a number of exciting improvements to our campus and Freedom Walk, including adding a new Pavilion, Veterans Courtyard, Sensory Arbor, and our spectacular Veterinary Center.

There's one more to count—you! Because of you and all of our supporters, Southeastern Guide Dogs has experienced one wonderful year. You've made our work possible, and we are grateful.

Marille Jeller Titus Herman

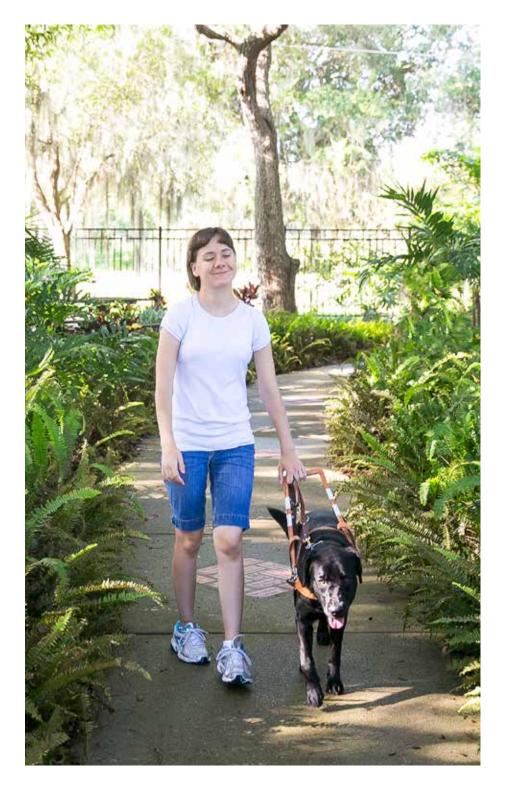
Warm regards,

Kathleen Riley

Chairman of the Board

Titus Herman

Chief Executive Officer



400+ active graduates, the courageous individuals who trusted us and their dogs. We'll support them for the rest of their journey.

Nineteen-year-old Ciara Hall chokes back tears remembering the day she got lost taking her new guide dog Norman out for a walk. A side road curves off her street, and Ciara didn't realize she'd taken the turn. Expecting to reach a cul-de-sac near her home, she reached unfamiliar grass instead.

Ciara panicked, breathing rapidly while trying not to cry. Norman sensed her alarm and refused to budge as he licked her hands. As his touch calmed her, Ciara said, "Norman—find home. Find home!" Norman started off, and Ciara soon realized he'd navigated directly to her driveway. She hugged and praised him, thankful and amazed that he'd found home so easily.

A recent Southeastern graduate, Ciara was born with congenital glaucoma resulting in complete vision loss. As a student at the Palm Coast campus of Daytona State College, she's happy to report that Norman is an instant ice breaker and helps her meet new friends every day. "He's my everything now," she shares. "He's my eyes and my best friend; he's everything that was missing!"

70 new partnerships this year,
Guide Dog Teams who met, fell
in love, trained together, and walked
out the door for a shared life of
independence.



6,639 square feet of pure possibility. The new Keith G. Hirst Canine Assessment Center, our Puppy University's "freshman dorm," is scheduled to open next spring.



7,000 pairs of the happiest feet around, representing the kindness of walkers and supporters who cared enough to join our 2013 Walkathons.



68.85 out of 70 possible points—that's our score from Charity Navigator, America's largest independent charity evaluator. We're proud to hold the highest rating among all guide dog schools.

98% of a student approval rating we can smile about. But that doesn't mean we pause—we're constantly striving to be the best we can for the people we serve.



100+transformational, confidence-building dogs currently serving veterans, children with visual impairments, hospital patients and more.

\$618,000 These annual savings add up because we can now treat our dogs on campus in our sparkling new Margaret and Isaac Barpal Veterinary Center.

Thanks to the generosity of Margaret and Isaac Barpal along with our community of friends, in late August we celebrated the grand opening of our outstanding new Barpal Veterinary Center. At nearly 6,000 square feet, this spacious center will allow us to provide services to more than 7,500 puppies and dogs over the next 30 years. Our veterinarian staff is now performing exams, treatments, procedures, X-rays, eye exams, dental cleanings, lab work, and more, sparing our puppies the stress of offsite transport for care. Our breeder dogs, newborns, and puppies in various stages of training can now experience the kind of world-class care they deserve. Healthy puppies grow up to be outstanding guide dogs, and that's the reason we're here.



1,300,000 What? You read it right! That's how many hours our bighearted **Puppy** Raisers donated last fiscal year. That's a lot of puppy love!



"How can you raise a Southeastern Guide Dog puppy, knowing you'll just have to give it back?

That's a common guestion asked of our puppy raisers. These generous volunteers open their homes to our puppies at just nine weeks, and spend about 18 months pouring time, energy, training, and love into our future guide dogs. After months of bonding, goodbyes are never easy. So why do it?

"It's about knowing the bigger picture," explains puppy raiser Stephanie Miller, with puppy Barpal napping beneath her desk. "Ultimately, this dog is going to change somebody's life. If I just loved dogs, I'd foster a dog of my own. This is reaching out to help somebody; this builds a foundation to make a difference down the road."

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Michelle Zimmerman

127 Veterinarian
Partners donate or discount their time and services to care for our program dogs.
These folks love our dogs, and we're thankful.

We're grateful for our Veterinarian Partners, compassionate professionals from near and far who provide health care for many of our program dogs at reduced or no cost. These valued veterinarians and kind staff members stand with us to keep our dogs healthy, so they can guide our graduates with vigor, strength, and longevity.

Our Veterinarian Partners can help in several ways, with Bronze, Silver, Gold, and Platinum defining their level of participation. Join us in honoring these **Platinum Partners** who graciously donate 100% of routine and non-routine medical services for our program puppies and dogs. These individuals and facility staff members demonstrate the kind of generosity and kindness that makes a difference.

Platinum Veterinarian Partners

Abrams Royal Animal Clinic Dallas, TX

Allen Veterinary Hospital Allen, TX

Goodwin Animal Hospital Montgomery, AL

Jonesboro Animal Hospital Jonesboro, GA

Katy Trail Animal Hospita Dallas. TX La Vista Animal Hospital Decatur, GA

Mount Hermon Animal Clinic Danville. VA

Oakhurst Veterinary Hospital Seminole, FL

Sugar Creek Animal Clinic Sugar Land, TX

Willowdale Veterinary Center Orange Park, FL



life matters. A lot. And we're changing lives one dog at a time by placing **Veteran Service Dogs** into the arms of American servicemen and women suffering from conflict-related Post Traumatic Stress Disorder.



After 20 years in the Navy's military police including two tours in Iraq, Orlando Rivera shudders at the memories as a first responder to vehicles under fire. We first introduced Orlando and his Veteran Service Dog Sweet Pea in our 2011 Annual Report, and wanted to check back with him.

"If it wasn't for Southeastern Guide Dogs, God knows what would have happened," says Orlando. "You guys saved my life, my marriage, and my family." He credits Sweet Pea with restoring calmness, freedom, and a sense of normalcy after Post Traumatic Stress Disorder (PTSD) tried to steal his life away. "If it wasn't for Sweet Pea, I'd probably be locked up in my house," he shares.

After training, Orlando took Sweet Pea home to his wife Rachel and their two children. The family was amazed as they began to enjoy simple things like shopping together and visiting theme parks without Orlando's urgent need to leave. "Now I can let my guard down, knowing she's watching me. My kids had a normal summer; we didn't have to stay home knowing 'dad's going to freak out!"

One of Sweet Pea's skills is her ability to alert the family when Orlando suffers a PTSD-induced seizure. "I pass out and she alerts," he explains. "She's normally quiet, but she hits the door and barks. When she's agitated, my family knows something is wrong and they check on me."

Orlando and Rachel celebrated 17 years of marriage this year, and we're proud that Sweet Pea is helping to keep this family strong.

86 Cents. For every dollar spent in 2013, we invested \$0.86 in the life-changing programs and services that directly impact our students and dogs.

Consistently, Southeastern Guide Dogs reports annual results indicating exceptional performance at all levels of operation. As Treasurer, I am pleased to report that the fiscal year ending on June 30, 2013 reflects strong financial results as well, with total revenues and investment earnings of approximately \$8.7 million and total expenses of approximately \$7.8 million. Both revenues and expenses include approximately \$667,000 in in-kind media contributions that enabled our school to vigorously promote its mission and programs.

During the fiscal year, the school invested 86 cents of every dollar spent directly in programs and services.

The overall financial position of the organization remained very strong. Total net assets of approximately \$21.5 million increased by about \$969,000 over the prior year. Meanwhile, liabilities of approximately \$532,000 at year-end kept the organization virtually debt free.

The achievements of this past year would not have been possible without the dedication of our remarkable donors, supporters and volunteers who have provided financial support as well as time and talent in the execution of our mission.

We welcome you to view our organization's financial statements, which were audited by Kerkering, Barberio & Co. in October and can be found on our website at guidedogs.org.

Sincerely,

7:4M

Tim Griffy Treasurer

Treasurer's Report



COMBINED STATEMENTS OF FINANCIAL POSITION JUNE 30, 2013 AND 2012		
	2013	2012
ASSETS		I .
Cash and cash equivalents	\$ 518,967	\$ 394,582
Investments	7,574,578	7,569,348
Cash and investments for restricted purposes	7,493,308	7.540,957
Legacies and estates receivable	1,303,367	1,312,554
Charitable trusts receivable	1,162,763	1,070,680
Assets held for sale	399,000	399,000
Property and equipment, net	3,447,236	2,196,788
Other assets	162,646	482,590
TOTAL ASSETS	\$22,061,865	\$20,966,499
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued expenses	\$ 408,016	\$ 275,200
Gift annuity liability	123,971	130,264
Total liabilities	531,987	405,464
Net Assets		
Unrestricted	12,955,587	12,067,875
Temporarily restricted	5,550,630	5,525,627
Permanently restricted	3,023,661	2,967,533
Total net assets	21,529,878	20,561,035
TOTAL LIABILITIES AND NET ASSETS	\$22,061,865	\$20,966,499

COMBINED STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2013 (WITH SUMMARIZED TOTALS FOR 2012)	2013	2012
INCOME		
Individuals	\$ 1,972,348	\$ 2,065,198
Legacies	2,143,563	2,342,024
Lions and service clubs	504,862	527,585
Foundations and corporations	1,534,902	1,425,848
Contributed services	667,396	678,602
Realized gain on investments	1,255,101	171,329
Interest income	383,911	415,612
Other	268,273	158,015
Total income	8,730,356	7,784,213
EXPENSES		
Program services	6,116,801	5,643,639
Supporting services		
Management and general	558,328	494,963
Fund raising	457,906	478,900
Total expenses	7,133,035	6,617,502
Unrealized loss on investments	628,478	492,366
INCREASE IN NET ASSETS	968,843	674,345
Net assets beginning of year	20,561,035	19,886,690
Net assets end of year	\$ 21,529,878	\$ 20,561,035

144 forward-thinking, legacy-leaving Heritage Society Founders and Members who help to ensure our tomorrows.

Irene and Lee Mitchell don't have pets, so they're happy to get their puppy fix with us. Irene volunteers Saturdays at puppy hugging and Lee assists volunteer dog walkers, making sure they (and our dogs) walk safely. During the past three years, this warmhearted couple has developed a deep affection for Southeastern Guide Dogs and planned their legacy giving through our Heritage Society.

"This is something we want to do to help keep the place going for the future," shared Lee. Irene added, "We enjoy volunteering here; we've seen what the school does, how they train the dogs, and especially the end result of helping their visually imparied students. It strikes a chord in your heart. We can't think of any place better to support."



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Amplified influence. Collective value. Shared vision. Powerful partnerships. Thoughtful commitments. These are just a few ways to describe the significant impact made by our Donor Circle, whose members provide essential funding though contributions of \$25 and up.

Our community is growing, and 2013 has welcomed many new to the fold. We've come to rely on these faithful friends who form the foundation of our continued growth. As we welcome more puppies into our world, as our students and graduates continue to call on us, the invitation is always open to enlarge our circle.

On the following pages, we're delighted to recognize our Donor Circle members who contributed \$250 or more, during our recent fiscal year (between July 1, 2012 - June 30, 2013).

\$50,000+

Animal Funds of America
Margaret & Isaac Barpal
Julius Fleischman Foundation
The Ralph S. French Charitable
Foundation Trust
Keith G. Hirst
Gary & Melody Johnson
The McCune Family Foundation
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Rumsfeld Foundation
Vets Helping Heroes

\$25,000+

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\$10,000+

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\$5,000+

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\$1,000+

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