



Southeastern Guide Dogs
GuideDogs.org



2018 ANNUAL REPORT

EXTRAORDINARY DOGS, TRANSFORMING LIVES

DEAR MEMBERS OF THE BOARD,

Our most recent fiscal year ended on June 30, 2018, and I'm pleased to share this State of the School Report with you.

We ensured the health, wellness, and progress of **more than 1,000 dogs**, including puppies and dogs training on our campus, dogs training in puppy raiser homes, and active guide and service dogs working across the United States.

- We placed **283 puppies** into the training pipeline and continued to maintain a leadership role in the ABC Breeding Cooperative, a consortium of 28 working-dog organizations throughout North America, improving genetics, ensuring diversity in the breeding lines, and creating the highest quality guide and service dogs for people with disabilities.
- We implemented the first phase of our **pioneering canine conditioning program**, advancing as the only one of its kind in the working-dog world. We now use a variety of rehabilitation equipment to provide strength training and conditioning to prevent injury, build muscle mass and reduce kennel stress. Current therapies include soft tissue laser treatments, massage therapy, aroma therapy, electro-acupuncture¹, treadmill conditioning, Cavaletti rail² workouts, and thermal imaging for diagnosing inflammation or weak circulation. And once we complete the remodeling of our veterinary center and the construction of our new canine aquatic center, our dogs will enjoy using our new hydrotherapy water treadmills, our new swimming pool for low-impact fitness, and our new hyperbaric chamber, which will build muscle mass through hyperoxygenation.
- We placed **100 dogs** into impactful, life-changing careers benefitting people with vision loss and veterans with PTSD and other disabilities. In addition, we placed **13 wonderful dogs into public service careers** and **32 dogs into our breeding program**.
- We provided personalized follow-up services to about **550 alumni in 43 states**, including guide dog, service dog, and facility therapy dog handlers.
- Our students reported a **99.9% overall satisfaction** rating in their class exit surveys.
- And our graduates reported a **97% satisfaction rating** in our annual graduate survey.
- We maximized our impact and minimized costs by remaining strong as a volunteer-based organization with **more than 750 core volunteers**, including campus volunteers, puppy raisers, and breeder hosts. These considerate individuals contributed about **\$13 million worth of service hours**, though, in fact, they are invaluable. This enabled us to remain lean while building a culture of caring.

- We raised nearly **\$16 million in revenues**, versus a budget of \$10 million, while keeping our expenses slightly under budget.
- In addition, through the efforts of our marketing department, we garnered **\$7 million in in-kind contributions** of advertising services and space from a local, regional, and national network of media and business partners.
- We increased our net assets by about **\$5 million to \$51 million**.
- On August 4, we dedicated **our new Canine University facilities**—including our Canine Residence Halls and our Canine Training Center—one month early and about \$250,000 under budget.
- And later this year, we will complete the construction of our **new East Parking Lot**, which has been fully funded thanks to the generosity of Gary and Melody Johnson; and we will complete the design for our **new Center for Health and Wellness**, which has been fully funded thanks to the generosity of the Johnson Singer Foundation.

It's been quite a year. Thank you for playing a pivotal role. I'm grateful.

Warm regards,

Titus Herman

Titus Herman, CEO

“OUR STUDENTS
REPORTED A
99.9%
SATISFACTION
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1. Electro-acupuncture is the term used to refer to the application of a pulsating electrical current to acupuncture needles to stimulate specific parts of the body.

2. Cavaletti rails are small plastic or wood rails that help horses (in our case, dogs) improve their balance, adjust their length of stride, and loosen and strengthen their muscles.



COMBINED STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2018 AND 2017

ASSETS	2018	2017
Cash and Cash Equivalents	\$ 5,394,369	\$ 2,405,058
Investments	13,234,055	10,241,392
Cash and Investments for restricted purposes	6,813,923	12,442,468
Pledges receivable	1,015,975	2,228,666
Legacies and estates receivable	394,883	142,171
Charitable trusts receivable	305,578	288,481
Assets held for sale	325,000	399,000
Property and equipment, net	24,446,974	18,579,050
Other assets	247,748	118,125
TOTAL ASSETS	\$ 52,178,505	\$ 46,844,411
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued expenses	\$ 1,293,815	\$ 768,876
Gift annuity liability	75,563	86,584
Total liabilities	1,369,378	855,460
Net Assets		
Unrestricted	40,513,885	29,633,828
Temporarily restricted	6,256,875	12,673,129
Permanently restricted	4,038,367	3,681,994
Total net assets	50,809,127	45,988,951
TOTAL LIABILITIES AND NET ASSETS	\$ 52,178,505	\$ 46,844,411

COMBINED STATEMENTS OF ACTIVITIES
YEAR ENDED JUNE 30, 2018 (WITH SUMMARIZED TOTALS FOR 2017)

ASSETS	2018	2017
Individuals	\$ 3,649,204	\$ 3,328,264
Legacies	4,960,621	1,903,605
Lions and service clubs	685,925	490,042
Foundations and corporations	4,314,775	3,603,784
Contributed services	6,874,495	8,828,841
Realized gain on investments	135,915	440,247
Unrealized gain(losses) on investments	(133,694)	6,635
Loss on disposal of assets	(121,617)	(194,790)
Interest income	570,940	403,873
Other	331,861	323,297
Total operating income	21,268,425	19,133,798
Capital income (building projects)	380,468	582,380
Endowment trust Income	367,539	226,336
TOTAL INCOME	\$ 22,016,432	\$ 19,942,514
EXPENSES		
Program services	\$ 13,179,834	\$ 14,331,909
Supporting services		
Management and general	1,142,700	973,862
Fundraising	2,873,722	2,771,143
TOTAL EXPENSES	\$ 17,196,256	\$ 18,076,914
INCREASE IN NET ASSETS	\$ 4,820,176	\$ 1,865,600
Net assets beginning of year	45,988,951	44,123,351
Net assets end of year	50,809,127	45,988,951



YOU HELP VETERANS FIND PEACE.

“I’ve faced depression, anxiety, paranoia, mental hospitalizations, medication management, and talk therapy. And now I’ve been in recovery for six years. Sookie is that push to help me overcome that last obstacle. She’ll help me get out of the house more and be more comfortable. I’m letting go of that fear and shedding the burden of having to be the eyes and ears of everything. I’m more at ease.”

*Stephanie Zegar & Service Dog Sookie
Sarasota, Florida*



YOU GIVE THE GIFT OF INDEPENDENCE.

“My dog and I have done some incredible things together. I’ve done things I never thought I’d do. I’ve gone to law school. I’ve lived in a city on my own. I’ve volunteered in a federal prison. I’m open to so much, and wherever I go, Clark will take me there.”

*Cody Davis & Guide Dog Clark
Raleigh, North Carolina*

CHARITABLE GIVING

Here at Southeastern Guide Dogs, our dogs are superheroes. That’s because we observe every day how smart they are; how quickly they learn; how much they love to please and show affection; and—most importantly—the absolute difference they make in people’s lives.

When you support Southeastern Guide Dogs, our dogs can thrive. Our puppies can grow up to some day reach their destiny of service and companionship. Our students can come for their guide and service dogs at no cost. And our graduates can take on their world with confidence.

Here at Southeastern Guide Dogs, we also think our supporters are superheroes too. Thank you for your support and for being a hero to our heroes.

To see a list of our 2018 Donor Honor Roll please visit www.GuideDogs.org/DonorHonorRoll



YOU DELIVER JOY AND CONFIDENCE.

“We knew she’d need a guide dog in the future and felt that she was mature enough to have the responsibility of a dog of her own. We really wanted her to be able to be even more independent. We can’t emphasize enough what a joy Sundae is, and we are so grateful that Southeastern Guide Dogs exists. We can’t ask for anything better!

*Parents of 13-year-old Anna Grace with Kids Companion dog Sundae
Loganville, Georgia*

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ABOUT SOUTHEASTERN GUIDE DOGS

Southeastern Guide Dogs transforms lives by creating and nurturing extraordinary partnerships between people and dogs. We employ some of the most talented and innovative scientists and trainers in the working-dog industry and operate the most advanced training facilities of any service dog organization in the world. Our experts train guide dogs, service dogs, and skilled companion dogs for people with visual impairments, veterans with disabilities, and children with significant challenges such as vision loss or loss of a parent in the military.

All of our services—which include selective breeding and expert dog training and conditioning; comprehensive on-campus student instruction; and lifetime alumni support—are provided at no cost to the recipients. We rely 100 percent on private donations and receive no government funding. Southeastern Guide Dogs has the distinction of being dually accredited by the two premier, global accreditation bodies: the International Guide Dog Federation and Assistance Dogs International.



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Dually accredited by the International Guide Dog Federation and Assistance Dogs International