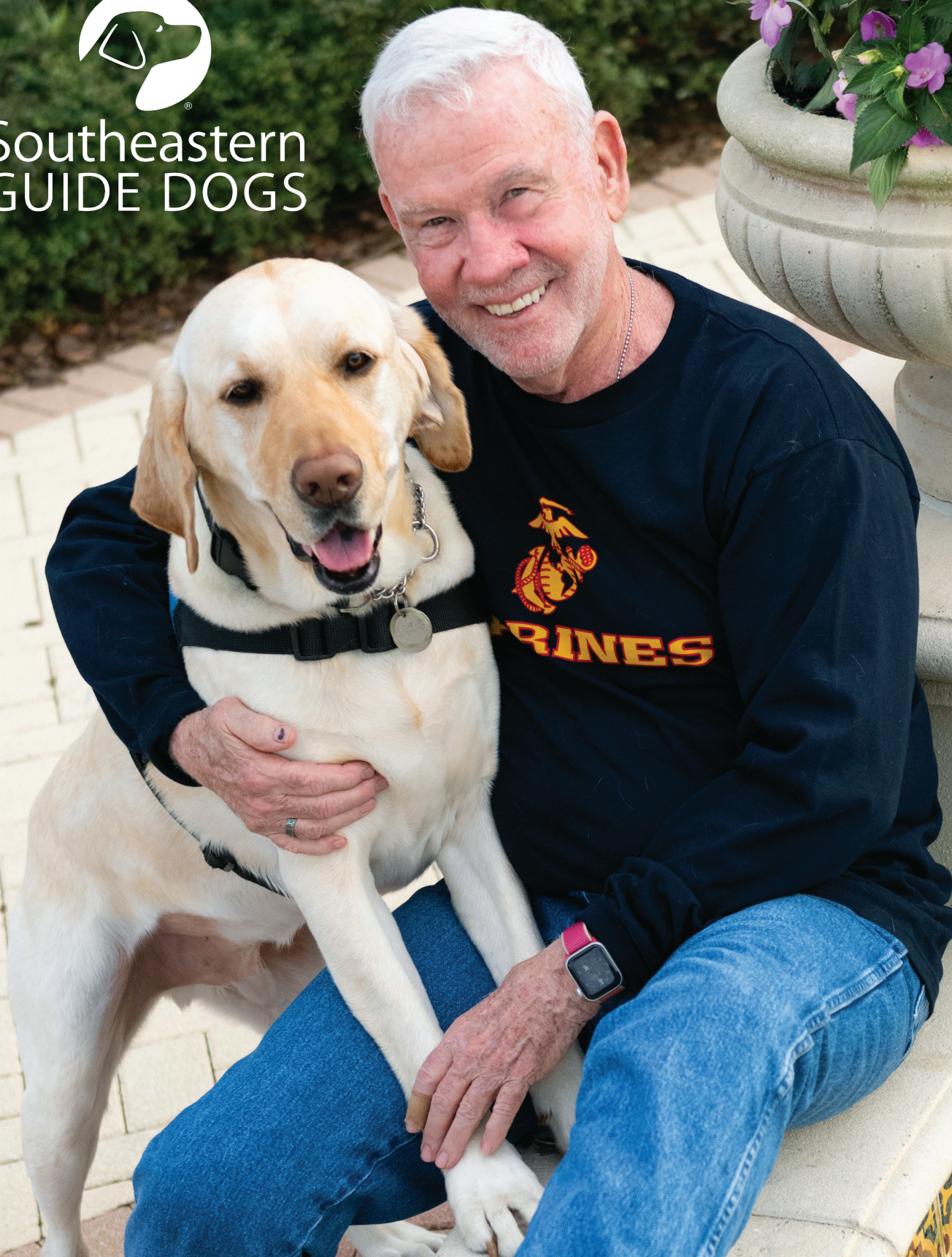




Southeastern
GUIDE DOGS



2019 ANNUAL REPORT

EXTRAORDINARY DOGS, TRANSFORMING LIVES

DEAR FRIENDS,

Our most recent fiscal year ended on June 30, 2019, and I'm pleased to share this update with you for the period of July 1, 2018–June 30, 2019.

BREEDING, RAISING, AND TRAINING EXTRAORDINARY DOGS

During the fiscal year, we ensured the health and progress of more than 1,100 dogs, including about 50 breeder dogs, nearly 200 puppies and dogs on campus, over 300 dogs training in puppy raiser homes, and 570 active guide and service dogs working across the U.S. We placed almost 300 puppies into the training pipeline and continued to maintain a leadership role in the ABC Breeding Cooperative, a consortium of 42 working-dog organizations throughout North America.

We completed the first phase of our pioneering canine fitness program, advancing as the only one of its kind in the working-dog world. And thanks to a \$2 million commitment from Margaret and Isaac Barpal, we will soon be building a state-of-the-art Canine Fitness Center.

EXCEPTIONAL SERVICES FOR OUR STUDENTS, GRADUATES, AND VOLUNTEERS

We placed a record-breaking 138 dogs into life-changing careers benefitting people with vision loss, veterans with disabilities, and children with significant challenges such as vision loss or the loss of a parent in the military; and placed an additional 25 dogs into our breeding program. We provided personalized follow-up services to about 570 alumni in 41 states, including guide dog, service dog, and facility therapy dog teams. Our students reported a 99.7% overall satisfaction rating in their class exit surveys, and our graduates reported a 98.3% satisfaction rating.

We successfully launched our Guide Dog Camp for Teens in March, and in the fiscal year, welcomed nine families to our campus for a once-in-a-lifetime experience. Most of the participating teens have already applied for a guide dog.

We minimized costs by remaining strong as a volunteer-based organization, with more than 750 core volunteers who contributed about \$13 million worth of service hours.

RAISING UNPRECEDENTED AWARENESS OF OUR MISSION

We garnered \$6.1 million in in-kind contributions of advertising services and space from local, regional, and national media and business partners. In addition, thanks to Gary and Melody Johnson, we produced *Pip*, the animated film that in one year garnered over 200 million views and won nearly 20 major film festival awards, raising unprecedented awareness of our mission. We've expanded public events including conducting about 8 tours per week and 4–5 productions per month of *Beyond the Dark*, a multisensory experience.

BUILDING A STATE-OF-THE-ART INFRASTRUCTURE

In August 2018, we celebrated the grand opening of Canine University—our Canine Residence Halls and our Canine Training Center. With these two additions, we now operate the most advanced training facilities of any service dog organization in the world.

Thanks to two generous grants, we upgraded our information technology server infrastructure and deployed a 100-security-camera system throughout the campus. And thanks to a Lions International Foundation grant, we replaced our 15-year-old class bus with a safe, new, and comfortable 14-person bus.

Recently we completed the design and obtained the permits for the construction of our new Floyd C. Johnson & Flo Singer Johnson Foundation Student Fitness Center, which will be completed by the spring of 2020.

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

Warm regards,



Titus Herman, CEO

“OUR STUDENTS
REPORTED A
99.7%
SATISFACTION
RATING.”



COMBINED STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2019 AND 2018

COMBINED STATEMENTS OF ACTIVITIES
YEAR ENDED JUNE 30, 2019 (WITH SUMMARIZED TOTALS FOR 2018)

ASSETS	2019	2018
Cash and Cash Equivalents	\$ 9,214,496	\$ 5,394,369
Investments	11,999,644	13,234,055
Cash and Investments for restricted purposes	9,754,122	6,813,923
Pledges receivable	5,190,523	1,015,975
Legacies and estates receivable	16,591	394,883
Charitable trusts receivable	275,484	305,578
Assets held for sale	325,000	325,000
Property and equipment, net	24,881,883	24,446,974
Other assets	285,726	247,748
TOTAL ASSETS	\$ 61,943,469	\$ 52,178,505
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued expenses	\$ 553,390	\$ 1,293,815
Gift annuity liability	74,021	75,563
Total liabilities	627,411	1,369,378
Net Assets		
Unrestricted	44,253,347	40,513,885
Temporarily restricted	7,302,208	6,256,875
Permanently restricted	9,760,503	4,038,367
Total net assets	61,316,058	50,809,127
TOTAL LIABILITIES AND NET ASSETS	\$ 61,943,469	\$ 52,178,505

INCOME	2019	2018
Individuals	\$ 10,684,053	\$ 3,649,204
Legacies	3,656,989	4,960,621
Lions and service clubs	445,650	685,925
Foundations and corporations	4,293,521	4,314,775
Contributed services	6,017,946	6,874,495
Realized gain (losses) on investments	(203,356)	135,915
Unrealized gain (losses) on investments	273,043	(133,694)
Loss on disposal of assets	(134,980)	(121,617)
Interest income	780,195	570,940
Other	215,398	331,861
Total operating income	26,028,459	21,268,425
Capital income (building projects)	1,845,625	380,468
Endowment trust Income	796,842	367,539
TOTAL INCOME	\$ 28,670,926	\$ 22,016,432
EXPENSES		
Program services	\$ 13,899,391	\$ 13,179,834
Supporting services		
Management and general	1,168,266	1,142,700
Fundraising	3,096,338	2,873,722
TOTAL EXPENSES	\$ 18,163,995	\$ 17,196,256
INCREASE IN NET ASSETS		
Net assets beginning of year	50,809,127	45,988,951
Net assets end of year	61,316,058	50,809,127



YOU HELP VETERANS LIVE THEIR BEST LIFE

“It’s because of Pella that I’m able to sense when I’m losing my bearing, and she’s right by my side ready for a hug. I wouldn’t trade Pella for the world. I’ve lived under a mask for the last seven years, and I had to hide everything. Now I can take the mask off. I can be me.”

—Army veteran Sean Brown and Service Dog Pella



YOU PROVIDE COURAGE AND HOPE

“Because of my guide dog I can live away from home and travel to places on my own. She makes me feel brave enough to walk the dangerous crosswalks in our area. Dottie is my little lifesaver with a heart of gold. She’s the best thing that’s ever happened to me!”

—College student Kayla Copass and Guide Dog Dottie

BOARD MEMBERS

Chairman

Ray Bishop
Atlanta, GA

Vice Chairman

Robert Meade
Sarasota, FL

Treasurer

Andy Taylor
Lakeland, FL

Secretary

John Compton
Sarasota, FL

Lifetime Member

Bobby Newman
Tampa, FL

Lifetime Member

Harris Silverman, M.D.
Bradenton, FL

Member

Drew Asher
Tampa, FL

Member

Kenneth Folkman
Tampa, FL

Member

Tim Griffy
Richardson, TX

Member

Gary Johnson
Tampa, FL

Member

Lea LeVines
Tampa, FL

Member

Chris McNamee
Bradenton, FL

Member

Kathleen Riley
Atlanta, GA

Member

Kathy Saunders
St. Petersburg, FL

Member

Dulce Weisenborn
Portland, OR

Member

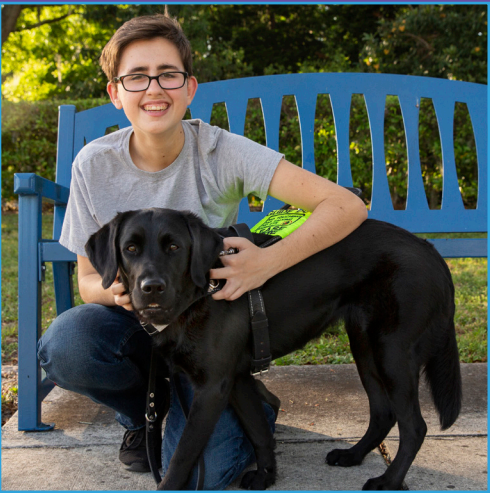
John Whitcomb
Tampa, FL

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 think our supporters are superheroes too. Thank you for your support and for being a hero to our heroes.



YOU GIVE THE PRICELESS GIFT OF FREEDOM

“Dixie makes travel so much easier. Now I have freedom to do what I want to do without relying on other people. And I can walk as fast as I’ve always wanted to without having to worry.”

—Teenage handler Bella
and Guide Dog Dixie

ABOUT SOUTHEASTERN GUIDE DOGS

Southeastern Guide Dogs transforms lives by creating and nurturing extraordinary partnerships between people and dogs. Our organization operates the most advanced training facilities of any service dog organization in the world. Our experts breed, raise, and train elite working dogs—including guide dogs, service dogs, and skilled companion dogs—and provide life-changing services for people with vision loss, veterans with disabilities, and children with significant challenges such as vision loss or the loss of a parent in the military. Pursuing our mission since 1982, Southeastern Guide Dogs now has over 1,200 dogs under our auspices.

All of our services—which include selective breeding and expert dog training; comprehensive on-campus student instruction; and the most robust alumni support program in North America—are provided at no cost to recipients. We rely 100% 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. Learn more at [GuideDogs.org](https://www.GuideDogs.org).



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