

**HUMANE SOCIETY OF HURON VALLEY  
Minutes of Board of Directors Meeting  
April 28, 2008**

**Present:** Lucia Brewer, Nancy Culotta, Anne Ferris, Peter Fink, Mark Heusel, Jane Lumm, Robert Tetens, Teresa Welsh, Dennis Wojcik

**Absent:** Del Dunbar, Diane Heidt, Diana Kern, Mike Walsh

**Others Present:** Tanya Hilgendorf, Deb Kern, Carolyn Raschke, Jaci Nicols, Bob Martel

**Bob Tetens called the board meeting to order at 6:05 pm.**

**Minutes Approved**

- Peter Fink motioned to approve the March 24, 2008 Board meeting minutes. Lucia Brewer supported. All approved with minor modifications.

**Treasurer's Report – reported by Carolyn Raschke**

- The March 2008 financial reports were reviewed and discussed. Operating revenue remains 7% ahead of budget. Operating expenses have also remained at 3% ahead of budget. Overall our net operating bottom line is 21% ahead of budget. Our bottom line net loss is still better than budget by 20%, but a little worse due to losses in our investment trust account. Peter Fink questioned the realized losses on the investment account; wouldn't they all be unrealized? Carolyn responded this would be due to stock sales. The investment trust account is managed by Bank of Ann Arbor. Carolyn will research/question with Bank of Ann Arbor. Our total assets are just under \$2 million, with very low liabilities.
- Capital Campaign revenue totals \$5.2 million (not including the County pledge of \$1 million). Total assets are just under \$5.4 million.
- Jane Lumm motioned to accept the Treasurer's Report. Anne Ferris supported. All approved.

**Shelter Project Update – Bob Martel**

- Bob Martel reviewed the status of the land acquisition from UM. The HSHV team (Tanya Hilgendorf, Del Dunbar, Sharon Rothwell, and Bob Martel) will be meeting with Mary Sue Coleman and other UM administration. HSHV team will discuss the original option to purchase with original purchase agreement terms and another option of a life lease to use site as animal shelter/support of HSHV mission. A letter will be provided to UM. This letter summarizes the past two years of negotiations and will include signatures and support from major community and campaign sponsors. The life lease option was reviewed and potential issues, advantages, disadvantages and concerns were discussed.

## **Director's Report – reported by Tanya Hilgendorf**

### **Shelter Activities**

- Dog adoptions continue to be down (23% as of the end of March).
- We have developed a plan to be open later during the week. This plan includes greater specialization among kennel staff in the areas of animal care vs. customer service. Hours were based on comparisons with other shelters and with adoption trends. Hours planned: 12-7, Tues-Fri and 12-5 Sat-Mon. With this schedule we are only open 1 extra hour a week and, as such, there is no expected affect on the budget and no changes to pay or supervision. Hours will likely be extended further in the new shelter as we continue to respond to customer needs and retail trends.
- Dennis and I met with the County to discuss the opportunity for HSHV to provide dog licenses in an effort to be more customer friendly and to help dogs get out of the shelter more quickly (owners picking up their lost dogs are required to obtain a license before the animal can be returned to them). So far, no changes have been made and the conversation regarding differential licensing to encourage spay/neutering will require a different process.

### **Clinic**

- Pit Bull Special going well – at 57 for end of March, goal is 75 for the year!!
- Microchip Special - \$25 w/surgery – increased sales by 140% for one month compared to what was sold previous 2 months.
- Mantis Pet Supply Clinic was a great success. Over 55 animals, over \$3,000!!!! No Heartworm Positive Tests detected. Another Mantis Heartworm Clinic scheduled for May 3.
- Working with vendors for free doses of Heartworm Preventative and Flea Preventative for Adoption Packets.
- Scheduled 2 Rabies clinics with Ypsilanti Twp. for the summer.

### **Marketing/Outreach/Fundraising**

- W&W Walker Revenue: Raised to date (Online): \$20,300, goal: \$80,000
- W & W Sponsor Revenue: Raised to date: \$30,000, goal: \$36,000
- We're still pursuing W&W sponsors – specifically focusing on \$250-\$499 Mile Marker sponsors.
- A 7,000 piece W&W registration mailing will hit homes this week. We're also sending email blasts to our target groups to spur online fundraising efforts.
- The W & W posters and brochures are now available.
- Ann Arbor Family Magazine is doing FREE Pet-of-the-Month ads for us starting in May.
- We will be hosting an adoption event at Harbour Club Apartments on June 1.
- The Ann Arbor News is partnering with HSHV to present a Pet Expo on June 28<sup>th</sup> at the Farm Council grounds in Saline. We will be doing an adoption event and part of the proceeds from the event will benefit HSHV. Deb helping to secure additional sponsors and entertainment.
- Dogma Catmantoos will be donating \$20 to HSHV for every 107one Pet-of-the-Week that gets adopted starting the week of April 21st.

- Three Dog Bakery is hosting a fundraiser on our behalf on - April 25th from 3 p.m. to 6 p.m. and Saturday, April 26th from 10 a.m. to 2 p.m.
- Ann Arbor Animal Hospital and Groom-N-Go will be hosting a free dog wash fundraiser on May 4th, 2008 - 11:00 am to 3:00 pm to benefit HSHV.
- Donations made online through Convio are at \$4,390 through 3-19-08. 113 transactions. That's an average of \$38.50 per donation.
- Heritage Newspapers ran great article on dog fighting and interview on animal cruelty in Washtenaw County.

### **Capital Campaign**

- \$6.5 million in pledges to date.
- Critical pieces of public phase (bill boards, ads, etc.) are still on hold pending land agreement.
- Mail appeal scheduled to drop on June 2.

### **Comments**

- Tanya updated that the stolen dog was adopted today.
- Teresa Welsh commented that although dog adoptions are down, cat adoptions are not. Tanya responded that cat adoptions are less expensive and it is much easier to find housing (apartments) that allows cats vs. dogs. Although, these are assumptions.
- Peter Fink asked if we refuse any animal. Tanya responded that yes we do, but not from our County or any animal in jeopardy. We serve Washtenaw County first. In some cases (i.e. the shelter is full) we will ask an owner relinquish to wait a few days. We always explain our reasons if a customer is turned away.

### **Governance Committee Report**

- The committee report was distributed in the agenda packet. With Diana Kern's absence, there was no additional discussion.
- Dennis Wojcik expressed his interest in remaining on the Board for another term, although did disclose he many have limited and reduced time to commit.
- Lucia Brewer expressed interest in staying on the Board.
- In Mike Walsh's absence, Nancy Culotta stated he is interested in staying on the Board.
- Officer nominations will be decided by the Governance Committee.

### **Old Business**

#### **IT Analysis and Review**

- In Diana Kern's absence, this item was tabled for next month.

There being no new business, Mark Heusel motioned to adjourn the meeting. Jane Lumm supported. The meeting was adjourned at 7:20 pm. The next scheduled meeting of the Board is Tuesday May 27<sup>th</sup> at 6:00 pm.