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Financial Report

FY 2017–2018 (July 1st, 2017–June 30th, 2018)

Beginning balance from FY 2016–2017:	\$3,666.79
Income:	\$3,576.27
Expenses:	\$4,127.46
Ending balance:	\$3,115.60

<u>Expenses</u>	\$4,127.46	<u>% sub-cat.</u>	<u>% overall exp.</u>
Program	\$4,073.14		98.7%
<i>program expenses are what we spend toward a specific program type; carrying out a program directly serves our mission</i>			
Peer Guidance Group & website	\$544.73	13.4%	13.2%
<i>our <u>Peer Guidance Group</u> is a screened-admission, email/listserv-based discussion group for current and prospective users of psychiatric service dogs; our <u>website</u> is available to the public and what we pay for our website also pays for our listserv group</i>			
Advocacy	\$798.22	19.6%	19.3%
<i>we <u>advocate</u> by conducting surveys, writing reports, and writing to government agencies and trade/business groups; we also travel and meet with key government officials, businesses, and fellow stakeholders, which represents the bulk of our advocacy costs</i>			
Education/outreach	\$234.95	5.8%	5.7%

our education and outreach efforts include giving invited [presentations](#); hosting informational, interactive displays at public events; and developing community partnerships and goodwill

Community learning convention \$2,495.24 61.3% 60.5%

our annual [convention](#) provides a variety of learning, training, and sharing opportunities that develop participants as psychiatric service dog teams; the main expenses are the location and scholarships

General administration \$54.32 1.3%

administration expenses are what we spend to keep the organization going overall, but these expenses don't fall under specific programs; these expenses serve our mission indirectly

Financial services \$34.52 63.5% 0.8%

we pay for services that make it easier for us to collect and deal with funds; this expense is mostly from PayPal's small transaction fees on donations

Postage \$19.80 36.5% 0.5%

we sometimes mail thank-you letters/donation receipts, as well as government paperwork needed to keep our nonprofit in compliance

Income \$3,576.27 # of entries % overall inc.

Public \$1,656.96 36 46.3%

public income comes from [donations](#) given directly by people and businesses

Charity \$569.31 10 15.9%

charity income typically comes from donation consolidation services that are technically charities, such as PayPal Giving Fund; when people

donate to us by giving through these services, the service bundles our donations and then gives the amount to us

Related activities	\$1,350.00	21	37.7%
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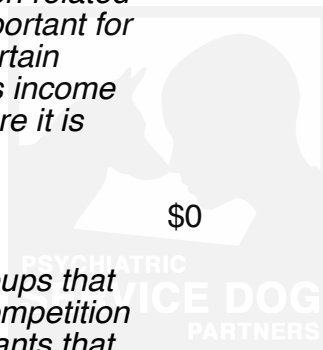
related activities income comes from programs that take in money as part of the functioning of the program, in a way that allows us to fulfill our mission; for us, this is typically convention registration and team testing fees, which we apply toward the convention costs

Unrelated activities	\$0	0	0%
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unrelated activities income would come from an activity that did not directly fulfill our mission, such as selling coupon books simply to raise money; the distinction between related and unrelated activities is important for tax purposes, since only a certain amount of unrelated business income is allowed by a nonprofit before it is taxable

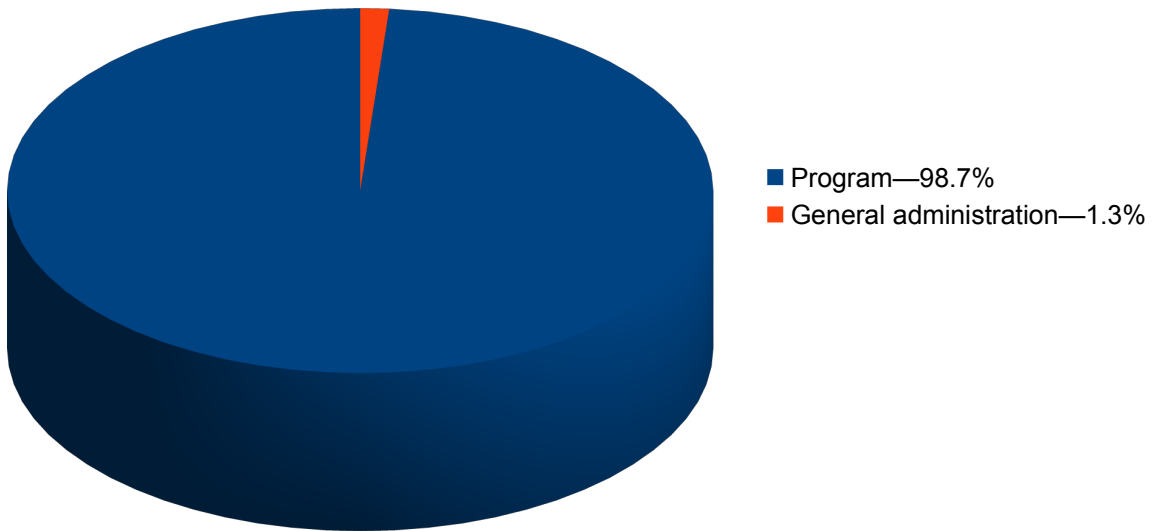
Grants & sponsorship	\$0	0	0%
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grant income comes from groups that have a specific application/competition process set up to fund applicants that meet the grant's goals; sponsorship funds come from businesses, individuals, or groups of people who donate at pre-determined levels to support our convention or our organization



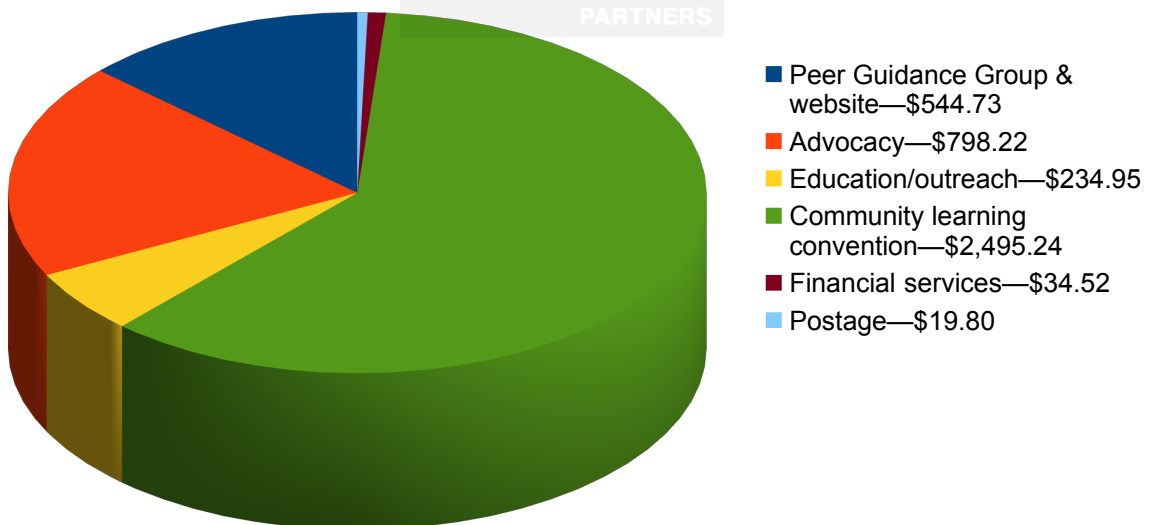
FY 2017–18 Expenses

—program vs. non-program—

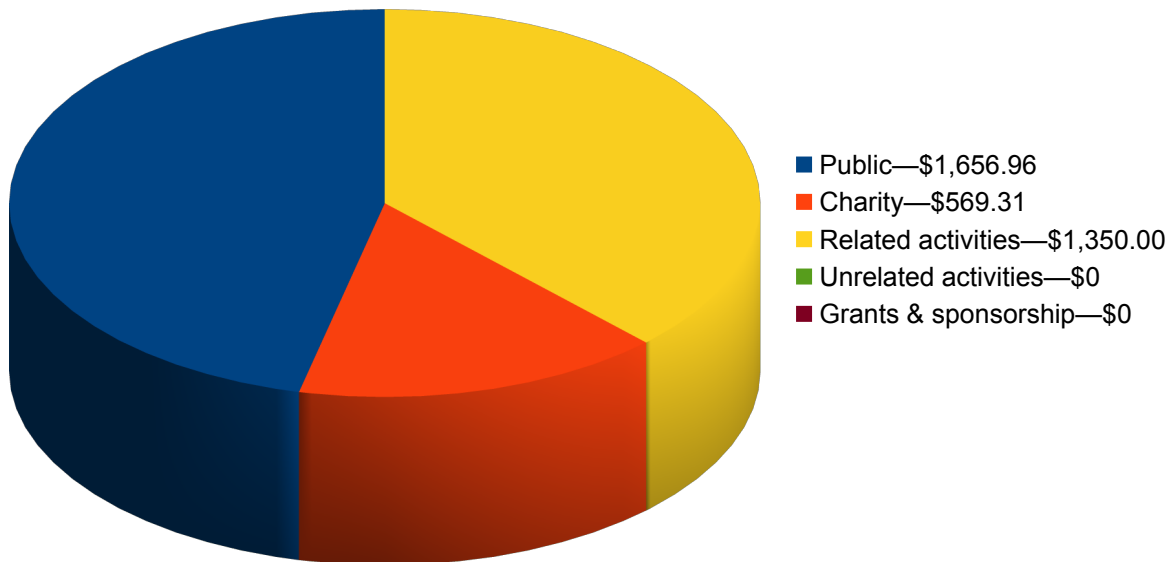


FY 2017–18 Expenses

—all categories—



FY 2017–18 Income



Notes

The category descriptions above are a great aid to understanding the distribution of PSDP's expenses and income. However, the single greatest factor to consider is that for a nonprofit of PSDP's small financial size, it would be unwise to interpret the group's impact in an area as directly correlating with the expenses in that area. For example, since PSDP is an all-volunteer nonprofit, many volunteer-hours go toward advocacy activities, yet the advocacy expenses are fairly low.

Consistent with this (since PSDP remained an all-volunteer group), overhead expenses were extremely low. Program expenses totaled 98.7% of total expenses. Around 70% is considered high in the nonprofit industry, so we thank our volunteers for enabling chart-topping fiscal behavior. Donors can remain confident their money is well-managed with PSDP.

In this 2017–18 fiscal year (FY), expenses for the Peer Guidance Group (listserv) and the website fall under the same heading because the Peer Guidance Group began to be run through the same service as the website, at no extra/different cost. Website expenses exceed the annual budget in order to save longer-term on multi-year purchases.

We introduced "Grants & sponsorship" as a new income category to reflect our new grant-seeking activities and sponsorship opportunities.

Our expenses slightly exceeded our income this fiscal year, but we have a large enough cushion to absorb annual variations in operating costs and income. Since

PSDP is a nonprofit, we are obligated to primarily execute our mission in a sustainable way. This means that having a financial safety net is a good thing, but hoarding a large amount as "profit" and not spending income to fulfill the mission would be a bad thing. We are pleased this financial report indicates we have a respectable balance of these considerations. We strive to make all our programming sustainable and scalable so that we may work toward our mission no matter which ways the financial winds blow.

We do hope to scale up many of our programs in future years, with the necessary donor support.

Bradley W. Morris, MA, CPhil
Treasurer, Board of Directors

This report and other PSDP financial documents are available on the [Investing in PSDP](#) page on our website.

