

SAVE THE DOGS AND OTHER ANIMALS



**MISSION
REPORT
2018**

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MESSAGE FROM THE PRESIDENT SARA TURETTA

My dream is to make
Save the Dogs
an increasingly solid
organisation
and expand our
range of action.



Retracing 2018, I can't help but talk a little about myself and how my role as President and Director of **Save the Dogs** is evolving.

After so many years of **strenuous commuting** between Milan and Cernavoda, I finally had **the opportunity to delegate the entire operation of the new clinic to three trusted people**: Alessandra Farina, Head of the Animal Welfare & Co-ordinator of the Adoption Department; Miet Van Dijck, our Clinical Director and the young Administrative Director Adrian Ion, who was entrusted this role a few days after the clinic's inauguration.

Their presence and their reliability, together with the autonomy and quality of the work of the adoptions staff (now all Italian), allowed me to shift the attention to the future of *Save the Dogs* and focus on a medium term development strategy. **My trips to Romania have drastically reduced** in 2018 and I could spend more time with my Milan team, everyday busy

building a solid base of donors, bringing *Save the Dogs* even further.

This has created the space to work on the **Italian program**, requested by 70% of our supporters on the occasion of a questionnaire in which we asked for preferences on future interventions, both geographically and in terms of content. We were not surprised to acknowledge that Southern Italy had "defected" alternative options and not even to find out that **neutering is (rightly) considered the number 1 priority by our wise donors**.

In 2018, we therefore laid the foundations for *Too Many Puppies*, the Italian program devised by **Save the Dogs to offer neuterings to associations and volunteers from the South** who work in difficult areas with few resources.

At this stage, however, it was unthinkable to work with our own staff because of costs, but above all we asked ourselves **about the deep needs of animal rights activism in the South** and we realized that not only the economic resources

are lacking, but often planning, overall vision and the ability to create a network are missing. **We therefore chose to start a “virtuous mechanism”, gradually creating a network of willing groups,** available to collaborate with us in the face of financing aimed at neutering.

The latter - as you will read in the dedicated section - will mainly target dogs that are “badly taken care of” by their owners, that is, left to wander in uncontrolled way: the real culprits, in short, of thousands of litters that fill the kennels of the Southern Italy.

In September 2018 I visited the *Oreste Zevola* association in Naples and laid the foundations for the first *Save the Dogs* Italian project, which will be launched in 2019 but for which in 2018 there was a long preparatory work.

At the same time, I was able to dedicate myself to **the campaign against the infamous Green Life Recycling**, the criminal company that sows death on the outskirts of Constanta, capturing about 200 dogs a month, most of which are brutally eliminated or die because of the illnesses contracted in the sheds where the poor animals are stationed waiting for the lethal puncture.

Through a petition delivered to the highest Romanian veterinary authorities, **we**

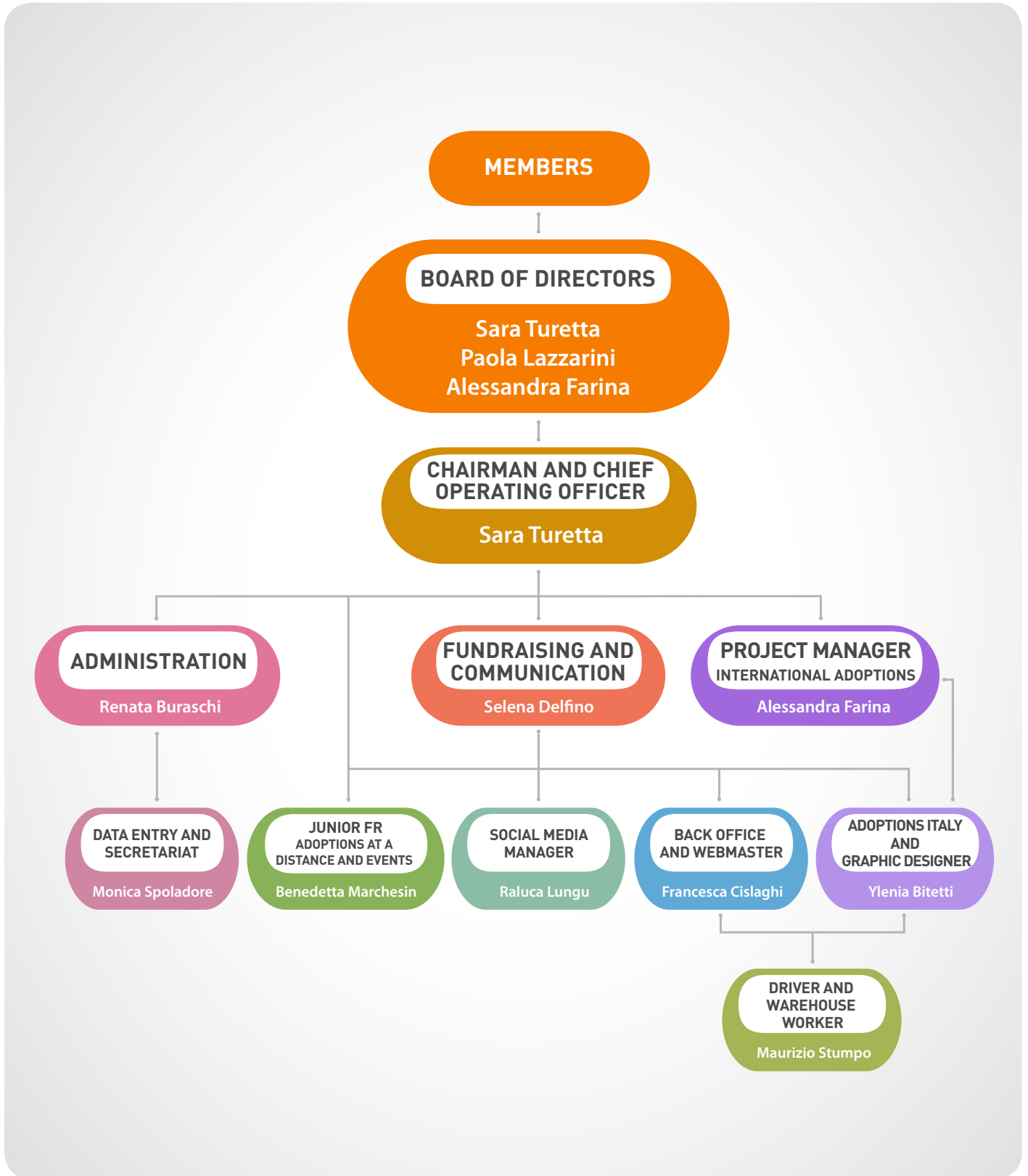
collected nearly 70,000 signatures, filed numerous complaints to a long list of authorities that – one after the other – refused to intervene and take action, confirming the painful **situation Romania is facing today from the point of view of the rule of law.** This is not surprising, given that in August the capital was disturbed by a large peaceful demonstration against corruption, which ended up in blood, due to the police’s violent reaction, with elderly and disabled beaten under the eyes of the cameras. While the Romanian Government is also talked about in European forums, where it has been called to order for the steps backwards on the subject of the fight against corruption, **it is realistically unthinkable to forecast progress on issues related to animal rights,** when even those of the people still do not see full recognition.

The lower operating pressure also allowed me to participate in **two important events:** the ICAWC international conference in Krakow and the *Dreamers Day* at the Dal Verme Theatre in Milan. On both stages I was able to witness the passion and determination that animate *Save the Dogs*, retracing the efforts for the building of the veterinary hospital and looking to the future.

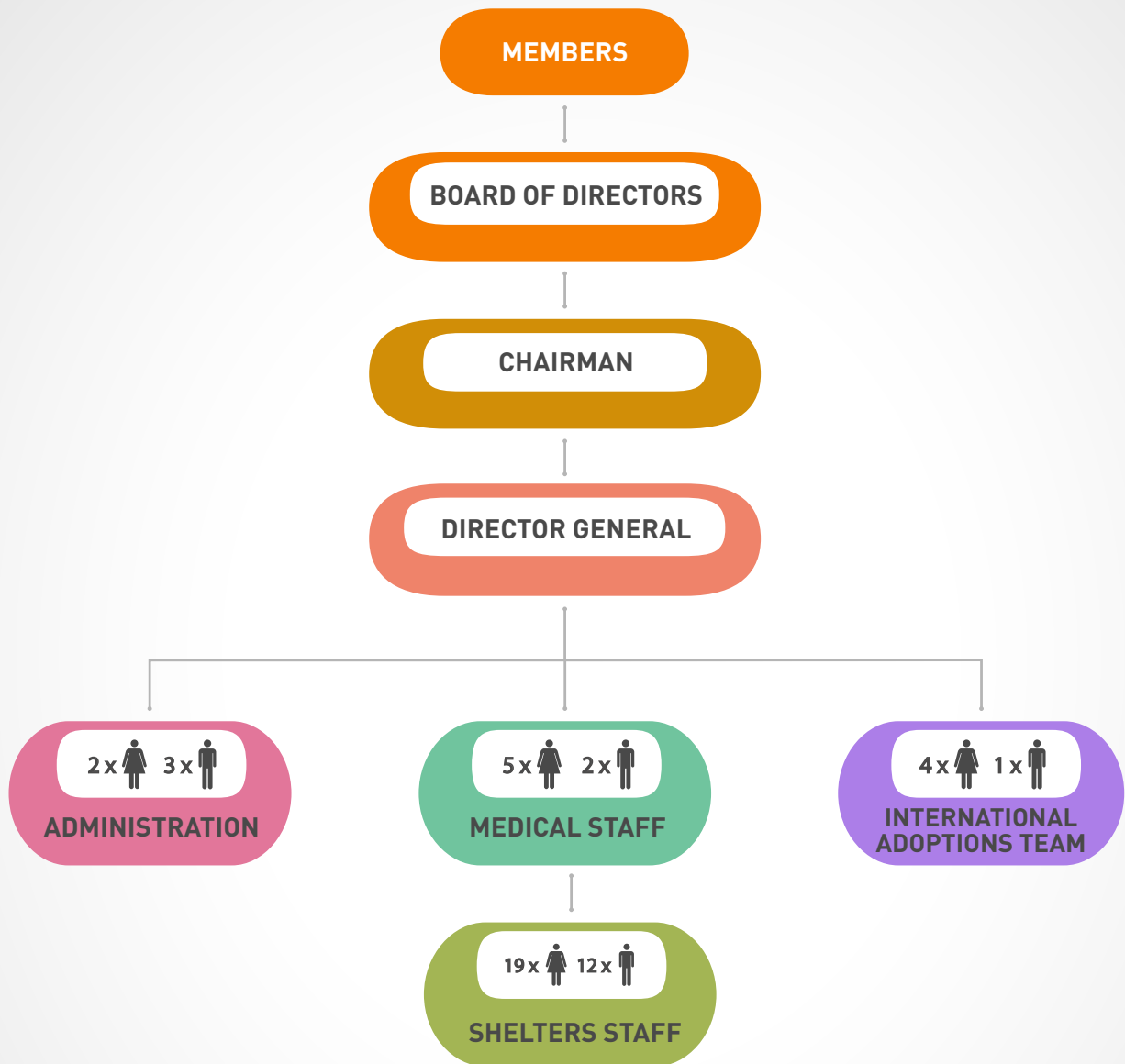
Unfortunately, indeed, there is still so much need for us.

1. THE ORGANIZATIONAL STRUCTURE


1.1 Save the Dogs Italy



1.2 Save the Dogs Romania



2. MISSION...

A black and white puppy with tan markings is sitting in a field of tall, dry grass. The puppy is looking directly at the camera with a calm expression. The background is a soft-focus field of similar grass.

Our association believes that mankind has **a moral duty to protect animals and we work to preserve their dignity and well-being.**

Since we believe that the world is facing a **serious problem of canine and feline overpopulation** caused by people, from which both the **endemic of some territories and the cull and imprisonment of millions of dogs and cats originate** in shelters all over the world, we work to reduce the uncontrolled births of these animal, so that as many dogs and cats as possible suitable for a domestic life can find good adoption.

At **the same time, we work to** improve the quality of life of dogs and cats living on the streets, where adoption is not a viable perspective for reasons related to their behaviour or local culture.

These goals are achievable not only by reducing the birth of dogs and cats, but also by boosting the canine / feline national registries, **making the owners** aware that they become responsible, **committing ourselves to advanced legislation on animal rights and actively collaborating with all stakeholders** (those involved such as municipalities, veterinary health units, schools, veterinary associations, etc.).

...AND VALUES

With respect to the animal world

Save the Dogs and other Animals believes:

- ✓ in the values of **non-violence** and **respect** for all living beings, in pursuing **animal welfare** according to the 5 freedoms of Brambell (GB 1965), then reviewed [by the ICAM organizations](#) with a focus on pets, to which our association is particularly dedicated
- ✓ in **empathy** and **compassion** towards those who suffer, as these are feelings that should be the basis of human life
- ✓ in a **harmonious coexistence between mankind and animals**, founded on the knowledge of the species with which we share the Earth
- ✓ in the **protection of the weak** and **creation of virtuous shared paths** between animals and human beings in need of protection

With respect to its supporters

Save the Dogs and other Animals undertakes:

- ✓ to keep maximum **transparency on the financial and operational aspects of its work**
- ✓ to keep a **truthful**, correct and unambiguous **communication**
- ✓ to **avoid pietism** and **dramatization in its social media communication**
- ✓ to a **scrupulous use of the funds**, respectful of the donators' will
- ✓ to use **non-violent** communication based on the principles of the [Manifesto of Non-Hostile Communication](#)

With respect to collaborators and suppliers

Save the Dogs and other Animals undertakes:

- ✓ to do everything possible to maintain a **peaceful working environment**
- ✓ to protect their **well-being** in the workplace
- ✓ to **always respect the** labour legislation **in force in the country where it operates**
- ✓ to always pay the work fees within the time limits established

3. ALL THE FIGURES OF 2018

311

RESIDENT ANIMALS

133 dogs and 29 cats in the shelters
61 dogs and 15 cats in the veterinary hospital
61 donkeys and 12 horses in the equine sanctuary



1.574

ACTIVITIES TO FIGHT STRAYNESS

561 dogs and 657 neutered cats of which 842 owned animals
356 dogs registered in the national database



240

EQUINE HOME ASSISTANCE

120 donkeys
120 horses



381

INTERNATIONAL ADOPTIONS

Through 5 foreign partners
308 dogs
73 cats



168

STAFF

60 employees: 8 in Italy
52 in Romania
108 volunteers: 10 in Italy
98 in Romania



231.729

SOCIAL MEDIA

228.071 "Like" on Facebook
3.658 follower on Instagram





4. THE PROGRAM FOOTPRINTS OF JOY (ROMANIA)

Starting in 2018, all *Save the Dogs* projects in Romania come under the “umbrella” of the *Footprints of Joy* program, the name we gave to our Cernavoda headquarters, but which actually represents our intervention in this country in its entirety. As those who have visited our **little paradise for abandoned animals know**, Cernavoda “ranch” is a well-kept happy island, a place of extraordinarily positive energy, as if one was transported in another country, made of **respect for animals and harmony with nature**. This is just what we dream for the future of Romania.

There is no doubt, however, that the **ideal combination**, when working in difficult contexts such as Romania, is **that which combines a fixed structure with a mobile clinic** capable of reaching a wider territory. Unfortunately, due to the end of the financing of the British *Dogs Trust*, the free neutering and microchip projects done with the mobile clinic were not activated in 2018, being no longer economically viable for *Save the Dogs*. **On the other hand, home-based activities continued in the field of work horses**, which allowed us to maintain a strong bond with the territory, particularly in rural **villages where the population lives below the poverty level**, in **conditions that are difficult for us to imagine**.





Ph. Ylenia Bitetti

4.1 Medical and veterinary activities

Working in the new building in 2018 was **a real revolution**.

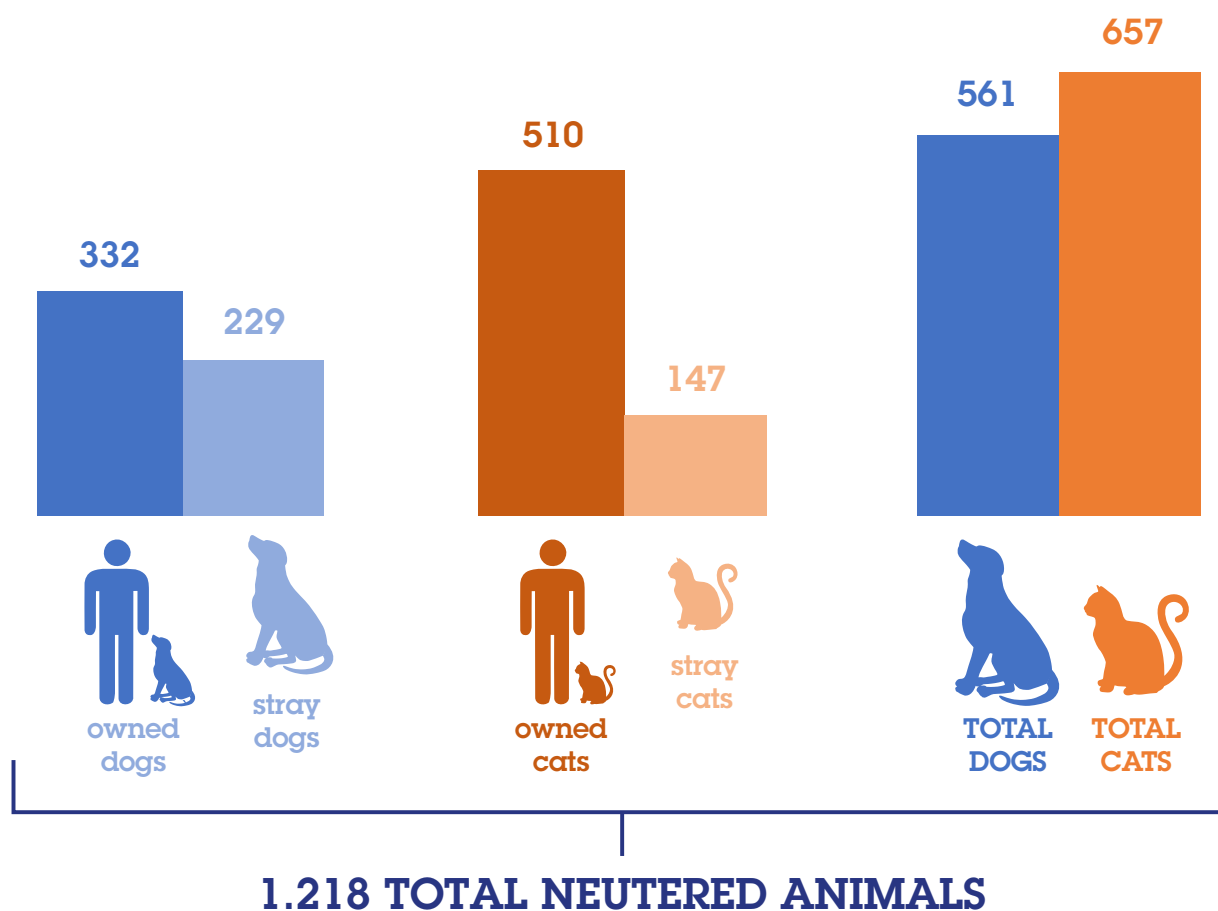
On the one hand, the level of comfort for the staff has grown enormously thanks to the common areas, the ideal temperature and the toilets; on the other hand, **the welfare of animals and the possibility of working in optimal conditions has reached its peak** with the implementation of **new cleaning procedures** for the control of infectious diseases (reduced to a minimum) and the ample opportunities to socialize hospitalized animals for long-term care.

Last year the requests for medical assistance from animal owners also increased, which we guaranteed despite the absence (for now) of a commercial activity. **Disadvantaged people receive free assistance**, while the others are asked to make a donation according to their own possibilities and are taken in charge only if the local veterinarian has not been able to solve their problem, or in the face of an emergency (the local vet ambulatory is small, unequipped and mostly closed).

Thanks to the full implementation of the **management software** that carefully collects all the data relating to the activities of the veterinary hospital, today we are able to **monitor what happens inside our hospital weekly** and compare the data with the previous periods.

The total neuterings (as we would like to remind, all free) **were 1,218**, a figure more than double than that of the old Cernavoda vet hospital, in the previous year. The 1,586 neuterings of dogs and cats in 2017 were in fact carried out mostly in the mobile clinic (over 1,000), which this year was not active.

For the first year **the cat neuterings have exceeded those of dogs and of 657 felines that had surgery, 510 were owned.**



On the other hand, there are many difficulties with regard to owned dogs: despite the law providing for the obligatory nature of both neutering and registration in the canine register, there is no law enforcement on this and those who have not neutered their animals so far on our request – or continue to refuse do it – are not fined according to the law.

Of the 561 sterilized dogs in 2018, 332 had an owner, while the rest are divided between those released in the territory as they cannot be adopted (114) and those kept in *Save the Dogs* facility and then adopted (115).

In total, 215 animals entered the veterinary clinic to stay with us and be treated and adopted; 140 were dogs and 75 cats.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOT
DOGS	7	13	3	17	10	10	15	12	17	11	21	4	140
CATS	1	1	0	6	12	13	14	0	11	7	9	1	75

With regard to **first aid operations and medical examinations** provided by the two practices within the clinic (one for strays and one for owned dogs), there are 301 interventions of which 105 in the first aid area and 186 are medical consultations.

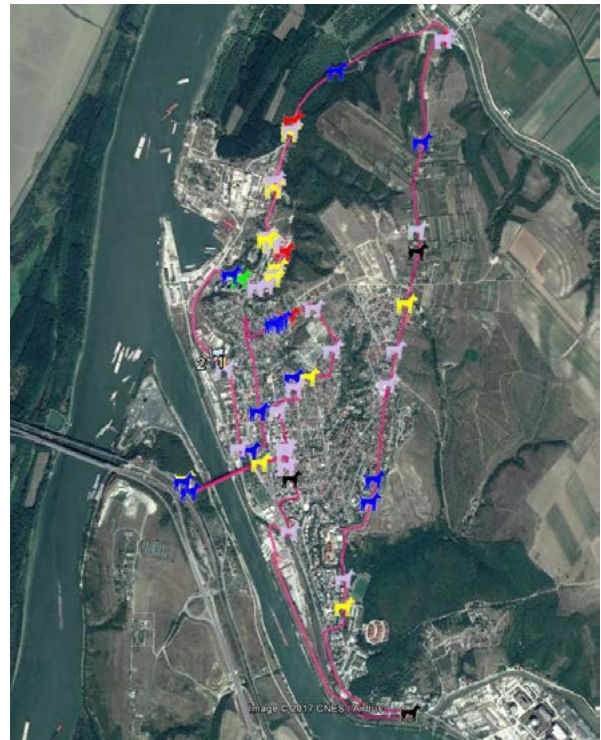


Ph. Ylenia Bitetti

4.2 Our censuses with ICAM

For some years now, to be precise since July 2016, on a quarterly basis, our association has carried out the **punctual detection of the presence of stray dogs** on a predefined **17-km route in Cernavoda**.

The census was set up together with Dr. Elly Hiby of the ICAM (*International Companion Animals Management Coalition*) and arises from the need to scientifically measure the fluctuations of the stray population and to understand the dynamics of the phenomenon.



Many among you, in fact, asked us why the territory where we operate is still so dramatically characterized by stray animals, despite our unceasing work and, we should add, despite the catches and killings that have occurred in the city for two years.

The answer comes in part from this study, which is carried out with the help of an ICAM application by members of the local *Save the Dogs* staff.

What clearly emerges is that **the stray population**, although with some variations, **has remained substantially constant since 2017, despite the control of births and the repeated removal of dozens and dozens of individuals from the territory** made by us (we welcome about 150/200 dogs a year in our centre) and by the dogs catching company (which in 2018 took away 179, many of which had already been neutered by *Save the Dogs*).

In fact, if in 2016 the number of dogs per linear Km ranged from 3.8 to 4.8 individuals, in 2018 (after the peak of 2017 linked to massive abandonment of dogs from other locations) their number varies between 2.3 and 6.2 per linear km, suggesting a **total population that fluctuates between 330 and 380 total strays**.



These data confirm - if ever there was a need for confirmation - that **without a control of the territory by the authorities to stop the phenomenon of abandonment and without the application of fines for those who do not neuter**, the work of *Save the Dogs* (but also - paradoxically - that of the Municipality) fails to have a strong impact on the canine population.

Obviously this matter goes beyond those related to the individual (every dog taken from the road and every dog not born thanks to neuterings is a saved life), but **tries to evaluate the effectiveness of our intervention, in light of absolutely unfavourable external conditions**.

A reassuring fact concerns the physical condition of the dogs registered by the app: from April 2018 no dog with dermatological or malnourishing-related problems has been found, confirming that **our activity on the territory to feed the packs in the suburbs is having an effect on the health conditions of the strays**, in addition, of course, to the **benefits of sterilization**, which prevents to females from losing weight.

The results of the census were sent to the Municipality of Cernavoda to demonstrate the uselessness of the catches and the need to pursue a different strategy. But we have strong doubts that our communication will be heard.

The surveys will continue and represent an indispensable tool to measure the extent of the stray dogs' phenomenon and understand its dynamics, in the hope that sooner or later the authorities will become our allies and abandon harmful, unsustainable and ethically unacceptable practices.

4.3 Dog training peeps out in Cernavoda

After a “transitional” 2017, with the closure of Medgidia and a peak attendance at the *Footprints of Joy* shelter caused by the removal from the old clinic, the year 2018 finally allowed to **structure in a professional and continuous way the socialization activities** already sketched (within the limits of the possibilities) in the previous year. The small sponsorship of the German association TASSO (www.tasso.net) allowed us to back up the volunteer work of our Vice President Paola Lazzarini with the collaboration of Gea Gamboni, already a volunteer and a dog educator like Paola, but which - thanks to the reimbursement of expenses and to a small fee guaranteed by the German partners - was able to ensure a constant presence in Romania.

The activities carried out by Paola and Gea with the puppies in the clinic and with the adult dogs of the refuge follow the all-Italian approach of the cognitive-zoo-anthropological school (CZ), for which we refer you to the SIUA website (www.siua.it). Their contribution is precious in Romania not only because it allowed to “unblock” dogs that had been in our shelter **for a long time (and that due to behavioural problems could not be included in the adoption programs)** but also **transmit the rudiments of the innovative approach to the local staff**, which struggles, for cultural reasons, to see the dogs as individuals with whom it is necessary to work on a relationship level.

Despite the difficulties, the fruits of the work (which must absolutely continue in 2019) have already been seen, with numerous dogs leaving for new families after a long stay at the shelter and with the professional growth of the girls of the adoptions department and of the workers, who have learned new techniques included in the daily work routine.





4.4 International adoptions

2018 is characterized by a further decline in international adoptions, which passed from 491 in 2017 to 381 (-110). The data must not frighten us and it is essential to widen the perspective a little to understand the reasons for this decrease.

First of all we must keep in mind the **association's internal factors**, linked to the ever-decreasing availability in our structures of small dogs (the first to be required by all countries) and the presence of a "hard core" of **dogs with behavioural problems that were not included in any program**, waiting to become adoptable. The second **factor is external and concerns the enormous competitiveness** among those who in Romania – but in general throughout the South and East of Europe – offer dogs to adoptive families or associations in Northern Europe via social networks. The phenomenon, which raises more and more concerns in the European health authorities due to the approximation with which the dogs are screened for the main vector diseases, **has seriously reduced the demand for adoptions with our Scandinavian partners.**

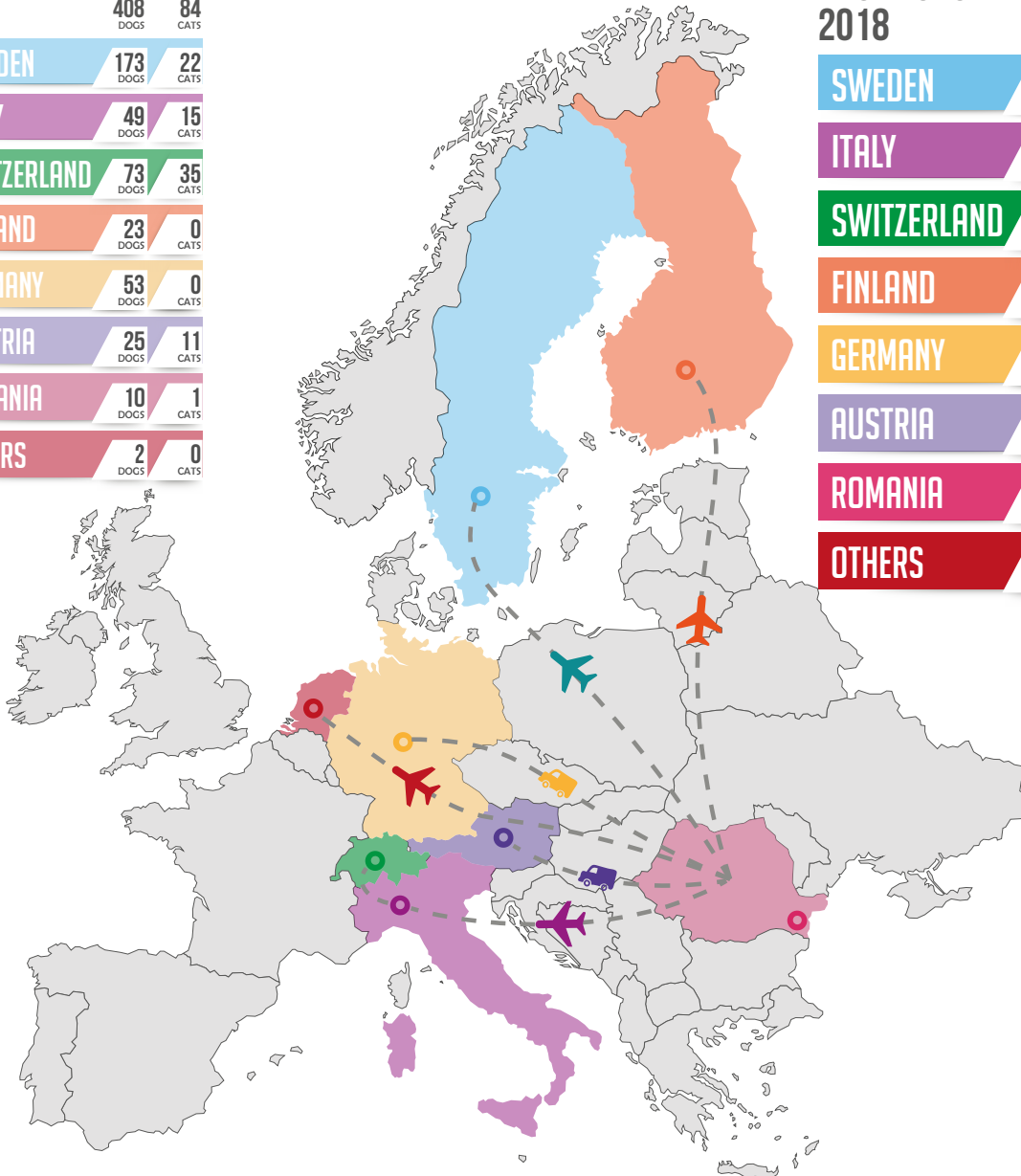
The latter have **strict requirements and precise procedures before giving a dog for adoption**, while many "do-it-yourself" adoptions, on the other hand, are carried out directly, without intermediaries and in a way that is too simple, without the necessary guarantees for the animals and without backup networks if something goes wrong. Not to mention those who speculate on contributions and adoption fees, private individuals looking for easy income or unscrupulous pseudo-associations (because they exist, too, it cannot be denied, especially in countries where people live with only a few hundred euros per month like Romania).

ADOPTIONS 2017

	408 DOGS	84 CATS
SWEDEN	173 DOGS	22 CATS
ITALY	49 DOGS	15 CATS
SWITZERLAND	73 DOGS	35 CATS
FINLAND	23 DOGS	0 CATS
GERMANY	53 DOGS	0 CATS
AUSTRIA	25 DOGS	11 CATS
ROMANIA	10 DOGS	1 CATS
OTHERS	2 DOGS	0 CATS

ADOPTIONS 2018

	308 DOGS	73 CATS
SWEDEN	148 DOGS	7 CATS
ITALY	30 DOGS	31 CATS
SWITZERLAND	27 DOGS	6 CATS
FINLAND	17 DOGS	2 CATS
GERMANY	74 DOGS	0 CATS
AUSTRIA	6 DOGS	24 CATS
ROMANIA	4 DOGS	3 CATS
OTHERS	2 DOGS	0 CATS



It has been reported recently that in England, (a country where *Save the Dogs* does not send its dogs) a shelter was closed by the police because of the accumulation, in terrible and illegal conditions, of dozens and dozens of dogs from Romania.

The social media have had the great merit of spreading the news about the painful situations concerning animals all over the world, **increasing public awareness of stray dogs and promoting the adoption of half-breeds**, but the other side of the coin is that unfortunately they risk to endanger the work of those who, like *Save the Dogs*, only choose animals suitable for domestic life and invest important resources in the medical and health preparation of animals.

We just have to hope that no dramatic incident will occur (for example, a case of rabies, a disease now eradicated in Western Europe) because if the borders were closed, it would be a real tragedy for the dogs of Romania and for our association. In the meantime, **we hope that the European Commission will be able to impose stricter rules for the transfer of dogs from one country to another**, even if the absence of borders makes controls extremely complex and those who want to escape from the TRACES system can do it easily enough.

4.4.1 The German chapter: an in-depth

Given the increasing number of dogs that *Save the Dogs* manages to place in Germany thanks to the collaboration with the *Befreite Hunde* volunteers (74 in 2018 and 53 in 2017), we feel the need to return to an age-old issue of Italian animalism, **a fake news that for years we have tried to contrast** and that unfortunately continues to influence the mind of many people in good faith.

Since the 1990s, the shift to Germany of thousands of dogs and cats taken from Italian (but also Spanish and Greek) kennels and entrusted through local associations to German families has given rise to a real psychosis.

Over time, a series of different elements fed the belief that these animals were destined for pharmaceutical laboratories and not for safe adoptions:

- 1. The lack of direct knowledge of the German situation** (also difficult for linguistic reasons) on the part of the Italian activists, without a doubt one of the most advanced in the world as regards the management of owned dogs;
- 2. The “messes” of some Italian associations:** too superficial in writing and storing the documentation on exported dogs; land transports carried out in a very questionable way from the point of view of the animals' well-being, which led to complaints of irregularities on this front;
- 3. The instrumental use** of some associations of the “vivisection scarecrow” to attract easy consents with minimum effort;
- 4. The spread of unnecessary alarmism on the part of some Italian press** in search of readers and - for some years - of clicks increasing the acquisition of advertising on the websites;
- 5. The shrewd use by enemies of the animalist world** (see some trade associations that protect importers of purebred dogs from Eastern Europe, such as *Federfauna*) to discredit our world and to create internal conflicts to benefit from their business.

It is therefore clear why, with such a varied series of reasons at the basis of what we do not hesitate to define a hoax, it is not possible to eradicate **a false belief** that has convinced even eminent journalists and politicians, who **never went to Germany to thoroughly investigate the subject and get first-hand information**. In the last 20 years our president has been able to personally visit a series of German shelters, from the smallest family shelters to the multi-millionaire centre in Berlin, and to speak with dozens and dozens of activists belonging to associations of various sizes.

Without prejudice to the fact that in Germany the suppression of strays is as prohibited as in Italy, and that the canine registry works better than in Italy, although it is not mandatory and is managed by two private entities (miracles of widespread civil responsibility, for us difficult to understand...), all confirm that **there is no problem of strays sent to be killed for research**.

And the fact that the **topic is not on the agenda of any German association should make us think**.

We recently asked the association of doctors against vivisection (*Ärzte gegen Tierversuche eV / Doctors Against Animal Experiments*) for further verification, which confirmed the non-existence of the problem, explaining that **the dogs used every year for experiments in Germany are an extremely lower number than those imported from the Eastern Europe countries** and which almost all come from “supplier” farms which allow to reconstruct the genetic heritage of the animals.



The controversy in Germany only concerns the fact that dogs arriving from abroad are penalizing those already in shelters, mostly molossers or German shepherds with behavioural problems that not all families are able to manage. Hence the hostility of some associations with respect to imports, but **nobody** – not even those opposing the phenomenon – **reports abuse and illegality in the context of experimentation**.

The accusation being made against the Germans is not very different from the one that Romanian activists and the managers of the kennels of death move to *Save the Dogs* (which collaborates with a few selected shelters in Northern Italy) to discredit it: after a flood of treatments and expensive medical tests, our dogs fly to Milan to become the gloves or shoes of some famous fashion designers (!?). To confirm that **these fake news feed on the fame (or prejudices) spread on people**, the Italian primacy in the fashion industry allows the detractors to imagine a new, imaginative destination for our dogs, which walk happily in the parks of Monza, instead, or the streets of Ferrara, happy to have escaped death in the infamous Ovidiu kennel.

While inviting everyone to be less emotional when listening to this type of news, we will never cease to remember that **there are no convictions against traffickers who would illegally have sold animals to German laboratories**, just as there is no network of brothels for perverts Scandinavians who (in Denmark or Sweden) seek sex with animals. We appeal to those who love animals so that they do not believe everything that is published on social networks and **rely instead on those who have the appropriate tools to deepen and know these realities directly**, away from the sensationalism that aims only at divert the attention of activists from the real problems and create incurable fractures in our world.



The president of the association *Befreite Hunde*, since 2015 the German partner of *Save the Dogs* (www.befreite-hunde.de), is a Romanian lady, married for over 40 years to a German. Delia Sander, with her network of temporary families, **carries out adoptions with very strict criteria and during 2018 came to visit our centre in Romania**. After supporting other Romanian associations in the past, Delia has increasingly focused on Cernavoda dogs, shaken by the terrible story of the Ovidiu kennel and struck by the efficiency of our association.

In the photo, Delia is with Vet Roxana and little Gregor.

4.5 Equine Project

In 2018 we continued our commitment with horses and donkeys, working animals widely used in this area of Romania, especially by the Roma community. Thanks to the support of the British charity *The Donkey Sanctuary*, every day we could take care of about sixty donkeys (there were 61 of them in our refuge on December 31st), of which many were elderly and disabled. **A donkey collected in February with three others in the midst of a snowstorm, during a spectacular rescue, was already pregnant at the time of her entry and gave birth to a magnificent donkey**, which obviously will remain with us.

In July 2018, during a visit by a team of German volunteers, **we rescued a two-week old foal that fell into a ditch, in a village not far from us**. We do not know what had happened to him: we cannot exclude that he had lost his mother and that his master had decided not to try and find him.

At the time of the finding, Gregor (we renamed him this way) was dehydrated and nobody would have bet on his recovery. On the contrary, after some IV and many bottles of milk, we witnessed an extraordinary recovery, supported generously by our donors. Today, **Gregor happily runs around in an enclosure** of his own along with an "adoptive mother", the mare Anica, who took him under his wing.

But **Gregor is not the only horse welcomed at *Footprints of Joy* during 2018**.

At the end of November we intercepted an old and battered mare, owned by a very poor Roma family from Cernavoda.

It was the master himself who asked us to withdraw it, realizing that he was no longer



Gregor
October 2018



able to tow the cart. Extremely skinny and challenged by a lifetime of hard work, Lucia lived a few happy months, during which she probably had all the hay she hadn't seen in her whole life.

As it often happens to animals arrived to the sanctuary already elderly and sick, four months after her arrival, and after having taken back a lot of weight, **Lucia had a sudden deterioration of her state of health** and after a few days of infusion we decided to stop her suffering. We are always saddened when older animals can only enjoy the care and attention of the *Save the Dogs* staff for a short time, as **we would like to repay them for all they have given to men throughout their lives**. However, it always comforts us to think that without us they would not have even had a few months of serenity and that their death would have been without any dignity.

Together with the management of the shelter for equines, which stands between the new veterinary clinic and the shelter, **we have managed the home care intervention in the area, visiting a total of 120 donkeys and as many horses in the villages around Cernavoda**, more or less dog the same numbers as in 2017.

Providing free services to these rural communities, through our veterinarian Roxana and a farrier who comes once a month from over 300 km away, allows us to **improve the welfare of the animals used in the countryside** and to establish a relationship of trust with the population, which finds in us an important interlocutor. Many are the cloaks, headings and second-hand bites distributed thanks to donations of materials from Sweden and Finland, and many horses were helped thanks to volunteer farriers from Germany and Sweden.

The profession of the farrier is unfortunately disappearing in Romania, because those who own horses and donkeys are not able to bear the costs of filing hooves; moreover, this is an extremely tiring profession that has no attraction for young people. Should the sponsorships of our partners for this type of service cease, the welfare of the assisted animals would suffer vertiginous collapse and the fundamental activity of prevention would be lacking.

We really hope this does not happen.

5. TOO MANY PUPPIES, THE PROGRAM FOR SOUTHERN ITALY

We anticipated it in the previous annual report and once again *Save the Dogs* has kept its promise, launching its first Italian program at the end of 2018.

Following the more than 3,000 questionnaires sent to our donors and a reflection within the board, we have come to the natural conclusion that **financing neuterings in the South of Italy should be the absolute priority**. In our opinion, unlike Romania, **our country has a network of volunteers and citizens committed to saving dogs from the street and the notorious horror kennels**; however, there is no strong action on the prevention of stray dogs, which is prevalently obtained with two types of activities: the neutering of owned and stray dogs and the improvement of the canine registry. Ideally, a third activity should be added, namely raising awareness through educational programs in schools, but in this first phase we have decided to focus on the first two aspects, **collaborating with more or less recognized local associations and with veterinarians, with brochures on the importance of sterilization, identification and registration**.

2018 was the year dedicated to the collection of help requests from volunteers and associations active in the territories of Southern Italy and of a first contact with one of these: the *Oreste Zevola Association* of Naples.





5.1 The volunteers' work at Licola Mare (Napoli)

The association was founded in 2016 by the will of the sculptor Oreste Zevola, a volunteer of ARPAD kennel in Licola Mare who died prematurely. His legacy was collected by a group of people close to him, all already active within the facility, led by the Neapolitan veterinarian Angela Valenti.

Despite the commitment of some veterinary health units of the Campania Region, **the canine overpopulation is still a relevant problem in this Italian region**, the second after Apulia in the number of dogs kept in kennels (over 16,000 at the end of 2017) and with a territory characterized by a widespread stray phenomenon.

Licola Mare is a heavily degraded town south of Castelvoturno (the town where Dr. Dorothea Fritz works tirelessly since many years), characterized by a strong presence of organized crime (the local "camorra"). Needless to say that there is great demand for this territory to have virtuous experiences and activities able to stem the stray phenomenon and the entrances in the ARPAD shelter, which hosts an average of 300 dogs.

On the one hand, the volunteers, all coming from Naples and Pozzuoli, had the need to **increase the number of free neuterings of stray and owned dogs**, and on the other hand they needed to structure themselves better, including their excellent work into a larger and more comprehensive vision.

In 2018 we set the partnership and laid the foundations for the work of 2019, which will guarantee 200 neuterings sponsored by *Save the Dogs* with as many microchips, and the contribution for some qualified professional figures, which will make the commitment of the association more sustainable in terms of human resources. The aim of *Too Many Puppies*, in fact, is not only to prevent the birth of animals destined for abandonment and to spread neutering as a good practice, but also to **support the voluntary associations of Southern Italy in their growth and development path**, so that their impact on the territory can grow more and more. The project started in March 2019 and we will report on it in the next annual report.

6. OUR BATTLE AGAINST THE KENNEL OF HORRORS

With the resumption of the stray dogs captures in Cernavoda, brought to die in the well-known kennel of Ovidiu, managed by the *Green Life Recycling* company, **we decided to do everything possible to try to stop the killings**, although aware of the network of silence and corruption that protects this kind of suppliers in Romania. We did this by attacking on multiple fronts the small family business that has the killing of stray dogs as its core business, in the hope that at least one of the competent authorities would follow up on our complaints, but our hopes were vain. The owner of the company is a former employee of the Municipality of Constanza, close to a senator of the Government party considered “untouchable”, and probably an undisclosed business partner for the lady owner. **Not being able to demonstrate these perverse ties with politics (which we Italians know pretty well)**, we have taken other initiatives assisted by a law firm in Bucharest (see box). The fundamental aspect on which we attacked the company concerned the **violation of national law**, which does not allow this type of service to be outsourced to private companies, which is why *Green Life Recycling* was soon transformed into a fake NGO. It is with great bitterness that we must note the lack of intervention by the public vet department: strongly politicized, it merely fined them for minor irregularities,



In the picture above: dogs killed in a public kennel near Bucharest.
In the photo on the right: catches at Cernavoda, February 2019.



without ever having the guts to close their premises. The videos, in which we showed 2-3 dogs crammed in a cage, vans with no air conditioning, brutal manipulations of captured dogs, dirt and dying dogs in the pits, were useless.

All this has not led to any provision because - useless to hide it - in Romania there is no rule of law, on this as well as on other issues, and the control bodies respond to logics that are not those of law compliance, but those of political interests. The handing over of the nearly 70,000 signatures collected by *Save the Dogs* (which became many more), asking to close the premises, was boycotted by the President of the National Veterinary Authority. Instead, we were received by three officials who confined themselves to expressing their general sympathy for our cause, surreally emphasizing the absolute regularity of the facility, which in our opinion has serious irregularities, even with respect to the poor Romanian laws.

We have been able to save only 8 dogs from this infernal circle, because our Cernavoda centre is always dramatically full of animals.

6 of them survived distemper and now live a happy life in various European countries. It will take some time before we see the closing of this and other places of death of which Romania is scattered, but our battle continues, there as in the European headquarters, so as to reach our goal as soon as possible.

All our actions:

- ✓ Instance to the Court of Auditors
- ✓ Instance to the Prefecture
- ✓ Instance to the National Veterinary Authority
- ✓ Instance to the Labour Inspectorate
- ✓ Delivery to ANSVSA (National Veterinary Health Authority) of 69,000 signatures with the request to close the kennel
- ✓ Media awareness

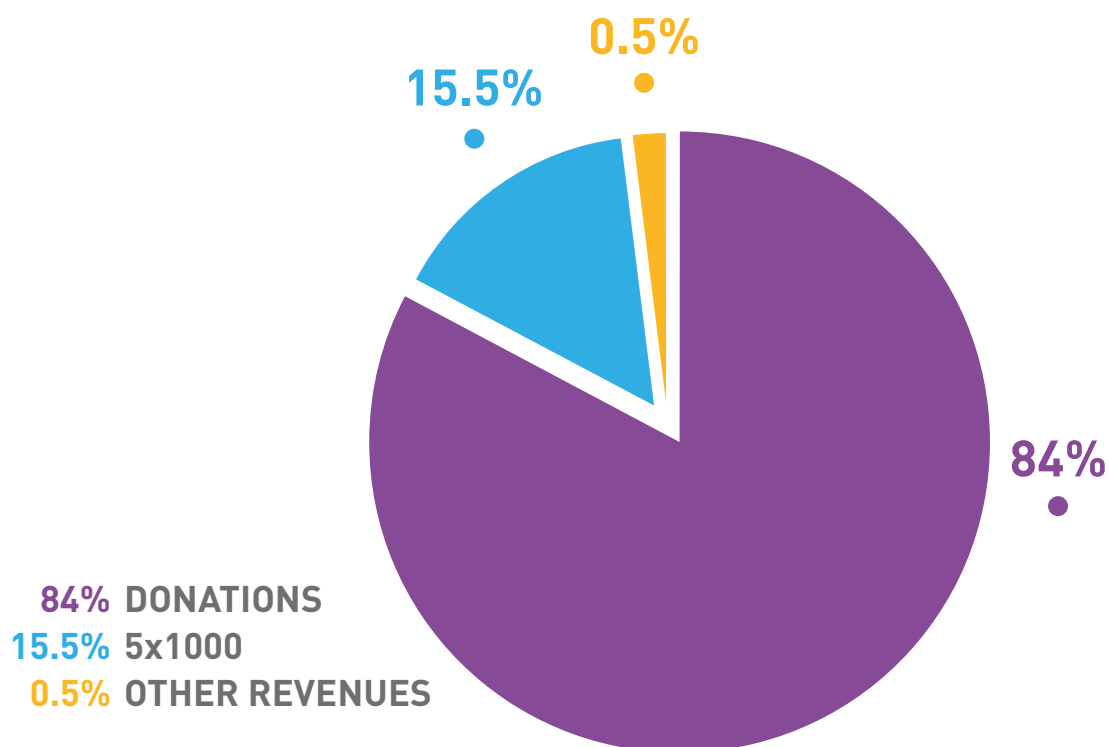
7. SAVE THE DOGS FUND RAISING IN ITALY

In **the absence of a substantial budget** to invest in fundraising activities, in 2018 we made an effort to create a **more effective and personalized communication** towards donors.

All paper mailings were handled internally by the association, with a **significant reduction in costs**, while we reviewed the strategy on social networks thanks to the pro-bono consultancy of the *Connexia* agency.

The general composition of revenues had no significant changes compared to the 2017 percentages. **The 5x1000 Italian volunteer tax contribution still represents 15.5%**, while 84% was made up of liberal donations (in 2017 it was 83%).

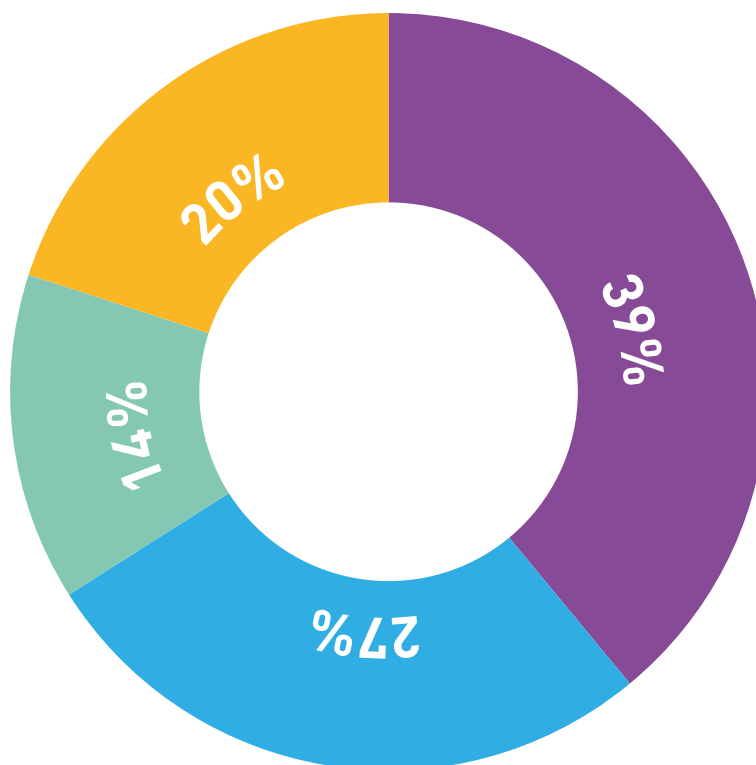
REVENUE COMPOSITION



In 2018 the **total donations in favour of the association amounted € 1,158,027, around 9% less than the previous year.**

Analysing the origin of the donations, it can be clearly seen that individuals and partners contribute in a constant way to the income of the association, while foundations' grants have decreased and legacies/corporate donations grew significantly.

PROVENANCE OF DONATIONS



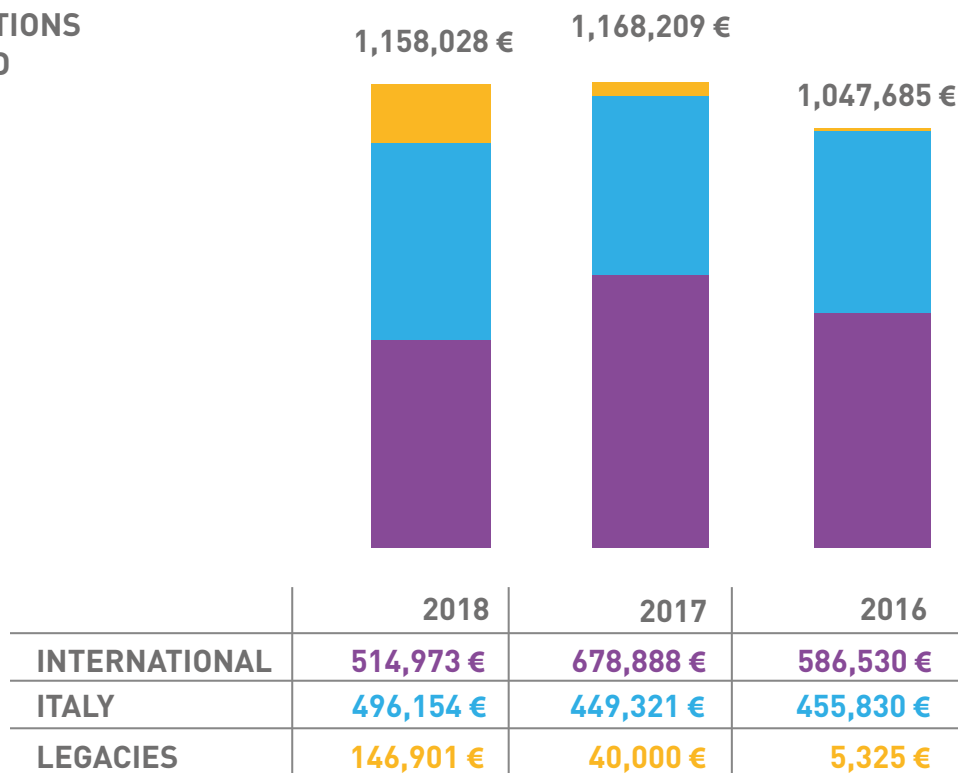
	2018	%
INDIVIDUALS	453,884 €	39%
PARTNERS	307,315 €	27%
FOUNDATIONS	162,137 €	14%
OTHER	234,692 €	20%
TOTAL	1,158,028 €	100%

We are witnessing a reversal in the trend of donations from Italy, which after two years of steady decline show an increase of 10% compared to 2017.

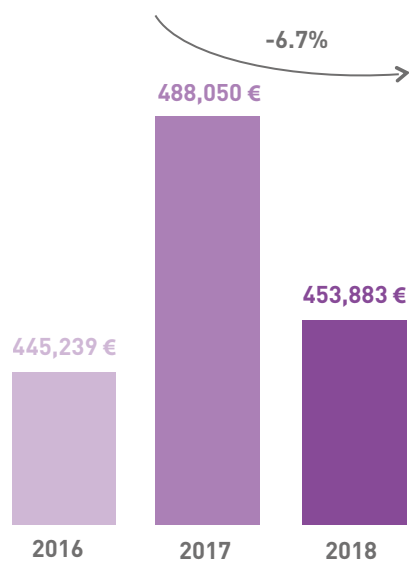
On the other hand, revenues from abroad decreased, both due to the lower performance of our partners (who are experiencing difficulties) and because the completion of the vet clinic has inevitably reduced the sponsorship of foreign foundations.

The legacies showed the remarkable figure of € 146,901, a significant result considering that *Save the Dogs* has not yet developed a specific campaign on this issue. The signal is important because it demonstrates a **consolidation of *Save the Dogs*' image** and its increasing reliability over the long term.

DONATIONS TREND

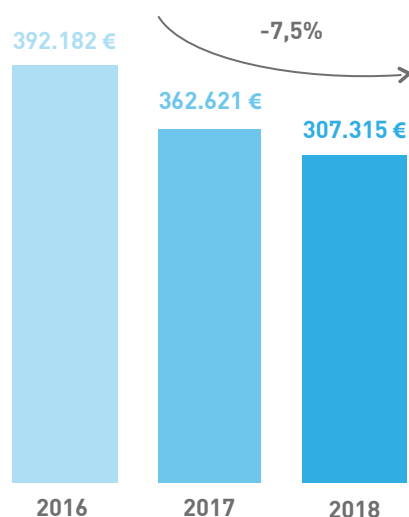


PRIVATE DONATIONS



There was a slight decrease compared to the previous year, but analysing in detail the composition of donations, it emerges that most revenues of 2017 were entirely from one great donor of the vet clinic. Therefore, **despite the disappointing results in the acquisition of new supporters**, the private donors of the association remain constant, thanks to an improved targeting of the fundraising actions. **There were 4,454 donors who made at least one donation** during the year, compared with 2,787 in 2017 (+59.8%).

DONATIONS FROM PARTNERS

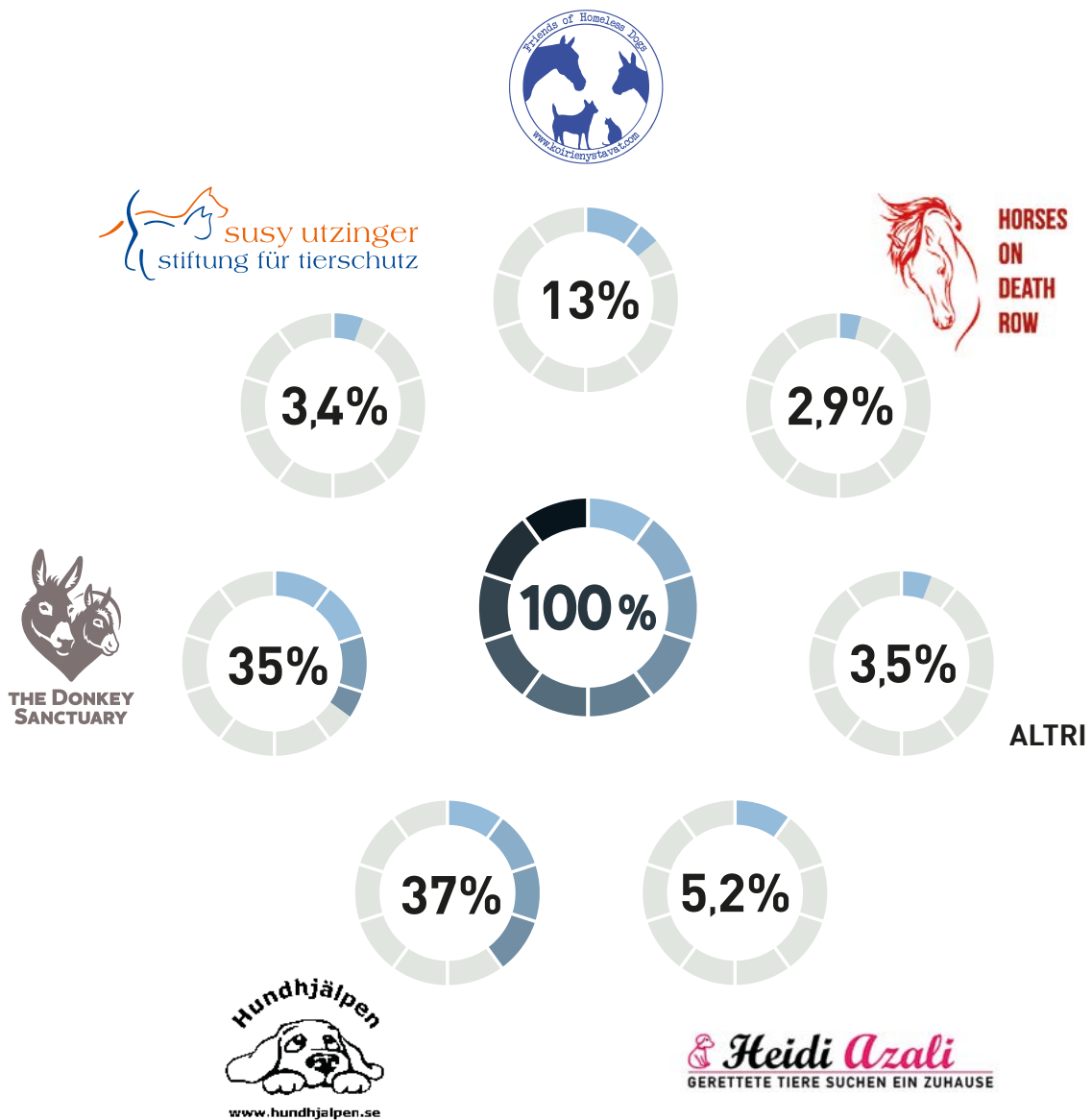


After the 15% drop in 2017, **2018 also closed with a negative trend.**

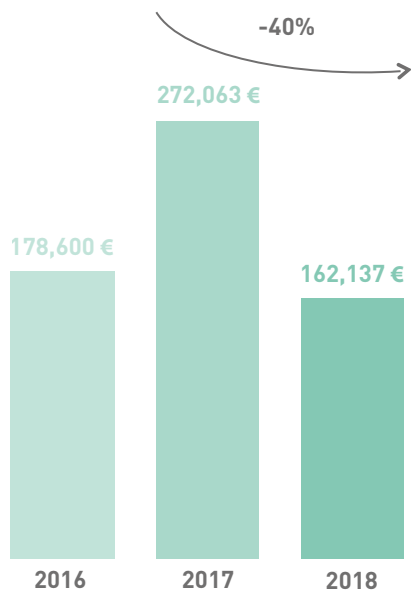
The overall contribution of the partner associations (i.e. those foreign organizations that have a continuous and structured relationship with *Save the Dogs*) **decreases by 7.5%**. Sweden and the United Kingdom remain constant, while the support of other small associations decreased, for reasons totally independent from *Save the Dogs* (see page 33).



Ph. Vlenia Bitetti



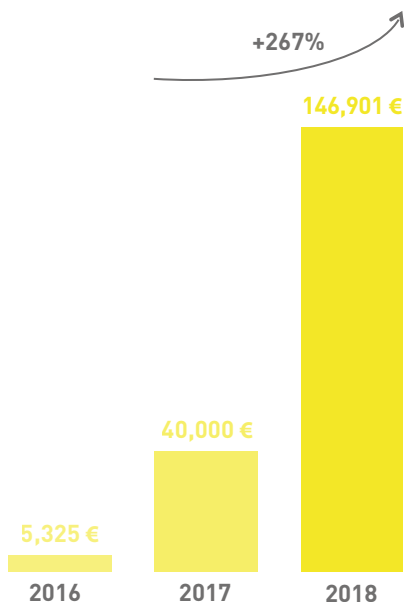
DONATIONS FROM FOUNDATIONS



Foundations **have decreased by 40%**.

The chances of accessing the grants are mainly linked to extraordinary projects such as the vet clinic, while **it is difficult to obtain support for current activities**.

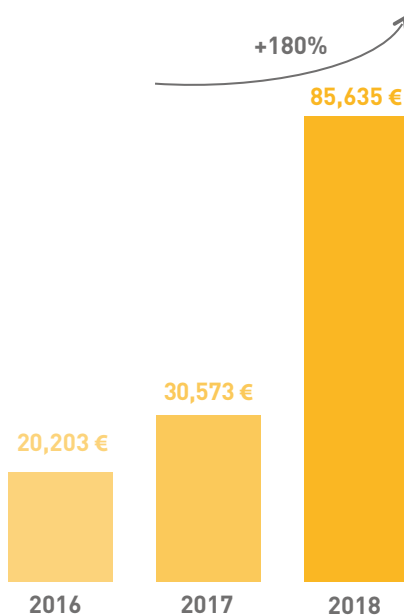
DONATIONS FROM LEGACIES



Legacies are by definition unpredictable and in 2018 we were able to count on the **generosity of a donor**, who had been following our projects for a long time.

We have planned to launch a legacy campaign in 2019 that will extend for at least three years, in order to encourage this type of support for the association.

DONATIONS FROM COMPANIES



The growth of companies is entirely linked to a large donor, who has decided to greatly support

Save the Dogs through its holding company.

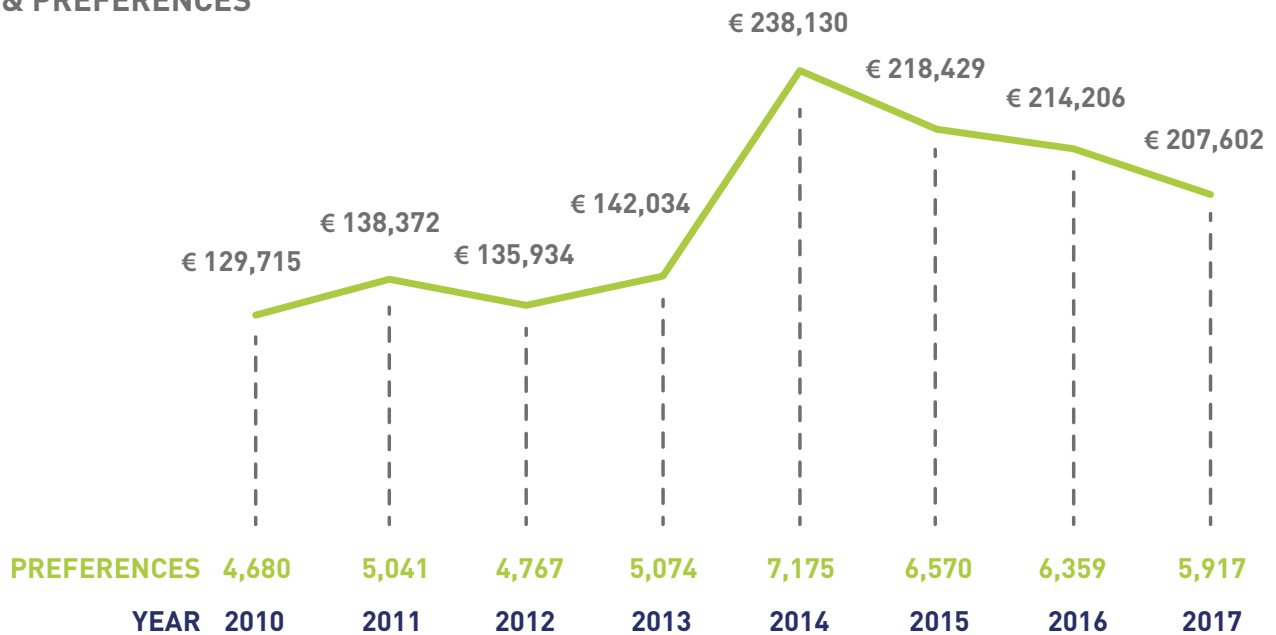
Collaboration has also started with the jewellery company *Mabina* (brand *Kidult*) which launched a cause-related marketing action in our favour.

5x1000 DONATIONS

Unfortunately the 5x1000 of the fiscal year 2017 marks **a further decline in preferences** compared to the previous year, which had already seen a decrease of 211 signatures compared to 2016.

The loss in economic terms is only € 6,604, but the figure remains worrying, since we have lost 1,258 preferences in the last 4 years. We hope that the launching of the Italy program may lead to a turnaround and that the disaffection of tax payers is linked solely to a geographical issue.

FIGURES & PREFERENCES



Thousands of dogs in Romania are waiting for your 5x1000



Don't disappoint them

7.1 Birthday campaign

Follow us [f](#) [t](#) [v](#) [i](#) [g](#)

DONATE NOW >

HAPPY BIRTHDAY SARA TURETTA!

Dear Francesca,

on the 15th of February our President and Founder will celebrate her 45th birthday. With this video we would like to ask you a special gift for her.

Make your own, personal gift to Sara now!
DONATE

Help us reaching the amount of 15.000 euro to feed all our guests for three months: it will be a gift for all the dogs and cats rescued by *Save the Dogs* and Sara's birthday will be really memorable!

Like every year, the birthday of *Save the Dogs* chairwoman was the occasion for a fundraising campaign that in this edition focused on the request for food donations.

The target of € 15,000 was exceeded and the amount collected was € 18,766, with the only costs of promoting the campaign on social media (€ 240), since it was entirely digital.

7.2 Spayathon campaign

Spayathon 2018

Anna is asking for your help for the next "spayathons". Will you support her?

Dear friends,

My name is Anna Kiss and I work as a veterinarian for the association Transylvania Animal Care. In these days I'm on a mission in Romania, to save the dogs' lives, to care for as many animals as possible.

The reason why I'm doing it is because in my country the phenomenon of stray dogs is out of control and the dogs are being killed in public places, in Romania the lack of qualitative leads to tens of thousands of dogs and cats destined to death after having known only suffering.

Each day Save the Dogs handles dozens of urgent cases, it's impossible for the vets of the association to dedicate themselves continuously to a fundamental activity like this. This is why they asked us the help to organize the spayathons, real "marathons" during which we spay and neuter 100 animals every day!

Next spayathons are scheduled for the months of July, August and September but if we don't gather the necessary funds we won't be able to go ahead.

I am asking you, who know well Save the Dogs' seriousness and professionalism, to help the animals in my country by donating for these interventions.

I choose to become a veterinarian to alleviate animal suffering. Work all my best! I hope you will want to help me.

Thank you!
Anna Kiss
Owner and Campaign Manager, Transylvania Animal Care

91 dogs neutered thanks to the help of our supporters

91 cats neutered thanks to Suzy Utzinger Foundation

Choose amount

- €15 (Small part of the cost of intervention)
- €30 (Medium a lot)
- €60 (Medium-big)
- €90 (Medium-three dogs)
- €300 (Cover the cost of a day of spayathon)

Enter your name (optional)

Write as a comment

Pay now **Monthly** **Annually**

Next >

Proceed to cart

A totally unexpected result for the campaign dedicated to intensive neutering marathons that took place in Romania during the summer in collaboration with *Transylvania Animal Care* association. Also in this case the collection took place in a digital way, using both the DEM (Direct Email Marketing) tool and the personal fundraising tool on Facebook, with which the target was exceeded of €1,500 planned for this channel.

The total collected for the spayathons was € 14,986, of which € 1,500 from our German partner *Befreite Hunde*, against a cost of € 24.08 for the sole promotion of the campaign on FB with 2 sponsored posts.

7.3 Doubling campaign



Facebook, Twitter, Instagram, YouTube icons

THANK YOU FOR HAVING PROTECTED THEM ALL



Thanks to you and the Swiss foundation that doubled the donations up to 25,000 euros, also this year the fundraising for the prevention and cure from heartworm and leishmania was a success!


We managed to gather 59,000 euros, exceeding the initial target of 50,000 euros. The sum will be used for the prevention of the dogs in our shelter and the cure of all the animals entering our veterinary hospital already sick from heartworm or Leishmania.

Heartfelt thanks to you all, to our Swedish partner Hundhjälpen and to the Swiss foundation that supported us also this year.

For the second consecutive year, the campaign for the prevention of heart failure and leishmania was **linked to the “doubling”** operation with which the Swiss foundation *Empathie Stiftung* duplicated the donated amount.

The 2018 edition was particularly successful, leading to a total collection of € 60,478 (including the contribution of the foundation), with **effective costs of only € 76 for sending a limited and targeted number of paper communications**, as well as 17 euros spent on social media promotion.


7.4 No One Too Many Campaign



Facebook, Twitter, Instagram, YouTube icons

Donate now

WE WANT FEWER PUPPIES IN ITALIAN KENNELS. AND YOU?



More than **114,800 dogs** are held in Italian kennels and **72% of them** are locked up in southern shelters*. They are strays, owned dogs and abandoned puppies who in most cases are condemned to a life behind bars. For this reason, *Save the Dogs* launches the project **Too Many Puppies (we love them, we neuter them)** for Southern Italy.

We want to start effective neutering programs by collaborating with small rescue groups that need help. The common goal is to fight against dog overpopulation by neutering strays and pets free of charge, preventing more animals to enter shelters.

Too Many Puppies is entirely depending on a fund that will grow thanks to your support!

**YOUR DONATION MEANS LESS PUPPIES
LIVING THE SADNESS OF A KENNEL**

Francesca, donate now for Too Many Puppies!

* LAV report on stray dogs, 2018

Pre-launch of the fundraising campaign for the **Too Many Puppies project**, which in the first action during Christmas period brought € 20,759.

A fairly satisfactory result, bearing in mind that **the communication was aimed at informing and repositioning Save the Dogs**, from an association that works for animals in Romania to an association that works on the strays problem.

8. CORPORATE FUNDRAISING

2018 marks a growing interest of the Italian corporate world towards Save the Dogs, even in the absence of a particular solicitation on our part.

Among those who appreciated the work of the association there is also the entrepreneur Marina Salamon, who in July visited *Footprints of Joy* and, in addition to an economic contribution through her companies, made the know-how of her *Connexia* collaborators available with pro-bono counselling (see page 44).

A second request for contact came from Mabina, a well-known Milanese jewellery house that decided to link their *Kidult* brand to *Save the Dogs* through a cause-related marketing action.

In 2018 we continued the successful collaboration with the communication agency *Team World*, official partner of *Fox Searchlight Picture*, for the **Italian promotion of the film "The Island of dogs"**, in theatres during the month of May 2018. Given the similarity between the subject of the film and *Save the Dogs* mission, *Team World* donated to our association the equivalent of one month of food for *Footprints of Joy* guests.

The opening of projects in Italy launched at the end of 2018 will develop further from 2019 and we are convinced that it will move the interest of the corporate world, increasingly inclined to link their brands to **organizations with structured, reliable projects and with measurable results**. These are the very characteristics of *Save the Dogs* which – combined with an effective and positive communication – attract the Italian companies engaged in *Corporate Social Responsibility actions*.



STD news

SPECIALE AZIENDE



PERCHÉ SOSTENERCI

La tua impresa al fianco degli animali

MARINA SALAMON

Tra imprenditoria e impegno sociale

NON UNO DI TROPPO

Sterilizzazioni per il Sud Italia

BILANCI

Tutti i numeri del 2017

9. COMMUNICATION

The intent of *Save the Dogs* communication area is to **always offer positive content**, even when the subject of the article, post or newsletter concerns one of the many painful situations we face every day.

We feel a great need for “good news” from outside our association, a need that comes not only from our donors and followers but also from the Italian and Romanian society in general. For this reason we have chosen to maintain a positive line in the contents, without hiding the dramatic context in which we operate.

9.1 Offline communication

Starting from 2018, as we have already mentioned, our communication strategy has envisaged **a reduction in paper communications in favour of the digital one**. For each campaign, paper communication was used to identify small targets needing a customized message.

It was not just a strategy for reducing costs but also an attempt – successful up to now – to **maintain a relationship as direct and personal as possible with our donors**: a style that has always characterized the communications of the association and that we would like to maintain also in the future.



An important change concerns **the Italian magazine STDNews** which – given the interest in *Save the Dogs* from the corporate world – has been enriched this year with an edition exclusively dedicated to companies.

The publication of the English version SAVE also continues with its which, far from being a mere translation of the Italian edition, enriched with specific contents for partners and readers outside our country.

save



TOO MANY PUPPIES

Spay and neuter in Southern Italy

SWISS PARTNER

Susy Utzinger Foundation

LEGACIES

Leaving a gift in your will

FINANCIAL STATEMENTS

All the numbers of 2017

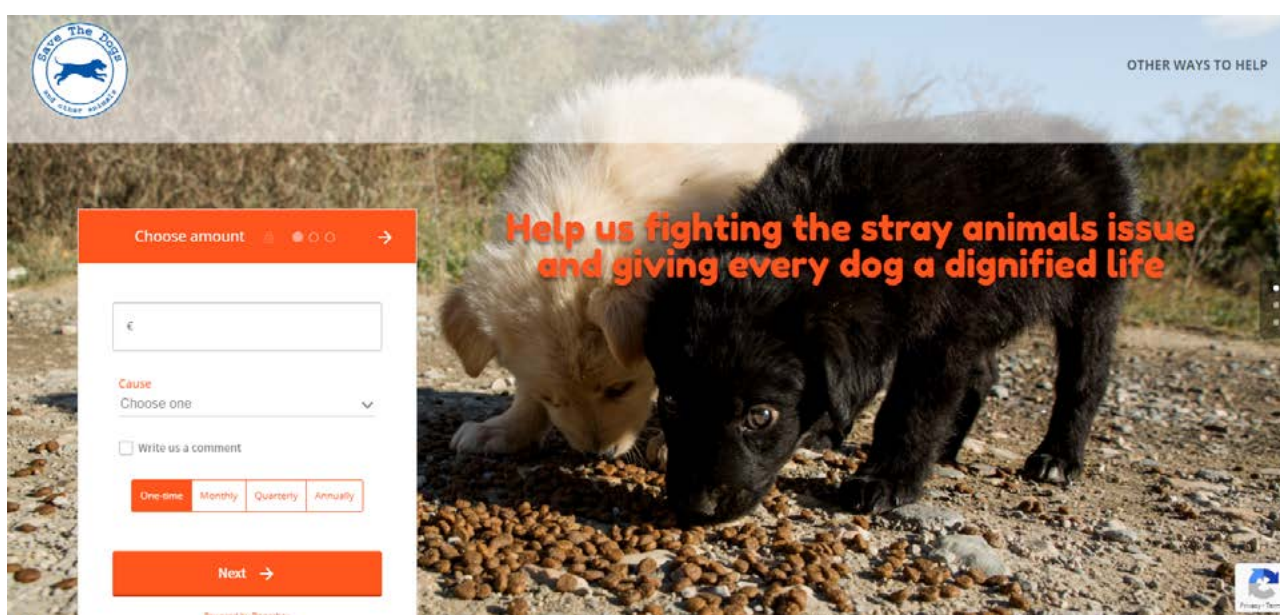
9.2 Digital communication

One of the main tools for *Save the Dogs*, the digital channel, has been the subject of major investments, both in terms of time and study, in order to maximize its effectiveness. Website, newsletter, *Direct Email Marketing* (DEM) and Social Networks are the channels of choice for the association's communications, while **the complex work of analysing the data** provided by the various platforms has been systematically increased.

9.2.1 The website

In digital communications we have tried to **facilitate the access to the website** as much as possible by creating landing pages dedicated to each campaign or even to each individual *call to action* of the campaign itself.

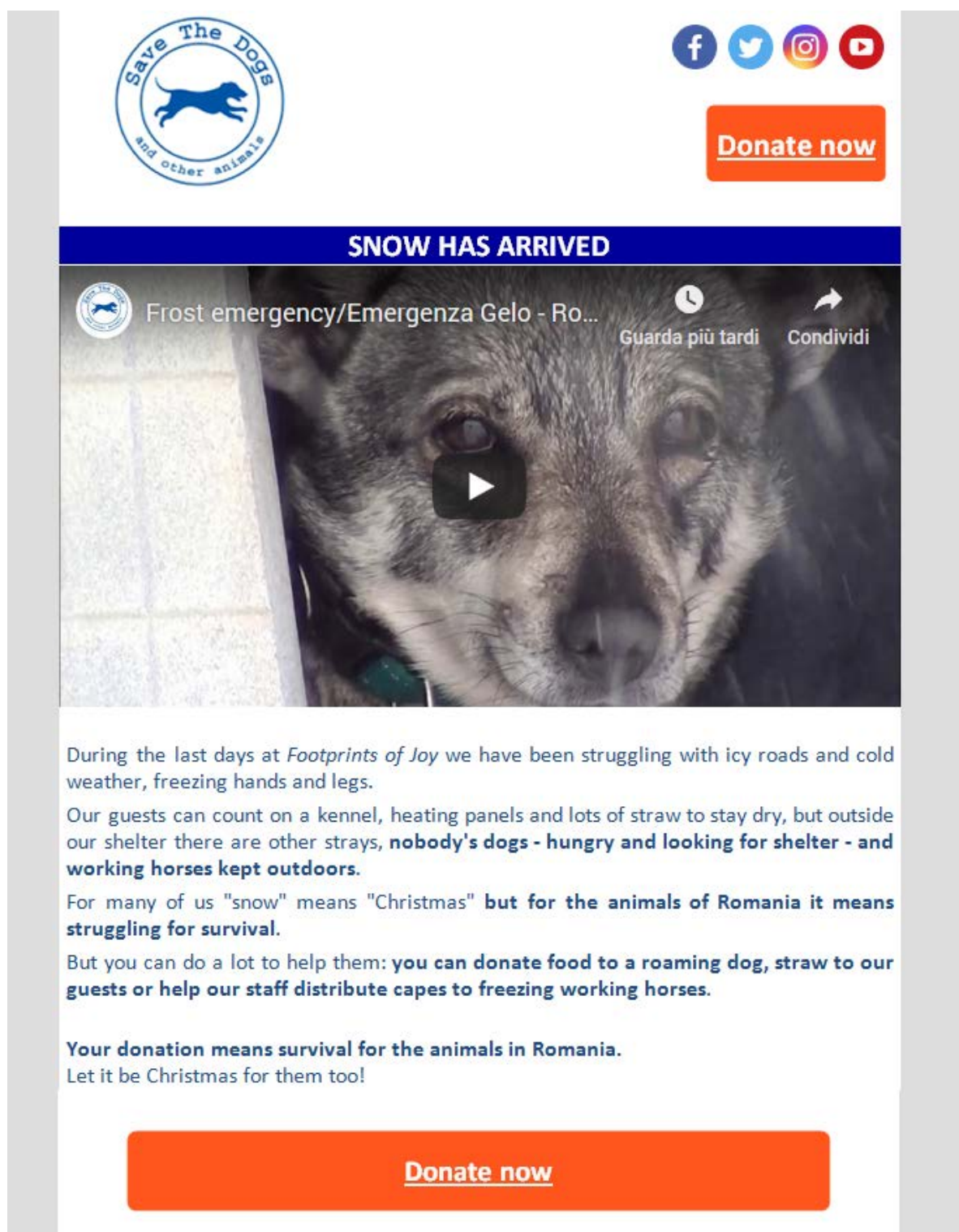
Starting from the *spyathon* collection, we were able to abandon *PayPal* as the only tool for on-line donations with credit cards in favour of *DonorBox*, a more intuitive payment plug-in, working directly from the *Save the Dogs* website. This **has meant that on-line donations have undergone a considerable increase**, as shown in the chart below, without penalizing other channels such as the postal order and bank transfer.



9.2.2 Digital newsletters and DEMs

During the year **we sent 14 DEM** (+3 compared to last year) **and 15 communications between invitations to events, newsletters and special e-mails** (against 8 in the previous year).

The increase in messages and the repetition of the same in some situations have been the attempt - successful, once again - to contrast the lack of immediacy of the e-mail channel, now increasingly overused.



The screenshot shows a digital newsletter layout. At the top left is the 'Save The Dogs and other animals' logo. To the right are social media icons for Facebook, Twitter, Instagram, and YouTube, and an orange 'Donate now' button. Below this is a blue header with the text 'SNOW HAS ARRIVED'. The main content area features a video player with a close-up of a dog's face in the snow. The video title is 'Frost emergency/Emergenza Gelo - Ro...'. Below the video is a paragraph of text: 'During the last days at *Footprints of Joy* we have been struggling with icy roads and cold weather, freezing hands and legs. Our guests can count on a kennel, heating panels and lots of straw to stay dry, but outside our shelter there are other strays, **nobody's dogs - hungry and looking for shelter - and working horses kept outdoors.** For many of us "snow" means "Christmas" **but for the animals of Romania it means struggling for survival.** But you can do a lot to help them: **you can donate food to a roaming dog, straw to our guests or help our staff distribute capes to freezing working horses.** **Your donation means survival for the animals in Romania.** Let it be Christmas for them too!' At the bottom is another orange 'Donate now' button.

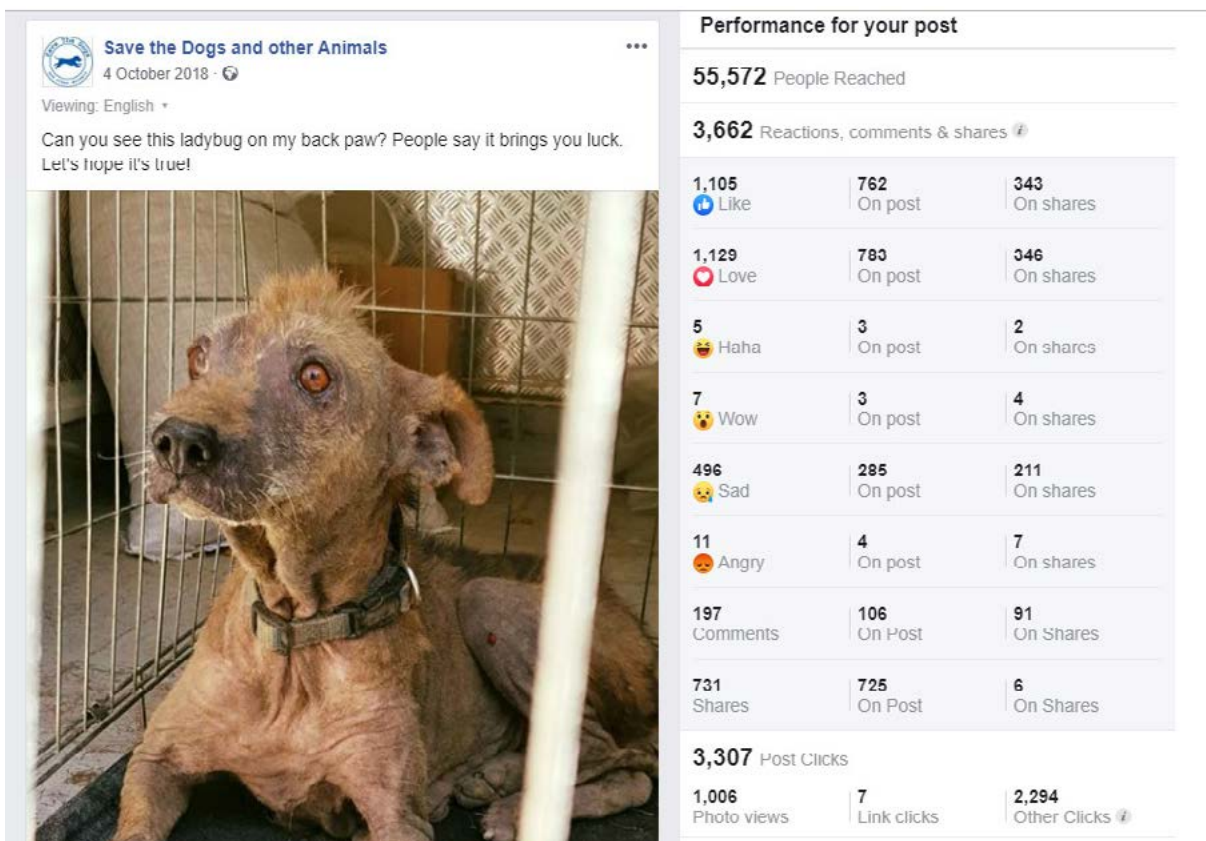
9.2.3 Social networks

2018 was the year of in-depth analyses on what was obtained through the Social Networks and on their future potential, both in terms of donations and of engagement. The study culminated with the aforementioned **consultancy offered by the communication agency Connexia**, following which (starting from the last four months) **the “social” publishing plan was revolutionized**.

The new strategy has led us to the almost total abandonment of *Twitter* (now used only for institutional communications and in “PR” key by our chairwoman through her personal profile), to invest on *Facebook*, also in terms of acquisition and to a lesser extent, on *Instagram*, following the criterion of “less is more”: **less posts and more quality information and materials**.

The objectives pursued were **advocacy and brand awareness**, calls to action and an increase in interactions and engagement. The commitment focused on the production and editing of **quality videos**, despite the absence of materials shot by professionals with the exception for the new 3-minute institutional video “This is us!” donated by Brando Benetton.

FACEBOOK




An **increase of 2,000 likes on our Facebook page** has been reported (the result of the new publishing plan), thanks to the publication of posts aimed at involving the audience.

Save the Dogs and other Animals is 🙏 asking for donations. ...

4 December 2018 · 🌐

Viewing: English ▾

What can you do for them?
 Only in November 21 dogs, of whom 19 puppies, entered our vet hospital in Romania. We managed to saved them but now their life depends on you too.



Performance for your post

28,965 People Reached

2,867 Reactions, comments & shares 📊

979 Like	917 On post	62 On shares
385 Love	367 On post	18 On shares
1 Haha	0 On post	1 On shares
2 Wow	1 On post	1 On shares
231 Sad	219 On post	12 On shares
7 Angry	5 On post	2 On shares
38 Comments	29 On Post	9 On Shares
1,228 Sharcs	1,222 On Post	6 On Sharcs

1,039 Post Clicks

715 Photo views	0 Link clicks	324 Other Clicks 📊
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Alongside the institutional posts requesting donations, we point out the important phenomenon of **individual fundraising**, which without costs or investments by *Save the Dogs* led to total donations for € 56,894.

Fundraisers

About

Explore

Manage


Chiudiamo il canile degli orrori! Let's shut down the horror kennel!

Shortcuts

- Un aiuto per cani come ...
- Happy birthday Sara Tu
- Raccolta fondi per il co...
- Raccolta fondi per il co...
- Raccolta fondi per il co...

See more

+ Raise Money



Chiudiamo il canile degli orrori! Let's shut down the horror kennel!

Fundraiser for Save the Dogs and other Animals by Francesca Cislaghi · 🌐

Donate to Charity

Invite Share More ▾

€1,999 of €2,000 raised 📊


Fundraiser has ended

87 donated

1.9K invited

1.5K shared

Created by

 **Francesca Cislaghi**
 On Facebook since 2009

4,960 friends

Frequently asked questions Learn more

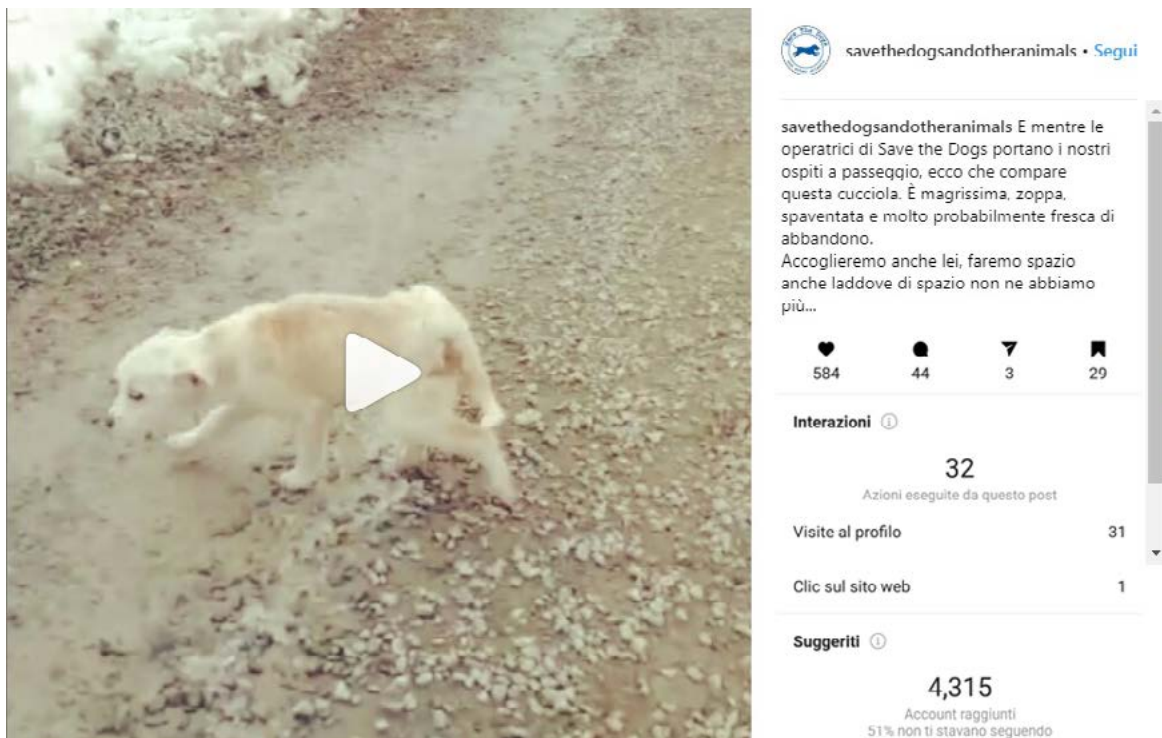
- How do charities receive donations?
- How do taxes work?
- Are there fees?
- Can I donate privately?

Privacy · Terms · Advertising · AdChoices [>]

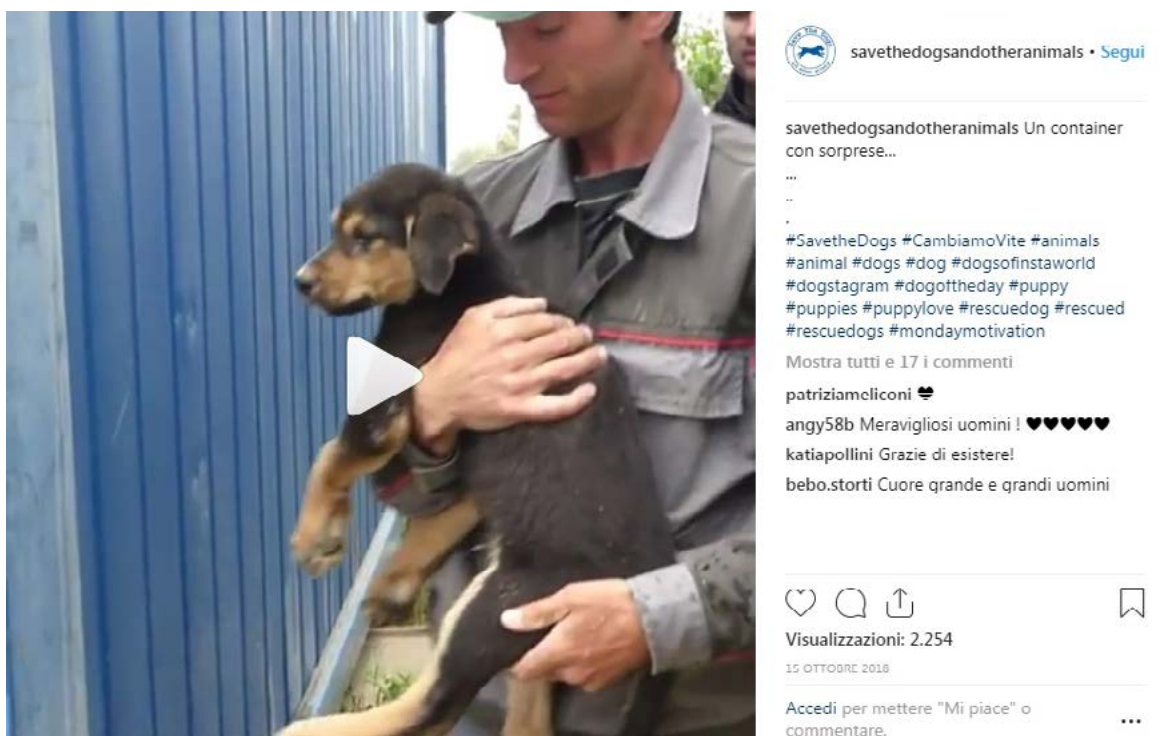
The results of the channel in terms of acquisition of new names following the change in strategy will be give results in 2019, but appeared to be positive as early as the last months of 2018.

INSTAGRAM

Instagram is also growing, a social with a younger user target than *Facebook* and entirely focused on photos and videos (at the moment available for Italian users).



Also in this case **the increase in followers was 2,000 users**, a noteworthy figure considering that a serious investment on the channel started only at the end of the year.



10. EVENTS

The launch of the Italian project has increased the requests for participation in events and meetings.

Apart from the international ICAWC conference organized each year by the British *Dogs Trust*, we should mention the intervention of our chairwoman at the presentation of the VII Report “Pets in the City” organized by *Legambiente* in Naples in October and our participation in the Milan event *Dreamers’ Day*.



10.1 Pets in the City with Legambiente (Naples)

Every year *Legambiente* presents a substantial survey that photographs the situation of hundreds of Italian municipalities in their domestic animal management policies. **In 2018, the 7th Report Pets in the City was presented in Naples, a city that stood out for its multi-decade commitment to tackle stray dogs**, and we were invited to share our experience in Romania.

The president of *Save the Dogs* emphasized the similarities between the two countries, both having in common a scarce application of the canine register (in Italy, mostly in the southern regions) and the possibility of trading dogs and cats in shops, fairs and markets. Another element that makes Italy and Romania similar is the widespread cultural prejudice against neutering, for many still a taboo. Self-criticism by our association hasn't lacked, **as the world of animal protection associations is too fragmented both in Italy and in Romania** and still lacking planning and coordination between them.

The framework designed by *Legambiente* in the 7th Report *Pets in the City* has shown lights and shadows and a country – Italy – once again divided in two. **There are few municipalities in the South that have distinguished themselves for effective initiatives in the prevention of the stray phenomenon**, with free or price-controlled neuterings and activities for the promotion of the canine registry and

microchip, while the return rate of dogs found and that of adoptions are very high in the North and negligible in the southern regions. **The need to concentrate efforts in South Italy emerged once again**, where canine and feline overpopulation is still a worrying phenomenon.

Legambiente event was an important moment for *Save the Dogs*, especially on the eve of the launch of *Too Many Puppies*, the free neutering program for Southern Italy launched by our association in 2019. Just during the visit to Naples for the conference, our personal contact with the *Oreste Zevola Association* took place and we were able to investigate the situation of dog overpopulation in the Neapolitan area. If in fact in the city the phenomenon seems to be under control, thanks to the veterinary health department Napoli 1 hospital and its first aid and sterilization & release program, the problems are considerable in the provincial areas and in Caserta county.

For those wishing to learn more about the contents of the Report, you can visit the website <https://legambienteanimalhelp.it/animalincitta> (only in Italian).

10.2 ICAWC, International Companion Animal Welfare Conference (Krakow)

For the third time in the history of the prestigious international conference our president has been called by *Dogs Trust* on stage to talk about *Save the Dogs'* achievements in front of an audience of over 200 people.

Sara Turetta has retraced her 15 years of work that took place between the pioneering beginnings in the old Cernavoda veterinary clinic and the new hospital inaugurated in October 2017, underlining the obstacles but without hiding the mistakes made in planning the fundraising. The president's intervention was applauded and ended with the screening of the video of the inauguration of the new vet clinic, which was also attended by the CEO of *Dogs Trust* Adrian Burder, who died tragically a few weeks after the ICAWC conference in Krakow.





SARA TURETTA

Fondatrice di Save the Dogs and other Animals

*C'è un filo che lega il nostro destino
a quello degli altri esseri viventi.
La nostra fatica di vivere è la loro fatica.
Il nostro desiderio di felicità è il loro.*

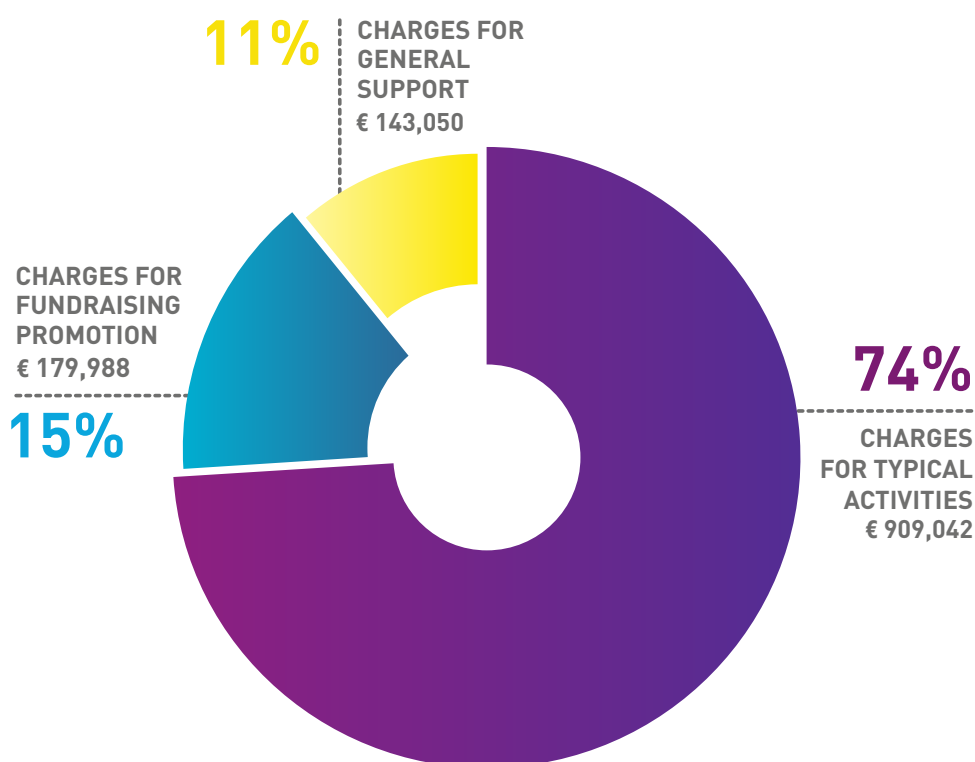
10.3 Dreamers' Day at Dal Verme Theatre

A wide and transversal audience applauded Sara Turetta's speech during the 4th *Dreamers' Day* edition. In the prestigious setting of the *Teatro dal Verme in Milan*, *Save the Dogs'* chairwoman presented the association and its vision and launched the *Too Many Puppies* program. **The event had excellent media coverage** and our participation was preceded by an article published in *Good News*, insert of Italian newspaper *Corriere della Sera*.



11. CONCLUSIONS

2018 was the first year – after a long time – devoid of infrastructure investments in Romania, **managing the sole ordinary activities**, of which it was essential to understand the entity once the new veterinary clinic was fully operational. The feared increase in the costs of the Romania program did not occur and **the financial planning at the beginning of the year proved to be consistent with its final results**, despite the upward adjustments (two during 2018) of the minimum salaries affected by the Romanian Government. The percentages related to the typical activities charges, to the promotion and the structural ones remain in line with the years of ordinary management prior to 2017, a year in many respects anomalous for the life of the association.



The decrease in costs on promotion and fundraising (€ -19,000 compared to 2017) is due to the **cutting of a paper campaign** and the lower investment in external suppliers to acquire new donors. The structure costs are almost unchanged and represent only 11% of the total costs, an extremely low percentage.

However, we must stress that **the capacity of the association to raise funds has remained substantially unchanged over the last 4 years**, despite the continuous efforts to refine the fundraising tools available and the use of external consultants on targeted campaigns. It is therefore essential for the future to identify new directions for the development for this type of activity, **raising awareness among donors on the issue of legacies** and increasing the search for sponsorships from the corporate world.

It will be essential during 2019 to find more funds, both to maintain the program in Romania and to activate the first interventions in Italy, the number and extension of which depends entirely on *Save the Dogs'* ability to attract new funding.



12. FINANCIAL STATEMENTS

SAVE THE DOGS ITALY

The association's budget was reviewed in its main categories of expenditure in light of the launch of *Too Many Puppies*, the first Italian program entirely dedicated to neuterings. **For the new terminology we were inspired by the world of non-profit in the humanitarian field**, indicating with the word "program" the macro-area of a structured intervention of the association (Romania, Italy) and as "project" a specific activity inside the program itself.

In 2018, *Save the Dogs'* commitment was exclusively preparatory to the launch of *Too Many Puppies*, with the analysis of needs and preliminary contacts with local partners.

The overall figure used in the programs is much lower than in 2017, given that **in Romania we have limited ourselves to covering the current expenses of the Footprints of Joy centre**, without further investment after the great effort to achieve the new clinic. The Romanian office in 2018 cost on average € 63,000 per month, **a figure destined to rise in 2019**, in view of the new provisions of the Romanian Government concerning minimum wages and taxation on labour costs, as well as

the need for the association to hire more qualified foreign staff.

The projects of the Italian Program will instead be adjusted according to the actual capacity of the association to collect funds dedicated to sterilizations in Southern regions, as *Save the Dogs* has no reserves to which it can draw. *Too Many Puppies* fund that is shown in the balance sheet refers to an ad hoc grant from a private foundation and to part of the donations received with this specific reason.

Unlike in 2017, the 2018 financial statements closed with a revenue of € 99,258, thanks to the 5x1000 contribution (2017) which will be collected in 2019 and by virtue of a substantial holding of the donations, albeit with a different distribution of their origin.

In 2019 we will continue to **work hard in order to receive increasingly significant contributions from companies**, large donors and foundations, the only sources (together with the legacies) that can really consolidate *Save the Dogs'* financial situation and give greater guarantees for the future.

FINANCIAL STATEMENT AS OF 31.12.2018

ASSET STATEMENT	31.12.2018		31.12.2017	
FIXED				
ASSETS				
I - INTANGIBLE FIXED ASSETS				
1) Multi-annual charges	€	5,262	€	5,262
- Accumulated depreciation	-€	5,262	-€	5,262
2) Restructuring of third party assets	€	20,727	€	20,727
- Accumulated depreciation	-€	19,848	-€	19,375
3) Software	€	7,669	€	7,669
- Accumulated depreciation	-€	7,669	-€	7,669
4) Website	€	4,654	€	4,654
- Accumulated depreciation	-€	3,974	-€	3,043
5) Trademarks	€	5,221	€	5,221
- Accumulated depreciation	-€	2,549	-€	1,505
Total (I)	€	4,231	€	6,679
II - TANGIBLE FIXED ASSETS				
1) Electronic machines	€	13,406	€	13,406

- Accumulated depreciation	-€	11,837	-€	10,167
2) Equipment	€	51,578	€	51,578
- Accumulated depreciation	-€	12,575	-€	4,878
3) Trucks and vans	€	10,000	€	10,000
- Accumulated depreciation	-€	10,000	-€	10,000
4) Other assets	€	2,062	€	2,062
- Accumulated depreciation	-€	2,062	-€	2,062
5) Land	€	43,000	€	43,000
- Accumulated depreciation			-€	
Total (II)	€	83,572	€	92,939
FINANCIAL FIXED ASSETS				
1) Security deposits	€	3,900		
2) Securities	€	20,000	€	3,900
Total (III)	€	23,900	€	60,000
TOTAL FIXED ASSETS	€	111,703	€	63,900
CURRENT ASSETS				
INVENTORY				
TOTAL I	€	6,143	€	7,471
CREDITS				
Receivables from others				
Payable after the following financial year	€	207,900	€	214,505
Payable within the following financial year	€	2,160	€	2,411
TOTAL II	€	210,060	€	216,916
LIQUID FUNDS				
1) Bank and post office deposits	€	289,940	€	111,544
2) Cash in hand	€	2,515	€	2,550
TOTAL III	€	292,455	€	114,094
TOTAL CURRENT ASSETS	€	508,658	€	338,481
ACCRUALS AND DEFERRALS				
Prepaid expenses and accrued income	€	1,890	€	3,298
TOTAL ACCRUALS AND DEFERRALS	€	1,890	€	3,298
TOTAL ASSETS	€	622,251	€	505,297
LIABILITIES				
NET EQUITY				
Equity capital	€	100,000	€	100,000
Other reserves	€		€	-
Profits (losses) carried forward	-€	58,012	€	24,615
Profit (loss) for the year	€	99,258	-€	82,627
TOTAL NET EQUITY	€	141,246	€	41,988
FUND TOO MANY PUPPIES	€	41,600	€	-
TOTAL PROVISIONS FOR RISKS AND CHARGES	€	41,600	€	-
RESERVE FOR SEVERANCE INDEMNITIES	€	63,210	€	53,395
TOTAL STAFF LEAVING IDEMNITIES	€	63,210	€	53,395
PAYABLES				
1) Loans to banks	€	324,381	€	363,569
2) Payables to suppliers	€	12,673	€	21,915
3) Tax payables	€	5,736	€	5,711
4) Payables to pension and social security institutions	€	13,142	€	10,429
5) Other payables	€	18,803	€	794
TOTAL ACCOUNTS PAYABLE	€	374,735	€	402,418
ACCRUALS AND DEFERRALS	€	1,460	€	7,496
TOTAL ACCRUALS AND DEFERRALS	€	1,460	€	7,496
TOTAL LIABILITIES	€	622,251	€	505,297

FINANCIAL STATEMENT AS OF 31.12.2018

INCOME AND REVENUES	31.12.2018	31.12.2017
A) Typical activities		
Individuals	€ 358,162	€ 470,094
Foreign partners	€ 291,776	€ 314,123
Italian associations	€ 2,155	€ 2,900
Foundations	€ 137,137	€ 41,324
Companies	€ 85,282	€ 27,263
Membership fees	€ 11,340	€ 8,600
TOTAL	€ 885,852	€ 864,304
B) Promotion and fundraising		
5x1000	€ 207,602	€ 432,635
Legacies	€ 146,901	€ 40,000
Fundraising campaigns	€ 69,232	€ 28,831
Too Many Puppies Campaign	€ 4,159	€ -
New veterinary clinic campaign	€ -	€ 227,800
Events	€ 10,284	€ 7,274
TOTAL	€ 438,178	€ 736,540
C) Ancillary activities		
Final gadget inventory	€ 6,143	€ 7,471
TOTAL	€ 6,143	€ 7,471
D) Financial and equity		
Bank reports	€ 1,165	€ 11,738
TOTAL	€ 1,165	€ 11,738
TOTAL INCOME AND REVENUES	€ 1,331,338	€ 1,620,053
EXPENSES	31.12.2018	31.12.2017
TYPICAL ACTIVITY EXPENSES		
1) FOOTPRINTS OF JOY PROGRAM - ROMANIA		
Donations to STD Romania - current assets	€ 762,810	€ 817,281
Donations STD Romania - extraordinary expenses	€ 14,624	€ 366,061
Cost of staff Footprints of Joy management	€ 59,520	€ 95,226
Staff travel expenses	€ 16,178	€ 20,911
Purchase of various goods	€ 17,250	€ 20,836
Animal air transport - international adoptions	€ 1,883	€ 3,116
Transport of animals by land - international adoptions	€ 2,457	€ 5,389
Veterinary expenses, Italy analysis and dog boarding	€ -	€ 455
Heartworm and leishmania prevention	€ 5,901	€ 23,027
Mobile clinic project	€ -	€ 7,064
Donations to other associations	€ 12,590	€ 5,175
TOTAL	€ 893,213	€ 1,364,541
2) PROGRAM TOO MANY PUPPIES ITALY		
Naples Project	€ 769	€ -
Cost of staff management Too Many Puppies	€ 13,783	€ -
Staff travel expenses	€ 1,277	€ -
TOTAL	€ 15,829	€ -
TOTAL PROGRAMS	€ 909,042	€ 1,364,541
PROMOTION AND FUNDRAISING EXPENSES		
1) EVENTS		
Organizational costs	€ -	€ 195
TOTAL	€ -	€ 195

2) MEMBERSHIP CAMPAIGN and 5x1000		
Organizational costs	€ 3,438	€ 15,340
TOTAL	€ 3,438	€ 15,340
3) PROGRAM PROMOTION		
FOJ program promotion	€ 2,500	€ -
NUDT program promotion	€ 907	€ -
Promotion of institutional activities	€ 21,701	€ 18,315
Gadgets purchase	€ 4,917	€ 6,362
Costs for promotion and fundraising staff	€ 146,525	€ 140,466
TOTAL	€ 176,550	€ 165,143
4) NEW CLINIC CAMPAIGN		
Organizational costs	€ -	€ 6,232
TOTAL	€ -	€ 6,232
5) REMOTE ADOPTION CAMPAIGN		
Organizational costs	€ -	€ 4,824
TOTAL	€ -	€ 4,824
6) ACQUISITION CAMPAIGN		
Organizational costs	€ -	€ 6,392
TOTAL	€ -	€ 6,392
PROMOTION AND FUNDRAISING EXPENSES	€ 179,988	€ 198,126
1) GENERAL SUPPORT CHARGES		
Utilities	€ 7,416	€ 8,127
Costs for services	€ 21,555	€ 21,144
Costs for the use of third party assets	€ 15,624	€ 15,462
Staff costs	€ 55,017	€ 52,080
Depreciation and amortisation	€ 11,815	€ 8,673
Financial charges	€ 5,032	€ 7,515
Bank interest on financing	€ 10,100	€ 12,119
Stationery and consumer material	€ 4,766	€ 3,247
Extraordinary charges	€ 4,254	€ 609
Initial gadgets inventory	€ 7,471	€ 11,037
GENERAL SUPPORT CHARGES	€ 143,050	€ 140,013
TOTAL EXPENSES	€ 1,232,080	€ 1,702,680
MANAGEMENT RESULT	€ 99,258	-€ 82,627

13. EXPLANATORY NOTES TO THE FINANCIAL STATEMENTS

Notes to the Financial Statements for the Institutional Financial Year closed on 31.12.2018

Summary

1. General data on the association
2. Preamble
 - 2.1 Government grants and the 5 x 1,000
 - 2.2 The auditor
3. Evaluation criteria
4. Significant events and institutional management activities
 - 4.1 The reform of the third sector
 - 4.2 Obtaining legal personality
5. Composition and movement of fixed assets
6. Composition and variation intervened in the consistency of the other main items
7. List of participations and events
8. Payables and receivables with a duration of more than five years or secured by real guarantees and commitments
9. Amount of financial charges capitalized
10. Income from equity investments
11. Administration fees
12. Income taxes for the year

1. General data on the Association

The Association *Save the Dogs and other Animals* ONLUS is registered in the ONLUS registry, pursuant to art. 11 of the Legislative Decree n. 460/97, and operates exclusively within the institutional activities envisaged by art. 10 of Legislative Decree n. 460/97 and its own by-laws. No activity other than the institutional one is carried out.

2. Preamble

The Association's financial statement is drawn up referring to the "Guidelines and diagrams for the drafting of the financial statements of non-profit bodies" approved in February 2009 by the Agency for ONLUS, taking into account the budgetary framework provided for by the schemes of D. Lsg n. 139/2015. The financial statements consist of a balance sheet, a statement of operations and these explanatory notes. The financial statements have been prepared in accordance with the principles of prudence and in full compliance with the current provisions of the law. For each item in the assets and liabilities and the management statement's report, the amount of the corresponding item of the previous year has been indicated; steps have been taken where balances of the previous year were present in the reclassification pursuant to art. 2423 ter. Match compensation has not taken place. The item in the assets and liabilities and the management statement's report were assessed with caution and with a view to the continuation of the association's activities; in addition, the principle of temporal competence has been applied regardless of the

date of actual collection or payment. Other information necessary for the purpose of drawing up a true and correct financial statement was also indicated.

The present financial statements are drawn up in euros and the present notes contain illustrations of balance sheet data in euro units.

2.1 Government grants and the 5 x 1,000

The Association has indicated in the appropriate section of its internet site the public contributions collected during the 2018 financial year. In particular, the Association did not receive any public contribution, but only *the so-called devolution of 5X1000* on the basis of the preferences of the tax payers who have, in their tax returns, indicated the Association as a reference subject for the allocation of the 5X1000 of their taxes. During the year, the Association collected the amount of € 214,206 (August 21st) from the Ministry of Labour and Social Policies.

2.2 The Auditor

The budget of the Association is subject to audit by an appointed professional, who has expressed an opinion on the matter with a specific report deposited at the headquarters of the Association itself.

3. Evaluation criteria

The assessment criteria adopted are consistent with those provided for by the EEC Directive 2013/34, the Legislative Decree 139/2015, valid in relation to the financial statements of joint-stock companies, as well as the Italian accounting standards issued by the Italian Accounting Body, with particular focus, however, on the Recommendations issued by the "Non-profit companies Commission" of the National Council of Chartered Accountants for Non-Profit Bodies as well as the guidelines issued by the Agency for the third sector (as per DPCM No. 329/2001).

Receivables: they are entered in the financial statement as a whole, at their net presumed selling value.

Payables have been stated at nominal value.

Tangible fixed assets and depreciation: these are recorded in the financial statements at purchase cost, increased by directly attributable accessory charges. This value, in the reclassification scheme, is net of depreciation funds. Amortization of technical fixed assets is calculated systematically based on their residual possibility of utilization, estimated by asset category through an annual co-efficient.

Intangible assets: they are recorded in the financial statements at acquisition cost and represent expenses for the acquisition of productive factors with multi-year utility. Depreciation is calculated systematically, based on the residual usefulness (the percentage of 20% is used for all the immobilized items).

Financial fixed assets: these are recorded in the financial statements at acquisition cost and their value is adjusted downwards in the event of a lasting reduction in value.

Inventory: The evaluation of inventories at the specific acquisition cost.

Accruals and deferrals: they reflect the portion of costs and revenues relating to two consecutive financial years, the extent of which varies over time.

Provisions for charges: they represent cost components set aside for projects to be carried out.

Deferred and latent taxation: deferred tax assets and liabilities are entered in the income statement in accordance with the accounting principle n. 25 of the OIC. No deferred or prepaid taxes have been allocated in the present financial statements. The Association has not stipulated any "leasing contracts" with reference to capital or other assets, nor does it have any relationships of a similar nature to that of a leasing contract; no "repurchase agreements" have been carried out, nor do "assets or loans destined for specific business" exist. When implementing art. 13 of Legislative Decree n. 117/2017 and after the approval of the provisions therein, with reference to the schemes to be adopted for the budgets of the Third Sector Entities, the Association will use the methods and standards that will be introduced.

4. Significant events and institutional management activities

The Association operates in the field of protection and enhancement of nature and the environment, with a particular planning feature aimed at the prevention and fight of stray dogs' phenomenon. The awareness and operational activity are carried out in Italy and also abroad in the operating structure in Romania. The technical areas through which the activity is carried out are veterinary (neutering and first aid), hosting of abandoned animals (management of shelters), educational and therapeutic (onotherapy in favour of disabled children). In addition, the Association operates internationally with awareness and lobbying activities to improve the legislation concerning pet animals and raise public awareness about their rights. For a detailed description of the ongoing projects, please refer to the Balance Sheet.

4.1 The reform of the third sector

The administrative body of the Association continued to monitor the evolving regulatory developments whose initial part was laid down by the Law of June 6th, 2016, n. 106 ("Delegation to the Government for the reform of the Third Sector, of the social enterprise and for the regulation of universal civil service") and has settled with the approval of Legislative Decree n. 117/2017 (the so called "Single Code of the Third Sector") in force since 3 August 2017. The Single Code provides for the abrogation of the legislation in the field of ONLUS, even if from a future date. This circumstance implies a thorough examination, already in this transitional phase, of the qualification that the association will have in the future, in order to be able to effectively continue its activities.

A draft of the new statute has already been drawn up to be submitted to the discussion of the assembly. In compliance with the (albeit meager) indications of the Revenue Agency and Circular no. 20 of December 2018, and of the Ministry of Labour and Social Policies, the new statute, following the approval of the meeting, will not become immediately effective, but according to the deadline set by art. 104 co.2 of Legislative Decree n. 117/2017, entering fully into force only following the establishment of the Single National Register of the Third Sector and the obtaining of EU authorizations referring to the rules of the Single Sector Code in potential conflict with the Operating Treaty of European Union. Until the new statute comes into effect, following the approval of the assembly, the Association will continue to be governed by the current statute and to qualify as a non-profit organization of social utility pursuant to art. 10 of Legislative Decree n. 460/1997.

4.2 Obtaining legal personality

The administrative body of the Association is also evaluating the possibility of starting the process aimed at obtaining the legal personality from the private law. The profound innovations introduced by art. 22 of Legislative Decree n. 117/2017, currently ineffective pending the establishment of the National Single Sector Register, have begun an in-depth study which, considering the ideal and solidarity activity carried out by the Association induce, in order to further root the foundations for the continuation of the activity in the long term and independently of the natural persons who from time to time constitute the associative or governmental base for the achievement of this status. On the basis of the assessments made and the particular transitory moment with reference to the regulatory structure that affects the Third Sector, it is considered appropriate to await the full effectiveness of art. 22 cited instead of making use of the legislation already in force contained in Presidential Decree n. 361/2000.

5. Composition and movement of fixed assets

The item "intangible assets" in the assets as at 31.12.18 includes sums recognized for this purpose pertaining to the Association for a total net amount of € 4,231 (€ 6,679 in the previous year, a decrease of € 2,448). The table below shows the movements in fixed assets from the end of the previous year to the end of the year referred to in these financial statements.

Intangible fixed assets			
Acquisition costs	2018	2017	Differences
Multi-annual charges	5,262	5,262	0
Restructuring of third party assets	20,727	20,727	0
Trademarks	5,221	5,221	0
Software	7,669	7,669	0
Website	4,654	4,654	0
Intangible fixed assets	43,533	43,533	0
Depreciation funds	2018	2017	Differences
Multi-annual charges	5,262	5,262	0
Restructuring of third party assets	19,848	19,375	473
Trademarks	2,549	1,505	1,044
Software	7,669	7,669	0
Website	3,974	3,043	931
Depreciation funds	39,302	36,854	2,448
Net Values	4,231	6,679	-2,448

The item "intangible assets" in the assets as at 31.12.18 includes sums recognized for this purpose pertaining to the Association for a total net amount of € 83,572 (€ 92,939 in the previous year, a decrease of € 9,367). The table below shows the movements in fixed assets from the end of the previous year to the end of the year referred to in these financial statements.

Tangible fixed assets			
Acquisition costs	2018	2017	Differences
Equipment	51,578	51,578	0
Trucks and vans	10,000	10,000	0
Electronic machines	13,406	13,406	0
Goods under € 516	2,062	2,062	0
Land	43,000	43,000	0
Tangible fixed assets	120,046	120,046	0
Depreciation funds	2018	2017	Differences
Equipment	12,575	4,878	7,697
Trucks and vans	10,000	10,000	0
Electronic machines	11,837	10,167	1,670
Goods under € 516	2,062	2,062	0
Land	0	0	0
Depreciation funds	36,474	27,107	9,367
Net Values	83,572	92,939	-9,367

The item "intangible assets" in the assets as at 31.12.18 includes sums recognized for this purpose pertaining to the Association for a total net amount of € 23,900 (€ 63,900 in the previous year, a decrease of € 40,000). The table below shows the movements in fixed assets from the end of the previous year to the end of the year referred to in these financial statements.

Financial fixed assets			
Acquisition costs	2018	2017	Differences
Securities	20,000	60,000	-40,000
Security deposits	3,900	3,900	0
Financial fixed assets	23,900	63,900	-40,000

Overall, fixed assets amount to € 111,703 (they were € 163,518 in the previous year, with a decrease of € 51,815) as summarized in the following table:

Fixed assets (intangible, tangible, financial)			
Net values	2018	2017	Differences
Intangible fixed assets	4,231	6,679	-2,448
Tangible fixed assets	83,572	92,939	-9,367
Financial fixed assets	23,900	63,900	-40,000
Total	111,703	163,518	-51,815

6. Composition and variation intervened in the consistency of the other main items

INVENTORIES

At 31.12.18 the inventories amounted to € 6,143; The following table illustrates the amounts and changes with respect to the previous year:

Inventories			
	2018	2017	Differences
Closing stock	6,143	7,471	-1,328

CREDITS

At December 31st, 2018, receivables from others amounted to € 210,060; the following table shows the amounts and the changes with respect to the previous year:

Receivables			
	2018	2017	Differences
Total Credits	210,060	216,916	-6,856

LIQUID ASSETS

As of 31.12.18, the liquid assets amounted to € 292,455; the following table shows the amounts and the changes with respect to the previous year:

Liquid assets			
	2018	2017	Differences
Bank and postal deposits	289,940	111,544	178,396
Cash on hand	2,515	2,550	-35
Total Credits	292,455	114,094	178,361

NET EQUITY:

The endowed fund is € 100,000 (unchanged compared to the previous year). All the reserves as well as the operating surpluses and the assets are bound and assert to the carrying out of the institutional activity according to the statute and in the respect of art. 10 of Legislative Decree n. 460/97.

As of 31.12.18 the assets of the Association amounted to € 141,246; the following table shows the amounts and changes with respect to the previous year:

Assets	Consistency and changes in assets			
	2017	Increases	Decreases	2018
Endowment fund	100,000	0	0	100,000
Reserve from previous years' results	24,615	0	-82,627	-58,012
Operating results in progress	-82,627	99,258	82,627	99,258
Total	41,988	99,258	0	141,246

PROVISIONS FOR RISKS AND CHARGES

There is a provision for charges related to the "Too Many Puppies" project, amounting to € 41,600 (there was no similar item in the previous year). The fund will be moved in subsequent years as a result of the execution of the project itself.

EMPLOYEE SEVERANCE INDEMNITY FUND

The provision for termination indemnities amounts to € 53,395 (€ 40,836 at the end of the previous year, € 12,559 increase).

Employee severance indemnity fund			
	2018	2016	Differences
Employee Severance Indemnity (TFR) fund	63,210	53,395	9,815
Employee Severance Indemnity (TFR) fund	63,210	53,395	9,815

The provision for the year is € 12,530.

PAYABLES

As of 31.12.18, the debts amounted to € 374,735; the following table shows the amounts and the changes with respect to the previous year:

Payables			
	2018	2017	Differences
Payables to banks	324,381	363,569	-39,188
Payables to suppliers	12,673	22,915	-10,242
Payables to tax authority	5,736	5,711	25
Payables to social security institutions	13,142	10,429	2,713
Payables to others	18,803	794	18,009
Total payables	374,735	402,418	-28,683

The following table illustrates the due date profile of outstanding debts:

Payables			
	2018	within 5 years	beyond 5 years
Payables to banks	324,381	188,381	-39,188
Payables to suppliers	12,673	22,093	-10,242
Payables to tax authority	5,736	5,711	25
Payables to social security institutions	13,142	10,429	2,713
Payables to others	18,803	794	18,009
Total payables	374,735	227,408	-28,683

Amounts due to banks include € 323,844 (€ 361,998 in the previous year, € 38,154 decrease) relating to a loan stipulated by the Association for the realization of an important project aimed at achieving the association goals. The loan is repaid in monthly instalments and will expire in 2026.

ACCRUALS AND DEFERALS

As at 31.12.18, accrued income and prepaid expenses amounted to € 1,890 while liabilities to € 1,460. The following table shows the amounts and the changes with respect to the previous year:

Accruals and prepaid expenses			
	2018	2017	Differences
Accrued income	0	2,700	-2,700
Prepaid expenses	1,890	598	1,292
Accruals and prepaid expenses	1,890	3,298	-1,408

Accrued expenses and deferred income			
	2018	2017	Differences
Accrued expenses	0	6,216	-6,216
Deferred income	1,460	1,280	180
Accrued expenses and deferred income	1,460	7,496	-6,036

INCOME COMPOSITION

Total income is € 1,331,338 (with a decrease of € 288,715 compared to the previous year in which they were € 1,620,053). The following table shows the amounts and the changes with respect to the previous year:

Financial			
	2018	2017	Differences
Typical activities	885,852	864,304	21,548
Fundraising activities	438,178	736,540	-298,362
Inventories	6,143	7,471	-1,328
Financial income	1,165	11,738	-10,573
Total income	1,331,338	1,620,053	-288,715

The following table shows the percentage composition of the items: "Income from typical activities" and "income from fundraising", broken down into the individual items making up the two macro categories:

Financial				
	2018	%	2017	%
Typical activities	885,852		864,304	
Individuals	358,162	40.43%	470,094	54.39%
Foreign partners	291,776	32.94%	314,123	36.34%
Italian associations	2,155	0.24%	2,900	0.34%
Foundations	137,137	15.48%	41,324	4.78%
Companies	85,282	9.63%	27,263	3.15%
Membership fees	11,340	1.28%	8,600	1.00%
Fundraising activities	438,178		736,540	

5 x1000	207,602	47.38%	432,635	58.74%
Legacies	146,901	33.53%	40,000	5.43%
Fundraising campaigns	69,232	15.80%	28,831	3.91%
"Non uno di troppo" campaign	4,159	0.95%	0	0.00%
New clinic campaign	0	0.00%	227,800	30.93%
Fundraising events	10,284	2.34%	7,274	0.99%
Total typical and fundraising activities	1,324,030		1,600,844	

CHARGES COMPOSITION

The charges € 1,232,080 (with a decrease of € total 473,101 compared to the previous year in which they amounted to € 1,702,680). The following table shows the amounts and the changes with respect to the previous year:

Financial			
	2018	2017	Differences
Typical activities	909,042	1,364,541	-455,499
Fundraising	179,988	198,126	-18,138
General support	143,050	140,013	3,037
Total expenses	1,232,080	1,702,680	-470,600

The following table shows the percentage composition of the items: "Typical business charges" divided by "projects":

Typical activities charges (distinguished by projects)				
	2018	%	2017	Differences
Charges from typical activity	909,042		1,364,541	
STD Romania project	860,097	94.62%	970,278	71.11%
Vet Clinic project	14,624	1.61%	366,061	26.83%
Heartworm and leishmania prevention	5,901	0.65%	23,027	1.69%
Project "Too Many Puppies" Italy	15,829	1.74%	0	0.00%
Similar associations Project	12,590	1.38%	5,175	0.38%
Total planning of typical activities	909,042		1,364,541	

7. List of participations and events

The Association does not own any participation

8. Payables and receivables with a duration of more than five years or secured by real guarantees and commitments

The Association has no debts or credits with a maturity of more than five years, or secured by collateral on corporate assets, except for the bank loan, commented on the item "debts" maturing in 2026. The repayment of the loan occurs regularly.

9. Amount of capitalized financial charges

No financial charges have been attributed to in the assets of the balance sheet.

10. Income from investments

The Association has not received any type of income from participation in the year.

11. Remuneration of Administration Personnel

During the financial year 2018, the shareholders' assembly of the Association did not resolve the allocation of fees for the administrative body (unchanged compared to the previous year).

12. Corporation tax

The Association does not carry out a commercial activity. For the purposes of income tax forecasts, pursuant to art. 150 of the TUIR, the association, being an ONLUS, has an exemption from IRAP tax, provided for the non-profit organizations operating in the Lombardy Region.

These financial statements, consisting of balance sheet, statement of operations, supplementary note and accompanied by a mission report, accurately represent the equity and financial situation as well as the operating result for the year, and correspond to the results of the accounting entries.

Milan, April 30th, 2019
The Chairwoman of the Board of Directors
(Sara Turetta)



Save the Dogs is a member of the **Istituto Italiano della Donazione** (IID) which annually verifies the management processes and the transparent use of the collected funds

14. AUDITOR'S REPORT

Report of the Statutory Auditor of April 28, 2019, pursuant to art. 2409 bis of the Civil Code

To the Shareholders,

Preamble

The Auditor, in the financial year ended on December 31, 2018, performed both the functions provided for by the articles 2403 et seq., and article 2409 - bis, of the Italian Civil Code.

This single report contains in section A) the Independent auditor's report pursuant to Art. 14 of Legislative Decree no. 39, 27 January 2010.

A) "Report of the independent auditor pursuant to Article 14 of Legislative Decree no. 39, 27 January 2010

Report on financial statements

I performed the statutory audit of the financial statements of SAVE THE DOGS AND THE OTHER ANIMALS which ended on 31 December 2018, which is submitted to your attention and approval, consisting of the Balance Sheet, the Income Statement and the Notes to the Accounts.

Responsibilities of the Directors

The directors are responsible for the preparation of financial statements that give a true and fair view in accordance with the Italian regulations governing their preparation

Auditor's responsibility

It is our responsibility to express an evaluation of these financial statements based on the statutory audit. I conducted the audit in accordance with the International Standards of Auditing (ISA Italy) drawn up in accordance with Art. 11, paragraph 3, of Legislative Decree 39/2010. These standards require the respect of ethical principles, and the planning and conduct of statutory audits in order to gain reasonable assurance that the financial statements do not contain any significant errors.

The statutory audit involves the performance of procedures aimed at obtaining audit evidence

support of the amounts and disclosures in the financial statements. The proceeds the procedures selected depend on the auditor's professional judgement, including the assessment of the risks of significant errors in the financial statements due to fraud or behaviour or unintended events. In carrying out such risk assessments, the auditor considers internal control over the preparation of the company's financial statements that provide a true and fair representation in order to establish audit procedures appropriate to the particular circumstances, and not to express an opinion on the effectiveness of internal control of the company. The statutory audit also includes evaluating the appropriateness of accounting policies used, the reasonableness of accounting estimates made by management, as well as the evaluation of the representation of the financial statements as a whole.

I believe I have acquired sufficient and appropriate audit evidence on which to base my judgement.

Summary

In my opinion, the financial statements provide a true and fair view of SAVE THE DOGS AND THE OTHER ANIMALS 'balance sheet and financial position at 31 December 2018, and of the economic results for the year ended on that date, in compliance with Italian regulations governing the preparation criteria.

Furthermore, I examined the draft financial statements for the year ended December 31, 2018, which was made available to me under the terms of article 2429 of the Civil Code.

The financial statements for the year ended December 31st, 2018 summarize the values shown below (expressed in euro and rounded up to the unit, as required by law) and better represented in the accompanying documents.

BALANCE SHEET

ACTIVITIES	€ 622,251
LIABILITIES	€ 622,251
of which NET ASSETS (excluding the result of ex.)	€ 41,988
PROFIT FOR THE YEAR	€ 99,258
NET ASSETS AT THE END OF THE YEAR	€ 141,246

MEMORANDUM ACCOUNTS, COMMITMENTS AND RISKS -

INCOME STATEMENT

REVENUES FOR THE YEAR	€ 1,331,338
OPERATING COSTS	€ 1,232,080
PROFIT OR LOSS BEFORE TAX	€ 99,258
INCOME TAX	-
PROFITS (LOSSES) FOR THE YEAR	€ 99,258

From the inspection and auditing activities conducted, no significant facts emerged that required reporting or mention in this report.

For the foregoing, I do not disclose reasons against the approval of the financial statements for the year ended December 31, 2018.

Milan, April 30th, 2019

Il Revisore legale
Dott. Ssa Cristiana Cristaghi



Report of the Statutory Auditor of April 28, 2019

15. FINANCIAL STATEMENTS

SAVE THE DOGS ROMANIA

Starting from the current year, the subdivision of the various projects has reached a **standard structure that allows us comparing 2018 with 2017 and better analysing the trend in expenses.**

The new veterinary clinic was up and running and we noted that, to have a fully functioning facility, it is essential to invest around € 33,500 per month, a figure that includes everything (from staff costs to medicinal products, from food for dogs and cats in inpatient care up to the utilities and vehicles for the stray rescue activity). **The increase in personnel costs is due to the need to guarantee medical assistance 7 days a week** (which in the past was not the case) and the hiring of foreign vets, indispensable for guaranteeing the proper functioning of the facility.

The impact of this activity, with respect to the total economic commitment of the head office in Romania was 46%, while **the management of dog and cat shelters was 19% of the annual budget** (€ 177,114), with an 8% decrease compared to the previous year. The decrease is linked to the lower number of dogs residing in the shelter, because in order to reduce stress levels, the adoptions department and dog consultants have decided not to replace all the animals that were adopted and create groups **of maximum 3-4 dogs per box**, instead of 5-6 as in the past.

Slight reduction in the budget for the equine project, with **new suppliers for the donkey and horse food that allowed savings.** Also the costs related to international adoptions decreased (€ 119,653 against € 129,555 in 2017).

The management of dog and cat shelters was 19% of the annual budget (€ 177,114), with a decrease of 8% compared to 2018

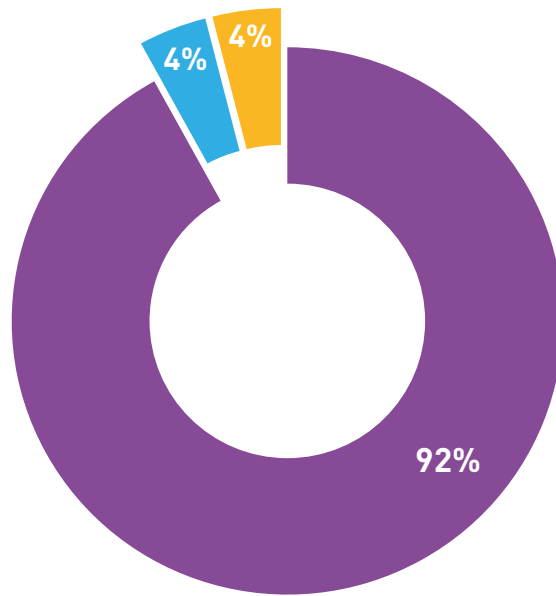
The lower cost is linked to the lower number of animals that left (381 against 492 in 2017). Although the massive presence of volunteers, in particular dog trainers, has caused a drop in the expenses that was non-proportional to the lower number of dogs and cats adopted. Finally, the **administration costs represented 11% of the total expenses** (in 2017 they were 9%).

As far as the revenue is concerned, we must stress the **doubling of donations at a local level** (consisting mainly of people receiving free veterinary services and foreign tourists), and even the 2%, the Romanian version of the Italian 5x1000. **The total dependence of the Romanian headquarters from the capacity of the Italian headquarters to raise funds** remains unchanged for the Romania

program (92% of the funds come from Italy), although it must be remembered that **all donations** from foreign partners and foundations **are centralized on the Italian accounts**, for statistical reasons and for management control, then, they are directed to the Romanian office on the basis of monthly reports.

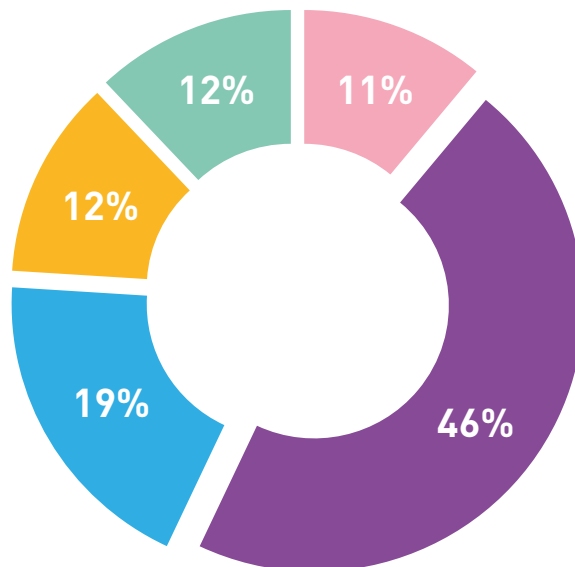
We would like to remind that financial control is carried out directly by the Chairwoman Sara Turetta – who chairs both legal entities – and that all banking operations in Romania are shared in real time with the Chairman herself. **The monthly cash-flow allowance enabled us to check the compliance with the budget** and any overruns due to unpredictable extraordinary expenses, which are always authorized in advance.

REVENUES BY ORIGIN



- 92%** Funds from Save the Dogs Italy
- 4%** Sponsorships and discounts from Romanian companies
- 4%** Other entries from Romania

PROJECT CHARGES



- 46%** New vet clinic
- 19%** Shelters (dogs and cats)
- 12%** Equini
- 12%** International adoptions
- 11%** Administration

ROMANIA PROGRAM			
REVENUES		31.12.2018	31.12.2017
Veterinary services provided	€	-	€ 1,461
Member shares	€	170	€ 158
2%	€	1,885	€ 927
Local donations	€	9,033	€ 5,491
Save the Dogs Italy (for projects)	€	762,810	€ 838,405
Save the Dogs Italy (extraordinary expenses)	€	14,624	€ 342,203
Discounts from suppliers	€	6,537	€ 9,479
Sponsorships	€	23,744	€ 7,245
Financial income (exchange rate differences, interest income)	€	18	€ 204
Dogs Trust (mobile clinic)	€	-	€ 65,910
Apartment for sale	€	24,282	€ -
Revenue from active sales	€	-	€ 1,844
EUR Bank Balance	€	96	€ 16,026
RON Bank Balance	€	1,682	€ 1,218
TOTAL	€	844,881	€ 1,290,571
EXPENDITURES			
ADMINISTRATION			
Staff	€	42,500	€ 43,751
Consultants (personnel management, occupational safety)	€	3,913	€ 6,406
Transports	€	12,917	€ 7,442
Rents	€	4,107	€ 9,066
Utilities	€	1,799	€ 4,962
Various requirements	€	16,146	€ 24,966
TOTAL PROJECT BALANCE	€	81,383	€ 96,593
VETERINARY CLINIC			
Staff	€	221,180	€ 138,382
Medicines, tests, health consumer material	€	50,088	€ 57,551
Surgeries, RX and consultation by external specialists	€	20,603	€ 15,136
Detergents and consumables	€	2,868	€ 1,250
Utilities	€	11,927	€ 9,073
Dogs and cats food	€	17,502	€ 18,973
Staff transport	€	21,834	€ 12,346
Material transport from Italy	€	2,569	€ 3,211
Rents	€	10,208	€ 6,497
Various	€	27,221	€ 20,216
Investments	€	18,186	€ -
TOTAL PROJECT BALANCE	€	404,185	€ 282,635
DOGS AND CATS SHELTER			
Staff	€	51,428	€ 45,281
Medicines, tests, health consumer material	€	16,457	€ 19,184
Utilities	€	13,307	€ 10,231
Dogs and cats food	€	32,097	€ 44,272
Staff transport	€	1,415	€ 6,564
Material transport from Italy	€	2,572	€ 3,211
Various	€	13,769	€ 9,640
Investments	€	-	€ 5,937
TOTAL PROJECT BALANCE	€	131,044	€ 144,320

EQUINES		
Staff	€ 52,497	€ 48,722
Horses (food, medicines)	€ 10,299	€ 15,762
Donkeys (food, medicines)	€ 16,503	€ 19,225
Home care for horses and donkeys	€ 5,652	€ -
Utilities	€ 3,156	€ 5,463
Transport	€ 8,673	€ 11,099
Maintenance	€ 1,173	€ -
Various	€ 3,116	€ 11,092
Investments (extraordinary expenses)	€ -	€ 2,117
TOTAL PROJECT BALANCE	€ 101,071	€ 113,480
INTERNATIONAL ADOPTIONS		
Staff	€ 57,167	€ 54,660
Volunteers	€ 730	€ 5,671
Transport of animals (flights and vans)	€ 42,453	€ 57,140
Staff transport	€ 4,333	€ 4,318
Rents	€ 10,101	€ 4,555
Various	€ 4,868	€ 3,211
TOTAL PROJECT BALANCE	€ 119,653	€ 129,555
MEDGDIA DOGS AND CATS	€ -	€ 18,379
TOTAL PROJECT BALANCE	€ -	€ 18,379
NEW VETERINARY CLINIC	€ -	€ 385,145
TOTAL PROJECT BALANCE	€ -	€ 385,145
MOBILE CLINIC	€ -	€ 72,974
TOTAL PROJECT BALANCE	€ -	€ 72,974
TOTAL EXPENSES	€ 837,336	€ 1,243,081

Save the Dogs and Other Animals

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