

# SAVE THE DOGS AND OTHER ANIMALS



**MISSION  
REPORT  
2017**





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## CHAIRMAN MESSAGE

2017 was **full of events** for our charity.

Needless to say, the story of an association, similarly to that of a common family, is made of a series of ups and downs and some hairpin bends.

In 2017 we undoubtedly climbed several mountains and in one case we **also reached a peak**, the highest from the point of view of infrastructural investments since *Save the Dogs* was born: the realization of the new Veterinary Clinic. The achievement was even more impervious. In fact, in February **we closed the historical centre of Medgidia**: a painful event that involved us not only from a logistic point of view, but also from an emotional one. Then, in March 2017, we dismissed the former Italian director, with whom the relationship of trust had ceased, together with some members of the local medical staff, who were not in line with the spirit of the association. For a matter of responsibility, which unfortunately weighed on our office in Milan, I decided to move to Romania until Autumn to fill the gap left by the director and work towards the success of our project.



**The many changes in our staff** inevitably forced us to cut a series of minor projects (the education project and the donkey assisted therapy above all, but also the “door to door” dog identification), all cherished but unmanageable for the moment due to a lack of personnel and our commitments in the new clinic project. A positive result, however, was **the strong involvement of the Italian Board**, which in turn made it possible to intensify their presence at Cernavoda, to reorganize a series of activities and raise the quality level of the work we do for the animals.

In fact, our second conquest of 2017 which we would like to report is precisely that related to the **strengthening of the international adoption department**. Thanks to the expertise of Alessandra and Paola and Gea and to the devotion of Stella, Sara D., we dramatically increased our professionalism, something which is already bringing important results. Also the patient work of Dr. Miet Van Dijck, who has defined numerous medical protocols and put in writing a series of procedures, has allowed us to improve the quality of the veterinary work, despite the enormous difficulties due to the lack of qualified personnel.



**Instead, we are forced to report a worsening in the institutional relations of Save the Dogs with the authorities at a local level**, as the relations with the municipality have further deteriorated. The sudden and unexpected dog-catcher raids in June and July (then resumed at times in autumn and continued during winter) have definitively compromised the dialogue with the Mayor, **and therefore we can no longer consider Cernavoda a killing free zone, where dogs are not eliminated as elsewhere in Romania**. This should not discourage us, however: we are aware that the local politicians answer the needs and will of the majority of citizens, and therefore, inevitably, for the second time in 16 years, they have adopted **a barbaric solution, disrespectful of the animal rights**. As we write these lines, we are trying to obtain a copy of the contract between the Municipality and the contractors, an information that should be publicly available.

**The support and esteem of the Italian diplomacy** have never lacked and the new Ambassador Marco Giungi honoured us with two visits throughout the year, even adopting one of our cats, and held a wonderful inauguration speech for the new clinic. We look forward to the day when the Mayor of Cernavoda and other representatives of **the Romanian institutions will also recognize Save the Dogs project civil commitment** for the wellbeing of animals and humans. But probably it will still take a long time.

If in the following pages you will find some lower numbers compared to 2016, this is not due to a minor commitment on the side of *Save the Dogs* but a greater effort in bringing a quality intervention (sometimes at the expense of quantity). Last but not least, the difficulties in finding medical personnel inevitably influenced the number of sterilisations we can carry out, which is why we are organizing some activities in 2018 with external vets travelling for a few days to our clinic (the so-called "sprayatons"), in order to keep this activity constant and intense.

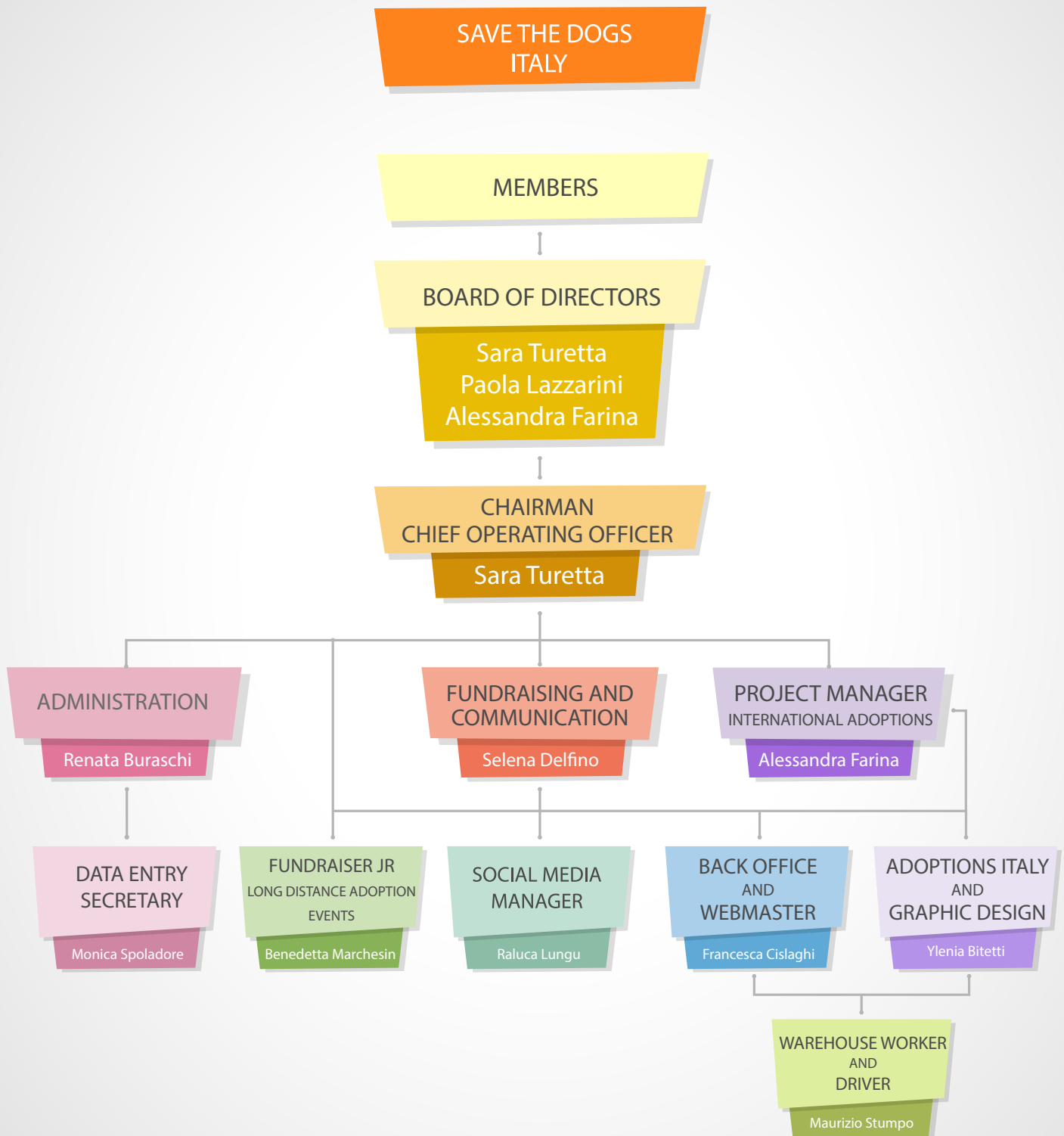
Even **the numbers of our statement of accounts** may not seem to be among the brightest (and in fact we have still experienced **a reduction among Italian donors**) while the revenues in Romania are always minimal, but we are working hard to identify resources among **companies sensitive to the animal cause and foreign foundations** in search of transparent and effective projects to finance.

**After having built in the last 6 years a kennel, a cattery and a state-of-the-art clinic**, we can finally stop the financial commitment on the infrastructure and work to consolidate the existing one, committing ourselves in making it work better and investing in human resources. We hope to do this also in our country, Italy, where we hope to soon bring some of what we have learned in over 15 years of work in Romania.

*Sara Turetta*

# 1. ORGANIZATIONAL STRUCTURE

## 1.1 Save the Dogs Italy



### **Members' Meeting**

In 2017 the members of the association were 293.

### **Board of Directors**

The board members are 3: Sara (President), Paola (Vice President) and Alessandra (Councillor). The offices expired in 2018 but were all reconfirmed.

### **Chairman and Chief Operating Officer**

At Save the Dogs, the Chairwoman also has an operational function, coordinates the Milan office and constantly interfaces with the Director in Romania.

### **Fundraising and communication**

By definition this area involves more staff members. Therefore, even if Selena manages it, the constant collaboration of all the other members of the Milan team is mandatory.

### **Amministration and Data Entry**

The manager of this area is Renata, our accountant; Monica refers to her and takes care of data entry and office tasks.

### **International Adoptions and Italian Adoptions**

The coordination and supervision of all activities (both in Italy and Romania) is managed by Alessandra. Ylenia is in charge of the arrivals in our country and the Italian shelters network. Moreover - by virtue of her designer skills - she provides all the creative materials for the association.

### **Backoffice and Webmaster**

Francesca gives technological support to the Milan office, manages the website and newsletter contents and she is the expert in the donor management software. She is also the person who takes care of the equipment and gadgets purchasing in Italy.

### **Social Media Manager**

All the contents and social networks strategies are managed by Raluca, who speaks three languages fluently.

### **Distance Adoptions & Events**

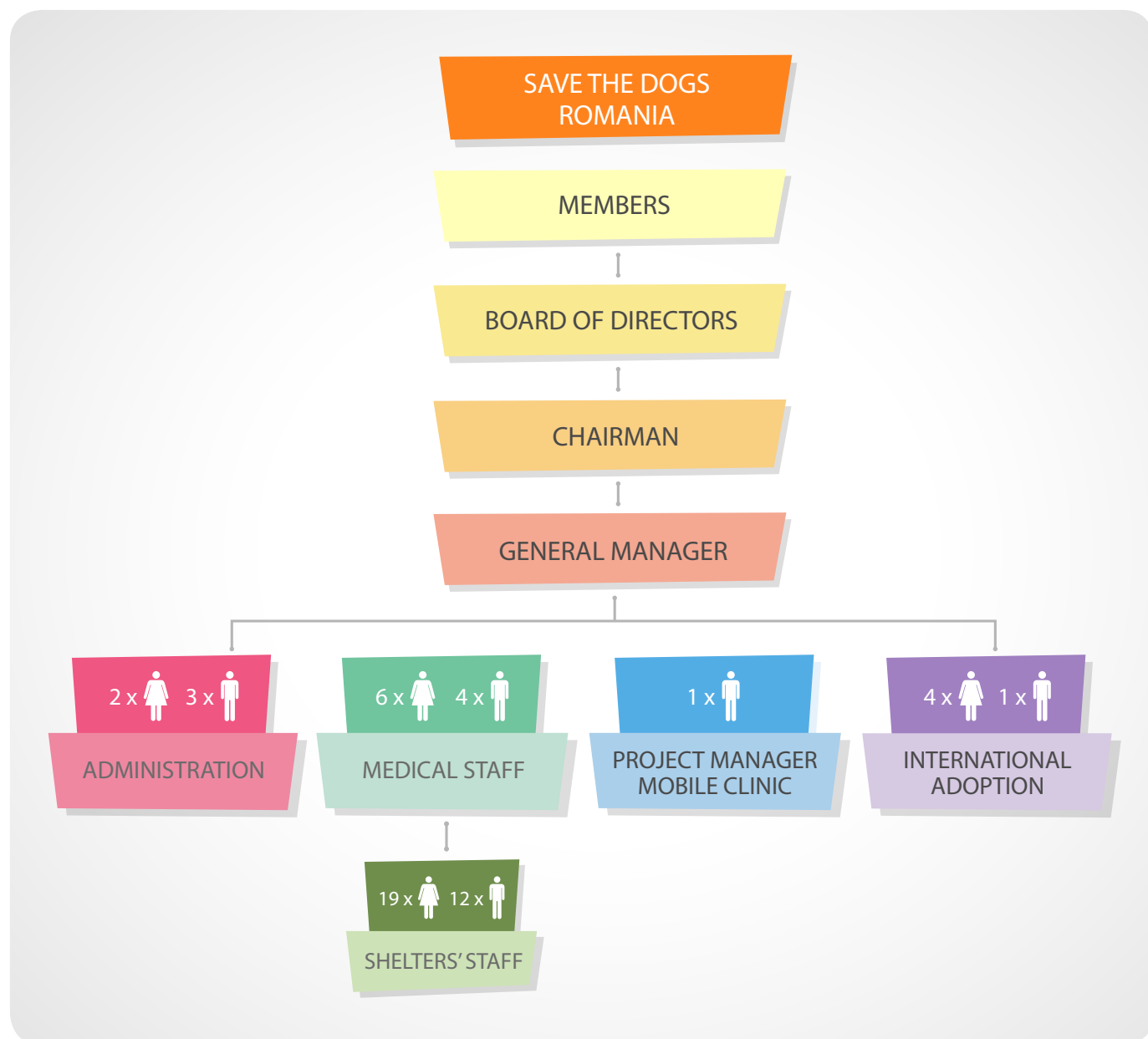
The over 700 active distance adoptions in Italy are managed by Benedetta, who keeps our sponsors updated. She is also in charge of the association events coordination.

### **Warehouse Manager and Driver**

Maurizio drives our van and prepares the parcels departing every week to the facilities in Romania.



## 1.2 Save the Dogs Romania



### **Members Meeting**

It is composed of 7 people and / or organizations partners of the association.

### **Board of Directors and Chairman**

The Romanian Board is composed by 3 members and Sara is the Chairman. The offices were re-elected in April 2018.

### **Operations Manager**

Since autumn 2017 Adrian - long-time responsible for the international adoptions in Medgidia - has become director of the Romanian branch.

### **International Adoptions**

Stella and Sara choose the dogs to be included in the various programs and keep the relationships with the partners. Gea is a dog trainer who visits the project on a monthly basis to help the girls draft the animal's profiles and the local staff to manage them correctly. Andreea is our historical logistics manager, and she also manages the drivers who bring volunteers and animals to and from Bucharest.

### **Medical Staff**

For most of the year we have been able to count on 3 doctors (Miet, Jana and Daniela) and 2 nurses (Victorita and Silica) for the care of dogs and cats; they were joined by a veterinarian and a freelance nurse to carry out projects such as the mobile clinic (Cornel and Alex). Lucian is the doctor who deals exclusively with the bureaucracy and official medical records. Roxana and Raul are the veterinarians responsible for the equines.

### **Administration**

Besides the aforementioned Director, the department includes the accountant, Catalina, Florentina, the administrative officer, a receptionist and public relations manager (Ion) and an employee responsible for the data entry and inventory management (Johnny).

### **Shelters Staff**

It mostly includes operators and various categories: 9 workers in the dog and cat shelters, 9 workers inside the clinic, 3 drivers, 1 maintenance technician, 1 dog-catcher, 2 night watchmen and 6 horse carers (1 woman and 5 men).

## 2. MISSION...

01

CONTRASTING THE STRAY DOG PHENOMENON  
WITH EFFECTIVE METHODS RESPECTFUL OF  
THE ANIMALS

02

PROTECTING THE ABANDONED ANIMALS

03

EDUCATING PEOPLE TO A RESPONSIBLE  
OWNERSHIP OF ANIMALS AND A  
RELATIONSHIP BASED ON RESPECT

04

CONTRIBUTING TO A LEGISLATION THAT  
CONSIDERS ANIMALS AS SENTIENT BEINGS,  
HOLDERS OF INHIBITABLE RIGHTS





## ...AND VALUES

**No one should abandon a pet.**

European Convention for the Rights of Pet Animals,  
Strasbourg, 1987

**Every person who keeps a pet,  
or has agreed to take care of it,  
is responsible for his health  
and well-being.**

European Convention for the Rights of  
Pet Animals, Strasbourg, 1987

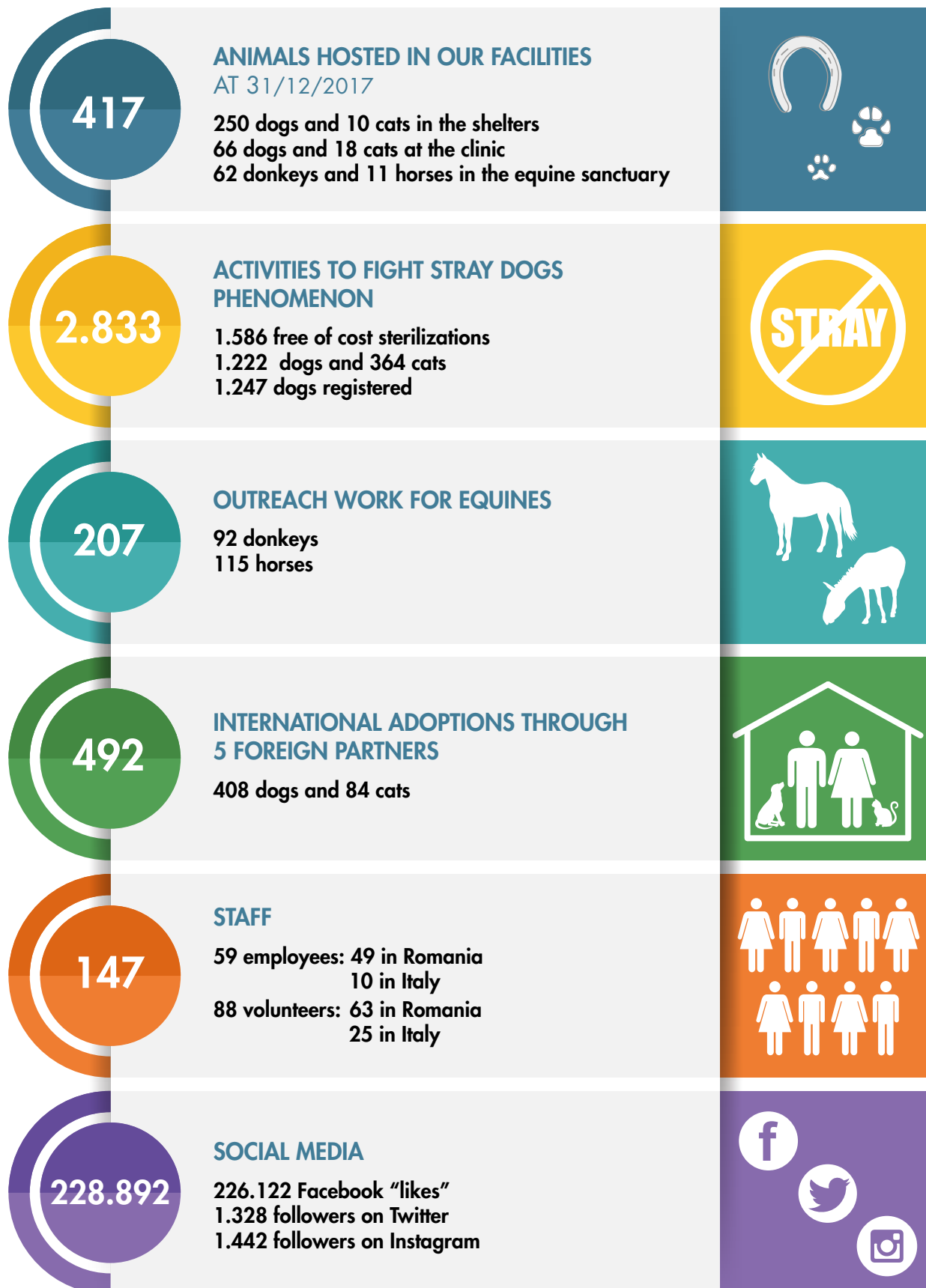
**When a Party considers that the number of stray  
animals is a problem for that Party, They must  
adopt the legislative and / or administrative  
measures necessary to reduce this number  
by methods that do not cause pain, suffering  
or anguishes that could be avoided.**

Convenzione Europea per i Diritti degli  
Animali da Compagnia, Strasburgo, 1987

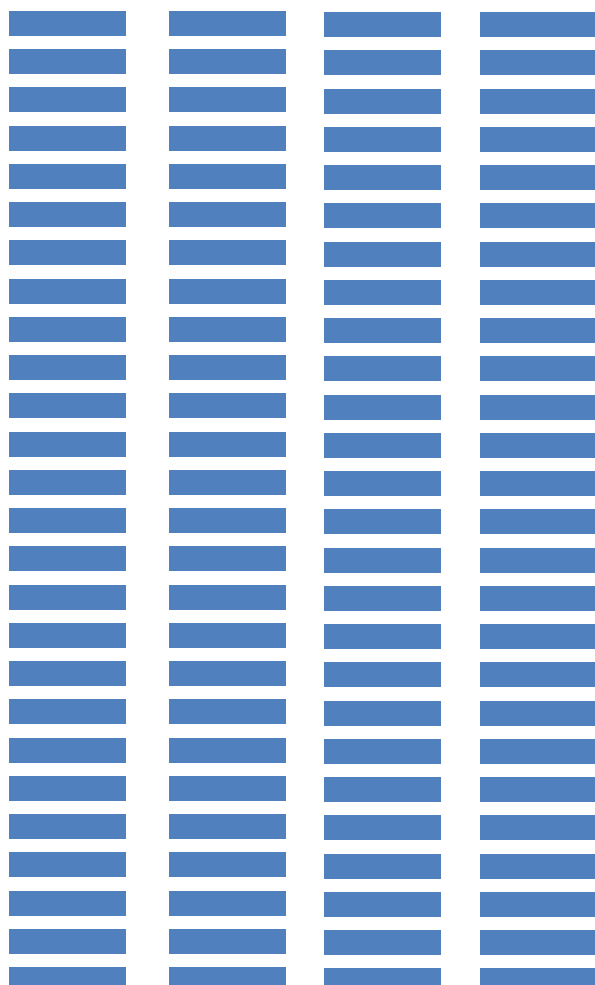
**In the formulation and implementation of Union  
policies (...), Member States shall take full account  
of animal welfare requirements as sentient beings.**

(Article 13 of the Lisbon Treaty, 2007)

### 3. 2017 IN NUMBERS



80%



## HOW WE USE EVERY EURO

**80 cent.** TO SAVE ANIMALS

**12 cent.** FOR COMMUNICATION AND FUNDRAISING

**8 cent.** FOR THE STRUCTURE EXPENSES

12%



8%





## 4. PROJECTS IN ROMANIA

After months of guarantees by the Mayor of Cernavoda, in June 2017 - some days after a meeting in which a formal commitment was made to collaborate with *Save the Dogs* - the city has seen **a sudden return of the dog-catchers**.

Through a contract that we still have not been able to read in details, the city administration has commissioned the infamous company *Green Life Recycling* located in Ovidiu (in the outskirts of Constanta) to capture approximately 300 stray dogs registered on the municipal territory.

*Save the Dogs* tried to convince the Mayor to act more reasonably, and while we are drafting this report **we are working intensively on a political and legal level so that the Ovidiu lager closes forever** or - at worst - continues to operate but, at least, in compliance with the applicable laws.

The dog-catchers have returned several times to Cernavoda during 2017 and unfortunately, apart from a few critical voices, the municipal initiative **gathers consent among the majority of citizens**.







Ph. Save the Dogs

**So, our activities to fight the phenomenon of stray dogs** are even more isolated than in the past, surrounded by the **hostility of the population and the closure of the relations with the institutions.**

We cannot be silent about the fact that our action, without the support of all stakeholders (the Municipality, the local veterinary department and the police) forcibly has a limited impact on the phenomenon: **no association can make miracles** but we can only limit the damage of an emergency that shows no signs of resolving, **because of the high number of abandonments and the indifference of people.**

Our **requests to the municipal administration to fine those who repeatedly refused sterilization** of their animals were in vain, although this is required by the laws for animal protection, as well as the **proposal to place cameras** in the points access to town. So Romanians only continue to act on the victims of the phenomenon, the dogs, while the architects of this situation (the citizens) go on perpetrating uncivilized behaviours that should be sanctioned by law, but remain unpunished.



## 4.1 Fighting the stray animals issue

PARTNER OF THIS ACTIVITY



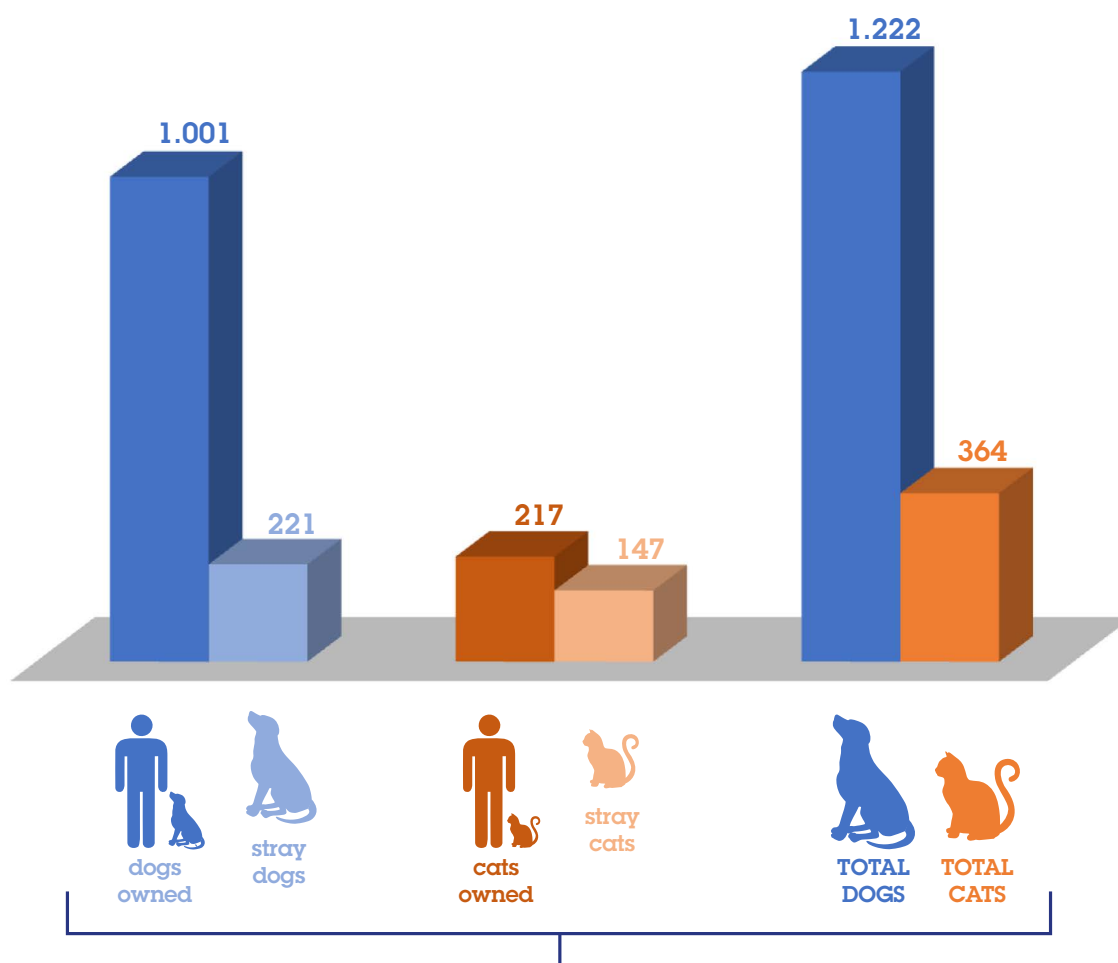
Despite the enormous difficulties of the local context, *Save the Dogs* certainly hasn't stopped, **and even in 2017 we persisted with our work to sterilize and rescue as many animals as possible**. Those who have been following us for some time know that our association's approach to the stray animals issue is multidisciplinary and plans to act in parallel on several fronts.

Unfortunately, **the limited human and financial resources available in 2017** have forced us to suspend some projects that had characterized the previous years (the "door to door registration" allowing to identify and register dogs in the courtyards, and the lessons in schools), and focus on the sterilization of animals with owners, both in Cernavoda and in the neighbouring villages. It is good to remember, in fact, **that since 2014 the Romanian law does not allow anymore to "neuter and release" the healthy and vaccinated strays on the territory**. This strongly limits the effectiveness of our intervention and compels the associations to concentrate on owned dogs.





## STERILIZATION NUMBERS 2017



**1.586 TOTAL NEUTERED ANIMALS**



**1.247 IDENTIFIED AND REGISTERED DOGS**



**103 SERIOUS FIRST AID CASES**

(86 WITH FATAL RESULTS DUE TO THE SEVERITY OF INJURIES)

The **frightening number of abandonments** has conditioned the sterilization statistics carried out, since the dogs welcomed in our facilities occupied the space for those to be sterilized and kept at the clinic. We had an operational challenge that peaked last summer, when we had to manage **87 puppies that entered the clinic between June and July**, which put a strain on the staff and the facility.

**In 2017, a total of 2,064 animals were hosted in our veterinary centre (for therapies, sterilizations and first aid treatment).**

## 4.2 Shelters for dogs and cats

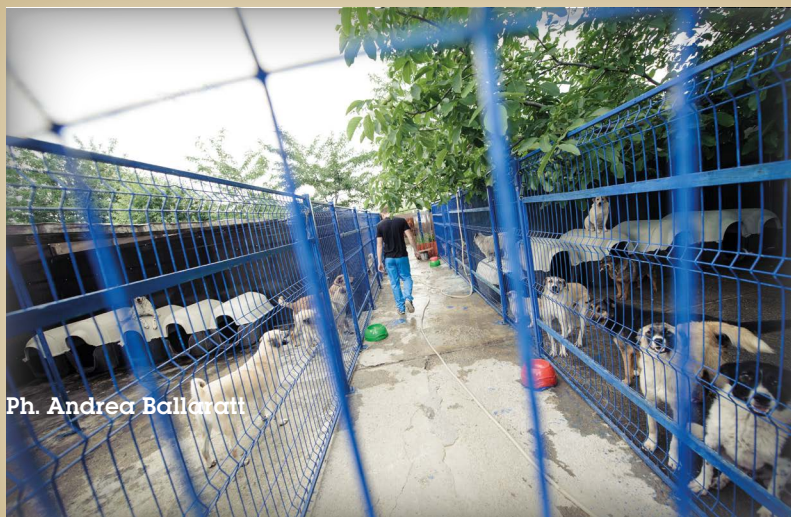
PARTNER OF THIS ACTIVITY



Empathie stiftung  
für Tiere und Umwelt

2017 has been **a year of major changes for the association** on the infrastructure front. The closing of Medgidia at the end of February and that of the old centre of Cernavoda, in October - represent without a doubt a turning point in *Save the Dogs'* history.

That of Medgidia represents a bitter and painful turning point, because after 11 years of work in this town, and a lot of effort, **we found ourselves having to deal with an unsustainable financial and logistic situation.** On the one hand, the Municipality, which has never played a constructive role nor supported the project with significant funds, and on the other hand the lack of veterinarians and the unexpected return to England of the Head veterinarian (that was with us since the beginning of the project) convinced us that it was no longer possible to carry on the project. **The enormous work of the Italian board and partners so that the greatest number of dogs could leave directly to a family** - or, alternatively, to create new space in Cernavoda to welcome those that had not been able to leave - allowed us to respect the end of February deadline, the date on which the employees (a dozen) were temporarily laid off and the centre of Medgidia closed.



Ph. Andrea Ballarotti

MEDGIDIA  
SHELTER  
CLOSED IN  
FEBRUARY 2017

THE OLD SHELTER  
IN CERNAVODA  
CLOSED IN  
OCTOBER 2017







Ph. Andrei Dumitrescu

The second turning point, however, is a dream that we had been waiting to realize for years: **closing the old centre** of Cernavoda and moving onto our privately owned land, next to the other shelters that were already built, **was a moment of unspeakable joy and emotion.**

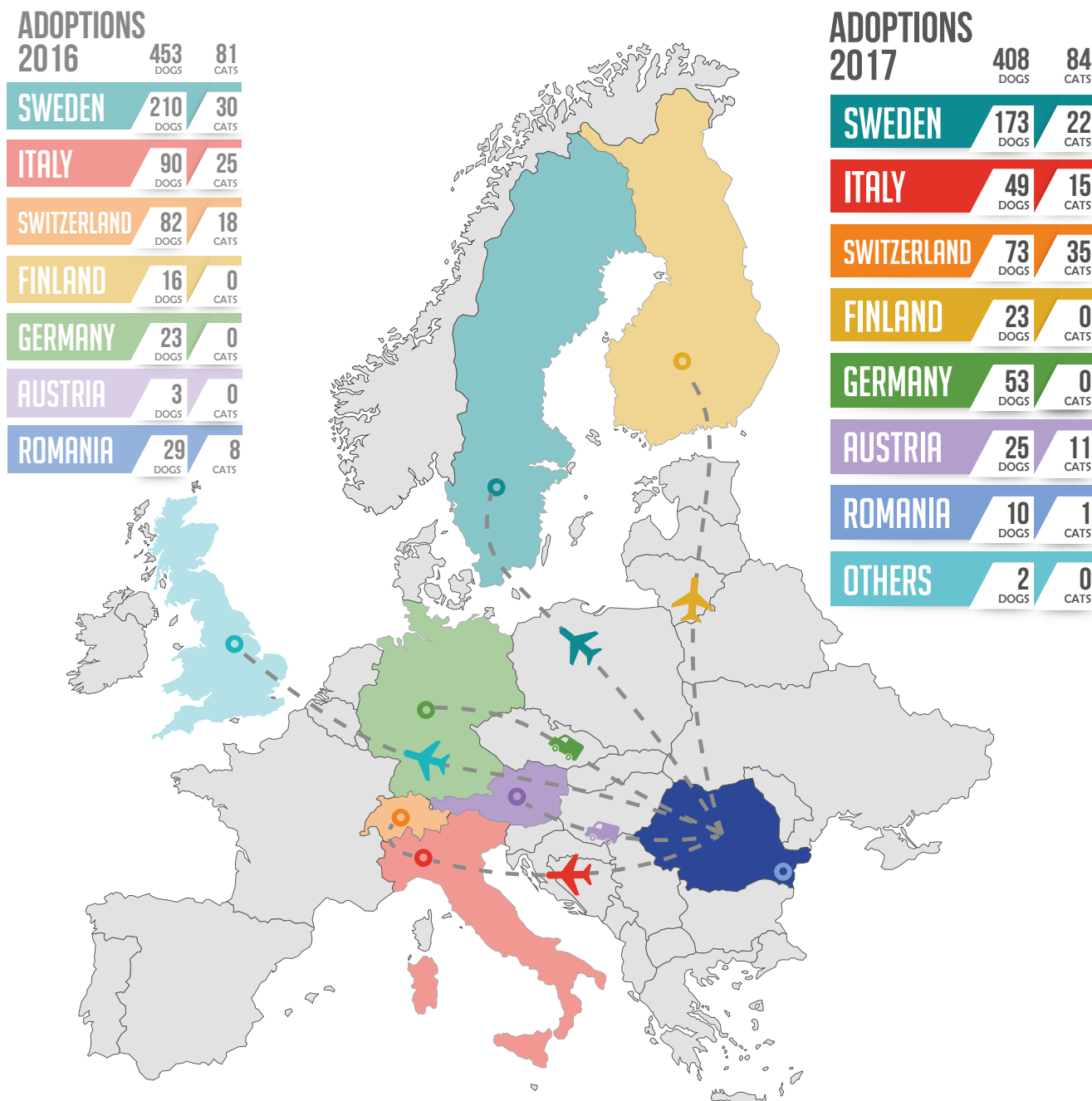
It was not easy to gradually reduce the number of animals in the old shelter in the city centre (this was achieved only thanks to the mobilization of the adoption department), and let all the other animals stay in the new building, but we did it.

From now on we will no longer have to fight with threats of eviction, terrible floods and permanently blocked sewers. **An era of severe discomforts has come to an end, for the staff and for the animals,** and another one has started, of well-being and dignity for all.



Ph. Ylenia Bitetti





#### 4.3 International adoptions

PARTNER OF THIS ACTIVITY



As shown in the chart, dog adoptions have decreased in all the countries **where we promote the adoption of our dogs, for a total of 45 dogs less than the previous year**. The only exception is Germany, where Hilfe4Pforten has decided to renounce the collaboration with another kennel of Romania (with much lower medical standards), thus transforming us into their exclusive partner.



**The decline, compared to 2016 standards**, has two explanations: first of all **the difficulty for our doctors** - committed on many fronts - to carry out medical check-ups on a greater number of animals.

Contrary to many other associations that send abroad the dogs for adoption without too many controls, **Save the Dogs identifies only sociable animals** and carries out a long series of laboratory tests and checks on the health of the dogs proposed for adoption. These **are expensive activities**, extremely time consuming for the staff.

Moreover, it must be remembered that **Facebook has created a huge network that every year moves thousands of dogs in other European countries**, often on the initiative of individual private persons. This makes the "competition" on adoptions in the northern countries increasingly strong, while the shelters in northern Italy now host mostly dogs from southern Italy and the availability of the Italian associations to help us **has greatly reduced in recent years**.



Rila in Romania



Irra in Romania



Irra now Mira in Switzerland



Rila is now Max in Italy





Ph. Alessio Mesiano

## 4.4 Donkeys and horses

PARTNER OF THIS ACTIVITY



The numbers of our equine sanctuary remain substantially equal with respect to 2016. **In 2017, 6 donkeys were hosted** but 3 of them left us due to age-related diseases. Only one entry instead in the horses area, while a horse (Leica) has died.

**All the animals hosted come from the province of Constanta** and most of them were found abandoned on the street. The only exceptions are a donkey and a horse **given to us by their owners who could no longer use them** for the transport of goods. With Olga, the 27-year-old mare arrived skin and bones in May 2017, we witnessed a real rebirth: we are sure we have been able to give her the best months of her life.



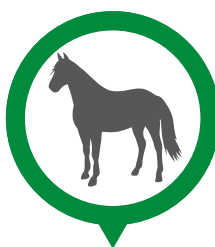
**11 HORSES**

IN OUR SHELTER  
(at 31/12/2017)



**60 DONKEYS**

IN OUR SHELTER  
(at 31/12/2017)



**115 HORSES**

visited at home  
in the region  
of Constanta



**92 DONKEYS**

visited at home  
in the region  
of Constanta



**2 DONKEYS**

used for Donkey  
assisted therapy  
in Bradet



**The numbers of the outreach program are remarkable** and we could also count on the important contribution of **two professional farriers** from Sweden through our partner *Hundhjälpen*. In fact, the two volunteers who in 2016 joined Raul and Roxana, *Save the Dogs'* veterinarians, have come back. This year too they worked at full speed to improve the conditions of the clogs of dozens of workhorses in the villages near Cernavoda.

Unfortunately **the extreme poverty of Romanian farmers** makes the activity entirely dependent on our funders: the ***Donkey Sanctuary*** for what concerns the donkeys and other foreign partner associations for the horses.





## 5. THE NEW CLINIC



The new *Save the Dogs*’ veterinary clinic is an international project **inspired by the standards of Northern European and American facilities**. When we designed it, we gave the utmost importance to energy efficiency and environmental sustainability, but we have also tried to build something agreeable, **that would bring the beauty in which we believe** and which Romania is in dire need of.

Also the dimensions - that someone has considered excessive - are linked to a **careful evaluation of the need**: in fact, there are about 2,000 animals that we help every year in Cernavoda (excluding those reached by the mobile clinic), and between 300 and 400 those that we host permanently.

Before entering the shelters, **dogs and cats must go through a period of qua-**





Ph. Ylenia Bitetti

**rantine** and to do this it is essential to have a large number of rooms for hospitalization (400 square meters in total). In our opinion, it did not make sense to build a clinic unable to meet the needs of the project, or have the administrative office far away, in another location. **So, we have unified all the teams in one place**, making the coordination and activity control much easier and more effective.

#### PARTNER OF THIS ACTIVITY

asmi nardo stiftung





### 5.1 Thirteen months to build up a dream

Like all the projects involving the construction of a building, it was an impressive project, especially in a country where relations with suppliers are always complex. It is therefore unbelievable that despite these obstacles **Save the Dogs was able to complete the work in just 13 months**, transferring all the animals from the old structure 10 days before the inauguration.



**OCTOBER 2016**



**NOVEMBER 2016**



**MAY 2017**



**JUNE 2017**



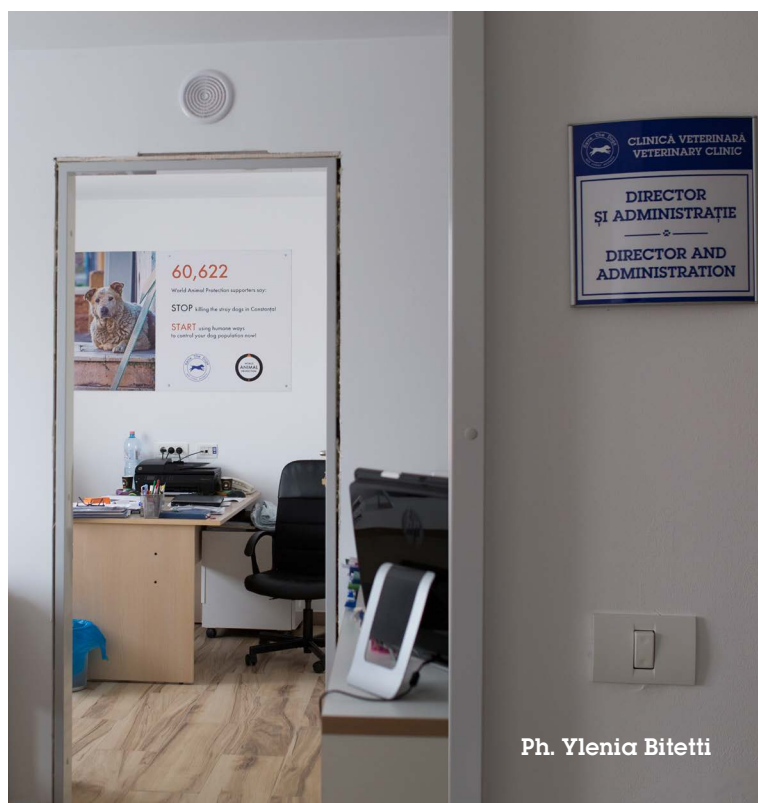
Ph. Ylenia Bitetti

## WHAT HAS CHANGED FOR THE ANIMALS

- ✓ large hospital rooms
- ✓ separate rooms for dogs and cats
- ✓ completely disinfectable surfaces
- ✓ reduction of acoustic pollution
- ✓ underfloor heating and ventilation system
- ✓ state-of-the-art post-operative areas, adjacent to the operating theatre
- ✓ separate entrance hall for strays
- ✓ external triage room for dogs and cats entering the facility
- ✓ X-ray room
- ✓ large outdoor area for walks
- ✓ eliminated flood risk
- ✓ reception for pets with owner
- ✓ dedicated washing machines for infectious and healthy

## WHAT HAS CHANGED FOR PEOPLE

- ✓ whole team gathered in one place
- ✓ separate bathrooms for men, women and visitors
- ✓ 2 dining areas
- ✓ professional cleaning trolleys
- ✓ outdoor porch that can be used in the summer for outdoor dining



Ph. Ylenia Bitetti

## 5.2 Financial statements and financial hedges

People who know us also know that **transparency** is our watchword. Here is the detailed indication of the **origin of funds for the clinic and their use**:

FOUNDATIONS & PARTNERS	328.600 €	50%
COMPANIES	16.200 €	2%
PEOPLE *	318.000 €	48%
TOTAL	662.800 €	100%

\* This figure includes the € 250.000 fund created in 2013.

It is evident from this table that **without the contribution of the foundations and foreign partners we would not have been able to complete the work in such a short time**: the availability of individuals to donate for projects of this kind is in fact limited, perhaps due to the low “emotional” appeal that characterizes a building. Furthermore, the launch of a second campaign at the end of 2016 - after the one already made between 2013 and 2014 - **has certainly penalized the outcome of fundraising in Italy**, due to the “cooling down” of the public towards the stray emergency in Romania. Still an ongoing emergency, but obviously suffering the ups and downs of media visibility.

BUREAUCRACY	20.431 €
GROUND PREPARATION	46.987 €
BUILDING	469.242 €
INFRASTRUCTURE*	97.385 €
FURNISHINGS AND EQUIPMENT	82.665 €
TOTAL	716.710 €

\* This does not include ENEL works scheduled for 2018

With respect to the total expenditure incurred by the association to build the clinic, we would like to make **some final considerations** here, also to dispel the doubts of those who criticized the overall costs of the building:

- The higher costs compared to the estimates are related to **changes to the building during construction** (we have increased the number of windows, changed the linoleum type, multiplied the electrical outlets, etc.);
- The infrastructure (which, while we are writing, is not finished yet, as some of the works on the electricity network have slipped to 2018) has had a significant impact on the budget. The authorities forced us to move the bu-



ilding on an area with “terraces” that forced us to make some land movement and consolidation, which was not initially provided for by the project; the purifier, water connections and parking lot weighed heavily on the costs, but they were all **necessary interventions to make the clinic work**;

- **The clinic has an area of 800 square meters**, mostly furnished with IKEA and Terry furniture (Italian brand that produces outdoor plastic furniture). The only exceptions were the professional furnishings for the post-surgery rooms and the medical rooms: here, thanks to an important discount, **we chose veterinary equipment from Technik (UK)**, because the wear and tear they are subject to makes it indispensable to have top-quality products, guaranteeing hygiene and a long life;
- **The total cost of € 716,000 will be amortized over 30/40** years of activity: if we think that every year at least 2,000 animals will benefit from the high standard care offered by the clinic, we realize that we are talking **about at least 60,000 dogs and cats who will see their life saved or their suffering alleviated thanks to this clinic**.

In our opinion it was worth it.





Ph. Ylenia Bitetti



### 5.3 The building inauguration

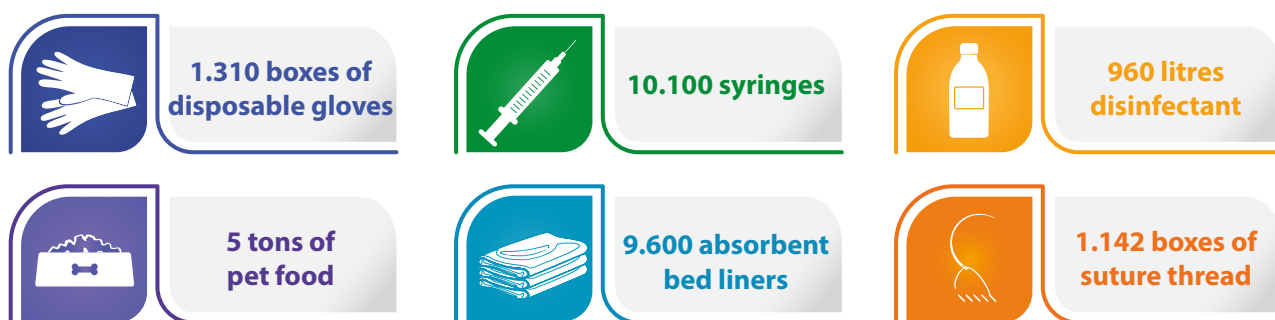
On the 27<sup>th</sup> of October 2017 the almost complete staff of Milan and most of our foreign partners gathered to celebrate **a very special day**. Also **the Italian Ambassador Marco Giungi and his wife Federica**, some officials of the Swedish and Finnish embassies and some members and friends of Bucharest have honoured us with their presence. On the other hand, the Mayor of Cernavoda and the Romanian press did not show up.



## 5.4 Our Clinic's future challenges

The future uncertainties mainly concern two aspects: **the economic sustainability** of the structure, which we hope sooner or later, will be able to produce a small income to be re-entered in the economic circuit of the association, **and the finding of medical personnel**.

The perfect functioning of a clinic such as ours implies significant consumption of detergents and sanitary materials (only in 2017 - with the clinic not yet fully operational - we used 960 litres of disinfectant, 10,100 syringes and 1,310 boxes of disposable gloves), so as to ensure high standards of animal care and assistance, which is anything but obvious in Romania.



On the other hand, the fact of operating in a depressed southern province **does not help with the recruitment of vets**, which continues to be extremely difficult and probably will remain a critical issue of the project. We are therefore employing a **high number of volunteer vets and nurses**.

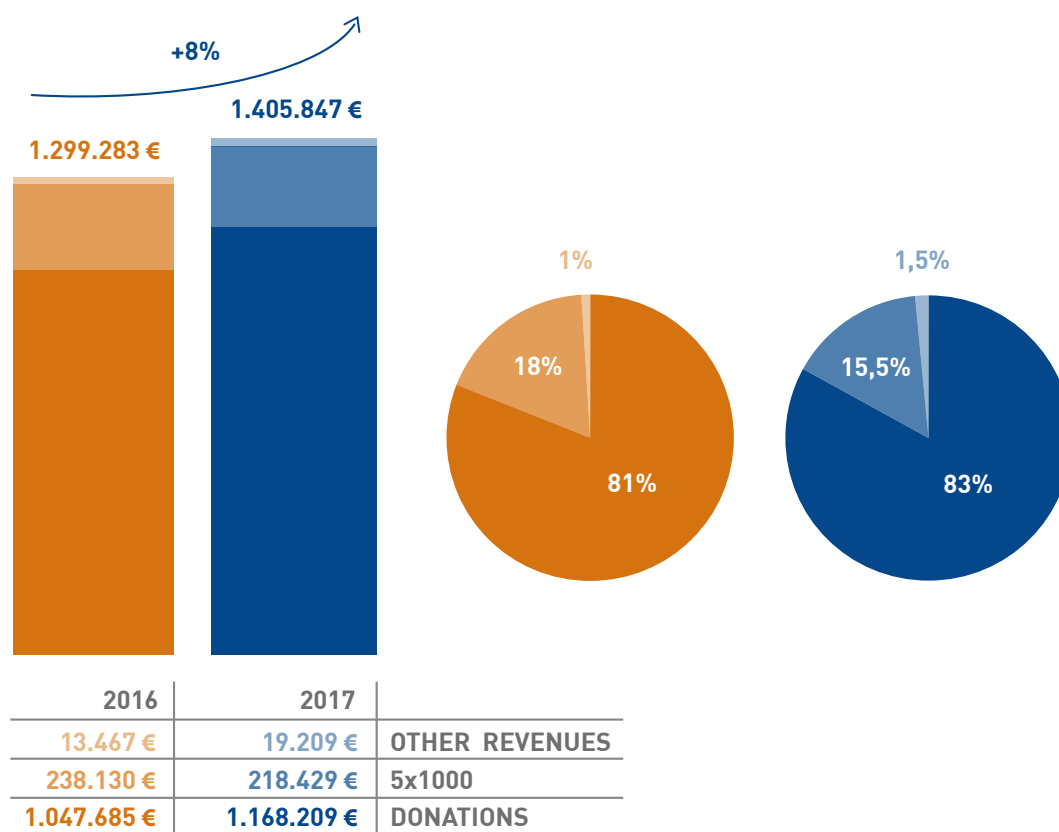




## 6. SAVE THE DOGS ITALY FUNDRAISING

Fundraising in 2017 focused on the new clinic, but in parallel we tried to **re-new our database through campaigns to acquire new contacts**, with the aim of expanding the donor base. Unfortunately, the results of these actions have been disappointing, even if we do not exclude that the fruits of these activities will be seen in the course of 2018. Without a doubt Save the Dogs' fundraising has always been influenced by the **scarcity of resources to be invested in promotion**, the more so in 2017, which saw the completion of the new veterinary clinic as a top priority.

In 2017 the **total revenue** of the association was **€ 1.405.847**, 8% more than the previous year \*.



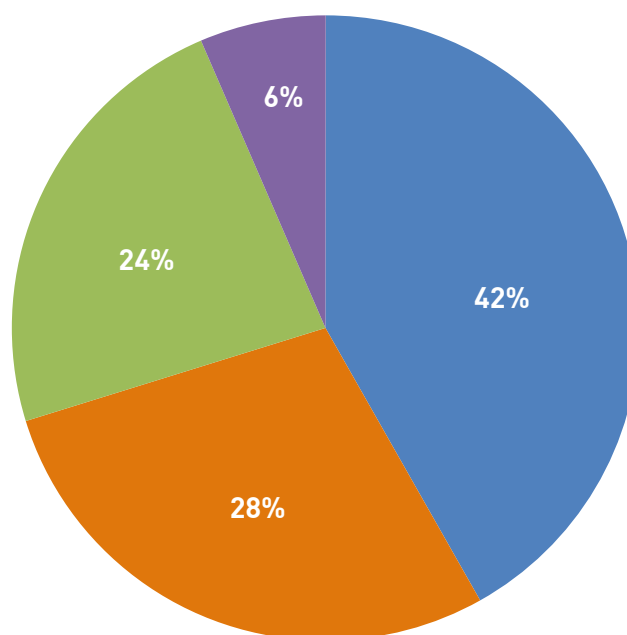
Apparently it may seem a positive result, but **in reality most revenues come from private foundations** and have been directed to the new clinic, unfortunately reducing the association's resources to cover the current expenses.

For what concerns the **total donations** (represented by all revenues excluding the Italian 5x1000, the final warehouse inventories and bank interest) the provenance is shown in the following graph. **The contribution of the foundations is relevant**: in 2016 they contributed by 17% and in 2017, they reached 24%; private individuals are almost unchanged (from 43% to 42%) while contributions from foreign partner associations decreased significantly (37% vs 28%).

Instead, the income share of the category of legacies, donations from companies and other small associations has doubled (6% vs 3% in 2016).

There were no substantial changes in the income percentages from other types of revenues, although we must take note of a **reduction in the preferences of 5x1000**, (the Italian system which allows people to donate a fee of the annual taxes to a registered charity), with a consequent loss of about € 20.000.

## PROVENANCE OF DONATIONS



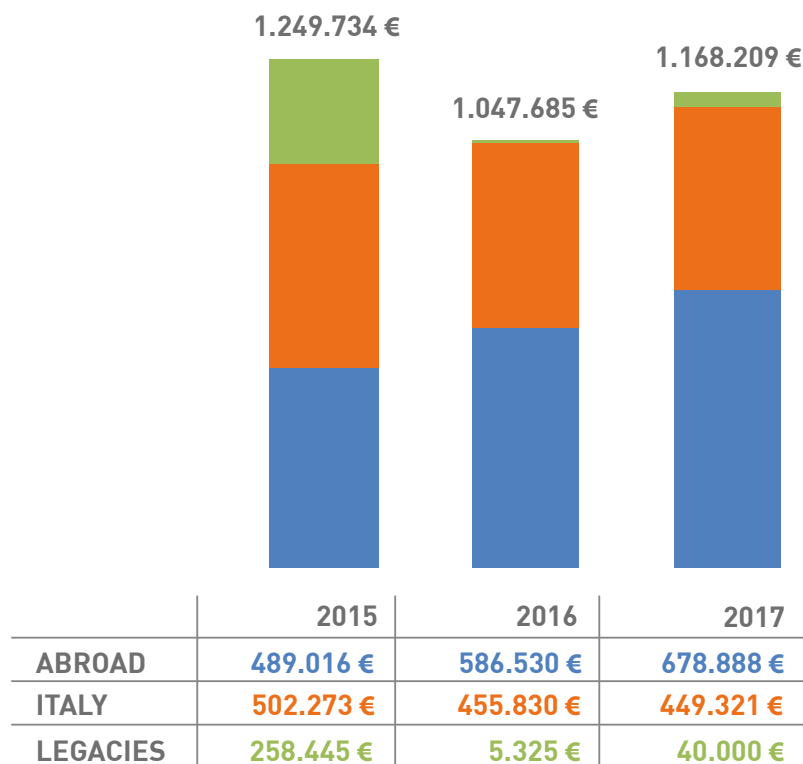
	2017	%
FROM PRIVATE INDIVIDUALS	488.050 €	42%
FROM PARTNERS	333.123 €	28%
FOUNDATIONS	272.063 €	24%
OTHERS	74.973 €	6%
TOTAL	1.168.209 €	100%

As regards the **general trend of donations**, the trend of 2016 is confirmed, with **a decline in donations from Italy**, overcome (for the second consecutive year) by donations from abroad. In 2017, the latter increased by 15.5% compared to the previous year, while donations from Italy fell by 2%. Legacies are inevitably subject to insignificant fluctuations but it is important to underline that in 2017 the whole amount (€ 40,000) **came from abroad**. Our Swedish partner *Hundhjälpen* has just devolved to the new clinic 67% of a legacy received by a loyal supporter.

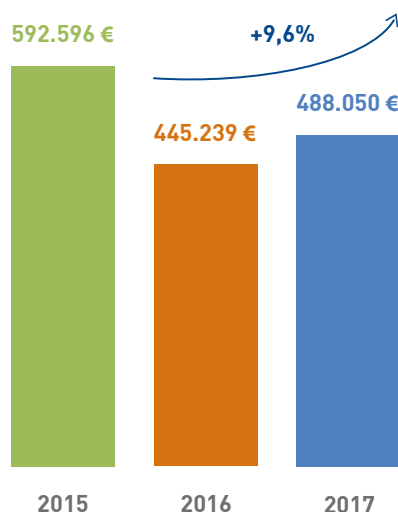
\* The figure differs from that indicated in the management report because in these analyses we took into account the actual revenue for 2017, excluding the 5x1000 of year 2016, which is instead shown in the financial statements as a credit item.



## DONATION TREND

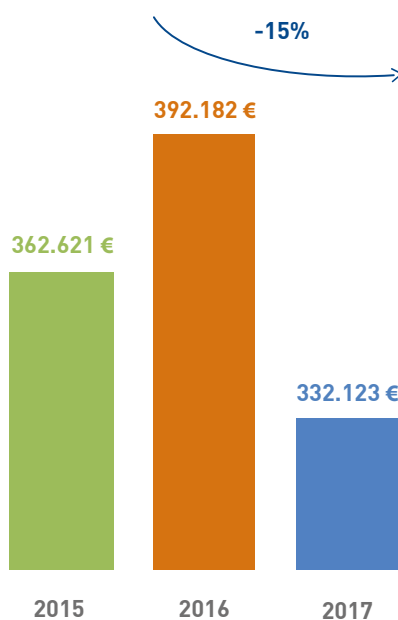


## DONATIONS FROM PRIVATE CITIZENS

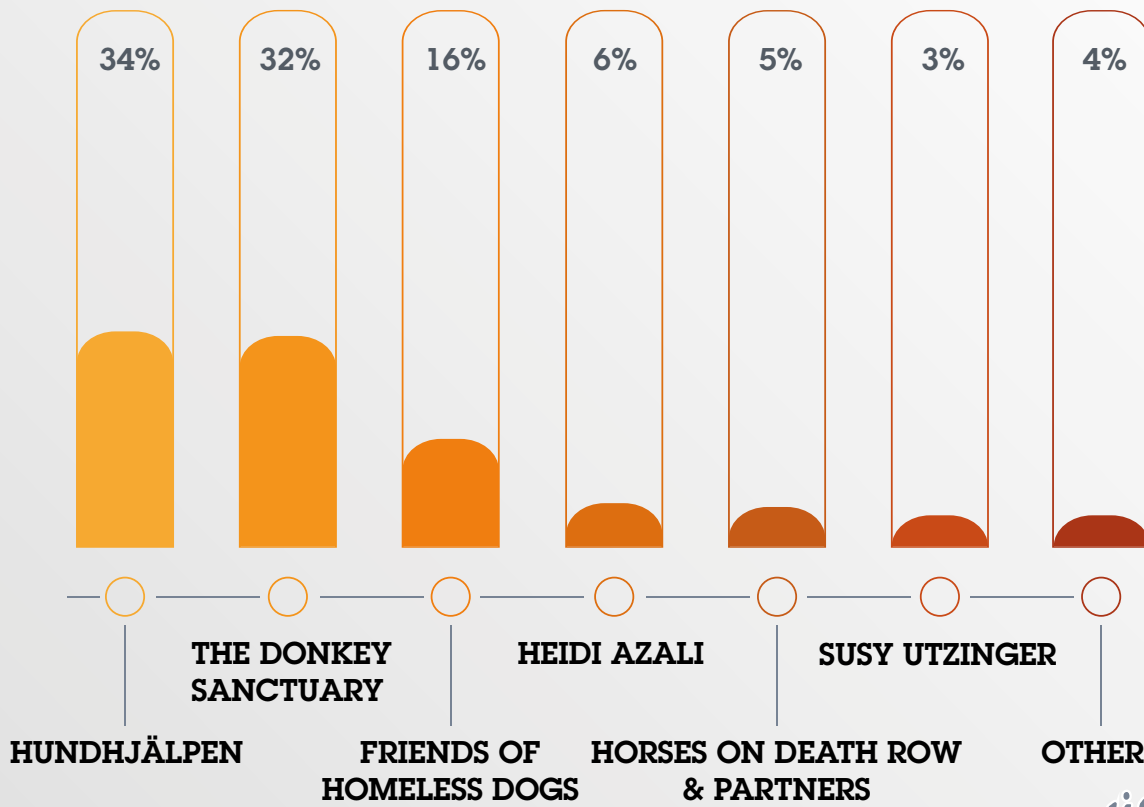


**In 2017 private donations grew slightly compared to 2016**, but at a more detailed rate this increase was linked exclusively to some donations from big donors for the new clinic. **The small and medium donors, on the other hand, maintained their availability to donate substantially unchanged compared to 2016**, despite the association's request for an additional effort to support the construction of the clinic and despite the acquisition campaigns.

## DONATIONS FROM PARTNERS

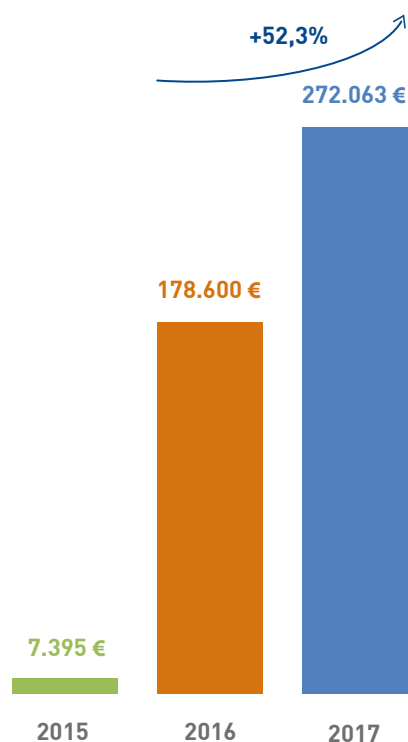


**The partners' contribution in 2017 decreased by 15% compared to the previous year.** The decline is due to the lower number of dogs and cats adopted in Sweden (and therefore to fewer reimbursements) and to a reduction in the general donation from *Friends of Homeless Dogs* (Finland).



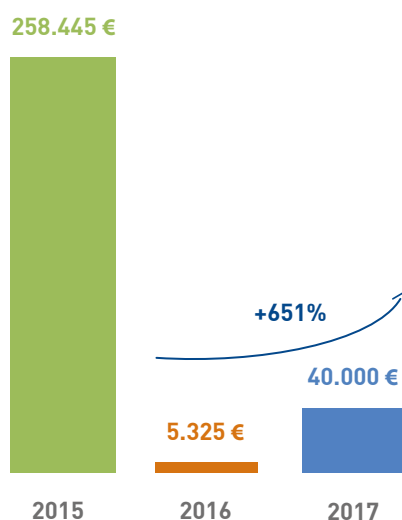


## DONATIONS FROM FOUNDATIONS



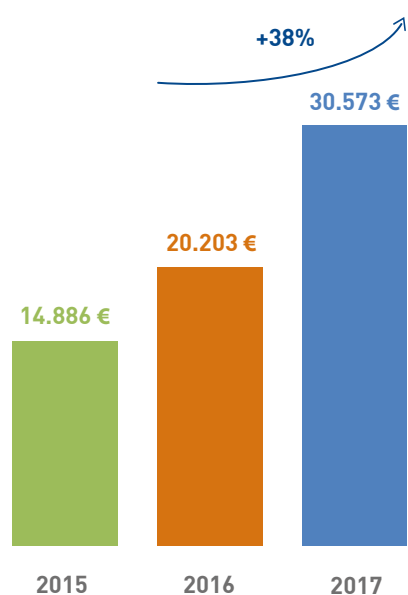
**Foundation donations increased by +52.3%**, which in 2016 had already grown significantly compared to the previous year. We have applied throughout the year to several grants, abroad and in Italy, seeking support for the new clinic, and the result was positive.

## DONATIONS FROM LEGACIES



The only legacy of 2017 is the already mentioned one, coming from Sweden and received by our partner *Hundhjälpen*.

## DONATIONS FROM COMPANIES



**Positive trend** in the last three years for what concerns the **Italian companies**, both thanks to the personal contribution of entrepreneurs (some new ones, too, others from long time supports of the association), and thanks to initiatives by *Cause Related Marketing* such as the one with the brand *Save the Duck*.

## DONATIONS FROM 5x1000

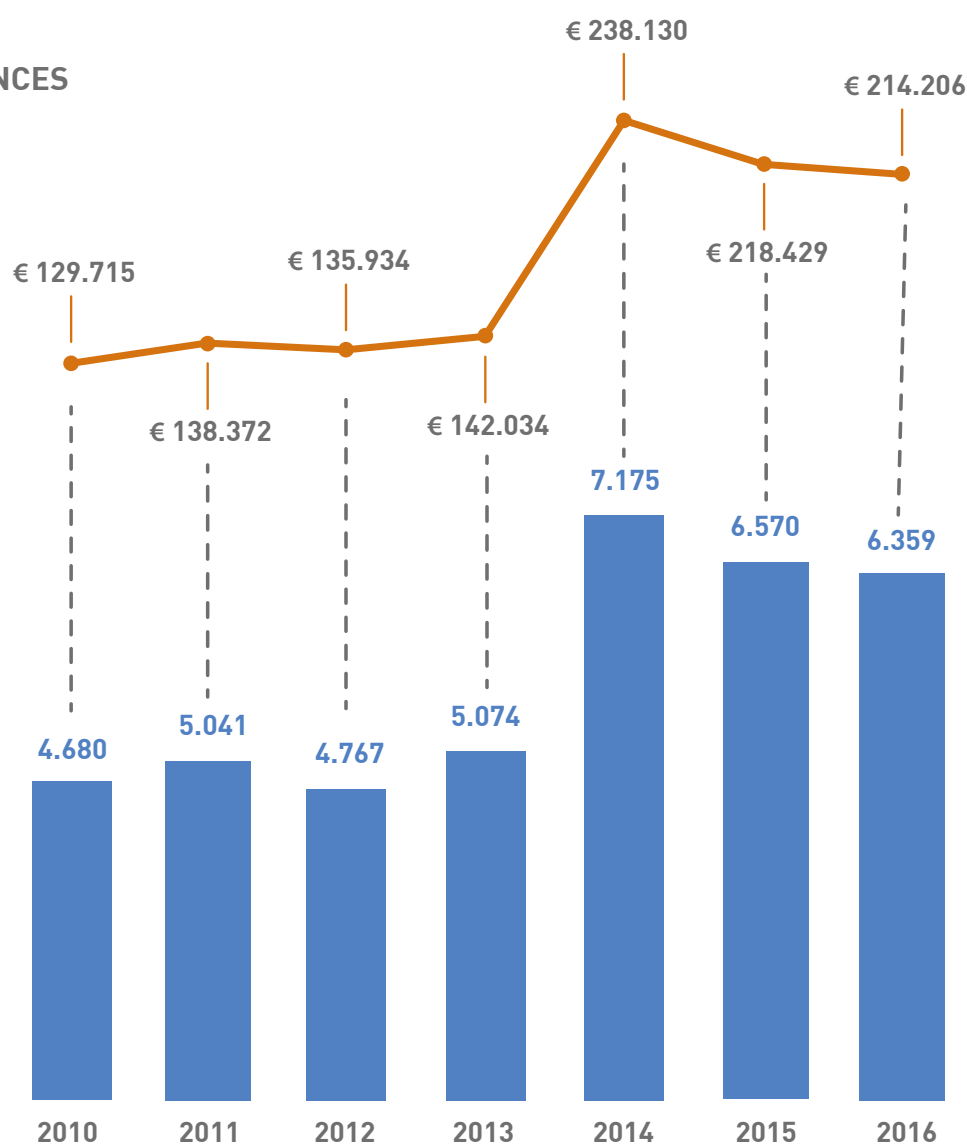
**5x1000 continues to represent a very important voice** of the association income. In 2015 (the year to which the 2017 entry refers) Save the Dogs has lost 605 preferences, corresponding to a **decrease by 8% in monetary revenues**, although we must remember that the peak of 2014 was due to the approval of the "stray killing" law and the great media visibility that this event had unleashed.

During the drafting of this report, the **2017 preferences** were communicated by the Ministry of Economic Development and **they amounted to 6,359**.

The loss of 211 preferences resulted in a decrease in revenues of around 4,200 euros compared to the previous edition.

The reasons for the negative trend are only hypothetical and should probably be attributed to the appearance of new animal welfare associations with a strong communication on social media (such as the Sardinian *Effetto Palla*) and the dramatic situation in southern Italy, which pushes many Italians to choose to help small associations in the south.

### AMOUNTS & PREFERENCES





## 6.1 Acquisition campaign



Ciao Francesca,

**SCOPRI A QUALE ANIMALE ASSOMIGLI!**

Ti senti affettuoso e fedele come il migliore amico dell'uomo, oppure forte e indipendente come un gatto? O magari sei uno spirito libero, proprio come un cavallo?

Scopri quale animale ti rappresenta di più partecipando al nostro test!

**VAI AL TEST >**

- We spent € 6.392 to acquire **3.281 names**
- The **channels** used were solely **digital** to contain costs
- The outcome was only **13 new donors** (0.4% of the total of new registers)
- The final evaluations can only be done in 2018, after a detailed analysis of donations received from this category of donors

## 6.2 Filariasis and Leishmania campaigns



**IL TUO AMORE VALE DOPPIO**  
Fino al 31 maggio!

Caro NOME,

abbiamo pochi giorni per cogliere un'occasione imperdibile, ma possiamo farlo solo con il tuo aiuto!

Un nostro generoso sostenitore ha deciso di raddoppiare le donazioni che riceveremo a partire da oggi fino alla fine di maggio per l'acquisto di farmaci e presidi sanitari per i nostri cani.

Questo significa che fino al 31 maggio la tua donazione vale il doppio!

In questo periodo dobbiamo difendere i 500 ospiti dei nostri rifugi dalla filaria e, come potrai immaginare, la prevenzione comporta una spesa molto elevata per Save the Dogs. Inoltre da quest'anno dobbiamo occuparci anche di un'altra malattia che minaccia i nostri animali: la leishmaniosi, che fino a oggi era sconosciuta in Romania.

Ecco perché proprio ora il tuo aiuto è fondamentale!

25 euro è la donazione che ti chiediamo per vincere la gara contro il tempo e proteggere un cane ospite dei nostri rifugi.  
Questa somma verrà raddoppiata e andrà a coprire il costo per la prevenzione sia della filaria sia della leishmania.

Soltanto insieme possiamo vincere questa sfida: salvare un cane da filaria e leishmania e permettergli di iniziare la sua nuova vita all'estero!

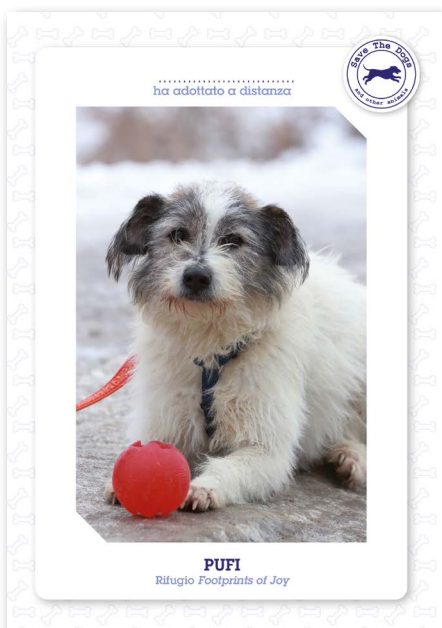
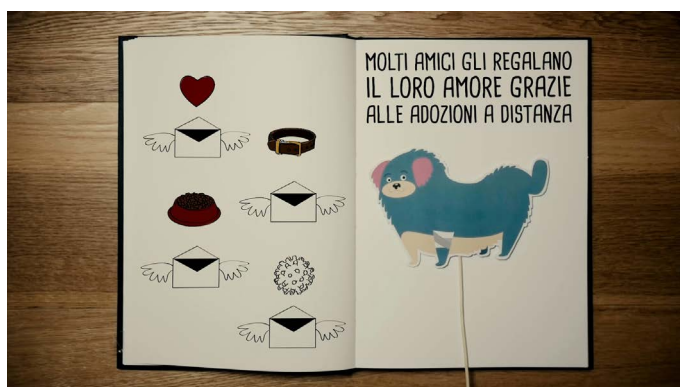
Grazie per il tuo aiuto,  
Sara

- Promotional costs have been reduced to a minimum thanks to **saving on paper mailing** (only € 400 for letter mailing)
- Total donations amount to € 51.290 (including the contribution from the Foundation Empathie Stiftung which has doubled the total amount given)
- Thanks to this campaign, we have been able to buy (in Italy) **collars, medicines and specific equipment to fight mosquitoes and phlebotomies** (cost € 22.777). The difference between the amount collected and the amount spent was used for the payment of **expensive laboratory tests carried out monthly in Romania and for the care of the animals that were already sick**

## 6.3 Long distance adoption campaign



- The **promotional costs** amount to € 4.824 (video design, involvement of influencers, social media ads)
- The **video was made pro-bono** by a member of the association (Andrea Ballaratti) in collaboration with the videomaker Valeria Belloro and it participated in the **Media-stars Award**, winning the Special Star for art direction
- The **new names** acquired were **799**, of which 4 have become new donors while 34 have activated a new distance adoption





## 7. COMMUNICATION

*Save the Dogs'* communication style has not changed in these years, even if **the effort by the Milan team to improve the quality of the design and to offer engaging and informative contents is visible**. Online communication has been intensified, as it represents, according to experts, the future for fundraising and for expanding the donor base of the association, without requiring too significant promotional investments.

### 7.1 Offline communication

**The high costs of paper mailing** (postage rates do not facilitate non-profit organizations) have forced us to reduce mailing made during the year. Apart from the annual newsletter (which is sent to the entire database without distinction), we have sent letters only to that group of individuals who do not have an e-mail address.



The STD News magazine (SAVE in English) was printed in the usual two languages and spread not only in November mailing, but also **in Italian shops and vet centres** that have collaborated with us for some time. For 2018 we have thought of an increase in pages as a single number of the newsletter does not allow us to give space to the many activities carried out by the association during the year.

# STD news



## LA NOSTRA NUOVA CLINICA

Inaugurata il 27 ottobre

## ABBANDONI, EMERGENZA COSTANTE

Numeri record per il 2017

## DACHS, ADOTTATO DUE VOLTE

Un lieto fine...da favola!

## BILANCIO

I numeri del 2016

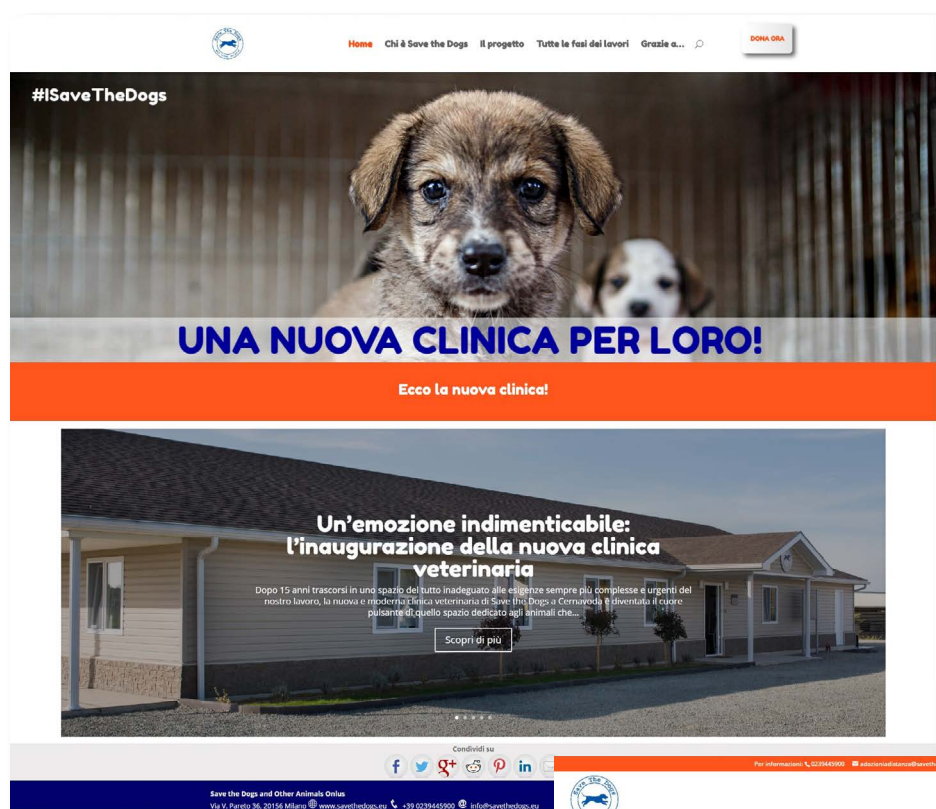


## 7.2 Online communication

*Save the Dogs'* online communication has always been divided into three large areas: websites, digital newsletters and social networks.

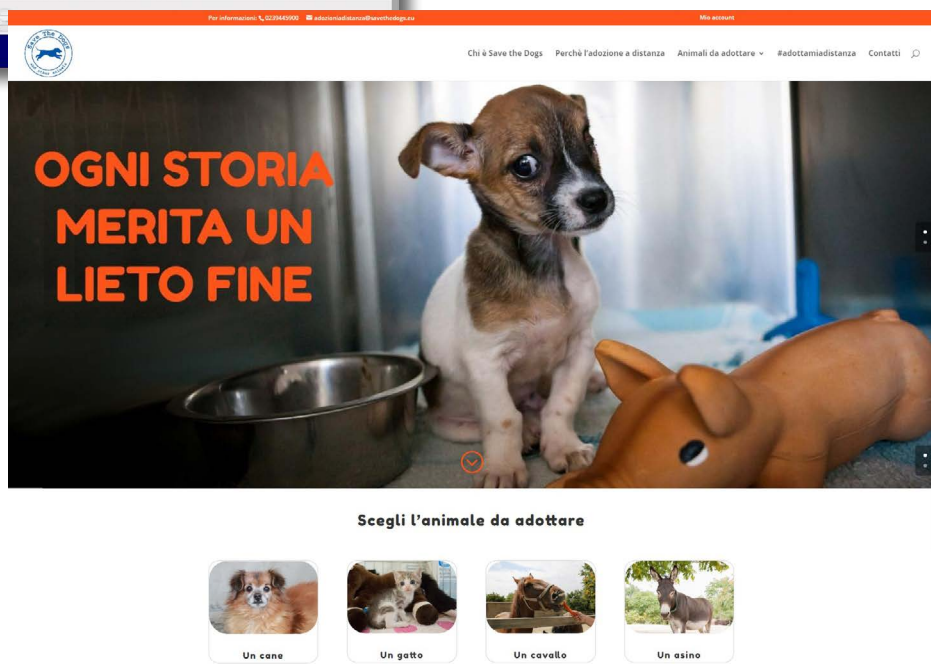
### 7.2.1 The websites

The **website dedicated to the project of the new clinic** was added in 2016 to the institutional website and to the more "touristic" one to encourage visits to our facilities ([www.footprintsofjoy.eu](http://www.footprintsofjoy.eu)). In 2017 it was updated every two weeks to inform our supporters on the progress of building and donations. In autumn, however, we launched a new **website dedicated to distance adoptions**, an area that the association is trying to strengthen to make donations constant.



THE NEW CLINIC WEBSITE

THE LONG DISTANCE ADOPTIONS WEBSITE



## 7.2.2 The digital newsletter

In 2017 **we sent 11 newsletters and 8 invitations to participate in events in Italy.** The most successful communication was that dedicated to the **emergency of puppies**, many of which were abandoned in our shelter during the summer. The supporters responded to our appeal with generosity, giving € 7.086.



[Dona ora](#) ▶



Cara Barbara,

il dramma delle catture dei giorni scorsi ha lasciato **conseguenze pesanti sul lavoro di Save the Dogs e sugli animali**. Infatti, anche se **la situazione è sospesa**, stiamo assistendo a **un'ondata straordinaria di abbandoni nelle nostre strutture**. Sono soprattutto **cuccioli** e vengono trovati dal nostro staff al mattino, in genere legati fuori dai rifugi oppure gettati oltre il recinto. Alcune delle persone che compiono queste azioni **temono nuove incursioni degli accalappiacani** e sperano in questo modo di salvare quanti più animali possibile.

L'abbandono è pratica abituale in Romania, **ma i numeri di questo periodo sono del tutto anomali**. Infatti da giugno a fine luglio sono **121 i cuccioli di cane e gatto abbandonati e accolti da Save the Dogs**.

In seguito a questi eventi straordinari i nostri rifugi hanno ormai superato il limite delle loro possibilità, **ma Save the Dogs non può tirarsi indietro perché senza di noi questi animali sarebbero condannati**. Per questo, in un momento per noi così difficile, abbiamo bisogno del tuo aiuto.

**[DONA ORA PER I CUCCIOLI](#)**

Il tuo contributo servirà ad **acquistare quantità extra di cibo e a coprire i costi dei vaccini**, delle cure e della loro permanenza in rifugio, in attesa di una nuova vita all'estero.

Grazie per ciò che vorrai fare,

Sara Turetta

P.s. E' possibile versare il tuo contributo con causale "Emergenza cuccioli" anche tramite **bonifico bancario** o **bollettino postale**. [Clicca qui per maggiori dettagli](#).



### 7.2.3 Social networks

2017 was a **complex year on the social management front**, due to the absence of our social media manager Raluca Lungu for maternity leave. The replacement of our collaborator (she has been with us for several years) has presented more than one critical point, this being an area requiring a deep knowledge of the association and its identity, as well as three languages.

#### **FACEBOOK**

##### **226.122 “likes” until December 31, 2017**

The figure is more or less stable compared to the previous year, confirming the difficulties in intercepting new followers on a medium that in some respects seems to have reached saturation with the public.

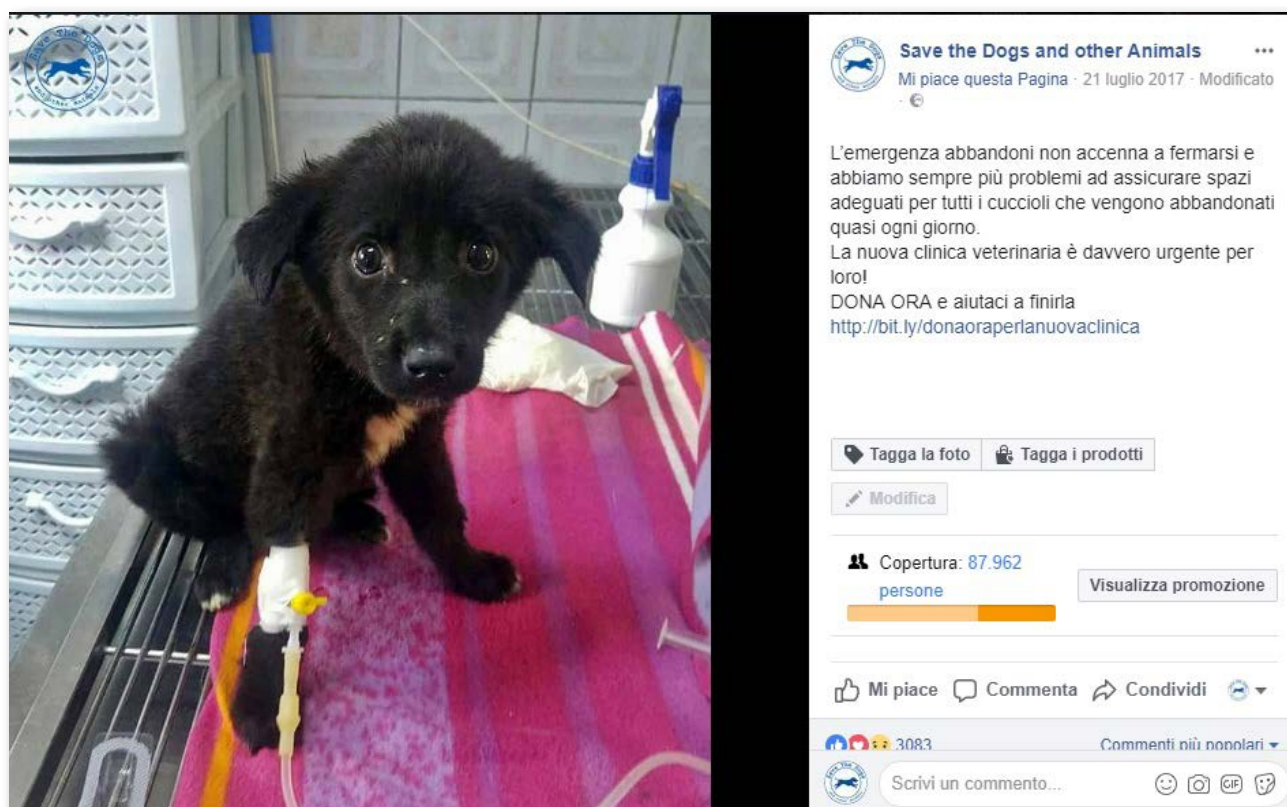


The most engaging posts:



A **non-sponsored post** (above) can reach **10% of the page fans** in the luckiest cases.

While, if an equally emotional and effective **post is sponsored**, it can easily reach **40% - 50% of the fan audience**.





Significantly better results are recorded with videos (over 90.000 visualizations without any financial investment), such as the one that showed a puppy collected by one of the association directors, Alessandra Farina in the general indifference of a playground in Cernavoda.



**Save the Dogs and other Animals: Emergenza cuccioli a Cernavoda - Endless puppy emergency in Ce...**

Emergenza cuccioli senza fine qui in Romania dove operiamo. Ogni giorno ne raccogliamo o ne vengono gettati nei rifugi 2-3. Siamo davvero al limite delle forze. Queste immagini sono di ieri sera e mostrano Alessandra raccogliere un cucciolo di due

Prestazioni totali del video	
Minuti di visualizzazione	37.445
Visualizzazioni del video	90.224
Visualizzazioni di 10 secondi	64.535
Tempo di visualizzazione medio del video	0:13
Pubblico e interazioni	

**Moving the interest of Facebook public from photos to videos in 2017** was a striking fact underlined by all analysts and the statistics of the video published by Save the Dogs confirm this general tendency. Hence the need, for the future, to **increase the number of videos instead of photographs**, to which other social media such as Instagram and Pinterest now give priority.

Other general considerations on Facebook:

- The **individual fundraisers** "option" was launched in Italy in December (€ 1.400 collected)
- We **spent € 2.957** over the year to sponsor our posts and ensure greater visibility to content
- We **received € 7.948 donations** from Facebook sources (including € 1.400 collected by individual fundraisers)
- The recent **change in the algorithm** will force us to increasingly sponsor our posts if we want to guarantee an acceptable number of views and reach a significant audience
- **In 2018 we will focus on individual fundraisers**, the result of the generous initiative of our followers and at no cost for the association.

## TWITTER

**1.328 followers until December 31, 2017**

Struggling to take off in this social, not just for *Save the Dogs* but in general as a communication tool for non-profit associations. It is clear that this is a **medium that is mostly suitable for conveying opinion leaders and public figures' messages and posts**, and for this reason it offers us the opportunity (especially through the profile of the president, which has 2.400 followers) to get in touch with animal lover VIPs and politicians and let them know our association.

### Tweet più popolare ricevuti 1.765

visualizzazioni

Degli operai hanno portato **#cane** alla clinica e abbiamo dovuto amputare la sua zampa. Appena starà meglio verrà proposto per **#adozione!** [pic.twitter.com/on0XWKqJhW](https://pic.twitter.com/on0XWKqJhW)



↩ 2 ↻ 37 ❤ 30

### Tweet più popolare ricevuti 1.606

visualizzazioni

The ceiling of the old clinic quarantine collapsed, where 30 **#puppies** were staying... HELP US! [bit.ly/donatenowforth...](https://bit.ly/donatenowforth...) [pic.twitter.com/893Jv2M3Jl](https://pic.twitter.com/893Jv2M3Jl)



↻ 44 ❤ 13

General considerations on Twitter:

- Number of stable followers
- **Useful tool for positioning the association** but not in terms of fundraising
- It is fundamental to be there and participate (with competence and balance) at the heart of the community interested in animal rights issues; without doubt, it is a **network of a higher cultural level** than Facebook.



## INSTAGRAM

1.442 followers until December 31, 2017

The most appealing posts:





General considerations on Instagram:

- A steadily growing social network
- Excellent results if the photos and videos are beautiful
- Limits: it does not allow inserting links in posts

## GENERAL CONSIDERATIONS ON COMMUNICATION

**In 2018 the shift of investments from offline to online will continue**, thanks to the growing opportunities offered by social media to advertise activities and campaigns with little money, and compatibly with the (limited) resources available.

There is no doubt that one of the association's handicaps is represented by the lack of a fixed photographer and video maker in Romania, capable of documenting the many cases that reach our facilities every month and build a daily exciting storytelling for the audience.

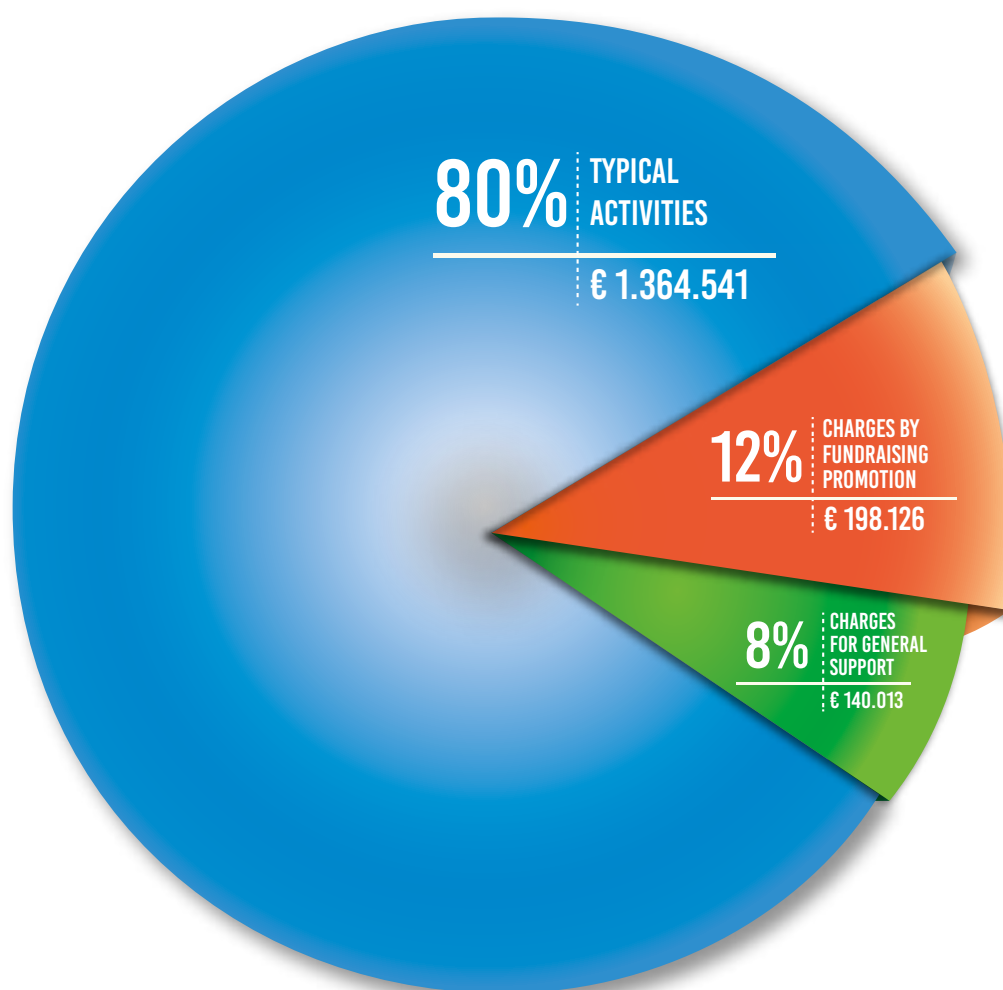
**The local staff** (in particular that of international adoptions) **has made huge efforts in 2017 to provide useful materials for social communication** managed by the Italian team, but a further step will be taken when we will have a person dedicated exclusively to producing visual materials that document our activity.





## 8. CONCLUSIONS

The breakdown of costs in 2017 is slightly modified compared to 2016, with an **increase in percentage represented by typical activities** (which go from 75% to 80%), a **reduction in overheads** (from 10% to 8%) and the costs of promoting fundraising (from 15% to 12%).



While these percentages are appreciable with a view to containing the costs of the structure and the promotion, it must be said, however, that a very interesting **debate has been opened for some months within the Italian third sector**. One wonders, in fact, on **the criteria for evaluating the efficiency of a non-profit organization** and on measuring the **concrete results** obtained by the associations. According to some observers such as Carola Carazzone, general secretary of Assifero (Italian association of institutional philanthropy foundations and institutions), too much weight is being given to cost containment, thus penalizing economic investment in highly qualified personnel and ignoring the assessment of an organization's long-term social impact.



Let's take a significant passage from the article published by the Social Generativity Archive of the Catholic University of Milan:

*"The mantra that the third sector itself should cost little and that all funding must be allocated to projects, with the related magic formula of the structure / overheads cost proportion as the **only indicator of the third sector bodies' efficiency**, has been strangling them for decades, **reducing charities** to "project factories", with inadequate **organizations, structures and staff, from which even extremely motivated best brains, run away**. In any industry, organizations investing in people, skills, management and technology systems, sustainability and financial development are more likely to succeed."*

*Save the Dogs* shares these reflections and hopes that the debate of these months finds fertile ground and continues in the meetings of the Italian Third Sector, which is experiencing a historic moment after the Reform approved last year by the Government.

In this regard, it is good to remember that **2018 will be a year of changes for the world of non-profit organizations** in Italy, and therefore also for us. We will have to adapt to the new legislation, unfortunately still needing to be clarified by numerous implementation decrees.

These innovations will certainly have an impact on the operation of the Milan administrative office, without prejudice to the fact that the **principles of transparency and rigorous accounting provided for by the Reformation** have already been adopted by the association, which since 2015 is a member of the *Institute of Donation*.

## 9. FINANCIAL STATEMENT SAVE THE DOGS ITALY

2017 was a year of extraordinary **economic commitment for Save the Dogs**, which ended with a loss of 82.627 Euros.

Compared to 2016, **costs have increased by 33%** due to the building of the new clinic (€ 352.000), as well as a slight increase in **promotional expenses** (+ € 8.977) and overheads (+ €15.437).

If the clinic in Romania was a property owned by *Save the Dogs Italy*, we could have avoided to charge the whole amount as a cost and got a balanced budget. As the clinic is registered to the Romanian branch, instead (for bureaucratic reasons related to the legislation and local taxation), we were forced to consider it a cost of the year just ended.

**Revenues increased by 8%** thanks to the contributions of some foundations, but this increase was not sufficient to match the major outgoings.

In any case, from a detailed analysis of the donation trend for the last four years, it is clear that **ordinary fundraising** (even with the inevitable fluctuations that characterize non-profit) **is able to cover current assets in Italy and Romania**.

Difficulties emerge whenever it is necessary to **find additional funds for infrastructure investments or new activities**, for which the association struggles to expand the donor base.

It will therefore be crucial during the course of 2018/2019 to **rebalance the accounts, recovering the accumulated deficit and giving financial solidity to the association** in view of new future interventions in favour of the animals. Any project that we should start in the short term will therefore need to be financed with **funds specifically found**, without eroding resources that in this phase of the association's life are essential to the maintenance of what already exists.

FINANCIAL STATEMENT AS OF 31.12.2017			
TOTAL ASSETS	31.12.2017		31.12.2016
<b>ACTIVE</b>			
FIXED ASSETS			
I - INTANGIBLE FIXED ASSETS			
1) Multi-annual charges	€ 5.262	€ 5.262	
- accumulated depreciation	-€ 5.262	-€ 4.502	
2) Restructuring of third party assets	€ 20.727	€ 19.263	
- accumulated depreciation	-€ 19.375	-€ 18.902	
3) Software	€ 7.669	€ 7.669	
- accumulated depreciation	-€ 7.669	-€ 7.669	
4) Website	€ 4.654	€ 4.654	
- accumulated depreciation	-€ 3.043	-€ 2.112	
5) Trademarks	€ 5.221	€ 2.303	
- accumulated depreciation	-€ 1.505	-€ 460	
Total (I)	€ 6.679	€ 5.506	
II - TANGIBLE ASSETS			
1) Buildings	€ -	€ 13.000	
- accumulated depreciation	€ -	-€ 3.705	
2) Electronics equipment	€ 13.406	€ 12.075	
- accumulated depreciation	-€ 10.167	-€ 8.630	



3) Equipment	€	51.578	€	1.320
- Accumulated depreciation	-€	4.878	-€	950
4) Trucks and vans	€	10.000	€	10.000
- accumulated depreciation	-€	10.000	-€	10.000
5) Other assets	€	2.062	€	2.062
- accumulated depreciation	-€	2.062	-€	2.062
6) Land	€	43.000	€	43.000
- accumulated depreciation	€	-	€	-
<b>Totale (II)</b>	<b>€</b>	<b>92.939</b>	<b>€</b>	<b>56.110</b>
<b>IMMOBILIZZAZIONI FINANZIARIE</b>				
1) Security deposits	€	3.900	€	3.900
2) Securities	€	60.000	€	60.000
<b>Total (III)</b>	<b>€</b>	<b>63.900</b>	<b>€</b>	<b>63.900</b>
<b>FINANCIAL FIXED ASSETS</b>	<b>€</b>	<b>163.518</b>	<b>€</b>	<b>125.516</b>
<b>CURRENT ASSETS</b>				
INVENTORY	€	7.471	€	11.037
<b>TOTAL I</b>	<b>€</b>	<b>7.471</b>	<b>€</b>	<b>11.037</b>
<b>RECEIVABLES</b>				
Receivables from others				
receivable after the next financial year	€	214.505	€	-
receivables within the next financial year	€	2.411	€	1.881
<b>TOTAL II</b>	<b>€</b>	<b>216.916</b>	<b>€</b>	<b>1.881</b>
<b>LIQUID FUNDS</b>				
1) Cash at banks and postal deposits	€	111.544	€	476.541
2) Cash in hand	€	2.550	€	409
<b>TOTAL III</b>	<b>€</b>	<b>114.094</b>	<b>€</b>	<b>476.950</b>
<b>TOTAL CURRENT ASSETS</b>	<b>€</b>	<b>338.481</b>	<b>€</b>	<b>489.868</b>
<b>ACCRUALS AND DEFERRALS</b>				
Prepaid expenses and accrued income	€	3.298	€	-
<b>TOTAL ACCRUALS AND DEFERRALS</b>	<b>€</b>	<b>3.298</b>	<b>€</b>	<b>-</b>
<b>TOTAL ASSETS</b>	<b>€</b>	<b>505.297</b>	<b>€</b>	<b>615.384</b>
<b>LIABILITIES</b>				
<b>NET ASSETS</b>				
Equity capital	€	100.000	€	100.000
Other inventories	€	-	€	-
Profits (losses) carried forward	€	24.615	€	405
Profit (loss) for the year	-€	82.627	€	24.211
<b>TOTAL EQUITY</b>	<b>€</b>	<b>41.988</b>	<b>€</b>	<b>124.616</b>
PROVISIONS FOR RISKS AND CHARGES	€	-	€	-
<b>TOTAL PROVISIONS FOR RISKS AND CHARGES</b>	<b>€</b>	<b>-</b>	<b>€</b>	<b>-</b>
RESERVE FOR SEVERANCE INDEMNITIES	€	53.395	€	40.836
Total Staff leaving indemnities	<b>€</b>	<b>53.395</b>	<b>€</b>	<b>40.836</b>
<b>PAYABLES</b>				
1) Loans to banks	€	363.569	€	400.682
2) Payables to suppliers	€	21.915	€	28.421
3) Tax payables	€	5.711	€	8.639
4) Payables to pension and social security institutions	€	10.429	€	10.230
5) Other payables	€	794	€	-
<b>TOTAL PAYABLES</b>	<b>€</b>	<b>402.418</b>	<b>€</b>	<b>447.972</b>
<b>ACCRUALS AND DEFERRALS</b>	<b>€</b>	<b>7.496</b>	<b>€</b>	<b>1.960</b>
<b>TOTAL ACCRUALS AND DEFERRALS</b>	<b>€</b>	<b>7.496</b>	<b>€</b>	<b>1.960</b>
<b>TOTAL LIABILITIES</b>	<b>€</b>	<b>505.297</b>	<b>€</b>	<b>615.384</b>

**FINANCIAL STATEMENT AS OF 31.12.2017**

INCOME AND REVENUES	31.12.2017	31.12.2016
<b>A) Typical activities</b>		
Private companies/individuals	€ 470.094	€ 387.919
Foreign partners	€ 314.123	€ 384.157
Italian associations	€ 2.900	€ 6.136
Foundations	€ 41.324	€ 42.600
Companies	€ 27.263	€ 20.203
Membership fees	€ 8.600	€ 18.960
<b>TOTAL</b>	<b>€ 864.304</b>	<b>€ 859.975</b>
<b>B) Promotion and fundraising</b>		
5x1000	€ 432.635	€ 238.131
Legacies	€ 40.000	€ 5.325
Fundraising campaigns	€ 28.831	€ 30.622
New clinic campaign	€ 227.800	€ 145.000
Events	€ 7.274	€ 6.766
<b>TOTAL</b>	<b>€ 736.540</b>	<b>€ 425.844</b>
<b>C) Ancillary activities</b>		
Final gadget inventory	€ 7.471	€ 11.037
<b>TOTAL</b>	<b>€ 7.471</b>	<b>€ 11.037</b>
<b>D) Financial and equity</b>		
Bank reports	€ 11.738	€ 2.427
<b>TOTAL</b>	<b>€ 11.738</b>	<b>€ 2.427</b>
<b>TOTAL INCOME AND REVENUES</b>	<b>€ 1.620.053</b>	<b>€ 1.299.283</b>
EXPENSES	31.12.2017	31.12.2016
<b>TYPICAL ACTIVITY EXPENSES</b>		
<b>1) ROMANIA MANAGEMENT COSTS</b>		
Donations to STD Romania	€ 817.281	€ 767.486
Cost of personnel management in Romania head office	€ 67.573	€ 22.150
Cost of personnel responsible for Italian adoptions	€ 27.653	€ 30.712
Personal and voluntary travel expenses	€ 20.911	€ 19.143
Purchase of various goods	€ 20.836	€ 4.462
Animals air transport - international adoptions	€ 3.116	€ 4.263
Costs animals transport by land	€ 5.389	€ 2.338
Veterinary expenses, laboratory analysis and boarding	€ 455	€ 10.347
<b>TOTAL</b>	<b>€ 970.278</b>	<b>€ 860.901</b>
<b>2) FOOTPRINTS OF JOY PROJECT</b>		
Donations to STD Romania - kennel	€ 6.900	€ 6.010
Donations to STD Romania - ancillary costs	€ 7.160	€ -
Donations to STD Romania - new clinic	€ 352.001	€ 63.710
<b>TOTAL</b>	<b>€ 366.061</b>	<b>€ 69.720</b>
<b>3) COSTS FOR FILARIA AND LEISHMANIA PREVENTION</b>		
Medicinal costs	€ 23.027	€ 6.688
<b>TOTAL</b>	<b>€ 23.027</b>	<b>€ 6.688</b>
<b>4) ONOTHERAPY PROJECT</b>		
Donations to STD Romania	€ -	€ 7.600
<b>TOTAL</b>	<b>€ -</b>	<b>€ 7.600</b>
<b>5) MOBILE CLINIC PROJECT</b>		
Donations to STD Romania	€ 7.064	€ 4.863
<b>TOTAL</b>	<b>€ 7.064</b>	<b>€ 4.863</b>
<b>6) CAT PROJECT</b>		
Donations to STD Romania	€ -	€ 10.000
<b>TOTAL</b>	<b>€ -</b>	<b>€ 10.000</b>



<b>7) PROJECT SIMILAR ASSOCIATIONS</b>		
Donations to STD Romania	€ 5.175	€ 1.575
<b>TOTAL</b>	€ 5.175	€ 1.575
<b>TOTAL PROJECTS FUNDED</b>	<b>€ 1.364.541</b>	<b>€ 961.347</b>
<b>PROMOTION AND FUNDRAISING EXPENSES</b>		
<b>1) EVENTS</b>		
Organizational costs	€ 195	€ 260
<b>TOTAL</b>	<b>€ 195</b>	<b>€ 260</b>
<b>2) MEMBERSHIP CAMPAIGN and 5x1000</b>		
Organizational costs	€ 15.340	€ 12.424
<b>TOTAL</b>	<b>€ 15.340</b>	<b>€ 12.424</b>
<b>3) PROJECT PROMOTION</b>		
Organizational costs and gadget purchase	€ 24.677	€ 30.663
Costs for promotion and fundraising staff	€ 140.466	€ 139.646
<b>TOTAL</b>	<b>€ 165.143</b>	<b>€ 170.309</b>
<b>4) NEW CLINIC CAMPAIGN</b>		
Organizational costs	€ 6.232	€ 6.156
<b>TOTAL</b>	<b>€ 6.232</b>	<b>€ 6.156</b>
<b>5) REMOTE ADOPTION CAMPAIGN</b>		
Organizational costs	€ 4.824	€ -
<b>TOTAL</b>	<b>€ 4.824</b>	<b>€ -</b>
<b>6) ACQUISITION CAMPAIGN</b>		
Organizational costs	€ 6.392	€ -
<b>TOTAL</b>	<b>€ 6.392</b>	<b>€ -</b>
<b>PROMOTION AND FUNDRAISING EXPENSES</b>	<b>€ 198.126</b>	<b>€ 189.149</b>
<b>GENERAL SUPPORT CHARGES</b>		
Utilities/services	€ 8.127	€ 6.121
Costs for services	€ 21.144	€ 22.752
Costs for the use of third-party assets	€ 15.462	€ 15.487
Staff costs	€ 52.080	€ 45.465
Depreciation and Amortisation	€ 8.673	€ 5.236
Financial expenditures	€ 7.515	€ 8.311
Bank interest on financing	€ 12.119	€ 7.665
Printed, stationery and consumer material	€ 3.247	€ 3.544
Extraordinary charges	€ 609	€ 865
Initial gadgets inventory	€ 11.037	€ 9.130
<b>GENERAL SUPPORT CHARGES</b>	<b>€ 140.013</b>	<b>€ 124.576</b>
<b>TOTAL EXPENSES</b>	<b>€ 1.702.680</b>	<b>€ 1.275.072</b>
<b>MANAGEMENT RESULT</b>	<b>-€ 82.627</b>	<b>€ 24.211</b>

# 10. ADDITIONAL NOTE

## Notes to the Consolidated Financial Statements as at 12.31.201

### Contents

1. General data on the association
2. Introduction
3. Assessment criteria
4. Significant events and institutional management activities
  - 4.1 The reform of the third sector
5. Composition and movement of fixed assets
6. Composition and variation in the consistency of 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 capitalized financial charges
10. Income from investments
11. Key Management Personnel remuneration
12. Taxes on income for the financial 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. Introduction

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 assets and liabilities, the director's report, and the present integrated note. 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 director'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. There were no offsets of entries.

The item in the assets and liabilities and the director'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 purpo-

se of drawing up a true and correct financial statement was also indicated. The present financial statement is drawn up in units of euros and these explanatory notes contain illustrations of the balance sheet data in units of euros.

### **3. Assessment 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. The amortization of fixed assets is systematically calculated on the basis of their residual possibility of use, assessed by category of assets by an annual coefficient.

Intangible fixed assets: these are recorded in the financial statements at acquisition cost and represent expenses for the acquisition of production factors with multi-year utility. The amortization is calculated systematically, according to the residual usefulness (the percentage of 20% is used for all fixed assets).

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 valuation of inventories at the specific acquisition cost. Accruals and prepayments: they reflect the portion of costs and revenues relating to two consecutive financial years, the extent of which varies over time.

Deferred and latent taxes: prepaid and deferred taxes are recorded in the financial statement in accordance with the accounting principle no. 25 of the O.I.C. There are no provisions set aside in the present financial statements as deferred or anticipated taxes.

The Association has neither stipulated any "leasing contracts" with reference to capital or other assets, nor any relationships of a similar nature to that of a leasing contract; no "repurchase agreements" have been carried out, and no "assets or loans destined for specific business" exist.

### **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 fighting of the stray dogs' phenomenon. The activity of sensitization to this theme and the operational one 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 of veterina-



rian (sterilization and first aid), reception of abandoned animals (management of shelters), educational and therapeutic (onotherapy for disabled children) types. 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 projects in progress, please refer to the Mission Report.

#### 4.1 The reform of the third sector

The administrative body of the Association is attentive, already in this phase, to the evolving regulation of which an initial part was law n.106, of June 6th, 2016 ("Delegation to the Government for the reform of the Third Sector, the social entrepreneurship, and for the regulation of the universal civil service"), and then with the Legislative Decree n. 117/2017 (the "Single Code of the Third Sector") in force since August 3rd, 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.

#### 5. Composition and movement of fixed assets

The sums pertaining to the Association for a total net amount of € 6.679 (they were € 5.506 in the previous year, increase € 1.173.) are registered in the item "intangible assets" of 12.31.17. 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	2017	2016	Differenze
Multi-annual charges	5.262	5.262	0
Restructuring of third party assets	20.727	19.263	1.464
Brands	5.221	2.303	2.918
Software	7.669	7.669	0
Website	4.654	4.654	0
<b>Intangible fixed assets</b>	<b>43.533</b>	<b>39.151</b>	<b>4.382</b>
Depreciation funds	2017	2016	Differenze
Multi-annual charges	5.262	4.502	760
Restructuring of third party assets	19.375	18.902	473
Brands	1.505	460	1.045
Software	7.669	7.669	0
Website	3.043	2.112	931
<b>Depreciation funds</b>	<b>36.854</b>	<b>33.645</b>	<b>3.209</b>
<b>Net Values</b>	<b>6.679</b>	<b>5.506</b>	<b>1.173</b>

In the item “tangible fixed assets”, of the current assets as of 31.12.17 there are registered sums pertaining to the Association for a total net amount of € 92.939 (€ 56.110 in the previous year, € 36.829 increase). 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.

<b>Tangible fixed assets</b>			
<b>Acquisition costs</b>	<b>2017</b>	<b>2016</b>	<b>Differences</b>
Equipment	51.578	1.320	50.258
Trucks and vans	10.000	10.000	0
Electronic machines	13.406	12.075	1.331
Inf. assets A € 516	2.062	2.062	0
Buildings	0	13.000	-13.000
Land	43.000	43.000	0
<b>Tangible fixed assets</b>	<b>120.046</b>	<b>81.457</b>	<b>38.589</b>
Equipment	4.878	950	3.928
Trucks and vans	10.000	10.000	0
Electronic machines	10.167	8.630	1.537
Inf. assets A € 516	2.062	2.062	0
Buildings	0	3.705	-3.705
Land	0	0	0
<b>Depreciation funds</b>	<b>27.107</b>	<b>25.347</b>	<b>1.760</b>
<b>Net Values</b>	<b>92.939</b>	<b>56.110</b>	<b>36.829</b>

In the item “financial assets” of the current assets as of 31.12.17 there are amounts recorded for this purpose pertaining to the Association for a total net amount of € 63.900 (with no increase compared to the previous year). 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.

<b>Financial fixed assets</b>			
<b>Acquisition costs</b>	<b>2017</b>	<b>2016</b>	<b>Differences</b>
Securities	60.000	60.000	0
Security deposits	3.900	3.900	0
<b>Financial fixed assets</b>	<b>63.900</b>	<b>63.900</b>	<b>0</b>

Total fixed assets amount to € 163.518 (€ 125.516 in the previous year, an increase of € 38.002) as summarized in the following table:

<b>Fixed assets (intangible, tangible, financial)</b>			
<b>Net values</b>	<b>2017</b>	<b>2016</b>	<b>Differences</b>
<b>Total</b>	<b>163.518</b>	<b>125.516</b>	<b>38.002</b>

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

### INVENTORY

As of 31.12.17 the inventories amount to € 7.471; the following table shows the consistencies and the changes with respect to the previous year:

Surplus			
	2017	2016	Differences
<b>Closing stock</b>	<b>7.471</b>	<b>11.037</b>	<b>-3.566</b>

### RECEIVABLES

At December 31st, 2017, receivables from others amounted to € 216,916; the following table shows the amounts and the changes with respect to the previous year:

Receivables			
	2017	2016	Differences
<b>Total Credits</b>	<b>216.916</b>	<b>1.881</b>	<b>215.035</b>

### LIQUID ASSETS

As of December 31<sup>st</sup>, 2017, the liquid assets amounted to € 114.094; the following table shows the amounts and the changes with respect to the previous year:

Liquid assets			
	2017	2016	Differences
Bank and post office deposits	111.544	476.541	-364.997
Cheques	370	0	370
Cash and cash equivalents	2.180	409	1.771
<b>Total Credits</b>	<b>114.094</b>	<b>476.950</b>	<b>-362.856</b>

### NET ASSETS

The endowment fund amounts to € 100.000 (unchanged compared to the previous year). All reserves, management surpluses and assets are valued and served as part of institutional activities, also in compliance with art. 10 of Legislative Decree. n. 460/97.

On 31.12.17 the Association's assets amounted to € 41.988; the following table shows the consistence and the changes with respect to the previous year:

Assets	Consistency and changes in assets			
	2016	Increases	Decreases	2017
Endowment fund	100.00	0	0	100.000
Reserve from preceding years' results	405	24.210	0	24.615
Operating results in course	24.211	0	106.838	-82.627
<b>Total</b>	<b>124.616</b>	<b>24.210</b>	<b>106.838</b>	<b>41.988</b>



## PROVISIONS FOR RISKS AND CHARGES

No amounts are shown as provisions for risks and charges (unchanged compared to the previous year).

## 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			
	2017	2016	Differenze
Provision for employee severance indemnities	53.395	40.836	12.559
<b>Provision for employee severance indemnities</b>	<b>53.395</b>	<b>40.836</b>	<b>12.559</b>

The provision for the year is equal to € 12.559.

## PAYABLES

As of December 31st, 2017, the debts amounted to € 402.418; the following table shows the amounts and the changes with respect to the previous year;

Payables			
	2017	2016	Differenze
Bank Debts	363.569	400.682	-37.113
Payables to suppliers	21.915	28.421	-6.506
DEBTS W/TREASURY	5.711	8.639	-2.928
Payables to social security institutions	10.429	10.230	199
Debts w / others	794	0	794
<b>Total payables</b>	<b>402.418</b>	<b>447.972</b>	<b>-45.554</b>

The amount of € 361.998 is included among the payables to banks, relating to a loan stipulated by the Association for the realization of an important project aimed at achieving the association's goals. The loan is repaid in monthly instalments and will expire in 2026.

## ACCRUALS AND DEFERALS

On December 31<sup>st</sup>, 2017, accrued income and prepayments amounted to € 3.298, while those payable to € 7.496; the following table shows the consistencies and the changes with respect to the previous year:

Prepaid expenses and accrued income			
	2017	2016	Differenze
Accrued income	2.700	0	2.700
Prepaid expenses	598	0	598
<b>Prepaid expenses and accrued income</b>	<b>3.298</b>	<b>0</b>	<b>3.298</b>

<b>Accrued liabilities and deferred income</b>			
	<b>2017</b>	<b>2016</b>	<b>Differenze</b>
Accrued liabilities	6.216	1.960	4.256
Deferred income	1.280	0	1.280
<b>Accrued liabilities and deferred income</b>	<b>7.496</b>	<b>1.960</b>	<b>5.536</b>

## INCOME COMPOSITION

The proceeds amount to a total of € 1.620.053 (with an increase of € 320.770 compared to the previous year in which they amounted to € 1.299.283). The following table shows the amounts and the changes with respect to the previous year:

<b>Proceeds</b>			
	<b>2017</b>	<b>2016</b>	<b>Differenze</b>
Typical activities	864.304	859.975	4.329
Fundraising activities	736.540	425.844	310.696
Surplus	7.471	11.037	-3.566
Financial income	11.738	2.427	9.311
<b>Total income</b>	<b>1.620.053</b>	<b>1.299.283</b>	<b>320.770</b>

The following table shows the percentage composition of the items: "Income from typical activities" and "fund-raising proceeds", broken down into the individual items that make up the macro-categories:

<b>Proceeds</b>				
	<b>2017</b>	<b>%</b>	<b>2016</b>	<b>%</b>
Typical activities	864.304		859.975	
Private companies/individuals	470.094	54,39%	387.919	45,11%
Foreign partners	314.123	36,34%	384.157	44,67%
Italian associations	2.900	0,34%	6.136	0,71%
Foundations	41.324	4,78%	42.600	4,95%
Companies	27.263	3,15%	20.203	2,35%
Membership fees	8.600	1,00%	18.960	2,20%
Fundraising activities	736.540		425.844	
5x1000	432.635	58,74%	238.131	55,92%
Legacies	40.000	5,43%	5.325	1,25%
Fundraising campaigns	28.831	3,91%	30.622	7,19%
New clinic campaign	227.800	30,93%	145.000	34,05%
Fundraising events	7.274	0,99%	6.766	1,59%
<b>Total typical and fundraising activities</b>	<b>1.600.844</b>		<b>1.285.819</b>	

## CHARGES COMPOSITION

The charges amount to a total of € 1.702.680 (with an increase of € 427.608 compared to the previous year in which they amounted to € 1.275.072). The following table shows the amounts and the changes with respect to the previous year:

Charges			
	2017	2016	Differenze
Typical activities	1.364.541	961.347	403.194
Fundraising	198.126	189.149	8.977
General support	140.013	124.576	15.437
<b>Total expenses</b>	<b>1.702.680</b>	<b>1.275.072</b>	<b>427.608</b>

The following table shows the percentage composition of the items: "charges from typical activities" distinguished by "projects":

Typical activities charges (distinguished by planning)				
	2017	%	2016	%
Charges from typical activity	1.364.541		961.347	
Romania Project	963.214	70,59%	860.901	89,55%
Project Footprints of Joy	366.061	26,83%	69.720	7,25%
Heartworm and leishmania prevention	23.027	1,69%	6.688	0,70%
Onotherapy project	0	0,00%	7.600	0,79%
Mobile clinic project	7.064	0,52%	4.863	0,51%
Cat project	0	0,00%	10.000	1,04%
Similar associations Project	5.175	0,37%	1.575	0,16%
<b>Total planning of typical activities</b>	<b>1.364.541</b>		<b>961.347</b>	

Typical activity costs increased mainly due to the construction of the new veterinary clinic (*Project Footprints of Joy*), but also because the costs of the Italian personnel were charged to Progetto Romania (two staff members spent most of year 2017 in Cernavoda, to follow the local operations), and because collars and medicines for heartworm / leishmania prevention were bought at more favourable price than would have been the case in Romania.

Furthermore, *Save the Dogs Italy* bought a van worth € 15.000 that was donated to the Romania branch to allow daily transportation of personnel to their workplace.



Promotion and fundraising expenses				
	2017	%	2016	%
Fundraising promotion charges	198.126		189.149	
Events	195	0,10%	260	0,14%
Membership campaign and 5x1000	15.340	7,74%	12.424	6,60%
Project promotion	165.143	83,35%	170.309	90,00%
New clinic campaign	6.232	3,16%	6.156	3,26%
Remote adoption campaign	4.824	2,43%	0	0,00%
Acquisition campaign	6.392	3,22%	0	0,00%
<b>Total promotion costs</b>	<b>198.126</b>		<b>189.149</b>	

Promotion costs increased by just fewer than 5% compared to 2016. This increase is linked to the decision to launch two new campaigns aimed at finding new donors and the retention of donations through distance adoptions.

General support charges		
	2017	2016
General support charges	140.013	124.576
<b>General support charges</b>	<b>140.013</b>	<b>124.576</b>

The increase in structure costs amounts to 12% and is mainly due to the employment of a new part-time employee for the management of the association database, as well as the increase in interest on the Banca Prossima mortgage loan (that started mid-2016), and amortization related to the acquisition of expensive equipment for the new clinic.

## 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 neither payables nor receivables which maturity date exceeds five years, nor secured by real guarantees on social assets.

## 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 did not collect any type of participation income in the year.

## 11. Key Management Personnel remuneration

During the financial year 2017, the shareholders' assembly of the Association did not resolve the allocation of fees for the administrative body (unchanged compared to the previous year).

## 12. Taxes on income for the financial year

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

Taxes for the financial year			
	2017	2016	Differenze
IRES (corporate tax)	0	0	0
IRAP (Regional Tax)	0	0	0
<b>Taxes for the financial year</b>	<b>0</b>	<b>0</b>	<b>0</b>

The present balance sheet, consisting of the assets, statement of operations, explanatory note and Mission Report, represents in a truthful and correct way the balance sheet and financial situation, as well as the management results for the year, and corresponds to the results of the accounting documents.

Milan, April 30<sup>th</sup>, 2018

Sara Turetta  
The Chairman of the Board of Directors

# 11. AUDITOR'S REPORT

## **Report of the Statutory Auditor of May 19<sup>th</sup>, 2017** pursuant to art. 2409 ter and 2429 of the Civil Code

I reviewed the financial statements of the SAVE THE DOGS AND OTHER ANIMALS ONLUS association, which ended on December 31<sup>st</sup>, 2017, which is submitted to your attention and approval.

Our examination was conducted in accordance with generally accepted auditing standards. In accordance with such standards the audit was planned and performed in order to obtain the necessary assurance about whether the financial statements are free of significant errors and, taken as a whole, are presented fairly.

The audit was conducted in a manner consistent with the size of the company and its organizational structure. The audit includes examining, on a sample test basis, evidence supporting the amounts and disclosures in the financial statements, as well as evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Administrative Body.

I believe that the work provides a reasonable basis for the expression of my professional judgment, even concerning the information I obtained about the budget of the preceding financial year, which the data are presented for comparative purposes, as required by the reference standard.

In my opinion, the aforementioned balance sheet, as a whole, complies with the rules governing the drafting criteria; it is clearly drafted and represents in a truthful and correct way the patrimonial and financial situation and the economic result of the association SAVE THE DOGS AND OTHER ANIMALS ONLUS for the year ended on December 31<sup>st</sup>, 2017.

The administrative body of the association has the responsibility for drafting the management report, in accordance with the provisions of the law. It is my responsibility to express an opinion on the consistency of the management report with the financial statements.

To this end, I have carried out the procedures indicated by the principle of statutory auditing n. PR 001 issued by the National Council of Chartered Accountants and Accounting Experts for non-profit organizations. In my opinion, the management report is consistent with the financial statements of the association SAVE THE DOGS AND OTHER ANIMALS ONLUS closed on December 31<sup>st</sup>, 2017.

During the financial year ended on December 31<sup>st</sup>, 2017, our activity was inspired by the provisions of the law and the Rules of Conduct of the Board of Auditors issued by the National Board of Certified Public Accountants.

Mainly:

- I supervised the compliance with the law and the Articles of Association, and the respect for the principles of proper administration;
- By obtaining information from the managers of the company's different departments, and examining such documentation, I have evaluated and inspected the suitability of the administrative and accounting system, as well as its reliability in terms of providing a correct representation of the management facts. In this regard, I have no particular comments;



- During the year, in compliance with the statutory provisions, I was periodically informed by the association's managers on the progress of the company's management and on its foreseeable evolution. We can thus reasonably ensure that the actions taken comply with the Law and the Articles of Association, and are not manifestly imprudent, in potential conflict of interest or in contrast with the resolutions taken by the shareholders' meeting, or such as to compromise the integrity of the corporate assets;
- I have not found any atypical and / or unusual operations;
- In the course of the year I never received any complaints pursuant to article 2408 of the Civil Code;
- In the course of the year I did not issue any opinion pursuant to the law.

In addition, I examined the draft financial statements for the year ended December 31<sup>st</sup>, 2017, which was made available to me under the terms of article 2429 of the Civil Code.

The financial statements for the year ended December 31<sup>st</sup>, 2017 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.

<b>TOTAL ASSETS</b>	€ 505,297
ASSETS	€ 505,297
LIABILITIES	
Of which NET ASSETS (excluding the result of ex.)	€ 124,615
<b>(LOSS) OF THE YEAR</b>	(€ 82,627)
NET ASSETS AT THE END OF THE YEAR	€ 41,988
ORDER ACCOUNTS, COMMITMENTS AND RISKS	-
<b>PROFIT AND LOSS STATEMENT</b>	
REVENUES FROM THE YEAR	€ 1.620.053
COSTS OF THE YEAR	€ 1.702.680
<b>RESULT BEFORE THE TAXES</b>	(€ 82,627)
INCOME TAX INCOME TAX	-
<b>(LOSS) OF THE YEAR</b>	<b>(€ 82,627)</b>

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 see any impediment to the approval of the financial statements for the year ended December 31<sup>st</sup>, 2017.

Milano, May 4<sup>th</sup>, 2018

The Statutory Auditor  
Ms. Cristiana Cislighi

## 12. FINANCIAL STATEMENT SAVE THE DOGS ROMANIA

The structure of the budget divided by projects allows to easily identifying the **costs of the individual areas of intervention**, with a clear indication of the structure types (administration).

The categories were further modified in 2017, compared to 2016, not only because some projects were not activated, but also because we "refined" the allocation of costs to the various sections.

This work will be completed in 2018, the **year for which a rigorous quarterly reporting system was also activated**, which will allow even more stringent management control than it was in the past.

It will immediately be noted that overhead costs account for only 9% of the funds used, while **91% is made up entirely of the project costs**.

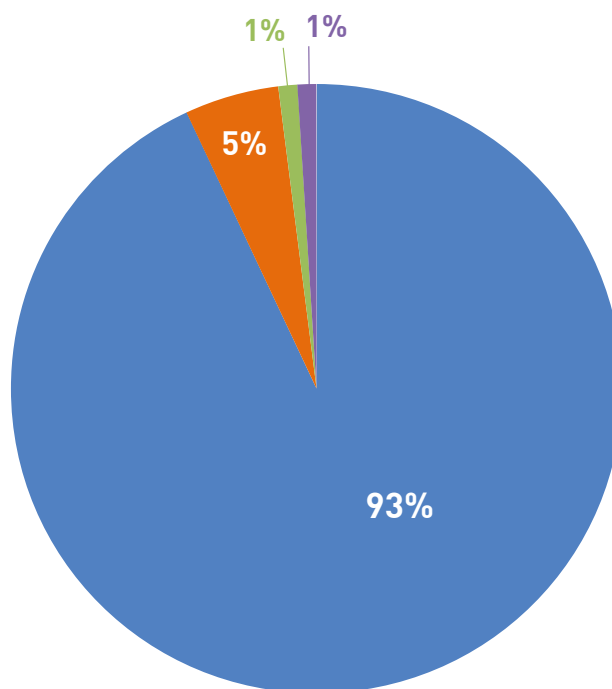
The new clinic weighed 29% on the budget, while international adoptions accounted for 10%.

FINANCIAL STATEMENT AS OF 31.12.2017			
INCOME	EURO		RON
Veterinary services provided	€	1.461	RON 6.573
Member shares	€	158	RON 713
2%	€	927	RON 4.171
Local donations	€	5.491	RON 24.709
Save the Dogs Italia (for projects)	€	838.405	RON 3.772.823
Save the Dogs Italy (new clinic)	€	342.203	RON 1.539.914
Sponsorships	€	7.245	RON 32.602
Discounts from suppliers	€	9.479	RON 42.655
Dogs Trust (mobile clinic)	€	65.910	RON 296.594
Revenue from active sales	€	1.844	RON 8.300
Financial income (exchange rate differences, interest income)	€	204	RON 920
Bank balance as of 01.01.2017 (RON account)	€	1.218	RON 5.479
Bank balance as of 01.01.2017 (EUR account)	€	16.026	RON 72.119
<b>TOTAL</b>	<b>€</b>	<b>1.290.571</b>	<b>RON 5.807.571</b>
EXPENDITURES			
<b>ADMINISTRATION</b>			
Personnel	€	43.751	RON 196.878
Consultants (personnel management, occupational safety)	€	6.406	RON 28.825
Utilities/services	€	4.962	RON 22.329
Rents	€	9.066	RON 40.797
Transport	€	7.442	RON 33.490
Miscellanea	€	24.966	RON 112.348
Depreciation and Amortisation	€	22.069	RON 99.312
<b>TOTAL PROJECT BALANCE</b>	<b>€</b>	<b>118.662</b>	<b>RON 533.978</b>
<b>CERNAVODA DOGS AND CATS</b>			
Personnel	€	133.594	RON 601.171
Consultants	€	50.069	RON 225.310
Rents	€	6.497	RON 29.238
Utilities/services	€	19.304	RON 86.867
Material transport from Italy	€	6.422	RON 28.897
Dogs and cats food	€	63.245	RON 284.604
Medicines, tests, health consumer material	€	76.735	RON 345.309
Operations, RX and external specialist visits	€	15.136	RON 68.114

Transport	€	18.910	RON	85.095
Miscellanea	€	31.106	RON	139.975
Investments (2 containers)	€	5.937	RON	26.716
Depreciation and Amortisation	€	49.223	RON	221.505
<b>TOTAL PROJECT BALANCE</b>	<b>€</b>	<b>476.178</b>	<b>RON</b>	<b>2.142.802</b>
<b>MEDGDIA DOGS AND CATS</b>				
Personnel	€	5.700	RON	25.650
Rents	€	688	RON	3.098
Utilities/services	€	600	RON	2.699
Dogs and cats food	€	615	RON	2.768
Medicines, tests, health consumer material	€	2.143	RON	9.642
Transport	€	2.496	RON	11.232
Miscellanea	€	492	RON	2.212
<b>TOTAL PROJECT BALANCE</b>	<b>€</b>	<b>18.379</b>	<b>RON</b>	<b>82.705</b>
<b>Equines</b>				
Personnel	€	44.873	RON	201.927
Consultants	€	3.849	RON	17.320
Horses (food, medicines)	€	15.762	RON	70.929
Donkeys (food, medicines)	€	19.225	RON	86.511
Utilities/services	€	5.463	RON	24.584
Transport	€	11.099	RON	49.944
Miscellanea	€	11.092	RON	49.915
Investments (tractor blade)	€	2.117	RON	9.525
Depreciation and Amortisation	€	2.852	RON	12.836
<b>TOTAL PROJECT BALANCE</b>	<b>€</b>	<b>116.331</b>	<b>RON</b>	<b>523.491</b>
<b>INTERNATIONAL ADOPTIONS</b>				
Personnel	€	54.660	RON	245.970
Accommodation for foreign volunteers	€	5.671	RON	25.518
Rents	€	4.555	RON	20.500
Airline Tickets for dogs	€	44.390	RON	199.756
Expat personnel flights	€	4.318	RON	19.432
Miscellanea	€	3.211	RON	14.448
Cernavoda-airport transport (animals and volunteers)	€	12.750	RON	57.375
<b>TOTAL PROJECT BALANCE</b>	<b>€</b>	<b>129.555</b>	<b>RON</b>	<b>582.999</b>
<b>NEW CLINIC</b>				
3E House Kubasek Contract	€	246.887	RON	1.110.989
Furniture and accessories	€	29.902	RON	134.561
Infrastructure	€	63.231	RON	284.541
Consultants	€	3.683	RON	16.575
Taxes	€	8.916	RON	40.121
New Clinic Opening	€	2.769	RON	12.459
Depreciation and Amortisation	€	29.757	RON	133.908
<b>TOTAL PROJECT BALANCE</b>	<b>€</b>	<b>385.145</b>	<b>RON</b>	<b>1.733.154</b>
<b>MOBILE CLINIC</b>				
Personnel	€	13.598	RON	61.191
Rent + staff transport from Sibiu	€	3.282	RON	14.769
Consultants	€	10.430	RON	46.935
Medicines, tests, health consumer material	€	29.157	RON	131.207
Fuel	€	1.260	RON	5.670
Miscellanea (metal cages, kennels, etc.)	€	15.247	RON	68.611
<b>TOTAL PROJECT BALANCE</b>	<b>€</b>	<b>72.974</b>	<b>RON</b>	<b>328.383</b>
<b>TOTAL EXPENSES</b>	<b>€</b>	<b>1.317.225</b>	<b>RON</b>	<b>5.927.512</b>
<b>MANAGEMENT RESULT</b>	<b>-€</b>	<b>26.653</b>	<b>RON</b>	<b>-119.941</b>

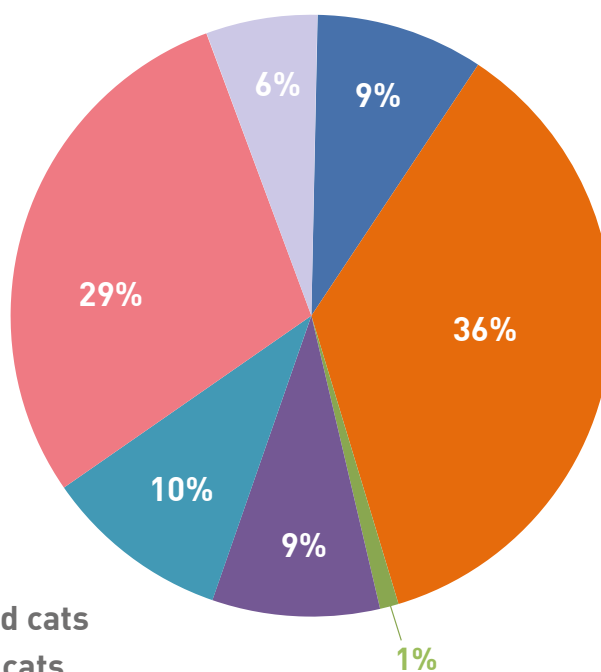


## REVENUES BY SOURCES



- 93%** Save the Dogs Italy funds
- 5%** Foreign organizations
- 1%** Sponsorships and discount from companies in Romania
- 1%** Other revenues from Romania

## CHARGES BY PROJECT



- 9%** Administration
- 36%** Cernavoda dogs and cats
- 1%** Medgidia dogs and cats
- 9%** Equines
- 10%** International adoptions
- 29%** New Clinic
- 6%** Mobile Clinic







[www.savethedogs.eu](http://www.savethedogs.eu)  
[www.footprintsofjoy.eu](http://www.footprintsofjoy.eu)