

2011 ANNUAL REPORT

PAWS
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- JUSTICE -
- ASSISTANCE -
- DOG -



The Heart of our Mission

Our clients are the heart of our mission. Every single decision that is made, every action that is taken, has the client at the heart of it.

In 2011, we received an unexpected surprise from a client that really touched our hearts. This particular PAWS® client, a young man from Michigan, and his family had worked very hard in their community to fundraise for the placement of his Service Dog. They reached their goal and drove to PAWS National Headquarters for placement day! Upon their arrival, they presented each staff member with an individual thank you note...with a puzzle piece attached to it. The thank you notes said:

“Through teamwork, every member of the PAWS family has given a piece of their heart to our family ~ Combine pieces of your heart to, once again, make it whole.”

We gathered to try to put our pieces together. It was a 3-D puzzle, so it was quite challenging! We relied on the diligence of one staff member who took the time to concentrate on the pieces for a while before assembling it. Carefully handling each piece, she completed the puzzle and revealed a heart shape!

The entire PAWS staff was so very moved and inspired by this family’s dedication, generosity and statement of teamwork—not to mention their creativity! This exercise truly left a mark on each of our hearts. This client and his family made us realize just how caring and selfless our clients and their families really are.

However, the 3-D puzzle was not yet complete. A vital piece was missing. Unable to stand on its own, it needed a foundation.

Like the puzzle, Paws With A Cause cannot stand on its own. A foundation is needed to provide strength and support to continue our mission to serve people with disabilities through custom-trained Assistance Dogs. YOU are the foundation of Paws With A Cause! Your support makes us whole! Without you, we would be unable to stand...sort of like the puzzle.

You have touched our hearts with your support and dedication – it has enriched the lives of so many. The “foundation” you provide PAWS truly makes a difference in the lives of people with disabilities.

We thank you for your belief in our mission ~ from the bottom of our hearts.

Sincerely,

Michael D. Sapp Sr.
Michael D. Sapp Sr., CEO

Douglas J. Dok Jr.

Douglas J. Dok Jr., Esq., Board Chair



2011 Annual Report

INCOME SOURCE	Dog Training	Community Awareness	Fund Raising	Building Fund	Endowment Fund	2011 TOTALS	2010 TOTALS
Contributions	\$1,958,727	\$3,847				\$1,962,574	\$2,167,483
Foundation Grants	\$218,169					\$218,169	\$207,769
Non-Cash Contributions	\$168,931					\$168,931	\$352,412
United Way Designations	\$823,333					\$823,333	\$741,267
Federal/State Combined Campaigns	\$492,825					\$492,825	\$501,423
Program Service Fees	\$13,650					\$13,650	\$16,757
Special Events	\$27,491					\$27,491	\$84,368
Donor Restricted Funds	\$174,520					\$174,520	\$80,153
Investment/Gain/(Loss) Sale of stocks	(\$64,182)					(\$64,182)	\$189,283
Miscellaneous Revenue	\$125,442			\$350		\$125,792	\$51,877
Endowment Revenue					\$7,975	\$7,975	\$10,850
TOTALS	\$3,938,906	\$3,847		\$350	\$7,975	\$3,951,078	\$4,403,642

Life with Caddy

Post-polio syndrome is a condition that affects polio survivors years after recovery from an initial acute attack of the polio virus. Most often, polio survivors start to experience gradual weakening in muscles that were previously affected by the polio infection. The most common symptoms include slowly progressive muscle weakness, fatigue, and a gradual decrease in the size of muscles.

Lynn Kraker is all too familiar with the symptoms of post-polio syndrome. When she was just two years old, she started to fall a lot and to talk about pain. She had contracted the polio virus. This was in the fall of 1954, just 6 months before the Saulk vaccine was released.

As she got older, she developed a gait that created some restrictions: she couldn't run without falling; she wasn't as strong as other children were; and she fell often.

Her parents encouraged her to do whatever she wanted to do; to become whoever she wanted to become. "Nobody is looking at you the way you think they are," Lynn says. She grew up with a very positive attitude.

She was a performer at gospel concerts in church; she obtained her bachelor's degree in music education, with an emphasis in voice; and continued on for her Master's Degree in counseling.

As Lynn grew older, she began to show more signs of post-polio syndrome. Because her muscles were not strong from the time she was young, they didn't support her joints and they began to wear out. The compensating side wears out faster than the damaged side.

Lynn thinks that if she were given a choice to NOT have had polio, she wouldn't take it. Her choices in life would have been different; her faith journey would have been affected because she learned early on that she could not be who she wanted to be by herself; her children's lives would have been different, as

their experiences with their mother's condition greatly influenced each of their career paths.

Lynn says "Without this, I wouldn't be me!"

During her recovery from a shoulder surgery, she fell and dislocated her hip. Fortunately, she was only about a foot away from her cell phone. Today, she wonders how long she would have lain there, if she weren't able to have reached her phone.

She was beginning to accept her disability's progression; it was part of her persona now. "Maybe I do need some additional help," she thought.

She first saw Paws With A Cause at a local Expo and took an application. Her application proceeded through the process and then, she got the call!

As 'Life with Caddy' began, history was in the making, for every day changes due to circumstances. Her gait changes quite often, based on her muscle strength, fatigue, how much she had done the day before, her footwear and the temperature (cold temperatures stiffen Lynn's muscles.)

Asked about Caddy's presence in her life, Lynn says "The first day that I met Caddy, I learned that you cannot have two Masters in this partnership because you'll follow one and ignore the other. It's so clear to me why we had to bond with each other; we have to focus!"

Lynn continues "I have grown as a person and I have grown in my faith through my relationship with Caddy. And I know we are not on our own. PAWS is there for our lifetime as a team. That's a great feeling of comfort!"

Today, Lynn travels frequently as a motivational speaker and leads a women's ministry in West Michigan. She and Caddy are an outstanding example of a team committed to each other and to making history each and every day!



EXPENSES	Dog Training	Community Awareness	Management General	Fund Raising	2011 TOTALS	2010 TOTALS
Compensation/Benefits/Taxes	\$1,603,908	\$179,547	\$156,362	\$53,362	\$1,993,179	\$2,105,344
Professional Fees/Contract Labor	\$217,279	\$15,889	\$8,632	\$2,171	\$243,971	\$322,038
Telephone/Networks	\$35,111	\$6,155	\$6,344	\$1,350	\$48,960	\$40,981
Supplies/Postage/Printing/Advertising	\$136,948	\$34,953	\$36,938	\$37,857	\$246,696	\$300,222
Occupancy	\$94,485	\$5,017	\$5,217	\$1,065	\$105,784	\$122,181
Equipment Expenses	\$35,504	\$6,107	\$6,468	\$1,320	\$49,399	\$41,106
Insurance	\$30,064	\$5,533	\$5,989	\$1,241	\$42,827	\$56,195
Transportation/ Mileage/Meals	\$45,094	\$21,589	\$4,855	\$994	\$72,532	\$89,756
Outside Services	\$61,774	\$11,110	\$12,315	\$707,335	\$792,534	\$734,958
Miscellaneous Expenses	\$15,294	\$3,496	\$5,244	\$597	\$24,631	\$27,018
Membership/Dues	\$9,373	\$1,243	\$1,258	\$286	\$12,160	\$13,466
Training Center Expenses	\$194,600				\$194,600	\$222,905
SUB-TOTALS	\$2,479,434	\$290,639	\$249,622	\$807,578	\$3,827,273	\$4,076,170
Depreciation Expense	\$142,509	\$26,864	\$28,014	\$5,799	\$203,186	\$189,937
TOTALS	\$2,621,943	\$317,503	\$277,636	\$813,377	\$4,030,459	\$4,266,107
Changes In Fund Balances					(\$79,381)	\$137,535
Total Net Assets					\$6,103,872	\$6,183,253

2011 Highlights

Highlights of 2011 include the following:

- Provided training to 158 dogs and completed 145 new Needs Assessments for potential clients
- Provided ongoing support, education, re-certifications and supplemental services to a total of 544 people
- Procured nine shelter and private donor dogs, of which five completed training.
- Changed and improved the 138 pieces of equipment we can supply to our teams
- Delivered 518 educational presentations to more than 71,460 people across the country
- Provided 169 puppies for training from the Foster Puppy department that were raised by volunteers
- Gained 75 new volunteer Foster Puppy Raisers
- Involved 251 volunteer Foster Puppy homes with 431 family members in raising puppies in seven states
- Received 986,960 hours of housing, nurturing, loving and socializing puppies from volunteer Raisers
- Maintained 33 Breeding Stock Dogs in volunteer host homes
- Produced 146 puppies for the Foster Puppy program
- Increased puppy production by 50% over 2010
- Received 20 puppies donated to the Foster Puppy program from 11 gracious breeders

Received new requests for Assistance Dog Applications as follows:

Service Dog – 1,668
Hearing Dog – 189
Social Support Dog – 66
Service Dogs for Children with Autism - 150

Provided direct services in the following states in 2011:

Alabama	New Hampshire
California	New Jersey
Colorado	New Mexico
Connecticut	New York
District of Columbia	North Carolina
Florida	Ohio
Georgia	Oklahoma
Illinois	Oregon
Indiana	Pennsylvania
Iowa	Rhode Island
Kentucky	Tennessee
Louisiana	Texas
Maryland	Virginia
Massachusetts	Washington
Michigan	Wisconsin
Mississippi	

Our Mission

Paws With A Cause trains Assistance Dogs nationally for people with disabilities and provides lifetime team support which encourages independence. PAWS promotes awareness through education.

Key Employees

Michael D. Sapp Sr.
Chief Executive Officer

Teri Crosby
Finance Director

Dave Harris
Operations Director

Portasue Hendrickson
Director of Administration

Karen A. Sapp
Human Resources Director

Executive Committee

Douglas J. Dok Jr., Esq. – *Chair*

Jose Hernandez – *Immediate Past Chair*

Dan Wiljanen – *Vice Chair*

Mark Hunting, Esq. – *Treasurer*

David Christensen – *Secretary*

James Hesseman – *Board Member at Large*

Frank Jeffreys – *Board Member at Large*

Board of Directors

Charles Archie Jr.

Allen Armintrout

Libby Child

Carol Danhof

Craig Niemann

Michael Slack



Paws With A Cause National Headquarters
4646 South Division, Wayland, MI 49348
800-253-7297
pawswithacause.org
[facebook.com/pawswithacause](https://www.facebook.com/pawswithacause)

TAX ID# 38-2370342



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United Way
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