LIFESAVING REPORT
2017-2018
Creating a Lifesaving Nation

We empower animal welfare organizations that are the most productive and effective among their peers and make the most lifesaving impact possible. With more than $200 million invested and 5.3 animals adopted, we partner with organizations who are creating lifesaving communities all across the country.

Disaster Relief and Recovery
We support organizations with funds and supplies when disaster strikes to help save animal lives.

Helping Heroes
We support the impact that service, therapy and working pet heroes bring to their communities.

Pet Cancer Research & Treatment
We invest in finding a cure and providing treatment for those in need.

Innovation
We support innovation that advances change and promotes new approaches to lifesaving.

FIGHTING PET CANCER

Petco Foundation, in partnership with Blue Buffalo, has invested $13 million in pet cancer research and treatment since 2010.

In addition to continuing our partnership with eight university veterinary oncology departments to provide treatment and further pet cancer research, this year the Petco Foundation invested in Canines-N-Kids, an organization committed to bringing the brightest minds together to create a more united and collaborative approach to research. Their approach works to move comparative oncology solutions forward to cure the devastating cancers that impact both kids and dogs.

With this partnership, the Petco Foundation is supporting an innovative approach to cancer research that aims to accelerate breakthrough treatments for canine patients and share data to inform and accelerate pediatric cancer research. It’s a new collaborative way of thinking that is intended to improve outcomes and quality of life for patients—both canine and pediatric alike.
When Harvey hit the gulf coast in August 2017, the Petco Foundation jumped into action to provide the lifesaving support that affected organizations needed to save lives.

$2.3 million
invested in organizations impacted by Hurricane Harvey.

87 organizations
supported with funds/supplies during relief and recovery efforts.

1 community inspired
Investments in Houston’s lifesaving efforts helped build a lifesaving community that is stronger than it was before the storm.

**Baltimore Animal Care Services**
Baltimore, MD
$288k to support their transformational lifesaving work for more than 11,000 animals annually.

**Bayou Animal Services**
Dickinson, TX
$500k to help build a new and improved animal shelter to meet the demands of the community in the wake of Hurricane Harvey.

**Shenandoah Valley Animal Services Center**
Lyndhurst, VA
$175k to continue leading the charge to create a lifesaving community in rural Virginia.

**Brandywine Valley SPCA**
West Chester, PA
$500k to continue their lifesaving work including an expansion of their mega-adoption event initiative in Pennsylvania.
The Innovation Showdown is a collaborative project with a goal to spark lifesaving creativity to help the animal welfare industry reduce the number of animals euthanized in the U.S. Three animal welfare organizations were selected to pitch their innovative ideas live on stage at the HSUS Animal Care Expo.

**Front Street Animal Shelter** ($250,000 investment): Text app and community-based initiative to help lost pets find their way back home

**Hubert’s Animal Welfare Center** ($60,000 investment): Hands up approach to fighting unnecessary euthanasia

**Hearts Speak** ($40,000 investment): Cloud-based marketing tool helps animal welfare organizations effectively promote to engage communities

**INNOVATION SHOWDOWN**

Petco Foundation partnered with top animal welfare leaders to award $350,000 in live shark-tank style Innovation Showdown.

**LOVE CHANGES EVERYTHING**

This spring more than 25,000 adopters joined together to celebrate the love that adopting a shelter pet brings to your life. Together they created the world’s largest mosaic of adopted pets and the people who love them. The mosaic, in partnership with WholeHearted Pet Food featured Mooch and Earl, the iconic artwork of MUTTS creator Patrick McDonnell.
The Petco Foundation supports the incredible organizations that train and support animals whose service improves the lives of hundreds of thousands of people each and every day.

The Foundation places a special emphasis on organizations which obtain pets from shelters and transform them into Helping Heroes. Some of the amazing animal heroes served by these investments include:

- **Hank**, a retired explosive detection dog from Kuwait. Thanks to Mission K9 Rescue, Hank was able to retire back in the United States and be adopted by Lloyd, a Vietnam veteran and combat tracker.

- **Skye**, a former shelter dog, trained by the National Disaster Search Dog Foundation as a search and rescue canine.

- **Mokey**, a once-homeless cat, adopted and certified as a therapy pet who now helps children learn to read and visits seniors in nursing homes.

The Petco Foundation has given more than $12 million to support the heroic work of service, therapy and working animals.

Thousands of adopters from across the United States shared their stories of how their adopted pets changed their lives giving the animal welfare organizations they adopted from the chance to receive a lifesaving grant in the fifth annual Holiday Wishes campaign.

The Petco Foundation, in partnership with Petco, selected 52 winning stories and delivered $765,000 in grant awards including one $100,000 grand prize, and a series of finalist awards ranging from $5,000 to $50,000.

The 2017 grand prize winning story followed Quinn’s adoption journey. After having his leg amputated while battling childhood cancer, Quinn was adamant that he wanted a three-legged dog. Quinn’s mom found Logan, a three-legged pup at Front Street Animal Shelter and the two have been inseparable ever since. “He just gets me,” Quinn said about Logan. Their story won Front Street Animal Shelter $100,000.
EVERY DONATION MAKES AN IMPACT
STATEMENT OF FINANCIAL POSITION
FOR THE YEARS ENDED APR 29, 2017 AND MAY 5, 2018

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>APR 2017</th>
<th>MAY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$5,075,744</td>
<td>$3,446,229</td>
</tr>
<tr>
<td>Receivables from Petco Animal Supplies Stores, Inc.</td>
<td>$2,350,729</td>
<td>$2,679,546</td>
</tr>
<tr>
<td>Other Receivables</td>
<td>$154,458</td>
<td>$198,018</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$479,609</td>
<td>$417,000</td>
</tr>
<tr>
<td>Long-term Investments, at Fair Value</td>
<td>$4,879,148</td>
<td>$7,486,971</td>
</tr>
<tr>
<td>Mission Related Investment</td>
<td></td>
<td>$2,677,443</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$12,939,688</strong></td>
<td><strong>$16,905,207</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th>APRIL 2017</th>
<th>MAY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$183,677</td>
<td>$351,984</td>
</tr>
<tr>
<td>Due to Petco Animal Supplies Stores, Inc.</td>
<td>$291,594</td>
<td>$334,757</td>
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<tr>
<td>Mission Related Investment</td>
<td>-</td>
<td>$1,500,000</td>
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<tr>
<td>Deferred Revenue</td>
<td>$315,687</td>
<td>$78,975</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$790,958</strong></td>
<td><strong>$2,265,716</strong></td>
</tr>
</tbody>
</table>

| Net Assets                            |            |          |
| Unrestricted                          | $12,148,730| $14,639,491|
| **Total Net Assets**                  | **$12,148,730** | **$14,639,491** |

| Total Liabilities and Net Assets      |            |          |
|**Total Liabilities and Net Assets**  | **$12,939,688** | **$16,905,207** |
## Statement of Activities in Net Assets and Changes in Net Assets

For the Years Ended Apr 29, 2017 and May 5, 2018

### Changes in Unrestricted Net Assets

<table>
<thead>
<tr>
<th></th>
<th>APR 2017</th>
<th>MAY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support and Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions from Individuals and Corporations</td>
<td>$29,023,440</td>
<td>$34,583,115</td>
</tr>
<tr>
<td><strong>Total Contributions</strong></td>
<td>$29,023,440</td>
<td>$34,583,115</td>
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<tr>
<td><strong>Special Events</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$1,394,800</td>
<td>$1,758,809</td>
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<tr>
<td>Expense</td>
<td>($142,005)</td>
<td>($958,997)</td>
</tr>
<tr>
<td><strong>Net Special Events Revenue</strong></td>
<td>$974,795</td>
<td>$799,812</td>
</tr>
<tr>
<td><strong>Merchandise</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$1,523,986</td>
<td>$1,354,634</td>
</tr>
<tr>
<td>Expense</td>
<td>($173,736)</td>
<td>($169,513)</td>
</tr>
<tr>
<td><strong>Net Merchandise Revenue</strong></td>
<td>$1,350,250</td>
<td>$1,185,121</td>
</tr>
<tr>
<td>Interest Income</td>
<td>$26,213</td>
<td>$21,916</td>
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<tr>
<td>Net Long-term Investment Return</td>
<td>$676,164</td>
<td>$655,958</td>
</tr>
<tr>
<td><strong>Loss from mission related investment</strong></td>
<td>($322,557)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Unrestricted Support &amp; Revenue</strong></td>
<td>$32,050,862</td>
<td>$36,923,365</td>
</tr>
</tbody>
</table>

### Expenditures

<table>
<thead>
<tr>
<th></th>
<th>APRIL 2017</th>
<th>MAY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants and Administration</td>
<td>$31,818,798</td>
<td>$31,864,066</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,598,177</td>
<td>$1,734,764</td>
</tr>
<tr>
<td>Management and General</td>
<td>$1,115,756</td>
<td>$833,774</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>$34,532,731</td>
<td>$34,432,604</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>($2,481,869)</td>
<td>$2,490,761</td>
</tr>
<tr>
<td><strong>Net Assets, Beginning of Year</strong></td>
<td>$14,630,599</td>
<td>$12,148,730</td>
</tr>
<tr>
<td><strong>Net Assets, End of Year</strong></td>
<td>$12,148,730</td>
<td>$14,639,491</td>
</tr>
</tbody>
</table>
Board of Directors Fiscal Year 2017-2018

Susanne Kogut
President

Charlie Piscitello
Chair

Judith Munoz
Vice Chair

Michael Peterson
Secretary

Steve Lossing
Treasurer

Bruce Hall

David Down

Daymond John

Erika Brunson

Kailas Rao

Marcie Whichard

Paul Ramaker

Paula Fasseas

Peggy Hillier

Rebecca Frechette

Rich Segal

Warren Rickard

Petco Foundation Team

Anna Gerhart
Financial Planning Analyst

Bill Gialenes
Regional Field Program Mgr.

Caroline Childress
Mgr. Finance Planning & Analysis

Chuck Kim
Special Project Mgr.

Courtney Cunningham
Lifesaving Partner Relations Specialist

Elena Moore
Development Assistant

Jen Perez
Communication Specialist

Joanna Randazzo
Mgr. Grants Administration

John Sierra
Regional Field Program Mgr.

Karen Meader
Regional Field Program Mgr.

Katherine Steere
Accounting Analyst

Lisa Lane
Director, Development & Marketing

Mary Ann Magaña
Grants Mgr.

Rachel McKelvey Webb
Mgr. Foundation Marketing & Events

Rene Moreno
Mgr. National Field Program

Roxanne Ramirez
Foundation Grants Assistant

Stacey Welsh
Multimedia & Visual Comm Specialist

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Susanne Kogut
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Taylor Martin
Mgr. Communications & Content

Travis Laveault
Social Media & Digital Mkt Mgr.

Wendy Fontaine
Regional Field Program Mgr.