MISSION

To promote the humane treatment of animals, prevent cruelty to animals and provide education to enhance the human-animal bond.

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MAKING A DIFFERENCE THROUGHOUT THE NETWORK

The San Diego Humane Society and SPCA is a unique and an independent 501(c)(3) organization, and is not affiliated with any other local, state or national entity such as the Humane Society of the United States in Washington or the ASPCA in New York. We are supported by contributions, grants, bequests, investments, proceeds from our in-shelter retail outlets and some fee for service. Your contributions stay right here to help animals and people in need, and to enhance and support the human-animal bond in our local, San Diego area communities.

CONTACT INFORMATION
Central Campus:
5500 Gaines Street, San Diego, CA 92110

North Campus:
(For dogs)
2905 San Luis Rey Road
Oceanside, CA 92058
(For cats & small animals)
572 Airport Road
Oceanside, CA 92058
Main Telephone: (619) 299-7012
Website: www.sdhumane.org

A Network of Nuturing
Working together to create miracles every day.
As one of San Diego’s oldest non-profit organizations, the San Diego Humane Society and SPCA is privileged to be an integral part of a caring and compassionate community of animal lovers. Thanks to the leadership, support and commitment of our community, we are making tremendous strides in demonstrating that a Humane Society can be much more than a safe haven for homeless animals. As we successfully fight animal cruelty, save lives with advanced veterinary care and provide humane education to more children and adults than ever before, our programs extend beyond shelter walls and into the countless human hearts which declare, “An animal’s love has made all the difference in my life.”

A large part of the San Diego Humane Society’s success is a result of utilizing multiple locations to serve the individual needs of each animal in our care. In this report, we are proud to share how our innovative “network” nurtures and honors every unique animal that comes through our doors, resulting in awe-inspiring miracles.

The Central Campus
(serving the greater San Diego community)
Guaines Street
• Care and adoption of dogs, puppies, cats, kittens and small animals
• Educational and community programs
• Private and public Behavior and Training Classes
• Advanced shelter medicine
Sherman Street
• Non-public, quiet place for animals to rehabilitate
• Foster care program, care for baby animals and those with special needs and injuries
• Site of Humane Investigations team
Paws Nursery
• Non-public, 24/7 neo-natal kitten nursery
• Advanced shelter medicine
Banks Street
• Operational support services for all locations in the network

The North Campus
(serving the North County of San Diego, including Oceanside and Vista)
Airport Road
• Care and adoption of cats, kittens and small animals
• Around-the-clock nursery for orphaned kittens, queens and their litters
• Educational and community programs
San Luis Rey Road
• Care and adoption of dogs and puppies
• Site of Animal Field Services Team
• Advanced shelter medicine
• Dog licensing
Off-Leash Dog Park
• Recently renovated and adjacent to dog shelter
• Separate play areas for large and small dogs

Every day, we are privileged to witness the glory, unconditional love and resilience of the animals we nurture at our various locations. Throughout this report, we have captured the special moment when an animal has benefited from the care of a particular program, service or treatment at the San Diego Humane Society. These moments are made possible by the dedicated, caring hearts which support our work. Thank you for allowing those miracles to occur.

Tell Us About Your Animal Miracle!
It’s no secret that animals enhance our lives and often fill our hearts with their unconditional love and zest for life. Perhaps you have your own miracle to share – an animal overcoming the odds or helping you in a miraculous way? If so, we’d love to hear from you!

Please share your story with us via email at love@sdhumane.org.

We will do our best to use your story in an upcoming magazine article, email, social media post or other correspondence. All responses received by March 31, 2012 will be entered in a drawing for a $25 gift certificate to Muttique, the Humane Society’s animal retail store.

Miracle Moments

The wonder of finding love
The marvel of neonatal care
A bond that heals wounds
Connecting animals and people

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Veterinary Care

The Veterinary Medicine Department consists of highly skilled Veterinarians and Veterinary Technicians who work together to provide life-saving specialized surgeries, long-term rehabilitation and progressive treatments to thousands of animals every year. Between two veterinary hospitals in San Diego and Oceanside, and with the help of our local medical partners, the San Diego Humane Society is able to provide comprehensive care to every treatable animal in need, regardless of the severity of injury.

Things seemed hopeless when a Humane Officer found Mouseberry completely paralyzed, lying on the side of the road. Our veterinary team tenderly cared for Mouseberry and spent months rehabilitating her, teaching her how to walk again with the help of a specially designed wheelchair. Less than five percent of animals with chronic spinal injuries fully recover as Mouseberry did. Today, she walks and runs around freely in her new home as a cherished member of a new family, never taking a single step for granted.

Behavior and Training

In 2010, the San Diego Humane Society added a distinguished expert to its staff of professionals, Dr. Petra Mertens, a Certified Applied Animal Behaviorist. Dr. Mertens is a Diplomat of the American College of Veterinary Behaviorists and a Diplomat of the European College of Veterinary Behavior Medicine – Companion Animals, making her one of only three people in the world to hold both distinctions.

Dr. Mertens leads a specialized team which touched thousands of animal lives last year. The Behavior and Training staff incorporates positive reinforcement techniques and develops individualized training programs for animals in need. As a result, animals are happier and healthier in the shelter environment and are more likely to find a home faster. They are also more likely to build a lifelong, trusting relationship with their new family.

Being deaf, Roxy had always found the world to be a very scary place. When she was brought to the San Diego Humane Society, the trainers customized a plan to help her become more responsive and less fearful by using innovative technology and training tools that have proven successful among fearful, deaf dogs. Before long, Roxy was showing signs of vast improvement and displaying boundless affection towards her human companions. She was soon adopted into a loving home that continues to work with her disability, which led to Roxy’s new job: supporting people who also have disabilities. Today, Roxy is a fearless and happy contributor to others in need.
Humane Law Enforcement

A Voice for the Voiceless

Investigations and Animal Cruelty
Director of Humane Law Enforcement, Randall Lawrence, oversees both the Humane Investigations Team and the Field Services Team. The Investigations Team pursues cases of animal cruelty and neglect, enforces laws, educates the public on the proper care of their animals and rescues animals from emergency situations. The department also supervises the Animal Rescue Reserve, a group of specially-trained volunteers equipped to rescue animals threatened by natural and man-made disasters and other emergency situations.

Animal Field Services
Working in partnership with municipal authorities and law enforcement, the Field Services Officers pick up and care for stray or injured domestic animals, respond to dog bite reports, re-unite lost animals with their owners, and enforce other animal related laws in the communities of Vista and Oceanside.

The San Diego Humane Society’s Field Services Department received a call about a stray dog who was hurt and unable to move in Oceanside. They drove to the scene and found Pumpkin lying on the concrete with two broken legs. Since Pumpkin was too fragile to be placed in the back of the van, Officer Emily Fisk cradled her in her lap the entire ride to the veterinary hospital. Though Pumpkin was in obvious pain, she kept looking up at Emily and kissing her face as if to say, “I love you” again and again. Pumpkin received months of veterinary support and rehabilitation from the San Diego Humane Society before she was adopted into a loving home with three children and a black Lab companion.

Paws to Success: The Nurseries

The San Diego Humane Society and SPCA launched the Paws to Success Program in 2009, a three-point approach to ending the euthanasia of healthy and treatable animals countywide by 2020.

The first point of action in the Paws to Success program was to create a 24/7 kitten nursery, as research showed that 71 percent of at-risk and potentially treatable animals euthanized in San Diego Animal Welfare Coalition (SDAWC) shelters were kittens and cats. Specifically, 38 percent were kittens under the age of eight weeks old. Since its opening, the Paws Nursery has grown at an amazing rate. In June 2011, a second 24-hour kitten nursery opened in the North County at the Airport Road location. Here, orphaned kittens under eight weeks old are admitted, along with mother cats (called “queens”) and their nursing litters. Last year, as a result of both kitten nurseries, 1,454 fragile lives were saved that would otherwise have been lost. To date, well over 3,000 kittens have been saved as a result of this program.

Eeyore’s Miracle

Eeyore was left in a plastic bag in a dumpster at just a few days old. Thankfully, someone heard his cries and brought him to our 24-hour Paws Kitten Nursery at our North Campus in Oceanside. With severe injuries on the top of his head and tail, he was transferred to our Central Campus on Gaines Street for extensive medical care and surgery. Eeyore was given tender, unwavering care by Paws staff and was socialized with other kittens during his rehabilitation process. Lucky to benefit from the network of support that led to his full recovery, Eeyore was adopted as a healthy and happy kitten into a loving home.
Celebrating the Human-Animal Bond in North County

Supporting the animal-loving community is an integral part of what the San Diego Humane Society does. Beyond the adoption of animals, the vision of the San Diego Humane Society is to provide a range of opportunities for the community to enjoy their companion animals and to experience the special connection called the human-animal bond. For this reason, the San Diego Humane Society recently renovated its dog park in North County, with the generous support of PETCO and the PETCO Foundation. Now, as Oceanside’s only off-leash dog park, this beautiful community resource provides a positive, fun, healthy and educational environment where people and their dogs can spend quality time together.

Gin Gin’s Miracle

Gin Gin found himself without a home after his owner passed away. Having just lost his family, his safe and familiar surroundings and the home he’d loved all his life, Gin Gin was shy, fearful and overwhelmed when he first arrived at the San Diego Humane Society. He was in need of advanced medical intervention to manage a heart murmur, a skin infection and dental disease. After receiving months of veterinary care and lots of love from the Behavior and Training Team, along with staff and volunteers, he slowly began to come out of his shell. Before long, Gin Gin grew affectionate, warm, and was ready to love unconditionally again — and soon thereafter, he found the home of his dreams.

The Network Continues to Grow in North County

Airport Road Opens!

The latest addition to the San Diego Humane Society and SPCA is its newest location in Oceanside at 572 Airport Road, which was opened in June of 2011. The addition of 30,000 square feet provides more space to house cats, kittens and small animals. It also serves as a center for animal-related community programs and as a hub for the North County–based animal cruelty Investigations Department. Animals across the network benefit from this expansion, as we are now able to offer specialized care to more animals in need and provide more convenient access to our programs and services for the pets and people in North County. With heart, tenacity and teamwork, we hope to utilize our success at the Central Campus on Gaines Street in San Diego as a model for continued growth at Airport Road, providing the animals with the highest level of quality care, and as always, quality love.
Educating a community to respect and properly care for animals is a vital thread in the fabric of a compassionate society.

– Mark Goldstein, DVM, CAWA

The San Diego Humane Society and SPCA recognizes that sometimes what an animal can give and teach is a powerful source of healing and personal connection. Animals provide unconditional love and emotional support. Without long to-do lists or worries blocking them from the present moment, they live in the here and now and fill it with compassion. The San Diego Humane Society’s Pet-Assisted Therapy program touched the lives of nearly 11,000 people last year, as volunteers brought dogs, rabbits, guinea pigs and rats to patients at convalescent homes, hospitals, mental health centers, abused children’s homes, juvenile detention centers and more. Sharing love, spreading joy, and boosting spirits is the amazing work of our Pet-Assisted Therapy Team.

Pet-Assisted Therapy

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Community Programs

Whether a child is learning how to appropriately pet a dog for the first time or what it means to be a Humane Investigations Officer, our Humane Education Department provides countless little learning experiences yielding big results. Last year, 18,841 children participated in humane education, a 44% increase from 2009-10.

Adults also benefit from our various Humane Education programs, such as Project KEPPT (Keeping Every Person and Pet Together). On the first Sunday of each month, the San Diego Humane Society offers a vaccination clinic, pet food bank, licensing, micro-chipping, behavior and training advice, pet-friendly housing referrals and more at our Airport Road location in Oceanside. This special program provides vital support for those in the community who need assistance in keeping and caring for their companion animal.

Volunteers

In every area of our work, volunteers play a significant role in our success. From walking dogs and bottle-feeding kittens to fundraising and helping with clerical work, the Humane Society would not be where it is today without its more than 1,100 dedicated, talented and inspirational volunteers.
ANIMALS RECEIVED
Owner Relinquishments
Stray Animals Admitted
Animals Transferred from other agencies to the Humane Society
Animals Rescued for their Protection
Adoption Returns
Total Intake

ANIMALS GOING HOME
Dogs
Cats
Small Animals & Horses
Animals Returned to Owners/Reclaimed
Total Animals Going Home

ANIMAL INTAKE – INTERPRETING THE TREND
Although the intake of animals admitted to the San Diego Humane Society and SPCA continues to increase as a result of our municipal contracts with the cities of Oceanside and Vista, the overall population of animals is changing significantly, booming more challenging for a variety of reasons:
• Stray animals have no owner history.
• Over 80% of the stray animals have medical conditions including an abundance of emergency care critical needs.
• Stray animals generally have significant behavioral issues associated with lack of history, poor socialization, and many being mature and unaltered.
As a result, the animals in our care are needing a higher level of care and generally require lengthier stays to be re-homed.

OTHER OUTCOMES
Animals Transferred to Other Agencies
Animals Euthanized
Animals that Died of Natural Causes While in our Care
Total Other Outcomes

1Includes Customers Service Department contacts.

ANIMALS RECEIVED

ANIMALS GOING HOME

ADVANCED SHELTER MEDICINE
Dental Procedures
Laboratory Procedures (i.e. blood work, biopsies and other diagnostics)
Radiographs
Orthopedic Surgeries
Other Surgeries (i.e. mass removal, exploratory surgery, eye/ear surgery, abscess drainage)
Outsourced Specialty Surgeries
Outsourced Treatment Expense Incurred by the Humane Society

1Includes specialty surgeries, diagnostic, critical care and procedures that cannot be performed in-house. For FY 2010-11, a significant portion of this amount was for SDHS spay/neuter surgeries.

PAWS TO SUCCESS
Total Kittens Admitted
Kitten Adoptions
Live Release Rate

1Live release rate also includes kittens still in our care.

BEHAVIOR & TRAINING
Humane Society Dogs and Cats Receiving
Specialized Training
Pre- and Post- Adoption Consultations Provided
Adoption Follow-up Calls Completed
Behavior Helpline Calls/Emails Received and Answered
Behavior Training Classess Offered to the Public Registrants Instructed through Public Training Classess Workshops
Private Consultations and Training Sessions for Owned Animals

INVESTIGATIONS & ANIMAL CRUELTY
Cruelty and Neglect Reports Responded To
Animals Seen in the Field
Animals Taken into Custody (Relinquished and Seized)
Notices of Violation
Pre- and Post- Seizure Hearings
Pet Shop, Stable/Feed Store, Rodeo, Circus, Foster and Other Inspections
Educational Speaking Engagements
Cases Resolved

ANIMAL FIELD SERVICES
Animal Bite Quarantines
Number of Field Services Complaints (i.e. Running at Large, etc.)

ANIMAL RESCUE RESERVE
Hours of ARR Volunteer Training
Hours Spent Executing Rescue
Animals Assisted in Emergency Situations

RAISING COMMUNITY AWARENESS
Community Outreach

ADULT PROGRAMS
Doggie Cafe
Happy Hour Lectures
Pet Loss Support Group
Pet First Aid Classes
On Site Adult Participation
In-Home Visits
Speaking Engagements
Off-Site Adult Participation

CARE AND CONFIDENCE: The San Diego Humane Society and SPCA utilizes Shelter Buddy™, an animal shelter database system, for its animal tracking, statistical management and reporting.

YOUTH PROGRAMS
Animal Adventure Camp (Spring and Summer)
Birthday Parties
Storytimes
Home-School Programs
Scout Programs
General Tours
On-site Youth Participants
School Outreach
Listening E.A.R.S.

COMMUNITY OUTREACH AT A GLANCE
A vital part of the San Diego Humane Society and SPCA’s mission is to provide humane education through various community outreach efforts. In FY 2010-11, the number of people directly impacted by humane education increased by nearly 30%, and 15% over the past four fiscal years. With our expansion into the North County, we anticipate this trend to continue.

COMMUNITY OUTREACH GROWING RAPIDLY

FUNDRAISING & DEVELOPMENT
Total Individual Gifts Generated
Total Bequests and Planned Gifts Received

PET-ASSISTED THERAPY
Total Facilities Visited
Total People Reached

PROJECT KEEPT™
Total People Impacted
Total Animals Impacted

PROJECT KEEPT™ (Keeping Every Person and Pet Together) is a community service initiative to provide education, resources and services to those in need to assist our community in keeping their companion animals and to enhance the human-animal bond.

COMMUNITY OUTREACH GROWING RAPIDLY

FY 2007-08
FY 2009-10
FY 2010-11

+73%

FY 10-11
FY 09-10
FY 08-09
FY 07-08

+153%
## ANNUAL ANIMAL STATISTICS TABLE

<table>
<thead>
<tr>
<th></th>
<th>Dog</th>
<th>Cat</th>
<th>Others</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A</strong> Beginning Shelter Count (July 1, 2010)</td>
<td>249</td>
<td>480</td>
<td>92</td>
<td>821</td>
</tr>
<tr>
<td><strong>B</strong> From the Public</td>
<td>2,992</td>
<td>2,778</td>
<td>313</td>
<td>6,083</td>
</tr>
<tr>
<td><strong>C</strong> Incoming Transfers from Organizations Within Community/Coalition</td>
<td>5</td>
<td>121</td>
<td>7</td>
<td>133</td>
</tr>
<tr>
<td><strong>D</strong> Incoming Transfers from Organizations Outside Community/Coalition</td>
<td>1</td>
<td>1</td>
<td>5</td>
<td>7</td>
</tr>
<tr>
<td><strong>E</strong> From Owners Requesting Euthanasia (Not Healthy)</td>
<td>1,357</td>
<td>735</td>
<td>78</td>
<td>2,170</td>
</tr>
<tr>
<td><strong>F</strong> Total Intake (B + C + D + E)</td>
<td>4,355</td>
<td>3,635</td>
<td>403</td>
<td>8,393</td>
</tr>
<tr>
<td><strong>G</strong> Owner Requested Euthanasia (Not Healthy)</td>
<td>1,357</td>
<td>735</td>
<td>78</td>
<td>2,170</td>
</tr>
<tr>
<td><strong>H</strong> ADJUSTED TOTAL INTAKE (F - G)</td>
<td>2,998</td>
<td>2,900</td>
<td>325</td>
<td>6,223</td>
</tr>
<tr>
<td><strong>I</strong> Adoptions</td>
<td>1,489</td>
<td>2,289</td>
<td>251</td>
<td>4,029</td>
</tr>
<tr>
<td><strong>J</strong> Outgoing Transfers to Organizations Within Community/Coalition</td>
<td>24</td>
<td>46</td>
<td>11</td>
<td>81</td>
</tr>
<tr>
<td><strong>K</strong> Outgoing Transfers to Organizations Outside Community/Coalition</td>
<td>90</td>
<td>1</td>
<td>22</td>
<td>113</td>
</tr>
<tr>
<td><strong>L(1)</strong> Return to Owner (Stray animals Only)</td>
<td>785</td>
<td>70</td>
<td>8</td>
<td>863</td>
</tr>
<tr>
<td><strong>L(2)</strong> Reclaim (Animals relinquished by and then returned to owner)</td>
<td>29</td>
<td>10</td>
<td>0</td>
<td>39</td>
</tr>
<tr>
<td><strong>M</strong> Healthy (Includes any healthy animal euthanized at owner request)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>N</strong> Treatable – Rehabilitable</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>O</strong> Treatable – Manageable</td>
<td>469</td>
<td>489</td>
<td>31</td>
<td>989</td>
</tr>
<tr>
<td><strong>P</strong> Unhealthy &amp; Untreatable</td>
<td>1,357</td>
<td>735</td>
<td>78</td>
<td>2,170</td>
</tr>
<tr>
<td><strong>Q</strong> Owner Requested Euthanasia (not Healthy)</td>
<td>1,357</td>
<td>735</td>
<td>78</td>
<td>2,170</td>
</tr>
<tr>
<td><strong>R</strong> Total Euthanasia (M + N + O + P + Q)</td>
<td>1,826</td>
<td>1,224</td>
<td>109</td>
<td>3,159</td>
</tr>
<tr>
<td><strong>S</strong> ADJUSTED TOTAL EUTHANASIA (R - Q)</td>
<td>469</td>
<td>489</td>
<td>31</td>
<td>989</td>
</tr>
<tr>
<td><strong>T</strong> Subtotal Outcomes (I + J + K + L(1) + L(2) + S)</td>
<td>2,886</td>
<td>2,905</td>
<td>323</td>
<td>6,114</td>
</tr>
<tr>
<td><strong>U</strong> Died or Lost in Shelter Care</td>
<td>33</td>
<td>43</td>
<td>21</td>
<td>97</td>
</tr>
<tr>
<td><strong>V</strong> TOTAL OUTCOMES (T + U) Excludes owner requested euthanasia (not healthy)</td>
<td>2,919</td>
<td>2,948</td>
<td>344</td>
<td>6,211</td>
</tr>
<tr>
<td><strong>W</strong> Ending Shelter Count (June 30, 2010) [A + H - V]</td>
<td>328</td>
<td>432</td>
<td>73</td>
<td>833</td>
</tr>
<tr>
<td><strong>X</strong> Annual Live Release Rate/Percentage (I + J + K + L(1) + L(2))/ T</td>
<td>84%</td>
<td>83%</td>
<td>90%</td>
<td>84%</td>
</tr>
</tbody>
</table>

The Annual Live Release Rate does not include (Q) owner requested euthanasia which were not healthy and (U) animals that were lost while under shelter care.

## Development

For more than 130 years, compassionate animal lovers have supported the San Diego Humane Society and SPCA, an organization which is funded almost entirely through private donations.

Because of our community’s generous support and endless love of animals, thousands of precious lives are saved and human hearts touched by the incredible experience of loving a companion animal.

Every year, members of the community tune into our Telethon, Walk for Animals and dress up with their dogs to attend our Fur Ball gala, raising the critical funds necessary to care for countless animals and serve people in need.

## San Diego Animal Welfare Coalition Accords

In August of 2004, a summit of animal welfare industry leaders from across the nation convened at Asilomar in Pacific Grove, California, for the purpose of building bridges across varying philosophies, developing relationships, agreeing on common definitions and gathering statistics in a standardized format. The statistical guidelines developed from the spirit and vision of this meeting came to be known as the Asilomar Accords. They serve as an important tool in tracking the progress and goal of the Asilomar Accords, which is to significantly reduce the euthanasia of healthy and treatable companion animals in shelters across the United States.

## EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adoptions and Animal Care</td>
<td>$11,345,055</td>
<td>65%</td>
</tr>
<tr>
<td>Donor Development and Fundraising</td>
<td>$2,521,989</td>
<td>14%</td>
</tr>
<tr>
<td>Management and General</td>
<td>$1,293,218</td>
<td>7%</td>
</tr>
<tr>
<td>Investigations and Field Services</td>
<td>$1,196,625</td>
<td>7%</td>
</tr>
<tr>
<td>Community Outreach</td>
<td>$804,454</td>
<td>5%</td>
</tr>
<tr>
<td>Marketing and Communications</td>
<td>$379,755</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Total Functional Expenses</strong></td>
<td>$17,541,096</td>
<td>100%</td>
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</tbody>
</table>

## INCOME

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bequests and Planned Gifts</td>
<td>$18,517,100</td>
<td>60%</td>
</tr>
<tr>
<td>Investment Income (net of expense)</td>
<td>$4,832,381</td>
<td>16%</td>
</tr>
<tr>
<td>General Contributions</td>
<td>$4,030,402</td>
<td>13%</td>
</tr>
<tr>
<td>Field Service and Licensing Fees</td>
<td>$1,622,935</td>
<td>5%</td>
</tr>
<tr>
<td>Special Events (net of expense)</td>
<td>$416,074</td>
<td>2%</td>
</tr>
<tr>
<td>Veterinary Health Services</td>
<td>$401,671</td>
<td>1%</td>
</tr>
<tr>
<td>Adoption/Training Animal Program Fees</td>
<td>$398,110</td>
<td>1%</td>
</tr>
<tr>
<td>Education Program Fees</td>
<td>$262,658</td>
<td>1%</td>
</tr>
<tr>
<td>Retail (net)/Facility Income</td>
<td>$218,923</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td>$30,700,254</td>
<td>100%</td>
</tr>
</tbody>
</table>