



AnimalKind Programming & Financial Commentary

As the population of stray, unwanted, and feral cats continue to grow, shelters like AnimalKind struggle to provide life-saving services to all who seek our help. The need for a new facility has forced us to look at our current programming and institute efficient and creative means to leverage our resources effectively while being able to also provide low-cost services to community members in need throughout the life span of their companion animal.

Feline Intakes

Over the last decade, AnimalKind has averaged over 1,000 intakes a year, including cats that enter foster or foster-to-adopt programs. The need for safe placement of stray and unwanted cats and feral kittens continues to grow at an unprecedented rate. While most intakes are from both Columbia and Greene County surrender and trapping activities, when not at capacity, AnimalKind also assists other regional shelters who find themselves struggling with over-capacity. Our new facility will be constructed in a way that makes many functional spaces available for immediate use for feline housing under emergency circumstances. This purposeful construction will enhance our ability to intake cats, especially when faced with urgent hoarding situations.

Adoption Program

AnimalKind is currently exploring ways to make our adoption program more robust and interactive. In addition to posting available animals on our website, Pet Finder, and Adopt-a-Pet, we also post frequently on Facebook, Instagram, and Tik Tok. Reaching a wide audience leads to more ideal matches between the animals we service and their forever human companions. Our new building will bring more visitors through our doors as our service offerings will also include comprehensive clinic and surgical services for cats and dogs, educational programs held in the community room, and a thrift store. We have also recently enhanced our adoption application and screening process, and in the new facility, we will expand our adoption center hours.

Our goal with our state-of-the-art facility is to drastically reduce instances of common shelter illnesses, which will shorten the intake to adoption cycle and cut the costs associated with caring for each animal we service. More exposure to individuals will allow us to more readily match people to pets. We are also working with Kitten Angels, a highly regarded regional foster-based rescue organization, to provide cats for adoption through local Pet Smart Stores. Our goal is to increase the number of adoptions by 50% in the next 24 months. Adoptions are forecasted to contribute 10% of total revenue as a result.

Foster Program

Another method employed to maintain feline health is by engaging fosters to routinely take kittens or more health-at-risk cats out of the shelter environment where they can be more prone to viruses and bacterial infections. We have recently implemented a revamped foster screening and recruitment program aimed at better classifying fosters' abilities to care for cats based on their life stage or health profile. Fosters serve a vital role in the health and well-being of the animals we ultimately adopt out, and our goal is to double the amount of fosters we currently rely on by 31 December, 2026. Fosters play a crucial role in meeting our goal of increasing adoptions by 50% in the next 24 months.

Spay & Neuter Clinics

AnimalKind currently receives annual support through the ASPCA which covers the costs of over 500 spay or neuter surgeries for our community members each year. Spay and neuter clinics are an essential component of ending feline over-population. As of the fall of 2025, AnimalKind was averaging about 70 spay or neuter surgeries during 36 available clinic hours per month. Currently, we are working to double the veterinary resources that can be directed to spay and neuter clinic work. AnimalKind receives approximately 150-200 inquiries per month for spay and neuter services and we are unable to fulfill at least half of those requests for services. Doubling our service availability will also translate to tripling our income as AnimalKind's in-house, non-paying cats get priority on available spay and neuter slots. The new facility will provide us with the space to potentially perform 300-400 spay and neuter procedures per month. We are even exploring ways to partner with other rescue organizations to provide them with a consistent source of spay and neuter services.

TNR Clinics

Given the small number of clinic hours that we have available for spay and neuter procedures, we currently have trap and release feral cats being serviced during clinics that have both AnimalKind in-house and individually owned domestic cats receiving services. Feral cats often have fleas, ticks, worms, and other maladies like URIs, all of which can impact both AnimalKind and individually owned cats adversely. Our goal in the new building is to establish specific TNR clinic days to address feral cats and their specific potential health needs without impacting other animals. While the TNR clinics will not derive a direct profit to AnimalKind, the goal is to decrease the feral population and stop the spread of disease through feral colonies that may also impact domesticated indoor/outdoor cats, other animals, and even people.

Wellness Clinics

The goal of our wellness clinics is to cut our own eventual costs. Often, community members seek out our help when their cat is extremely ill, and they cannot afford traditional veterinary or emergency care. In many of these instances the situation could be partially or fully avoided if pet owners were benefiting from routine exams. Many of the services we provide to our underserved community members are below cost or, at times, at no cost depending on the circumstances, even if the animal is receiving expensive lifesaving treatment. We are planning to hold three wellness clinics for dogs and 6 for cats in 2026 with a small, expected revenue of roughly \$10,000. However, in 2027, when we occupy the new building, we believe we can triple the revenue in our first year of occupancy.

Vaccine Clinics

Roughly half of the animals that come to AnimalKind for surgical services are not fully vaccinated. Vaccine clinics are another break-even prospect for AnimalKind but represent a way to indirectly cut costs by insuring AnimalKind cats housed on the premises are less likely to be impacted by the conditions of other animals.

AnimalKind Animal Medical Services

With a new facility comes a new opportunity to provide medical and surgical services consistently throughout the life cycle of our patients. This provides a whole new revenue stream for AnimalKind as we currently do not have clients who consistently use AnimalKind exclusively for medical services. We will be able to provide wellness exams and check-ups, perform diagnostic testing, perform more surgical procedures outside traditional spay and neuter services, and receive real-time imaging results that will allow our medical staff to provide immediate care. While our model will not include emergency services, our new facility will be equipped to handle walk-in, urgent situations and provide us with the ability to triage life-threatening situations. Our goal in 2027 is to bring on 100 patients that will consistently use our full suite of veterinary services and we will sell that to adopters by offering exams at no charge for the first year after adoption.

Volunteer Program

AnimalKind has recently retooled its Volunteer Program to leverage the skills of those willing and able to volunteer to assist with the needs of the shelter. Formerly, the volunteer program largely consisted of individuals willing to spend time socializing our cat population. We have recently identified several areas in which volunteers can lend

their time and talents, including grant writing, administrative and marketing support, facilities maintenance, feral cat colony management and support, transport, event planning, and fundraising efforts. AnimalKind is truly positioning itself to be a community-based organization, supported by community members with the primary goal of supporting fellow community members and their companion animals.

Partnership Programs

2025 became the year where AnimalKind took a hard look internally to identify needs that external partners could not only fulfill but mutually benefit from. We have opened channels with Columbia Greene Community College to partner with various courses of study and clubs to promote community involvement by offering students real life experience in their areas of study. We have proposed the thrift store be made available for the business department to run, the IT needs of our new facility be built and maintained by the computer science department and offered internships in our clinic setting for medical imaging students. We have also recently partnered with Living Resources, located in Catskill, to give adult clients the opportunity to work and support our animal population. Most importantly, we have opened communication channels and partnering activities with other regional rescues like Kitten Angels, to leverage our strengths and weaknesses to help resolve the feline overpopulation issue.

Barn | Feral Program

Annually, AnimalKind at minimum, houses 50 to 70 feral cats that are not returned to the environment in which they were captured. We provide both indoor and outdoor access to our feral cat population to familiarize cats with an environment that provides indoor shelter and sustenance while also providing outdoor access. The intent of our program is to introduce barn cats to farms and equestrian centers every spring and early summer where the timing is most favorable to the cats' overall survival. Barn cats are essential "workers" controlling rodent populations, thus reducing the instance of disease to farm animals.

Trapping Support

AnimalKind currently provides the equipment needed for trapping activities and is actively recruiting, through its volunteer program, individuals who are willing and able to trap. Trapping cats is an essential activity to decrease the proliferation of feral and stray cat populations. We support trapping efforts so trapped cats can be spayed or neutered and either returned to their original environment, sheltered by AnimalKind to eventually be adopted out as a barn cat, or even socialized to become a member of a domesticated household.

Community Food Pantry

In addition to providing low-cost medical services to community members in need, we also provide pet food and litter through our food pantry program. We have partnered with ShopRite and Tractor Supply who help keep our pantries stocked. Additionally, our pet food pantry is reliant on donations from the public and from our historical, routine supporters. Being able to provide necessities to pet owners helps keep pets inside and safely with their human companions. Community members who are supported are less inclined to leave their animals behind when they move or let them out permanently when they are short of resources needed to obtain necessities.

Public Education Programs

The new facility will provide space for AnimalKind to deliver educational programming related to all the programs that AnimalKind provides. Formal programming for feral cat care, trapping, bottle and syringe feeding, foster care, volunteer training, new cat parent education, and end of life care have been developed. The new facility will provide a space where programming can be delivered in a group setting and additional educational programs can be developed.

Thrift & eBay Stores

AnimalKind will be dedicating approximately 1,000 square feet to a thrift store intended to provide financial means to pay all the facilities expenses annually. In 2025, we held 2 giant thrift sales with 100% of the goods donated by the public that raised a substantial amount of funds. Our new facility's location, on Route 23, is home to 4 other thrift stores within a 5-mile radius, making it a prime target for active thrifting. Additionally, we are located just

outside of the historic city of Hudson, which is home to several antique shops, furniture dealers, and designers alike, which have already shown great interest in the items donated to AnimalKind. Through this relatively new endeavor, we have been the fortunate recipient of collectibles, jewelry, and artwork that deserved a larger audience, so we have opened an eBay store to compliment the thrift store activities.

The thrift store has many additional purposes for AnimalKind. It allows us to interact with the public and our supporters, thank them for their contributions to our organization, and they get to see the generosity of their fellow community members just by seeing the donated items. We can educate the public on our programs, recruit volunteers, fosters, and adopters, and serve as a different point of contact for individuals who need our help. We feel these interactions have been invaluable for the organization already, and have directly translated to more donations, more volunteers, and more adoptions.