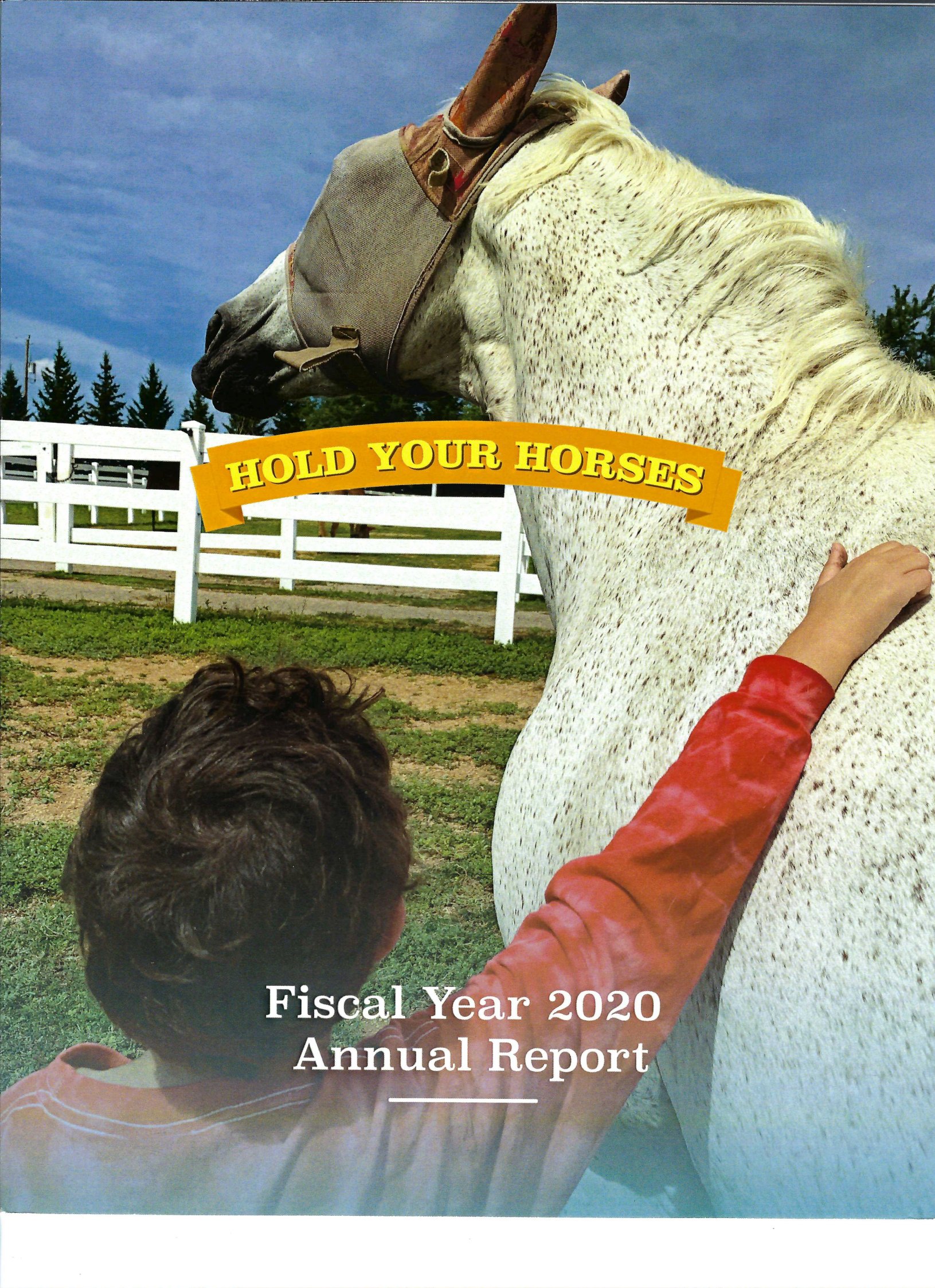




# HOLD YOUR HORSES

Fiscal Year 2020  
Annual Report

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# Our Community of Care & Connection

## From The Director

*She climbed out of the vehicle after a long ride out to the farm from the city. Her heart heavy, thoughts dark and attitude surly. The therapist invited her to sit on the swing in outdoor waiting area. She looked out over the vast green landscape dotted with horses grazing peacefully. The first sigh escaped her masked lips. Her arms still tightly crossed in front of her heart until the orange barn cat leapt nimbly into her lap. He persuaded her arms to unfold and as the cat snuggled in, the young woman's brow unfurled and a smile spread expansively across her face. At that moment a door opened that had been slammed shut and her therapy session began.*

*A parent wearily guides her son to the computer screen. The parent is exhausted from endless hours of home school assignments, therapy exercises and meeting the demands of working a job from home. The boy is agitated, still unable to adapt to the abrupt changes in his dependable routine. His sleeping, eating and toileting are all off schedule. The screen opens and the boy sees a familiar face holding his favorite Eric Carle book. A pony in the background has lifted his head from grazing to regard the scene and presses its muzzle close to the camera. The boy squeals with delight and leans in to hear his favorite story.*

With the impact of a pandemic half way through our fiscal year we pivoted, straddled, shut down, opened up, masked, cleaned and distanced our way through to serving our clients. Not all of them could transition with us to receive services. HYH went out of its way to provide visuals of the farm, story time and yoga videos for people to stay connected. Those who could participate in services transitioned as best they could to telehealth services and eventually coming back out to the farm, one at a time, safely distanced, masked and temperatures measured.

Our capacity cut in half, our income down to a trickle, we continued to work harder than ever. The horses and property needed 24/7 care. In small numbers, our team kept the essential care of the farm and property going while inventing ways to keep our therapy services safe and assessable. We realized that without success from the first half of our fiscal year, our doors would have closed.

In that first half of our fiscal year we saw an increase in client services and a big jump in donor dollars thanks to a beautiful gift from the Brachman family. We were focused on growth. By mid-March that focus shifted to weathering the pandemic.

At HYH we have a history of resilience and know how to meet a challenge. Our mission is moving lives forward from trauma and disability. As an organization we must practice what we teach. HYH will continue to adapt and move forward creating a safe and accessible environment that cares for its herd, its wonderful team, its 69 acres and most importantly the people we serve. Thank you for making it possible.

- Janet Weisberg, MS OTR/L HPCS, Founding Director

## FY 2020 Board of Directors

Sara Meadows, President (outgoing)  
Rebecca Anderson, At Large  
Elizabeth Radichel, At Large

Byron Wieberdink, Treasurer  
Kari Holmes, At Large

Cynthia Olauson, Secretary  
Nathan J. Nelson Esq. At Large (outgoing)

## Summary of Financial Position

HYH continues to operate with fiscal responsibility and integrity. Our farm continues to prove beneficial to HYH clients, team members and the community we serve. This past year HYH generated \$323,000 in total revenue, generating an operating profit of \$46,700. We managed our expenses and generated an operating cash flow of \$71,300. We closed our fiscal year 2020 with \$108,000 of liquidity.

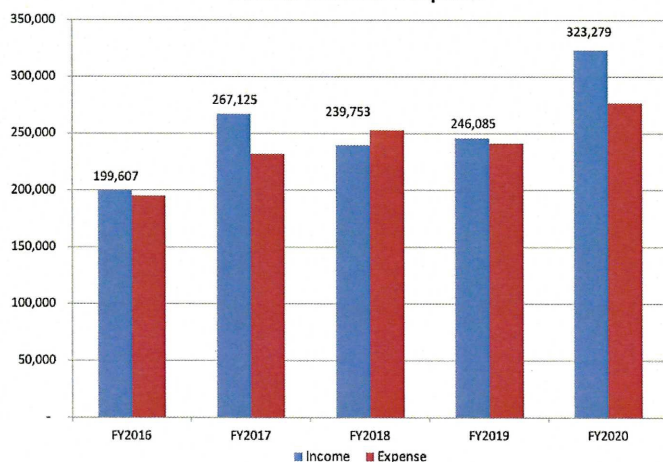
Hold Your Horses generates revenue from client fees, events, grant funding and private donations. This fiscal year we received a remarkable gift of \$100,000 from the Brachman family. This gift boosted our overall revenue and has helped sustain the organization through a very challenging period of time. The pandemic impacted HYH six months into our fiscal year. We transitioned to telehealth with less than a two week break in services. We then managed a phased re-opening for safe in-person services. These changes to how we provide services allowed us to serve the greatest needs in our client community. Support from our donors made it possible for HYH to maintain a connection with all of our clients, even when client capacity and revenue was down.

We are abundantly grateful to the Brachman family and all of our donors. This incredible support allows us to continue making the investment in our clients, team, horses, farm and community.

| HOLD YOUR HORSES<br>FYE 6/30/20 FINANCIALS |                     |                         |                  |
|--------------------------------------------|---------------------|-------------------------|------------------|
| <b>BALANCE SHEET</b>                       |                     | <b>PROFIT AND LOSS</b>  |                  |
| <b>ASSETS</b>                              |                     | <b>INCOME</b>           |                  |
| Cash                                       | \$ 107,993          | Fundraising Income      | \$ 229,635       |
| Accounts Receivable                        | \$ 9,271            | Program Income          | \$ 93,644        |
| Other Assets                               | \$ 170              | Other Income            | \$ 371           |
| Total Current Assets                       | \$ 117,435          | Total Income            | \$ 323,650       |
| Total Fixed Assets                         | \$ 1,075,937        |                         |                  |
| <b>TOTAL ASSETS</b>                        | <b>\$ 1,193,371</b> | <b>EXPENSES</b>         |                  |
|                                            |                     | Staffing                | \$ 168,714       |
| <b>LIABILITIES AND EQUITY</b>              |                     | Horse Expense           | \$ 36,647        |
| Total Liabilities                          | \$ 774,663          | Operating expense       | \$ 71,582        |
| Equity                                     |                     | Total Expense           | \$ 276,943       |
| Unrestricted Net Assets                    | \$ 372,001          | <b>TOTAL NET INCOME</b> | <b>\$ 46,707</b> |
| Net Income                                 | \$ 46,707           |                         |                  |
| Total Equity                               | \$ 418,708          |                         |                  |
| <b>TOTAL LIABILITIES AND EQUITY</b>        | <b>1,193,371</b>    |                         |                  |



Annual Revenue & Expense



## Yearlings (1st Time Donors)

George Abide  
Ameriprise  
Blair & Selma Balk  
Jim & Dana Belisle  
Susan Bornstein  
Michael Brewer  
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Michele Caulfield  
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Lynn Weisberg  
Stephen Weisberg  
Jean Wicks  
Marybeth Wilkes  
Simon Wiltshire  
Ellie Zimmerman

## Trusty Steeds (Donors for 3+ Years)

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Ronald Anderson  
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Lynn Appelbaum  
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Dawn Baker  
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Melissas Barany  
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Eileen Bohn  
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Margaret Johnson  
Ted Jordan  
Trina Joyce  
Julie E Oswald Family Trust  
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Marlene & Darrel Tollefson  
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Liz Ward  
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Michael Winikoff  
West Bend Community  
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## STALL OF FAME

Mary and Armand Brachman  
Terry Bartz  
Cargill  
Beverly Dann  
The Ralph S. French Charitable  
Foundation  
Cheri Morgan  
Julie E. Oswald Family Trust  
Heidi and Brian Pergament  
Sanger Family Foundation  
Bert and JoAnn Zusman Foundation

## SPECIAL THANKS

We are incredibly grateful to the businesses and individuals for in kind support in FY20:

Amira Cohen Hakel  
Armed Creative  
Lynn Berghs  
Cairns Psychological Services  
Sarah Carlson, DVM  
France 44 Wine and Spirits  
Angie Garrison  
Karen Hupp  
The City of Golden Valley  
Sweet Jules  
Jennifer Kish, LDI printing  
Jack Kirley  
Willy Kluck  
Integrated Equity Management  
Nemer Fieger & Associates, Inc.  
Mike Olauson  
David Raskas  
Smothers Services  
Barb Sheldon  
Julie Sinykin  
Sweet Jules  
Charlie and Oscar Tarshish  
Trillium Veterinary and Chiropractic  
Debbie Wiitala