

2013 Annual Report



And the (hoof)beat goes on! 2013 continues focus on serving more participants in more ways

From our expanded mission statement to our new sensory stations, 2013 was a year filled with growth and change – all with an eye on being able to offer more programs to more children/youth.

The year began with the Board approving an expanded mission statement. The new mission statement, seen on this annual report, was created to more accurately reflect our current program offerings. The number of programs has increased significantly over the past couple of years with the additions of the Saddle Up! Equestrian Club, hippotherapy (physical and occupational therapy), and equine facilitated learning (EFL) with our partner Benton Hall Academy.

The mission revision set the stage for the Strategic Planning Team to begin its work in January of creating the next road map with our 2014-2018 strategic plan. The Board approved the new plan at its May meeting. The plan focuses on five areas:

- **Program development** – increasing the impact of our offerings through the development and delivery of high quality traditional, innovative and diversified programs.

- **Capacity** – fully utilizing and increasing our capacity to serve more children/youth at our current location.
- **People** – recruiting and continually developing Board, staff and volunteers who are passionate, committed and engaged in delivering the Saddle Up! mission.
- **Financial** – expanding resources to fully meet our current needs and to help ensure the long-term viability of Saddle Up!.
- **Marketing/Public Relations** – working to increase awareness and engagement of families, supporters, volunteers, and the community in the work of our mission.

Work on these goals began in 2013, although the new plan technically begins in 2014. We made lots of progress by year's end. Some examples:

- Served 218 unduplicated participants in 2013 vs. 188 in 2012.
- Reached 5,402 total hours of service.
- Increased total hours of volunteer services by almost 14% over 2012, thanks to our amazing volunteers!
- Completed and copyrighted RIDES, the Saddle Up! created and tested system to help more accurately track rider's progress. Saddle Up! introduced RIDES to the equine assisted field at the PATH International 2013 conference in Florida.
- Created a small volunteer lounge area in the main facility.
- Dedicated the wonderful new sensory stations built by Henry Ingram as his Eagle Scout project.
- Grew our therapy program (called hippotherapy) with the addition of a second part-time physical therapist and first part-time occupational therapist.

(please see focus, goals on page 5)



London L. and Pedro have a little chat prior to their event at the 2103 SUPER Show. Volunteer Kelly Ritter can't help but chuckle.

Our Mission – Provide children and youth with disabilities the opportunity to grow and develop through therapeutic, educational and recreational activities with horses.



Volunteer service sees 13.7% increase in 2013 to 17,115 hours!

Saddle Up! counts on volunteers in a HUGE way! Without them we would not be able to do all we do.

In 2013, we grew all of our programs – therapeutic riding lessons, hippotherapy, equine facilitated learning, and the Saddle Up! Equestrian Club.

And because of that we saw a big increase in the number of volunteer hours. In fact, from 2012 to 2013 we experienced a 13.7% increase in the number of volunteer hours given to Saddle Up! – going from 15,058 up to 17,115 hours of volunteer service!

Each year, the Independent Sector publishes the approved “value” of a volunteer hour. For Tennessee in 2011 – the most recent year available at press time – that was \$19.42 an hour. At that rate, our volunteers gave \$332,373 worth of service to Saddle Up!.

But their true value goes far beyond dollars. We count on volunteers to help in many ways -- in our programs as horse leaders, sidewalkers/supporters, horse care and conditioning, barn and farm maintenance, special events, and fundraising in addition to the organizational leadership given by our Board of Directors.

We continue to have more than 500 active volunteers in a year’s time. About 225 serve weekly during our school year program sessions! These amazing individuals and groups give freely of their precious assets – their time and talents – and we are deeply grateful to each of them for volunteering and making a personal impact on our organization.



Above, Shiloh stops to sniff the fresh herbs and flowers in the new sensory trail completed this year by Henry Ingram as his Eagle Scout project.

Below, Strategic planning kicked off in January with a retreat at LP Field. During a lunch break, participants got to tour the Titans locker room.



Saddle Up! 2013 Board of Directors

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2013 Advisory Board

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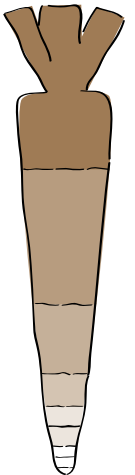
Executive Director

Cheryl Scutt

Where the money comes from

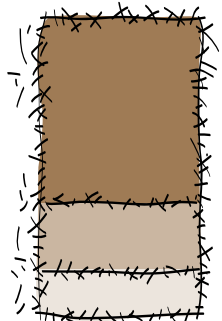
■ Individual Gifts	37.5%
■ Events	31.6%
■ Program Fees	15.8%
■ Grants	6.7%
■ In-Kind	6.2%
□ Corporate Gifts*	1.1%
□ Interest Income	0.6%
□ Miscellaneous	0.4%

*Corporate gifts exclude event sponsorships, which are shown in event revenues.



Where the money goes

■ Program	76%
■ Fundraising	15%
■ Management & General	9%



Please note that the 2013 financial information is based on unaudited, year-end financials due to the deadlines of the annual report.

Thanks to our 2013 Hoofers and Horse Sponsors

Saddle Up! deeply appreciates every donor who supports our program. Each gift makes a difference! A special thanks to our Hoofing Society members and Horse Sponsors for their leadership gifts of \$1,000 or more.



\$10,000 & Up

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Whole Foods Market
YOUR Williamson Magazine
Mr. & Mrs. Ken Wilmes

\$1,000-\$2,499

AlG Matching Grants Program
The Allergan Foundation
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American Quarter Horse Foundation
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Mrs. Martha Rivers Ingram
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Jordan Family Foundation
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**Kiwanis Club of Cool Springs/
Williamson County**
Caitlin & Bethany Louder
Tractor Supply Company
Real Estate Department
Jeff & Luanne Wagner Family & Friends
Walking Horse Trainers' Auxiliary
Ms. Joni Werthan
Ms. Janet Wilkins
Ms. Jeanie Wilson
Zach Wood

Thank you to our 2013 Event Sponsors



Marking its 25th Anniversary! 2013 Tractor Supply Company Music Country Grand Prix

Tractor Supply Company
Franklin American Mortgage Company
Jackson National Life Insurance Company
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LP Building Products* • FarmVet
Wade & Egbert Insurance Partners
Glassman, Edwards, Wyatt, Tuttle & Cox*
Diversified Trust* • Ingram Entertainment Inc.
YOUR Williamson Magazine • Brasfield & Gorrie*
HCA/TriStar Health • Hastings Architecture Associates*

*First-time sponsors in 2013

Sarah Ingram and Jennifer Pennington, Co-Chairs

***Please plan to join us for fun and fundraising
at our events in 2014!***

Tractor Supply Company Music Country Grand Prix

Saturday, May 31, 2014
Brownland Farm, Franklin, TN

Nissan Chukkers for Charity Polo Match

Saturday, September 6, 2014
Riverview Farm, Franklin, TN

Tony Joe's White Christmas Benefit Concert

Thursday, December 4, 2014
Franklin Theatre, Franklin, TN



2013 Chris Cagle *Unbridled 3* Concert

Wrangler • Tractor Supply Company
Karen and Mike Garfield • Janet S. Wilkins
Bigger Picture • Purina
Janet S. Wilkins, Chair



2013 Nissan Chukkers for Charity

Nissan • AutoWeek • Bendabout Farm* • Unlimited Polo
Associated Terminals/Turn Services* • Grand Avenue
Franklin Kubota/Franklin Horse Supply*
Jack Daniel Distillery • Tennessee Equine Hospital
Publix Super Markets Charities*
Wade & Egbert Insurance Partners • Jones Properties*
Lipman Brothers & R. S. Lipman Company
Ingram Entertainment Inc. • YOUR Williamson Magazine
AshBlue

*First-time sponsors in 2013

*Lexie Armstrong and Cathy Brown, Honorary Co-Chairs
Mary Kate Brown, Lisa McInturff and Linda Moore, Patron Co-Chairs
Lee Ann and Orrin Ingram, Hosts*

*Report photos courtesy of: dznancy.smugmug.com,
Jerry Plock, Peyton Hogue, Staff*

2013 focuses on increasing services

(continued from page 1)

- Expanded our EFL program with Benton Hall Academy.
- Reduced the number of children on our waiting list from 271 in 2012 to 207 in 2013.
- Expanded the number of trainings and workshops offered at the farm.
- Launched our first-ever Pony Up! for Saddle Up! campaign resulting in 240 donors (175 new!) who raised \$19,352!
- Grew our financial support through the generosity of individuals and organizations who donate to us.
- Increased results from our major fundraising events of Chukkers for Charity and Music Country Grand Prix, both of which had great years with Chukkers setting a new fundraising record for the event!
- Honored as a finalist for The Frist Foundation's Revenues Development Award.
- Maintained strong stewardship of our resources as shown by our investments to improve our indoor arena and repave our driveway and parking lot while also managing our finances to end the year in a solid position.

Through all the growth and change, though, we never lose sight of WHY we are here: To serve the children and youth who count on Saddle Up! for programs. All that we do, all that we have, and all that we work for is to that end.

A huge THANKS to all of you who are part of the Saddle Up! family – including our families, volunteers, donors, event sponsors and attendees, community friends, and our wonderful staff – because each of you is needed to help keep Saddle Up! the place “Where all children are equal in the saddle.”

Ken Wilmes
Board President

Cheryl Scutt
Executive Director

Our program at work in 2013

Unduplicated Participants ↑
216 (up 14.9% over 188 in 2012)

Total Number of Service Hours ↑
5,402 (up 9.5% over 4,932 in 2012)

Total Number of Children on Waiting List ↓
207 (down 23.6% vs. 271 in 2012)

Gender
Boys 61% Girls 39%

Age
2-4 2.8%
5-7 20%
8-10 25.5%
11-13 22.7%
14-16 19.4%
17-18 9.7%

Total equal more than 100% due to rounding percentages.



Small in stature but big in heart, our new minis Webster and Sherman have made themselves at home here at Saddle Up! by working in our school program and as “go to” for multiple uses.

Type of Disabilities

Austism spectrum disorders	35.7%
Other health impairment	21%
Orthopedic	15%
Intellectual	9.9%
Emotional	5.4%
Specific learning disability	4.8%
Multiple disabilities*	3.5%
Speech or language	1.6%
Hearing loss	1.6%
Visual impairment/blindness	1.3%
Traumatic brain injury	.3%

*Multiple disabilities is a term defining some specific Diagnoses such as Angelman's Syndrome or Marfan's Syndrome and not children/youth who have diagnoses of more than one disability.

County	Percent
Williamson	56.4%
Davidson	35.2%
Other	8.4%

(8.4% includes Cheatham, Dekalb, Dickson, Hickman, Humphreys, Montgomery, Rutherford, Sumner & Wilson.)

Staff

On site Staff*

Knox Brewer, Development Director
Tina Carpenter, Development Associate
Kim Kline, Volunteer Services Director
Heather Mullen, Equine Manager
Nic Omnes, Farm Manager
Morgan Plunkett, Equine Assistant
Peggy Plunkett, Business Director
Cheryl Scutt, Executive Director
Stephanie Louder, Volunteer Services Assistant
Lindsey Wood, CTRS, Program Director

Certified Instructors

Linda Albertalli
Paula Brown Susan Lutz*, ESMHL
Tina Carpenter Lisa McKinless
Kate Cole Lisa Mitchell
Anne Craig Jane Muir, ESMHL
Alice Duva, ESMHL Anne Rogers
Amelia Emmert Nancy Swindell
Lynne Evans Anna Vaughn
Bonnie Garner Lindsey Wood*, CTRS
Lauren Gayden Lisa Wysocky
Martha Georgeson
Judy Griswold
*PATH Advanced Instructor

Lesson Assistants

Michelle Beatty-Eakin • Grace Gregory
Elexene Mattingly • Libby Smallbone
Honor Tjornhom

Therapists

Gina Nelson
Kelley Newman
Sandra Zaccari

*List includes staff as of December 2013.



Hope shows off her braiding handy-work on Piggy during Summer Skills Week.



Member of



and American Hippotherapy Association

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Woo-Hoo,
your 2013 Annual Report
is finally here!

2013 Award Winners



Fantastic Fundraiser Award
Ken Wilmes



Executive Director's Award
Jennifer Pennington and
Cheryl Scutt



Sportsmanship Award
Elise E.



Pony Pal of the Year Award
Crys Zinkiewicz, with
Heather Mullen, left, and
Morgan Plunkett



Companionship Award
Alyia P.



Junior Volunteer of the Year
Madeleine Rossanese



Volunteer Family of the Year
Macia Brown of the Brown Family
(Tim, Emma, and Jake)



Special Presentation
Cathy Brown, center, retiring
Board member with Cheryl
Scutt, left, and Ken Wilmes

Award winners unable to attend the presentation:

Rookie Volunteer of the Year Marty Broderick

Parent of the Year Mary Beth Gates

Volunteer of the Year Tina Mann

Congratulations to all of our winners!