

Grant ID: 1653

**Title of Proposal:** Spay Sanford

**Agency Type:** Non-Profit

**Total Funding Requested:** \$16,875.00

**Check Payable To:** Spay N Save Inc

### Application Information

### Demographics

**Name of Applicant Agency:** Spay N Save Inc

**Website Address:** www.spaynsave.org

**Person Submitting Proposal:** Phyllis Ayoob

**Position:** Executive Director

**Agency Head:** Phyllis Ayoob

**Agency Head Email:** phyllisa@spaynsave.org

**Organization Business Address:** 988 N. Ronald Reagan Blvd

**City:** Longwood

**State:** Florida

**Zip:** 32750

**Phone (xxx-xxx-xxxx):** 407-920-4894

**Fax:** 407-260-2039

**Cell:** 407-416-0995

**Email Address:** phyllisa@spaynsave.org

### Agency Details

**Dates of Last Fiscal Year: Begin:** 01/01/15 **End:** 12/31/15

**Organization Income in Last Fiscal Year:** \$808,923.00

**Organization Expenses in Last Fiscal Year:** \$810,160.00

**Number of Paid Employees:** Full Time: 7 Part Time: 8

**Number of Active Volunteers:** 18

**Total Volunteer Hours per Week:** 60.00

**How did you learn of the 2009 Florida Animal Friend grant competition?** Online and email notices and a previous applicant and grant recipient.

**Year(s) of previous Florida Animal Friend grants (if applicable):**

**Previous Florida Animal Friend Applications:** Years Funded: 2012,2014 Year(s) denied/incomplete: na

#### Describe your agency:

##### Services Provided

- Unlimited Intake Shelter
- Limited Intake Shelter
- Foster Network
- Animal Control
- Spay/Neuter Services
- Other

##### Organization Structure:

- City, county, or tribal agency
- Private nonprofit agency
- Other
- TNR Group
- Rescue Group

**List your current board of directors:**

Name	Title	Phone	Occupation	Email
Andrew Ayoob	Director	407-349-5255	Retired Executive	andya@spaynsave.org
Audrey Posocco	Director	407-771-4290	Human Resource Professional	audrey.posocco@me.com
David Gale	Director	407-382-1000	Retired Pilot	feralcatman@aol.com
Deborah Quisenberry	President	407-484-1772	Insurance / Human Resources	qkats@embarqmail.com
Jennifer Musser	Treasurer	407-679-0024	CPA	JennyM@mussercpa.net

**Applicant Qualifications****For your organization, in the last complete fiscal year:**

**0 cats and 0 dogs were admitted.**

**0 cats and 0 dogs were adopted.**

**0 cats and 0 dogs were euthanized.**

**0 cats and 0 dogs were sterilized.**

**Briefly describe your animal programs:****If your program performs adoptions, are all animals sterilized before adoption?**

Yes

**If not all, what percentage of animals are not currently sterilized before adoption?**

na

**If not all, how are animals selected for sterilization before adoption?**

Spay N Save is not an adoption organization. We provide spay / neuter surgeries to the public and to rescue groups.

**If not all, describe your sterilization policies and procedures for assuring sterilization after adoption:**

See above

**Give additional background information on your organization's programs as they relate to this application and the qualifications of the personnel who will be in charge of this program. Show that you have the ability to carry out this program.**

Spay N Save, Inc. has a high-volume s/n clinic which opened 3 1/2 years ago and has performed over 25,000 surgeries to date. We average 35 surgeries per day, 5 days a week. We have successfully carried out similar grant programs with Florida Animal Friends in 2012 and 2014, with PetSmart Charities, and with Best Friends Animal Society. Spay N Save's Executive Director, Phyllis Ayoob, will be in charge of this program. We can easily accommodate additional surgeries and see no obstacles in carrying out this program.

**If you currently have a program for sterilization of cats and/or dogs, describe your current level of funding and productivity and why additional resources are needed?**

Our clinic is funded mainly by the low-cost fees we charge clients and rescue groups for spaying and neutering and by public donations. We also have a "Spay It Forward" fund from donations by clients and supporters to aid clients who cannot afford even our low surgery cost. We also work with other organizations who have their own grants and use our clinic. With our animal control facility euthanizing over 65% of cats and kittens we feel there can never be enough funding to sterilize as many community cats as we possibly can. In order to keep our costs of surgery low to the public, we operate at nearly breakeven so our internal funding is not sufficient to target large populations of community cats. We seek grant funding to target areas of our community that have significant free-roaming cat populations or high dog surrender rates to the local shelter.

**Target Population**

<b>Geographical target area (name of city, county, etc.):</b>	Sanford, Florida 32771 & 32773
<b>Total human population in target area:</b>	57525
<b>Percent of residents living below poverty in target area:</b>	21%
<b>Estimated number of pet cats in target area (human population divided by 3.3):</b>	17432
<b>Estimated number of pet dogs in target area (human population divided by 4.0):</b>	14382
<b>Estimated number of feral cats in target area (human population divided by 6.0):</b>	9588
<b>Number of cats admitted to animal control shelters in the target area last year (if known)</b>	512 (4826 intake for all county zips)

<b>Number of dogs admitted to animal control shelters in the target area last year (if known)</b>	313 (2782 intake for all county zips)
<b>Number of cats euthanized in animal control shelters in the target area last year (if known)</b>	333 (based on 65% cat euthanasia rate overall)
<b>Number of dogs euthanized in animal control shelters in the target area last year (if known)</b>	63 (based on 20% dog euthanasia rate overall)
<b>Please explain if you believe your target area animal population is significantly different than above.</b>	
Our county animal services does not keep records by community areas and only intakes are available by zipcode. However, from the calls received at our s/n clinic we have tracked a high percentage of them coming from our proposed targeted area.	
<b>Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:</b>	
Seminole County Animal Services does not have a low a cost s/n program or service. The target area population is at a 21% poverty level and without affordable s/n resources residents are not always able to get animals fixed. Furthermore, Sanford is a mixed urban, industrial and commercial area making it somewhat ideal for community cat populations to thrive.	
<b>What kinds of spay/neuter services are currently available in the target area and in what ways are these resources currently insufficient to meet community needs?</b>	
The only other service besides our s/n clinic is the Pet Alliance of Central Florida . They focus mostly on owned animals and not so much on the community cat segment with their services. Their prices are higher, too, because vaccines are not included as ours are and they usually require testing for FeLv and FIV. Our Seminole County Animal Services has no s/n resources for the community. Furthermore, by the sheer number of calls that our clinic receives it is evident that there is a high demand for affordable s/n services and that options are insufficient or unavailable. We conducted a prior TNR program in this area and know that there is still a large number of colonies that need to be fixed.	
<b>Florida Animal Friend is highly supportive of proposals that are focused on animal populations that are identified as substantial sources of dog or cat overpopulation rather than being diluted over too broad of a geographic area or diverse animal populations. Describe the specific target animal population of the spay/neuter project proposed for this grant:</b>	
<input type="checkbox"/> Pets in low-income families <input type="checkbox"/> Pit Bull / large breed dogs <input checked="" type="checkbox"/> TNR managed colonies of feral cats <input checked="" type="checkbox"/> Community cats (free-roaming and/or owned) <input type="checkbox"/> Other	

### TNR Managed Colony Feral Cat Program/Community Cats (Free-Roaming and/or Owned) Program

#### Define the precise boundaries of the colony or targeted area, including estimate of square miles.

The target area of Sanford is defined by zip codes 32771 and 32773 and is approximately 23 square miles.

#### What is the criteria used for determining the target area(s) and/or eligibility for this program?

The target area has 21% of the population at the poverty level and without affordable s/n resources have not been able to get animals fixed. We will be targeting free-roaming cats from these zip codes focusing on known community / feral cat colonies from client feedback and prior programs that we performed in this area. Our clinic is located within 10 miles of the targeted area and the county animal services is actually located in the target area.

#### Describe whether the targeted area is rural, suburban, or urban. Is it commercial, residential, agricultural, or a designated special land use?

Sanford is a mixed urban, commercial and industrial area making it somewhat ideal for community / feral cat populations to thrive.

**Estimated number of cats in the target colony area :** 9588

**Estimated number that are currently sterilized:** 2500

**Projected reduction after utilizing the grant:** 375

#### For TNR program, describe the ability to maintain lifelong care for remaining cats, commitment level of volunteers/organizations, etc.

From our prior work in this area and our community network, we know of several people in the designated area who are colony caretakers and will help maintain them. We offer donations of food for those who need it when we are able.

#### Detail any public education/outreach, adoption programs, etc.

**Do current city/county ordinances address TNR or free-roaming cats?**

No

**Please explain what is allowed:**

**(NOTE: FAF will not fund any program this is inconsistent with local ordinances.)**

**For TNR program, list any groups or government agencies who support this TNR effort:**

We are working on getting more cooperation from Seminole County Animal Services. Currently they are only responding to nuisance calls versus actively seeking out colonies and are avoiding trapping cats with an ear tip. We are currently meeting with the new director and our county commissioners to encourage more life-saving programs at SCAS including addressing the community / feral cat issues in the county.

**Describe any effort to lessen the negative impact on local wildlife.**

These areas are composed of urban, commercial and industrial and not areas where there would be any significant effect on wildlife.

**Describe efforts that will be made to mitigate current or potential nuisance issues.**

In the past we have educated colony caregivers to feed cats in inconspicuous areas and to keep feeding places tidy. We will continue to do this. When complaints arise we have volunteers who will negotiate with the individuals involved and try to reach an agreement. We have found that the vast majority of people don't want anything bad to happen to the cats, they only want help finding a solution.

**Will the cats be ear-tipped?** Yes

**Will the cats be microchipped?** No

**Provide any additional information that will help the grant selection committee understand how this program will operate to achieve its goals.**

We have a large network of rescue groups, TNR people and volunteers all eager and willing to help save animal lives. We count on them to help us recognize the areas of most concern and to help us spread the word and get these animals to us for s/n. We will apply processes and lessons learned from prior successful programs to ensure the success of this program including a prior program that was specifically done in this same targeted area. From that program, we know that there are still many com

## Objectives

**What do you hope to accomplish with these funds (objectives should be specific and quantifiable)?**

Our first objective is to complete the 375 sterilizations in the targeted area. In addition, we want to increase public awareness of the importance of spaying / neutering their pets. Long term we expect to reduce intake and thus the 67% cat euthanasia rate at our animal control shelter. The majority of cats that are killed are the feral/free roaming cats and kittens. We expect to show animal control that TNR of ferals and other community cats is what the majority of residents desire and see as a humane alternative. We want to see Seminole County Animal Services put tax dollars to use for saving adoptable animals and not for killing them.

**How does this program increase the number of sterilization surgeries above the existing baseline?**

So many people cannot afford even our low costs and truly want to do the right thing by sterilizing these animals. Through this grant we can reach more of those people who are underserved in the target area. The simple fact that we have performed over 25,000 sterilization surgeries in just 3 1/2 years indicates the enormous need for a low cost service in our community and the large number of pet owners and caregivers that want to do the right thing if they could only afford it.

## Methods

**What criteria will you use to determine eligibility for your program?**

First determination will be zip codes of the target area. Then the cats must be feral/free roaming (ear tipped). For owned cats the caretaker must show proof of financial need.

**How will you advertise the program? Explain how the advertising will reach the target audience.**

So far our most effective and successful method of advertising these programs has been direct mailers to the target area, Facebook and word of mouth. We would also employ local publications, Craig's List, posters and flyers as needed to reach the target population.

**How will you address barriers to full use of the program such as transportation, illiteracy, and cultural hurdles?**

We have volunteers who will transport as needed. We have a bi-lingual employee so we will be able to communicate with clients. Our handouts will be bi-lingual where needed.

**Does this project involve the transportation of animals by someone other than the client? If so, describe the vehicles, methods for confinement, personnel training, liability releases used to assure the safety of the animals and handlers.**

We have access to a van and other volunteer's vehicles when needed for transport. We loan humane traps and carriers out as well. We hold training sessions for volunteers to ensure proper safety protocol for both the animals and the volunteer. Each volunteer also signs a liability release.

## Veterinary Services

### Objectives

**What arrangements have you made with veterinarians to perform the surgeries?**

Our own Spay N Save Animal Clinic will be performing all surgeries. We have two vets on staff and one other for fill-in work.

Are they:  In-house  Private Vet(s)  Combination

### Veterinary Practices

Practice Name	Address	City	State	Zip	Phone	Lead Practice
Spay N Save Animal Clinic	988 N. Ronald Reagan Blvd	Longwood	Florida	32750	407-920-4894	<input checked="" type="checkbox"/>

### Fee Range

What is the fee range to be paid for spay and neuter and what is the distribution to be paid by the client vs. the grant program? Keep in mind that Florida Animal Friend grant funds may only be used for costs directly associated with sterilization surgery (including anesthesia and pain control) and not for other items such as vaccines, testing, licensing, and capital purchases.

	Amount Paid by Client	Amount Paid by Project	Total Amount
<b>Range for Male Cats</b>	<input type="text" value="\$0.00"/>	<input type="text" value="\$45.00"/>	<input type="text" value="\$45.00"/>
<b>Range for Female Cats</b>	<input type="text" value="\$0.00"/>	<input type="text" value="\$45.00"/>	<input type="text" value="\$45.00"/>
<b>Range for Male Dogs</b>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>
<b>Range for Female Dogs</b>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>

Please check each item below to indicate additional services offered at the time of surgery, whether the client is required to pay for them, and if so what the fee is. For example, if an examination is required for surgery but is not charged to the client it would be marked: Required  Yes, Fee to client  No

	Required, Optional, or Not Offered	Fee to Client?
<b>Examination</b>	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Rabies Vaccination if Due</b>	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Other Vaccination if Due</b>	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$9.00"/>
<b>Pain Medication</b>	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Parasite Medication</b>	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$3.00"/>
<b>Testing</b>	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$18.00"/>
<b>Licensing</b>	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$6.00"/>
<b>Ear tipping</b>	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes

Other  Required  Optional  Not Available  No  Yes

**If necessary, please explain the procedures and fees described above:**

Our internal Spay It Forward fund or any program client donations will be used to offset the cost of any of the required services not covered by the grant funds.

**Is this a voucher program?** No

**If so, how will you assure compliance with the program?**

**For your voucher program, how have you determined the capacity of the veterinarians listed above to handle the projected capacity?**

**Will you have the ability to report the number of vouchers issued and the percentage that result in S/N surgeries?**

### Community Collaboration

To assure the success of your program, are there any local groups (such as rescue groups, animal control agencies, TNR groups, local businesses, local media, social service agencies, etc.) other than your organization and your cooperating veterinarians who are committed to assist?

Yes  No

Please list them and detail their level of involvement with the proposed effort.

Name	Level of Involvement
C.A.T.S.-C.A.N. Inc	CATS-CAN will assist us in identifying areas of concern as well as provide support for trapping and transport.
Local Colony Caretakers	Spay N Save has a list of contacts of local caregivers who will assist in colony identification, trapping and transportation.
Seminole County Animal Services (SCAS)	SCAS is the county animal control facility. We will obtain intake information from their records to attempt to identify specific areas or locations within the targeted zip codes. The information will be anything considered "public record".

### Other Information

**Provide any additional information that will help the grant selection committee understand how the program will operate to achieve its goals.**

Spay N Save is very experienced at carrying out programs such as these. Using our network of rescue groups, volunteers and community cat caregivers, we will be able to quickly identify target colonies and areas. We will use our existing resources to support trapping and transport. Our volume flexibility at the clinic will accommodate unexpected trappings ensuring prompt surgery for community cats. We are very confident that the goals of this program will be achieved. Also, Spay N Save is very well known in this area. Our client list and over 10,000 Facebook followers will quickly get the word out about this program.

### Budget

**Total number of sterilization surgeries projected:**

**Cats:** 375 **Dogs:** 0

**Total budget requested (Budget should not exceed \$25,000):** \$16,875.00

**Average cost/surgery projected:** \$45.00

**Describe any expenses that are not included in the grant and how they will be paid for:**

Expenses that may be necessary but are not included are vaccines, flea treatments, additional tests (bloodwork, etc). We will use our internal "Spay It Forward Fund" and program client donations to help defray these costs. Additional miscellaneous expenses for supporting trapping, transport and local advertising are also not included. We will cover these with our clinic miscellaneous expense budget.

**Describe any expenses that are not included in the grant and how they will be paid for (for example, vaccines,**

**microchipping, ear notching, etc.):**

Expenses that may be necessary but are not included are vaccines, flea treatments, additional tests (bloodwork, etc). We will use our internal "Spay It Forward Fund" and program client donations to help defray these costs. Additional miscellaneous expenses for supporting trapping, transport and local advertising are also not included. We will cover these with our clinic miscellaneous expense budget.

**Describe any other funding sources for this program, i.e. other grants, targeted fundraising efforts, budget allocation, etc.**

In addition to voluntary donations made by clients served by this program and our clinic miscellaneous budget, we will seek public donations for this program through Facebook and local fundraisers in the target communities. We will also use our Spay It Forward fund.

**What percent of the total cost of the program would this projected grant cover?**

80

**Timeline**

**All projects must be completed within 12 months of receipt of funding. Any unexpended funds must be refunded to Florida Animal Friend within 30 days of the end of the project. Requests for time extensions must be made in writing at least 30 days prior to the end of the project. Funding for accepted projects will be available after August 1, 2009.**

**Projected start date:** 09/01/16/ **Projected end date:** 08/31/17

**Unexpended funds**

Any unexpended funds must be refunded to Florida Animal Friend within 30 days of the end of the project.

**Requests for extensions**

Requests for time extensions are discouraged and not often granted. If it is imperative to request an extension, such request must be made in writing at least 30 days prior to the end of the project. It is FAF's policy to seldom grant more than a 30-60 day extension.

Failure to submit reports and requests within the required time period will impact your agency's future grant applications.

**Future Funding to Sustain Public Spay/Neuter**

**\*Explain how the organization plans to fund this program in the future. Having sustainable plans including other grants, local donations and other services generating revenue enhances the chances of receiving this grant.**

Spay N Save, Inc is a fully established high volume, low cost spay neuter clinic. Our organization has been successful in generating revenue from provided services (~80%), attracting significant public donations (~10%) and receiving grants from local and national animal welfare organizations (~10%). Indirectly, we have supported other rescue organizations that have received grants (Best Friends Animals Society, etc) and then have used our services for s/n. We will continue our focus on all of these resources and believe that they are sustainable. Similar clinics in Florida and around the country have operated in the same way and have proven to be fully sustainable.

**Promotion of Florida Animal Friend Spay/Neuter License Plate**

**\*Applicants selected for funding are expected to publicize their grant in support of their spay/neuter program and promote the sale of the Animal Friend license plate via press releases, newsletters, website links, social media, etc. Please describe your plan to promote the Florida Animal Friend Spay/Neuter License Plate. Grantees are required to submit documentation of promotional endeavors.**

We have over 10,000 followers on our Facebook page and a monthly email newsletter that goes to over 4000 clients. We will promote The Animal Friend License plate program on these social media outlets as we have done previously during our 2014 Animal Friend grant. In addition, any flyers or advertisements will reference the source of the funding. Also, several of our Board and staff already have the Florida spay / neuter license plate. In a recent news clip covering our clinic, the reporter took a specific shot of one of our license plates and mentioned it in his report. We sent that clip to FAF earlier this year.