

Grant ID: 1677

Title of Proposal: Free Spay Neuter Program

Agency Type: Non-Profit

Total Funding Requested: \$24,968.00

Check Payable To: St. Augustine Humane Society

Application Information

Demographics

Name of Applicant Agency: St. Augustine Humane Society

Website Address: www.staughumane.org

Person Submitting Proposal: Carolyn Smith

Position: Executive Director

Agency Head: Carolyn Smith

Agency Head Email: admin1@staughumane.org

Organization Business Address: 1665 Old Moultrie Rd

City: St. Augustine

State: FL

Zip: 32084

Phone (xxx-xxx-xxxx): 904-829-2737

Fax: 904-824-8817

Cell: 904-315-0625

Email Address: info@staughumane.org

Agency Details

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

Organization Income in Last Fiscal Year: \$551,022.21

Organization Expenses in Last Fiscal Year: \$467,284.32

Number of Paid Employees: Full Time: 5 Part Time: 5

Number of Active Volunteers: 25

Total Volunteer Hours per Week: 200.00

How did you learn of the 2009 Florida Animal Friend grant competition? previous applicant

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

Previous Florida Animal Friend Applications: Years Funded: 2014 Year(s) denied/incomplete: 2011, 2013

Describe your agency:

Services Provided

- Unlimited Intake Shelter
- Limited Intake Shelter
- Foster Network
- Animal Control
- Spay/Neuter Services
- Other low-cost clinic, food pantry, groomi

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
Bill Gregory	Director	904-669-9049	business owner	bgregory56@gmail.com
Bonnie Hayflick	Director	904-612-4419	PR Consultant	bonniepr@bellsouth.net
Bryan Shorstein	Vice President	904-829-3035	attorney	bshorstein@yahoo.com
Carly Williams	Treasurer	904-824-1521	CPA	carly@lbwcpa.com
Doris Wiles	Director	904-540-1700	business owner	dkwiles@bellsouth.net
Jessica Deaton	Secretary	904-237-7665	attorney	jessica@deatonlawpa.com
Julie Kurtz	Past President	904-824-9402	attorney	jkurtz@cananlaw.com
Sonya Genovar Jensen	President	904-829-8040	business owner	pooh1794@aol.com

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.****975 cats and 526 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?**If not all, how are animals selected for sterilization before adoption?****If not all, describe your sterilization policies and procedures for assuring sterilization after adoption:****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.**

In operation since 1946, the St. Augustine Humane Society (SAHS) restructured and refocused its mission in 2008 to meet the needs of the community. The programs are specially designed to address the issues that contribute to the relinquishment of pets to shelters. The organization operates under the guidance of a Board of Directors committed to the mission; daily operations are facilitated through the attentive eye of executive director, Carolyn Smith, who has held a leadership role in the development of all programs since 2009. Both the wellness and spay neuter clinics are staffed by veterinarian Dr. Lauren Rockey, three experienced vet techs, and a dedicated crew of volunteers. Operations manager, Jeannie McLain, has been with the organization since 2012 and currently oversees client services and manages the hospital administrative staff. Jeannie was instrumental in transitioning all record keeping to Avimark veterinary software; she continues to be the "go to" person for Avimark IT support. Other key team members include a master groomer, development consultant, and dog trainer. SAHS is proud to be a Humane Alliance clinic, having completed the nationally recognized training to become a high-volume, high-quality, low-cost surgery center in February 2015. Leading up to this formal training, we completed a renovation of the surgery facility in 2014 to include two surgical suites and two surgical prep areas along with brand new instruments, supplies, and equipment. All recovery areas were upgraded to safely and comfortably accommodate patients. The new surgical center became the only one of its kind in St. Johns County, allowing the organization to offer a service that no other clinic was able to provide – specifically addressing pet overpopulation.

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 program is designed to be self-sufficient, while maintaining a low-cost structure to ensure that all pets have access to quality veterinary care regardless of the owners' financial circumstances. In 2015, we performed 1500 sterilizations and are poised to increase that number using our current infrastructure and staffing. Funding for current operations and facility-related costs are sustained through reliable resources: the revenue generated from our grooming program, private donations and special events, and support from grants and foundations. However, even with our low-cost fees, the services can be out of reach of pet owners in the greatest need. With the help of Florida Animal Friend, Inc., we can offer low-income pet owners our spay neuter services at no cost while continuing to focus specialized efforts on cat populations

Target Population

St. Johns Co., and some other areas (zips:

Geographical target area (name of city, county, etc.):	32084,32085,32086,32080,32092,32095,32033,32145,32259,32004,32260,32178,32177,32137, 32187, 32082
Total human population in target area:	262,652
Percent of residents living below poverty in target area:	11.44
Estimated number of pet cats in target area (human population divided by 3.3):	79592
Estimated number of pet dogs in target area (human population divided by 4.0):	65663
Estimated number of feral cats in target area (human population divided by 6.0):	43776
Number of cats admitted to animal control shelters in the target area last year (if known)	2594
Number of dogs admitted to animal control shelters in the target area last year (if known)	2063
Number of cats euthanized in animal control shelters in the target area last year (if known)	1302
Number of dogs euthanized in animal control shelters in the target area last year (if known)	237

Please explain if you believe your target area animal population is significantly different than above.

We believe the animal population to be correct for our target area. Please note that we've included some zip codes outside St. Johns County to address some targeted low-income areas. In particular, some borderline areas of Putnam County, which have very high poverty levels. Although we've included all of St. Johns County, the primary focus will be on Central and South SJC, as the northern sector is generally affluent, and therefore skews the overall poverty numbers. Because we are centrally located and adjacent to the poorest areas of the county, we believe most of targeted animal population is also in close proximity to our facility. The animal control numbers include the 2015 Reports of St. Johns County (1910 cats admitted,1287 dogs admitted, 1012 cats euthanized,174 dogs euthanized) along with Putnam County AC (684 cats admitted, 776 dogs admitted, 290 cats euthanized, 63 dogs euthanized)

Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:

Through our Avimark software, we keep records of the number of pets in each household, species type, and spay neuter status of our Wellness Clinic clientele's pets. National statistics support the conclusion that unaltered pets of low-income pet owners contribute to 85% of the unwanted pet population. Because we see firsthand these pet owners as they seek services in our low-cost wellness clinic and pet food pantry, we are confident that providing free spay/neuter services is paramount in the efforts to reduce the number of surrendered and euthanized cats and dogs. Cats are at the highest risk, due to their prolific nature, so that even middle income cat caregivers have difficulty obtaining the sometimes multiple surgeries needed.

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?

There are many private practice veterinary hospitals in the area with sterilization fees ranging from \$200 to over \$500. One private practice advertises low-cost S/N surgery, but appointments are limited and added costs make the total fee higher than expected. Additionally, no other private practice elects to sterilize feral cats. Other options include First Coast No More Homeless Pets (FCNMHP) and Clay County Humane Society, but each of these facilities is distance prohibitive. Although there are efforts by other organizations to provide access to FCNMHP using transport programs, pet owners have limited access, and would prefer to have direct contact with the local surgeon who is taking care of their pets. With local veterinary care, any necessary follow-up care is also more accessible. We are able to meet both needs through our wellness and our spay neuter clinics. We have included a geographic area with a radius of 30 miles in distance to our clinic. Being the only Humane Alliance clinic in St. Johns County, we have the ability to deliver higher S/N numbers in our targeted population but, in order to provide these services free, funding is required.

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:

Pets in low-income families **Pit Bull / large breed dogs** **TNR managed colonies of feral cats** **Community cats (free-roaming and/or owned)** **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.

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

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

Estimated number of cats in the target colony area :

Estimated number that are currently sterilized:

Projected reduction after utilizing the grant:

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

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

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

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:

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

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

Will the cats be ear-tipped?

Will the cats be microchipped?

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

Objectives

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

We will target cat owners/caregivers and low-income pet owners. With this grant, we aim to sterilize approximately 568 animals: 185 dogs and 383 cats. At our low-cost s/n clinic, we would allow qualified low-income dog owners to sterilize their pet for a co-pay of \$10. Any cat caregiver in St. Johns County qualifies with a \$10 co-pay, regardless of their financial situation. Cat owners outside SJC in the other designated zip codes would have to prove low-income status. We request the \$10 co-pay to mediate the cost of pain medication and a rabies vaccine as needed while the FAF contribution will pay for the actual surgery. Should a pet owner be unable to provide the co-pay, it will be waived. We hope to see a 5% reduction in shelter intake and at least a 5% reduction in shelter euthanasia by September 2017.

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

In 2015, we sterilized approximately 1500 dogs and cats. We estimate that of the surgeries we performed, most families met our low-income guidelines. A significant number of pet owners were still unable to schedule surgery because it wasn't free. With 568

additional surgeries offered free of charge, we will realize a 38% increase over last year's total and initiate the opening of additional surgery days each month.

Methods

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

We will qualify individuals using a current photo ID for determining residency, and proof of income-based need, Low-income eligibility will be provided to any pet owner who can 1) demonstrate their participation in a public assistance program such as food stamps, Medicaid, SSI, etc. or 2) declare their household income is at or below 150% of the 2014-2015 poverty level as shown on a 2015 W-2. Eligibility requirements will be clearly posted on applications, flyers, website, and any associated published materials.

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

Flyers will be distributed at locations visited by our target audience, including social services facilities, libraries, schools, and community bulletin boards. Public Service Announcements will be sent to our local newspaper, The Record. The information will be featured on our street-sign marquee and website and flyers will be distributed from our facility, at our wellness clinic, events, and information tables. We will partner with Home Again St. Johns through their outreach teams to reach homeless pet owners. We have found that word-of-mouth is highly effective in getting the information to our clients, so we will train our volunteers and ambassadors to relay the information.

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

Our flyers will contain clear, concise imagery regarding our services. As needed, we will translate our flyers into additional common languages. Pet owners without transportation will be assisted by our volunteer staff as outlined below. Other barriers will be addressed to the best of our ability as they arise.

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.

Our volunteer crew includes a designated driver to serve as a taxi, and already performs this service on regular basis for pet owners without transportation. The owner must accompany the pet to our clinic, and therefore does the "handling" of their own pet. But, since they are riding in our taxi, they are required to sign a liability release when using this service.

Veterinary Services

Objectives

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

Our staff veterinarian, Dr. Lauren Rockey, will be performing all surgeries in-house. We do surgeries every Tuesday and will be adding another weekday very soon.

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

Veterinary Practices

Practice Name	Address	City	State	Zip	Phone	Lead Practice
St. Augustine Humane Society	1665 Old Moultrie Rd.	St. Augustine	FL	32084	904-829-2737	<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
Range for Male Cats	<input type="text" value="\$10.00"/>	<input type="text" value="\$30.00"/>	<input type="text" value="\$40.00"/>
Range for Female Cats	<input type="text" value="\$10.00"/>	<input type="text" value="\$40.00"/>	<input type="text" value="\$50.00"/>
Range for Male Dogs	<input type="text" value="\$10.00"/>	<input type="text" value="\$55.00"/>	<input type="text" value="\$65.00"/>

Range for Female Dogs

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?

Examination Required Optional Not Available

No Yes

Rabies Vaccination if Due Required Optional Not Available

No Yes

Other Vaccination if Due Required Optional Not Available

No Yes

Pain Medication Required Optional Not Available

No Yes

Parasite Medication Required Optional Not Available

No Yes

Testing Required Optional Not Available

No Yes

Licensing Required Optional Not Available

No Yes

Ear tipping Required Optional Not Available

No Yes

Other Required Optional Not Available

No Yes

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

If the client elects to obtain additional vaccinations at the time of surgery, affordable pricing will be provided; since the price for other vaccines varies, an average was provided. To ensure compliance with state and local rabies laws, we are providing the Rabies vaccination at no additional charge. Every dog and cat will receive appropriate pain medications at no additional charge. All Feral cats will receive the rabies and distemper vaccinations, and the ear will be tipped. Ferals will also receive a long lasting injectable pain medication. As discussed above, the organization's costs for these efforts will be covered through the client's \$10 co-pay, which can be waived as appropriate.

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
Home Again St. Johns	They screen their own clients for eligibility. Their outreach teams will make contact with homeless individuals owning pets and make arrangements for their transportation to our facility
Legal Aid St. Johns County	We have three attorneys on our Board of Directors, who will promote the service to those clients in need.
St. Johns	

County Pet Center	Referral source for people needing pet care assistance, including spay neuter.
The St. Augustine Record	Our local newspaper is supportive of the program and will advertise at no cost.

Other Information

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

Pet owners will be qualified by clinic staff before an appointment for their pet(s) is scheduled. Appointments can be made in person or by phone. Because our facility is open six days a week, pre-registration and information dissemination is easily accessible. However, same day sign-up is also acceptable. Humane traps can be borrowed in advance from our trap depot. Qualifying documents must be produced and the proof will be scanned and attached to the client file. Our client record keeping has transitioned to the veterinary software, Avimark, allowing us to create a paper-light environment. Coupled with MS Excel, we will produce a report including statistical data of animal species and gender, low-income status of pet owner, and will differentiate between household pet cats and community/feral cats

Budget

Total number of sterilization surgeries projected:

Cats: 383 **Dogs:** 185

Total budget requested (Budget should not exceed \$25,000): \$24,968.00

Average cost/surgery projected: \$44.00

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

Grant funds will be utilized specifically for spay/neuter surgery costs. The \$10 co-pay per animal paid by the owner will mitigate the cost of a rabies vaccine, if needed, as well as pain medication. Optional veterinary services that are elected by the pet owner will be at the owner's expense. Other expenses associated with the program will be covered through fundraising efforts and revenue generating programs within SAHS. Costs of outreach – including printing and staff time – will be absorbed by our public relations and humane education programs.

Describe any expenses that are not included in the grant and how they will be paid for (for example, vaccines, microchipping, ear notching, etc.):

Grant funds will be utilized specifically for spay/neuter surgery costs. The \$10 co-pay per animal paid by the owner will mitigate the cost of a rabies vaccine, if needed, as well as pain medication. Optional veterinary services that are elected by the pet owner will be at the owner's expense. Other expenses associated with the program will be covered through fundraising efforts and revenue generating programs within SAHS. Costs of outreach – including printing and staff time – will be absorbed by our public relations and humane education programs.

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

100% of the funds provided by FAF will be designated to the low-income and cat efforts as described previously. Through publicizing the program, we are confident our regular supporters will step up to donate additional funds. We will apply to other grant sources as well. Our vendors have also been very generous in the past, and we will request supplies, drugs, and vaccines to supplement the program. The remainder of our program will be funded from fundraisers, private donations, and operating budget allocation.

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

100%

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:** 09/01/17

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.**

We have continued to operate a low-cost spay neuter clinic since our last funding from FAF, and offer free surgery when needed through our ongoing revenue generating programs and fundraising efforts. Our Director's Fund – personally funded by our Board of Directors – was established to subsidize such programs. Of course, being able to offer the high number of free surgeries that comes with the FAF grant is what will truly make an impact on the overpopulation problem. Making contact with 35 pet owners in a single surgery day creates an opportunity to make an additional appeal through a "Spay it Forward" point of sale campaign. Pet owners will be asked to donate any small amount to their service total, and this collection will go toward future low-cost and free surgeries. Other Humane Alliance clinics have seen great success with this program and can raise anywhere from \$200 to \$2000 a month with the Spay it Forward plan. We will also seek grants from other local and national organization to continue this life-saving program.

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 will feature the FAF logo and/or license plate on associated print materials, in press releases, social media accounts, and website to promote, recognize and link to Florida animal Friend efforts. We currently promote the FAF s/n license plate on our website; this promotion would be more prominently placed and highlighted on the site. We will also highlight your support at events, in our lobby, and on our roadside marquee A 6' vinyl banner, (designed to FAF specifications) can be placed across the supports of the marquee, drawing the attention of over 1800 motorists who drive past it each day. We have a professional pr consultant (Bonnie Hayflick) on our board. She has direct contact with many media outlets, and is able to secure consistent and high quality coverage.