

Grant ID: 1752

Title of Proposal: Pets of Low-Income Families
Agency Type: Non-Profit
Total Funding Requested: \$15,000.00
Check Payable To: Spay N Save, Inc.

Application Information

Demographics

Name of Applicant Agency: Spay N Save, Inc. **Website Address:** spaynsave.org
Person Submitting Proposal: Nikki Namdar **Position:** Senior Marketing Associate
Person Submitting Proposal Email Address: nikkin@spaynsave.org
Agency Head: Phyllis Ayoob **Agency Head Email:** phyllisa@spaynsave.org
Organization Business Address: 988 N. Ronald Reagan Blvd. **City:** Longwood
State: FL **Zip:** 32750
Phone (xxx-xxx-xxxx): 407-920-4894 **Fax:** 407-260-2039
Cell:

Agency Details

Date of 501(c)(3) Incorporation: 05/10/2010
Dates of Last Fiscal Year: **Begin:** 01/01/17 **End:** 12/30/17
Organization Income in Last Fiscal Year: \$995,000.00
Organization Expenses in Last Fiscal Year: \$930,000.00
Number of Paid Employees: Full Time: 11 Part Time: 5
Number of Active Volunteers: 15
Total Volunteer Hours per Week: 50.00
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: 2 Year(s) denied/incomplete: 0

	Grant #	Proposal Year	Proposal Title	Status
	320	2012	Spay Seminole	Funded
Auto-Generated (Previous Applications):	1419	2014	Spay Altamonte Springs/Longwood	Funded
	1599	2007		Funded
	1653	2016	Spay Sanford	Funded
	1752	2018	Pets of Low-Income Families	Funded

Describe your Organization:

Services Provided

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

Organization Structure:

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

List your current board of directors:

Name	Title	Phone	Occupation
Andrew Ayoob	Director	407-349-5255	Retired Executive
Audrey Posocco	Director	407-771-4290	Human Resource Professional
David Gale	Director	407-382-1000	Retired Pilot
Deborah Quisenberry	President	407-484-1772	Insurance/Human Resources
Jennifer Musser	Treasurer	407-679-0024	CPA
Phyllis Ayoob	Director	407-416-0995	Retired

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:

- | | | | |
|----------------------------------------------------|-----------------------------------------|--------------------------------------------------------------------------------|--------------------------------------------------------------------|
| <input type="checkbox"/> Stray/Lost pet intake | <input type="checkbox"/> Foster Program | <input checked="" type="checkbox"/> Wellness services to understand pet owners | <input type="checkbox"/> Volunteer Program |
| <input type="checkbox"/> Owner surrendered animals | <input type="checkbox"/> Food Bank | <input type="checkbox"/> Cruelty investigation | <input checked="" type="checkbox"/> High volume spay/neuter clinic |
| <input type="checkbox"/> Lost and Found | <input type="checkbox"/> Behavior | <input type="checkbox"/> Enforcement of ordinances | <input type="checkbox"/> Full service wellness |

Program

counseling

clinic

Adoption Program

Disaster services

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?

N/A

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 that opened nearly 6 years ago and has performed 45,000 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, 2014, and 2016 with PetSmart Charities, and with Best Friends Animal Society. Spay N Save's Executive Director, Joanne Montchal, 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 cats as we possibly can. In order to keep our costs of surgery low to the public, we operate at nearly breakeven.

Target Population

Geographical target area (name of city, county, zip codes, geographical Information service (GIS), etc.):	Seminole County
Total human population in target area:	455,479
Percent of residents living below poverty in target area:	11.4%
Estimated number of pet cats in target area (human population divided by 3.3):	138024
Estimated number of pet dogs in target area (human population divided by 4.0):	113870
Estimated number of feral cats in target area (human population divided by 6.0):	75914
Number of cats admitted to animal control shelters in the target area last year (if known)	4272
Number of dogs admitted to animal control shelters in the target area last year (if known)	2741
Number of cats euthanized in animal control shelters in the target area last year (if known)	2577

Number of dogs euthanized in animal control shelters in the target area last year (if known)	618
Please explain if you believe your target area animal population is significantly different than above. N/A	
Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area: Breeding, lack of spay and neuter, as well as abandoned animals contribute to the overpopulation in our area. Seminole County Animal Services does not have a low-cost s/n program or service. The target area population is at an 11.4% poverty level and without affordable s/n resources, residents are not always able to get animals fixed.	
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? Our community offers low-cost clinics and mobile services, as well as trap-neuter-release programs, to combat the high numbers of deaths in shelters. Despite being a low-cost, high-quality, high-volume clinic, we still have a large number of animals needing to be fixed. There are many people in our area below the poverty level that need financial assistance to spay/neuter their pets. 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.	
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: <input checked="" type="checkbox"/> Pets in low-income families <input type="checkbox"/> Pit Bull / large breed dogs <input type="checkbox"/> TNR managed colonies of feral cats <input 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.

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.

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)?

Our first objective is to complete an estimated 190 cat and 125 dog 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.

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 more than 45,000 sterilization surgeries in just five 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?

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 Facebook, our website, Craig's List, flyers, and word of mouth.

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. We will reach out to local community centers to spread the word.

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.

Because this is for owned pets, the caretaker will have the responsibility of transporting. We have access to a van and other volunteers' vehicles when needed for transport. We loan carriers out as well.

Veterinary Services

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 part-time work.

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

Veterinary Practices

Practice Name	Address	City	State	Zip	Phone	Lead Practice
Spay N Save, Inc.	988 N. Ronald Reagan Blvd.	Longwood	FL	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
Range for Male Cats	<input type="text" value="\$10.00"/>	<input type="text" value="\$40.00"/>	<input type="text" value="\$50.00"/>
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	<input type="text" value="\$10.00"/>	<input type="text" value="\$65.00"/>	<input type="text" value="\$75.00"/>

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?
Examination	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
Rabies Vaccination if Due	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
Other Vaccination if Due	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
Pain Medication	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
Parasite Medication	<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"/>

HW Testing	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes \$18.00
Feline Leuk/FIV	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes \$25.00
County License	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
Ear tipping	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
Microchip	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes \$15.00
Other	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes

None of the anticipated grant funds can be used for any of the above services, except for pain medication.

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

We have a list of additional services at competitive prices, none of which are required.

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
Cats-Can Inc.	This organization will help transport and promote.

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 caregivers, we will be able to quickly target low-income families with pets. 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 more than 15,000 Facebook followers will quickly get the word out about this program.

Budget

Total number of sterilization surgeries projected:

Cats: 190 **Dogs:** 125

Total budget requested (Budget should not exceed \$25,000): \$15,000.00

Average cost/surgery projected: \$48.00

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

Spay N Save will provide the vaccines. Additional services, such as microchipping, are done at a low cost.

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

We have a Spay It Forward fund to help cover costs of additional items that may be needed for these pets, such as flea and tick medications.

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

66

Timeline

All projects must be completed within 12 months of receipt of funding.

Projected start date: 06/01/18/ **Projected end date:** 05/31/19

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 with their final report.**

We have more than 15,000 followers on our Facebook page, a website with lots of traffic, and a monthly email newsletter that goes to more than 4,000 clients. We will promote The Animal Friend License plate program on these social media outlets as we have done previously during our 2014 and 2016 Animal Friend grants. 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. Additionally, we have the Florida license plate brochure in our lobby, which produces traffic of approximately 400 clients per week.