

Grant ID: 1799

Title of Proposal: Free Spay Neuter Program
Agency Type: Non-Profit
Total Funding Requested: \$24,975.00
Check Payable To: St. Augustine Humane Society

Application Information

Demographics

Name of Applicant Agency: St. Augustine Humane Society **Website Address:** 1665 Old Moultrie Rd
Person Submitting Proposal: Carolyn Smith **Position:** Executive Director
Person Submitting Proposal Email Address: admin1@staughumane.org
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:

Agency Details

Date of 501(c)(3) Incorporation: 01/01/1980
Dates of Last Fiscal Year: **Begin:** 01/01/17 **End:** 12/31/17
Organization Income in Last Fiscal Year: \$912,105.94
Organization Expenses in Last Fiscal Year: \$657,596.30
Number of Paid Employees: Full Time: 8 Part Time: 7
Number of Active Volunteers: 30
Total Volunteer Hours per Week: 200.00
How did you learn of the 2009 Florida Animal Friend grant competition? word of mouth, previous applicant, license plates
Year(s) of previous Florida Animal Friend grants (if

applicable):

Previous Florida Animal Friend Applications:

Years Funded: 2014, 2016 Year(s) denied/incomplete: 2011, 2013

	Grant #	Proposal Year	Proposal Title	Status
	133	2010	St. Augustine Humane Society Spay/Neuter Assistance Grant	Denied
Auto-Generated (Previous Applications):	262	2011	Stray and Feral Cat Fix	Denied
	364	2013	Fix-it Fund for Low Income Pet Owners and Displaced Housecats	Denied
	1420	2014	Onsite Spay and Neuter Clinic	Funded
	1677	2016	Free Spay Neuter Program	Funded
	1799	2018	Free Spay Neuter Program	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
Bill Gregory	treasurer	904-669-9049	business owner
Bonnie Hayflick	Director	904-612-4419	P R Consultant
Bryan Shorstein	Advisory Director	904-424-7989	attorney
Doris Wiles	Director	904-540-1700	business owner
Erin Smith	President	904-829-9066	attorney
Hillary Pittman	Secretary	386-341-4310	chiropractor
Kristin Sebastian	Vice President	904-599-2507	business owner
Ron Faircloth	Director	904-669-5430	Police Sergeant
Sonya Genovar Jensen	Director	904-829-8040	business owner

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.

1568 cats and 369 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 checked="" type="checkbox"/> Volunteer Program |
| <input type="checkbox"/> Owner surrendered animals | <input checked="" type="checkbox"/> Food Bank | <input type="checkbox"/> Cruelty investigation | <input checked="" type="checkbox"/> High volume spay/neuter clinic |
| <input type="checkbox"/> Lost and Found Program | <input checked="" type="checkbox"/> Behavior counseling | <input type="checkbox"/> Enforcement of ordinances | <input type="checkbox"/> Full service wellness clinic |
| <input type="checkbox"/> Adoption Program | <input checked="" type="checkbox"/> 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?

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.

A reorganization took place in 2008 to better address the needs of the community, with all programs designed to prevent the relinquishment of pets to shelters, and focusing much of our efforts on reducing intake through sterilization. The organization is governed and guided by a Board of Directors made up of a diverse group of professionals. Business operations, fundraising, program development continues to grow under the leadership of executive director, Carolyn Smith, who has maintained this role since 2011 and with 2 prior years of Board service. 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 staff. Other key team members include a master groomer, development consultant, volunteer program manager and dog trainer. SAHS has been a certified ASPCA Spay/Neuter Alliance clinic since 2015.

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. The objective is to remove all barriers and excuses that prevent pet owners from sterilizing their animals. In 2017, we performed 1937 sterilizations and are poised to increase that number dramatically when we complete a facility renovation which includes 1200 square feet of additional surgery space. The fundraising and development efforts done in 2017 is supporting this project, and we will not require financing of the construction or for the additional equipment. By the end of 2018, the construction project should be complete and we will have the ability to potentially double the number of pets serviced in both the wellness clinic and spay neuter center. Our goal would be to increase the sterilization numbers each year until the need is diminished. Funding for operations and facility-related costs will continue to be 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. We know that more pet owners would access sterilization for their pets if it was free, because we see a substantial drop in surgery appointments when the grant funding is exhausted. With the help of Florida Animal Friend, Inc., we can offer low-income pet owners our spay neuter services at no cost.

Geographical target area (name of city, county, zip codes, geographical Information service (GIS), etc.):	St. Johns County, and surrounding area
Total human population in target area:	243812
Percent of residents living below poverty in target area:	7%
Estimated number of pet cats in target area (human population divided by 3.3):	73883
Estimated number of pet dogs in target area (human population divided by 4.0):	60953
Estimated number of feral cats in target area (human population divided by 6.0):	40636
Number of cats admitted to animal control shelters in the target area last year (if known)	1388
Number of dogs admitted to animal control shelters in the target area last year (if known)	898
Number of cats euthanized in animal control shelters in the target area last year (if known)	816
Number of dogs euthanized in animal control shelters in the target area last year (if known)	109

Please explain if you believe your target area animal population is significantly different than above. We believe the data to be correct. 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. 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. We also serve many homeless residents, many of whom are within walking distance, and may not be included in the census numbers. We believe our focused area has a much higher percentage of residents living in poverty.

Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:
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 vital 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 community 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 spay neuter 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. Other options include First Coast No More Homeless Pets (FCNMHP), Clay County Humane Society, and Flagler Cats in Bunnell, but each of these facilities is distance prohibitive. Pet owners also prefer a local surgeon who is taking care of their pets, particularly for any necessary follow-up care. We have included a geographic area with a radius of 30 miles in distance to our clinic. Being the only ASPCA Spay/Neuter 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.

N/A

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

N/A

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

N/A

Estimated number of cats in the target colony area : 0

Estimated number that are currently sterilized: 0

Projected reduction after utilizing the grant: 0

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

N/A

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:

N/A

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

N/A

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

N/A

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.

Objectives

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

We will target low-income pet owners and cat caregivers. With this grant, we aim to sterilize approximately 495 animals: 190 dogs and 305 cats. At our low-cost s/n clinic, we would allow qualified low-income dog and cat owners to sterilize their pet for a co-pay of \$10. Also community cat caregivers in St. Johns County qualify with a \$10 co-pay, regardless of their financial situation. We request the \$10 co-pay to mediate the cost of 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 anticipate seeing at least a 5% reduction in shelter intake during the drive of the program.

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

We sterilized 1937 dogs and cats in 2017. 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 495 additional surgeries offered free of charge, we will realize a 26% increase over last year's total. With the construction completion of our additional spay neuter space, even higher volume is expected.

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 2016-2017 poverty level as shown on a 2017 W-2. Should the client be unable to produce documents, they will not be turned away. Instead, they will be asked to sign an affidavit expressing need. 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.

We will leverage our existing relationships with local newspaper, The Record, and with local radio station, Beach 105.5. Flyers will be distributed at our facility and at locations visited by our target audience, as well as SAHS events. The information will be featured on our street-sign marquee, website, and social media. We will continue to partner with Home Again St. Johns through their outreach teams to assist homeless pet owners.

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

SAHS can provide transportation to and from our clinic as needed and outlined below. We also have an excellent relationship with both St. Johns County Sheriff's Office and the St. Augustine Beach Police Department, with whom we rely infrequently for communications with certain clients. Flyers will contain clear, concise imagery regarding our services.

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. We carry full liability insurance on our volunteer driver and riders are required to sign a waiver.

Veterinary Services

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 some Fridays.

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="\$45.00"/>	<input type="text" value="\$55.00"/>
Range for Male Dogs	<input type="text" value="\$10.00"/>	<input type="text" value="\$62.50"/>	<input type="text" value="\$72.50"/>
Range for Female Dogs	<input type="text" value="\$10.00"/>	<input type="text" value="\$80.00"/>	<input type="text" value="\$90.00"/>

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 type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$16.00"/>
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="\$8.00"/>

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 \$20.00
Feline Leuk/FIV	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes \$26.00
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 checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
Microchip	<input type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes \$18.00
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:

To ensure compliance with state and local rabies laws, we are providing the Rabies vaccination at no additional charge. Elective vaccinations are provided with affordable pricing. Every dog and cat will receive appropriate pain medications at no additional charge to the pet owner. All community cats will receive the rabies and distemper vaccinations, and the ear will be tipped. community cats will also receive a long lasting injectable pain medication. Microchips and Feline leuk/fiv testing are available as options. (the above buttons will not hold my selection)

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	Their outreach teams will make contact with homeless individuals owning pets and make arrangements for their transportation to our facility if needed.
Legal Aid St. Johns County	We have an attorney on our Board, who will promote the service to those clients in need.

Name	Level of Involvement
St. Johns Co. Sheriff's Office	One of our Board members is a Police Sergeant and will network within the community
St. Johns County Pet Center	Referral source for people needing pet care assistance, including spay neuter.

Other Information

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

Our goal is to prevent the relinquishment of pets to shelters by creating an environment for disadvantaged pet owners that facilitates accessible spay neuter surgeries and veterinary care. With adequate spay neuter options, we hope to see a reduction in pet overpopulation. Pet owners will be qualified by clinic staff before an appointment for their pet(s) is scheduled. 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. We maintain a humane trap depot for community cat caregivers. We will produce a report including statistical data of animal species and gender, low-income status of pet owner, and will document specific details of each animal. Our 2017 "Raise The Woof" capital campaign raised enough funds to complete construction on a 1200 sq. ft surgery addition. Due to the current building layout, we cannot provide other services while doing surgeries. When the physical expansion is complete, our lobby and veterinary clinic can remain open for services while the surgery wing is in operating mode. DiMare Construction has submitted plans to the County and we expect to break ground in just a few weeks. Frank DiMare has assured us that by coordinating the project carefully, he can keep us open for business as usual throughout the entire construction process. We're looking forward to opening the new wing by the end of 2018, and would love to launch services with FREE spay neuter surgeries made possible by Florida Animal Friend.

Budget

Total number of sterilization surgeries projected:

Cats: 305 **Dogs:** 190

Total budget requested (Budget should not exceed \$25,000): \$24,975.00

Average cost/surgery projected: \$51.00

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

The \$10 co-pay per animal paid by the owner will mitigate the cost of a rabies vaccine and certain parasite controls if needed. Optional veterinary services that are elected by the pet owner will be at the owner's expense. Community cat packages are all inclusive as outlined on our pet owner application. These and other expenses associated with the program will be covered by SAHS operating funds and additional donations. 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.

Through budget allocation. With aggressive marketing of the program, we are confident our regular supporters will step up to donate additional funds. Our vendors have also been very generous in the past, and we will request additional discounts on supplies, drugs, and vaccines to supplement the program.

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

Timeline

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

Projected start date: 09/18/18/ **Projected end date:** 08/15/19

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.**

Our high volume, low-cost spay neuter program is based on the self-sustaining standard created by the ASPCA Spay Neuter Clinic model. 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. Our Director's Fund – personally funded by our Board of Directors – was established to support free sterilizations when grant funds are exhausted.

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.**

St. Augustine Humane Society is proud to work with Florida Animal Friend, and will recognize the organization in all media opportunities. 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 will also highlight your support at events, in our lobby, and on our roadside marquee, drawing the attention of over 1800 motorists who drive past it each day.