

Grant ID: 1819

**Title of Proposal:** A Spay A Day

**Agency Type:** Non-Profit

**Total Funding Requested:** \$24,960.00

**Check Payable To:** Harmony Vet Care

## Application Information

### Demographics

**Name of Applicant Agency:** Wags Pet Clinic, Inc. DBA Harmony Vet Care

**Website Address:** www.harmonyvetcare.org

**Person Submitting Proposal:** Stephanie Sabshin

**Position:** Director, Veterinarian

**Person Submitting Proposal Email Address:** sjsabshin@gmail.com

**Agency Head:** Stephanie Sabshin

**Agency Head Email:** sjsabshin@gmail.com

**Organization Business Address:** 5420 Webb Rd, Suite C2

**City:** Tampa

**State:** FL

**Zip:** 33615

**Phone (xxx-xxx-xxxx):** 813-871-0850

**Fax:** 813-915-5149

**Cell:** 813-390-1623

### Agency Details

**Date of 501(c)(3) Incorporation:** 05/26/2017

**Dates of Last Fiscal Year: Begin:** 01/01/18 **End:** 12/31/18

**Organization Income in Last Fiscal Year:** \$1,108,777.03

**Organization Expenses in Last Fiscal Year:** \$920,534.92

**Number of Paid Employees:** Full Time: 13 Part Time: 5

**Number of Active Volunteers:** 4

**Total Volunteer Hours per Week:** 27.00

**How did you learn of the 2009 Florida Animal Friend grant competition?** Operation SNIP

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

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

**Auto-Generated (Previous Applications):**

Grant #	Proposal Year	Proposal Title	Status
1819	2019	A Spay A Day	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
Angela Backus	Vice President	727-234-3477	Veterinarian
Carol Lansford	President	678-358-0171	Director of Valor Service Dogs
Judy Williams	Director	813-996-3036	Realtor
Kiel Felts	Director	904-894-7273	Office Manager
Valerie Sabshin	Secretary, Treasurer	813-996-9542	Retired

#### Applicant Qualifications

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

**5 cats and 2 dogs were admitted.**

**5 cats and 1 dogs were adopted.**

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

**445 cats and 747 dogs were sterilized.**

**Briefly describe your animal programs:**

- |   |  |  |  |
|---|--|--|--|
| <input type="checkbox"/> Stray/Lost pet intake                | <input checked="" type="checkbox"/> Foster Program | <input checked="" type="checkbox"/> Wellness services to understand pet owners | <input checked="" type="checkbox"/> Volunteer Program              |
| <input checked="" 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 type="checkbox"/> Behavior counseling       | <input type="checkbox"/> Enforcement of ordinances                             | <input checked="" type="checkbox"/> Full service wellness clinic   |
| <input checked="" type="checkbox"/> Adoption Program          | <input 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?**

n/a

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

n/a

**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.**

The Executive Director and surgeon of Harmony Vet Care has been a veterinarian for 7 years. She is Humane Alliance trained, and performs 40-60 spays and neuters per day. After working for two years in the open admission county shelter, she created Harmony Vet Care to help provide needed veterinary services aimed at keeping pets in their homes, and preventing pet relinquishment to the shelter. She is supported by a team of doctors, technicians, receptionists and management who have been working in high volume spay/neuter clinics for years, many of whom are also Humane Alliance trained. This program is a very modest addition of one spay or neuter per day for a whole year.

**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?**

Harmony Vet Care is a full service veterinary clinic that has performed 1192 sterilization surgeries since opening Feb 5, 2018. Our low-cost pricing structure is designed to cover our daily operating expenses. However, in order provide critical spay/neuter surgeries that will help lower euthanasia rates in our community, additional resources are vital to be able to reach out to low-income and spay/neuter-resistant members of our community who cannot afford available low-cost services or who may not be willing to sterilize their pet unless the service is provided free of charge.

#### Target Population

<b>Geographical target area (name of city, county, zip codes, geographical information service (GIS), etc.):</b>	Hillsborough County
<b>Total human population in target area:</b>	1,408,566
<b>Percent of residents living below poverty in target area:</b>	15.5%
<b>Estimated number of pet cats in target area (human population divided by 3.3):</b>	426839
<b>Estimated number of pet dogs in target area (human population divided by 4.0):</b>	352142
<b>Estimated number of feral cats in target area (human population divided by 6.0):</b>	234761
<b>Number of cats admitted to animal control shelters in the target area last year (if known)</b>	9151
<b>Number of dogs admitted to animal control shelters in the target area last year (if known)</b>	9142

<b>Number of cats euthanized in animal control shelters in the target area last year (if known)</b>	1562
<b>Number of dogs euthanized in animal control shelters in the target area last year (if known)</b>	687
<b>Please explain if you believe your target area animal population is significantly different than above.</b> This accurately reflects our target area	
<b>Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:</b> County statistics indicate the most substantial sources of dog and cat overpopulation are community cats and pit bull (mixes)	
<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> While there are numerous private practice veterinarians in Hillsborough County, they are charging several hundred dollars for a pit bull spay or neuter. Additionally, most require a pre-operative exam and blood work, which require two visits to the clinic. This makes their services available only to middle to upper income households with reliable transportation and flexible schedules. There are also several Humane Alliance model clinics in the area, which are charging about \$115 for large dog spays and neuters. These clinics are inundated with requests for sterilization appointments, and current wait lists are about 6 weeks in each clinic. All of these pieces together are still struggling to meet the demands of Hillsborough County, which has one of the largest populations in the country. Additionally, they are all failing to meet the needs of the lower income families and the unmotivated owners who are not actively trying to spay or neuter their dogs. Free spays and neuters may be the only viable option to capturing the lowest income bracket and least motivated population.	
<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 checked="" type="checkbox"/> Pets in low-income families <input checked="" 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.**

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?**

Yes

**Please explain what is allowed:**

n/a

**(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.**

n/a

## Objectives

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

Our objective for the requested funds is to provide free sterilization surgery for 312 pit bulls and pit bull mixes to very low-income residents or to spay/neuter resistant pet owners within 12 months. Our normal cost for sterilization surgeries for large dogs is \$85- \$115 for males and \$115- \$125 for females. Harmony Vet Care would perform the surgeries at a reduced cost of \$80 for this grant and would include pain medication and a rabies vaccine for each surgery. Our goal is to maximize this grant to help reduce the number of pit bulls in our county municipal shelter, Hillsborough County Pet Resource Center.

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

Our objective for the requested funds will increase spay/neuter surgeries by a minimum of 312 surgeries above 2018 levels for Harmony Vet Care. It will directly address pet owners who would not otherwise have their pets sterilized due to severe economic need or educational/cultural resistance.

## Methods

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

We will use the same low-income documentation accepted by our open admission shelter in determining eligibility for low-income spay/neuter vouchers. This includes residents of Hillsborough county whose household income is at or below 185% of the 2018 federal poverty level. For documentation of eligibility we will accept current Food Stamps, Hillsborough Health Care Plan, Medicaid, Section 8 Housing, Supplemental Security Income (SSI), TANF (Temporary Assistance for Needy Families), Women, Infants & Children, or a 2017/2018 federal income tax return. We will also conduct special outreach for pet owners that are determined to be culturally resistant to pet sterilization. Staff will work with Hillsborough County Animal Control Officers to identify neighborhoods or individuals with high rates of impounds or known pet overpopulation issues. Selection factors will be documented in written notes for each recipient under the Resistant Populations criteria.

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

Harmony Vet Care has a phenomenal network of supporters that includes other local veterinary clinics, rescues, and the municipal shelter. We will create an announcement to send to each of these key supporters. We will also share this program on social media and through emails to our clients and through press release. We also have a partnership with the Hillsborough County Pet Resource Center. The officers there will be able to help us target low income and spay/neuter resistant populations to help.

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

The public will be required to provide transportation to our clinic, centrally located in Hillsborough County. We are frequently flexible with these situations and can provide boarding for dogs when an owner's schedule interferes with drop off or pick up. We routinely translate advertisements and posts into Spanish and have multiple bilingual employees in our clinic. We do not anticipate illiteracy to be a problem, as much of our advertising is reliant on word of mouth and direct contact with animal control officers.

**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.**

No

## Veterinary Services

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

Harmony Vet Care operates one of the county's ASPCA/Humane Alliance model spay/neuter clinics. It is staffed with highly skilled surgery technicians and a Humane Alliance trained surgeon who can routinely do 60 surgeries per day. We have a second full time doctor who can assist in surgery on an as needed basis.

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

## Veterinary Practices

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Practice Name	Address	City	State	Zip	Phone	Lead Practice
Harmony Vet Care	5420 Webb Rd, Suite C2	Tampa	FL	33615	813-871-0850	<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="\$0.00"/>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>
Range for Female Cats	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>
Range for Male Dogs	<input type="text" value="\$0.00"/>	<input type="text" value="\$80.00"/>	<input type="text" value="\$80.00"/>
Range for Female Dogs	<input type="text" value="\$0.00"/>	<input type="text" value="\$80.00"/>	<input type="text" value="\$80.00"/>

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="\$15.00"/>
<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="\$6.00"/>
<b>HW 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="\$20.00"/>
<b>Feline Leuk/FIV</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$20.00"/>
<b>County License</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="\$20.00"/>
<b>Ear tipping</b>	<input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Microchip</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$20.00"/>
<b>Other</b>	<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:**

n/a

**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
FOHCAS	Friends of Hillsborough County Animal Services is a volunteer run organization focused on getting animals out of the local shelter. And the best way to get animals out of the shelter is to prevent them from entering the shelter. They will provide a valuable advertising outlet for a spay/neuter program to low income and spay/neuter resistant populations.
Hillsborough County Pet Resource Center	We already work closely with the Pet Resource Center, and its animal control officers to provide low cost medical care to animals in need. This has been a collaborative effort to keep animals in homes, and prevent relinquishment. The officers will be able to distribute flyers and help target low income and resistant populations who can benefit from this opportunity.
Metropolitan Ministries	We have a partnership with Metropolitan Ministries, a large local non-profit that provides food, shelter, and services to the homeless, or those in danger of becoming homeless. They do not have any services for pets however. We provide them with advertisements for our food bank, to ensure the needy are able to feed their pets. This would be an additional outlet for collaboration for a free spay/neuter program.
New Life Dog Rescue	This is a large dog rescue that would be able to refer low income residents to us for spay/neuter.
Second Chance Friends	This is a local rescue that focuses on large breed dogs. They often pay the bill for spays and neuters of low income pet owners. This has resulted in them becoming a popular contact for owners looking for help spay or neuter their pets.

### Other Information

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

Through advertising and networking, Harmony Vet Care will reach out to low income and spay/neuter resistant pet owners to offer free sterilizations for pit bulls and pit bull mixes. We believe that targeting very low income and spay/neuter resistant pet owners is the key to increasing sterilization above baseline numbers, as these are the pet owners least likely to ever sterilize their dogs. By providing a special fund for free spay/neuter surgery and facilitating participation through outreach and other support, this project will directly address the largest barriers in our community: poverty and cultural resistance. At an average cost of only \$80 per surgery, this project is an excellent investment of Florida Animal Friend funding with huge potential to keep the most at-risk dogs out of our county shelters.

### Budget

**Total number of sterilization surgeries projected:**

**Cats:** 0 **Dogs:** 312

**Total budget requested (Budget should not exceed \$25,000):** \$24,960.00

**Average cost/surgery projected:** \$80.00

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

Harmony Vet Care will cover the cost for rabies vaccination and post-operative pain medication. Additional vaccines, heartworm testing, and microchipping can be purchased by the client for a low cost.

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

Grant funds will be used specifically for the costs of spay/neuter surgery for pit bull and pit bull mixes belonging to low-income or spay/neuter resistant pet owners. The cost of outreach, including printing and staff time will be absorbed by Harmony Vet Care. We will also solicit donations from the community.

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

98

### Timeline

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

**Projected start date:** 09/01/19/ **Projected end date:** 08/29/20

### 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.**

Harmony Vet Care will continue to offer affordable spay/neuter surgeries at our clinic. Additionally, we will continue to aggressively seek grant funding for this program so that the public can have these services performed for little or no cost. We have a charity fund that helps subsidize medical care for animals in need. We plan to use the statistical outcomes of this project period to demonstrate impact and effectiveness and make the case for continued support from our major donors, so we can use our charity fund to fill in time gaps between grants.

#### **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.**

Harmony Vet Care is already promoting the Florida Animal Friend Spay/Neuter License Plate. Numerous of our staff have the plate on their own cars! We could include information about the license plate in all advertisements for the free Pit Bull and Pit Bull mix spays/neuters that will be released through social media, through an email blast to our mailing list, and through a press release. We will promote the Florida Animal Friend Spay/Neuter License Plate through a permanent display in our clinic and through links on our website and Facebook page.