

Grant ID: 1914

Title of Proposal: The Fix is In Marion
Agency Type: Non-Profit
Total Funding Requested: \$25,000.00
Check Payable To: Sheltering Hands, Inc.

Application Information

Demographics

Name of Applicant Agency: Sheltering Hands, Inc. **Website Address:** shelteringhands.org
Person Submitting Proposal: Gina Camilleri **Position:** Chair, Board of Directors
Person Submitting Proposal Email Address: gina@shelteringhands.org
Agency Head: Gina Camilleri **Agency Head Email:** gina@shelteringhands.org
Organization Business Address: P.O. Box 773175 **City:** Ocala
State: Florida **Zip:** 34477-3175
Phone (xxx-xxx-xxxx): 352-622-8867 **Fax:**
Cell:

Agency Details

Date of 501(c)(3) Incorporation: 09/14/2007
Dates of Last Fiscal Year: Begin: 04/01/18 **End:** 03/31/19
Organization Income in Last Fiscal Year: \$376,773.00
Organization Expenses in Last Fiscal Year: \$208,158.00
Number of Paid Employees: Full Time: 2 Part Time: 1
Number of Active Volunteers: 35
Total Volunteer Hours per Week: 125.00
How did you learn of the 2009 Florida Animal Friend grant competition? prior recipient
Year(s) of previous Florida Animal Friend grants (if applicable):
Previous Florida Animal Friend Applications: Years Funded: 2009,2012,2014,2016,2018 Year(s) denied/incomplete: 2011

Auto-Generated (Previous Applications):

Grant #	Proposal Year	Proposal Title	Status
111	2009	Levy County TNR and Low Income Spay/Neuter Program	Funded
214	2011	Community Cat Cooperative	Denied
326	2012	Community Cats Program	Funded
1424	2014	Community Cats TNR Program	Funded
1663	2016	Community Cats Program TNR	Funded
1777	2018	Community Cats Spay/Neuter	Funded
1914	2020	The Fix is In Marion	Funded

Describe your Organization:

Services Provided

Open Admission Intake Shelter

Organization Structure:

City, county, or tribal agency

- Limited Intake Shelter
- Foster Network
- Animal Control
- Spay/Neuter Services
- Other
- Private nonprofit agency
- TNR Group
- Rescue Group
- Other

List your current board of directors:

Name	Title	Phone	Occupation
Debbie Wabbersen	Secretary	352-427-9521	police officer
Elena Goulet	Treasurer	401-935-4891	retired administrator
Gina Camilleri	Chair	352-622-8867	retired educator
Susanna Fromm, DVM	Medical Director	352-286-3195	retired veterinarian

Applicant Qualifications

For your organization, in the last complete fiscal year:

135 cats and 0 dogs were admitted.

196 cats and 0 dogs were adopted.

0 cats and 0 dogs were euthanized.

2032 cats and 0 dogs were sterilized.

Briefly describe your animal programs:

- Stray/Lost pet intake
- Foster Program
- Wellness services to understand pet owners
- Volunteer Program
- Owner surrendered animals
- Food Bank
- Cruelty investigation
- High volume spay/neuter clinic
- Lost and Found Program
- Behavior counseling
- Enforcement of ordinances
- Full service wellness 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?

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.

Sheltering Hands, Inc. has been a leader in our area in working to control the feral cat numbers. In 2012, we established the area's first low cost spay/neuter program for feral cats using donated space at an old animal shelter. Since 2012, we have spay/neutered over 10,000 cats. Through a generous bequest in 2015, we opened our current spay/neuter clinic where we have 3 operating tables available for surgery. In addition, we have areas for intake, anesthesia, prep and recovery so we can move cats through in an orderly, controlled and effective manner. Our clinic also contains a pharmacy and an isolation area in the event a cat needs further monitoring. Our Medical Director is a recently retired veterinarian who had a mobile vet practice in our area for many years. She is familiar with our area and its resources. She monitors surgical activities in the clinic, coordinates with assisting veterinarians on cats needing referrals and followups, creates policies and procedures for effective day to day operations, and supervises the overall health of all the cats under our care. Our Surgical Vet Tech handles all aspects of our spay/neuter program. She has been with us for over 7 years and is trained in anesthesia and veterinary clinical management. She supervises all surgery days and coordinates the volunteers and surgeons for those days. She is also responsible for all pharmaceutical and clinical inventory and ordering. She is also the contact for people with follow up questions both before and after surgery. Our spay/neuter program provides a complete service for people in our area. We have 100+ humane traps we can loan out for people to use to secure cats for surgery. On our website and over the phone, we assist people with questions about spay/neuter and provide a number where people can ask follow up questions. We do surgeries 2-3 days per week and include weekend days every month for those needing weekend appointments.

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?

Currently, we depend on revenues from our low cost spay/neuter services and fundraising campaigns. The \$35 charge for spay/neuter covers about 50% of the total cost. Fundraising provides additional amounts to cover costs. We have priced our low cost spay neuter to make it as reasonable as possible. We are lower than the other two organizations in our area that do low cost spay/neuter for the general population with owned pets. We are limited in the number of surgeries we can do based on the amount of funding we can raise to cover the additional \$35 per cat in actual costs. Fundraising revenues vary from year to year, but average around \$15-20,000 per year, minus bequests which, again, are variable. These fundraising revenues provide additional funding for about 500 cats per year, but we have the capacity to do 2000+. The need is out there in

our largely rural county. Although Marion County, as a whole, has an official poverty rate of 15.1%, the areas we propose to serve have an average poverty rate of 26.9%, or nearly double the county average.

Target Population

Geographical target area (name of city, county, zip codes, geographical information service (GIS), etc.):	We propose to target the following zip codes in Marion County- 34475- Ocala- 34.8% poverty rate 32134- Ft. McCoy- 30.1% poverty rate 34482- Ocala- 24.6% poverty rate 34470- Ocala- 23.7% poverty rate 34472- Ocala- 21.4% poverty rate
Total human population in target area:	86,567
Percent of residents living below poverty in target area:	average of 26.9%
Estimated number of pet cats in target area (human population divided by 3.3):	26233
Estimated number of pet dogs in target area (human population divided by 4.0):	21642
Estimated number of feral cats in target area (human population divided by 6.0):	14428
Number of cats admitted to animal control shelters in the target area last year (if known)	2780
Number of dogs admitted to animal control shelters in the target area last year (if known)	2090
Number of cats euthanized in animal control shelters in the target area last year (if known)	352
Number of dogs euthanized in animal control shelters in the target area last year (if known)	82
Please explain if you believe your target area animal population is significantly different than above. Based on calls for help that we have received from several of the targeted areas, many owners have many more cats, both pets and community cats, than statistics estimate. In Ft. McCoy, one of our targeted areas, we have helped more than one owner with 40+ cats he/she was trying to care for.	
Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area: 1. Socio-economic factors including low wages, high levels of poverty and lack of widespread public transportation. 2. Uneducated pet owners 3. Irresponsible, transient owners 4. More than dogs, cats are allowed to live outside and so are "out of sight, out of mind" until they return pregnant.	
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? Marion County has a Neuter Commuter service that charges \$75 for cats. They do not provide traps for trapping hard to catch cats. They do offer a low income option for \$20, but pet parents must show proof of government assistance, recent tax returns, or legal dated proof that they are below the Federal Poverty guidelines. The regular charge is still high for many low income people. Not everyone who is struggling financially falls under the guidelines for their low income option so would not be able to use it. TLC charges \$50 for cats, \$25 for feral, but again does not provide traps for pet parents. They limit the number of surgeries they do. The Humane Society of Marion County offers low cost spay/neuter vouchers for \$50 for cats, but that does not cover any other services such as an exam or any vaccines so the cost is usually at least double for most pet parents who use the vouchers. The vouchers can be used at selected vet practices in the county. We do have several veterinary offices and clinics in Marion County, but few offer low cost spay/neuter services. Rather, they refer to one of the organizations that do provide low cost services. Sheltering Hands, Inc. provides the lowest cost, comprehensive service for pet parents in our targeted area. We want to keep our costs as low as possible to provide needed spay/neuter services that reach as many cats as possible.	
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 checked="" type="checkbox"/> TNR managed colonies of feral cats <input checked="" type="checkbox"/> Community cats (free-roaming and/or owned) <input type="checkbox"/> Other	

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

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

zip code 32134- 240.12 sq. Miles zip code 34470- 11.63 sq. Miles zip code 34472- 36.70 sq. Miles zip code 34475- 29.31 sq. Miles zip code 34482- 90.97 sq. Miles Total targeted area in square miles- 408.73

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

We looked at poverty levels in various zip codes within Marion County and determined which areas had the highest poverty levels that would be most accessible to our services and/or areas we had established relationships with that had a high degree of need (Ft. McCoy).

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

The targeted area is a mixture of rural with several small suburban areas. The land use is mixed with some being agricultural and commercial, but most is residential.

Estimated number of cats in the target colony area : 40659

Estimated number that are currently sterilized: 4000

Projected reduction after utilizing the grant: 2200

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

Community cat caregivers are provided with information and support through our dedicated community cat contact. This person is available for questions and support services. We provide medical help for injured community cats and foster placement, as needed. We continue to work with the county to provide support for existing community cat colonies and assist new colonies as they get started.

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

Yes

Please explain what is allowed:

The county acknowledges that there is currently a strong need to address issues presented by feral, free-roaming, and other community cats. They allow groups and individuals to feed community/feral cats on their own property or on the property of others with permission. Community cats are exempt from fees for licensing or to reclaim them if picked up. (Ord. No. 18-21, § 1, 8-7-2018; Ord. No. 19-09, § 1, 5-7-2019)

(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:

Marion County Animal Services

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

We continue to provide education to all cat owners/caretakers on ways to reduce impact on wildlife such as keeping pet cats indoors, feeding away from locations where wildlife would gather or feed, and removing food after 30 minutes of feeding time.

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

When caretakers are feeding cats other than on their own property, we remind them that the county requires them to obtain permission first. We guide people on how to approach owners, ie how to present our program as a way to reduce negative aspects of cats on a property and gradually eliminate community cats through natural attrition. We also have literature that caregivers can give to property owners to explain the program.

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.

Our goal is to provide a low-cost/ high quality option for cat owners in the targeted areas to work towards the long term goal of reducing the number of unwanted cats so we can achieve a time when there are "No More Homeless Pets" (Best Friends Animal Society). Through social media, coordination with other spay/neuter groups, and outreach to the community, we want to help make sterilizing your cat an easy, affordable and positive experience.

Objectives

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

We hope to be able to keep our prices reasonable so low income families can afford to fix the cats they love. The funds from the Florida Animal Friend grant will allow us to offer low cost spay/neuter surgery for 715 additional cats. Through average fundraising efforts, grants, and service fees, we are able to fully fund around 1000-1500 cats per year.

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

If funds become available from a Florida Animal Friend grant, we would be able to increase our number of cats served by 48-71%, a significant increase.

Methods

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

We will have a two tiered program. Those cat owners in our targeted areas will be able to access our low cost spay/neuter services for \$35 per cat. For that program, owners will need to show proof, such as a driver's license or utility bill that they reside in the targeted zip code. We will continue to offer the \$35 price until funds are exhausted from the grant. For cat owners who do not live in the targeted zip codes, we will offer our \$35 low

cost spay/neuter program as long as additional fundraising revenues provide the cost differential. This program will be open to any pet parent wishing to use it.

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

We will provide outreach via advertising, social media and collaboration with other animal rescue groups to let cat owners who live in the targeted areas know about our low cost services. In our social media and printed materials, we will share the targeted zip codes. In addition, we will provide flyers for area merchants to display about the program. We will make sure all area rescues, as well as animal services, knows about our program and leave flyers they can pass out to interested individuals. We will encourage pet parents who use the services to share with others in their neighborhood about our program.

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

Sheltering Hands has a van that can be used to help with transportation of cats to the clinic. We also have humane traps to loan for people needing them as well as experienced trappers ready to provide assistance and support. Our flyers will use simple graphics to make our services clear to most pet parents with a website and dedicated phone number to call for further information. We also have a bilingual staff member for help with any Spanish speaking pet parents.

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.

Most of the time the pet parent will transport the cat(s). If we need to use our transport, we have a 2007 Dodge minivan that can transport up to 25 cats in humane traps. Cats that we transport must be in our humane traps. The drivers (one full time, one part time staff member) are licensed, trained and insured to use the minivan and are the only ones who will do transport. Both staff members have been with us for at least 2 years. Pet parents sign a liability release both for surgery and transport, if needed. Maximum driving time from the farthest area we serve to the clinic is about 1 hour.

Veterinary Services

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

We have two independent contractor vets who come to our clinic to perform surgeries 2-3 days per week. One vet works 8 days per month and volunteers 1 day per month and the other vet works 1 day per month and volunteers one day per month. We try to include both week days and weekend days to allow people who work to participate in the program. We supply the surgical tech, supplies, equipment, surgical center and volunteers. Our Medical Director is a retired vet who oversees the clinic. Her hours vary. She volunteers her time but serves as our lead.

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

Veterinary Practices

Practice Name	Address	City	State	Zip	Phone	Lead Practice
Dr. Lisa McNichols	8614 SW 34thAve.	Gainesville	Florida	32608	352-505-6346	<input type="checkbox"/>
Dr. Susanna Fromm	1199 NW 165th Court Road	Dunnellon	Florida	34432	352-465-0640	<input checked="" type="checkbox"/>
Dr. Valerie Love	P.O. Box 510	Fairfield	Florida	32634	770-925-5805	<input 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="\$35.00"/>	<input type="text" value="\$35.00"/>	<input type="text" value="\$70.00"/>
Range for Female Cats	<input type="text" value="\$35.00"/>	<input type="text" value="\$35.00"/>	<input type="text" value="\$70.00"/>
Range for Male Dogs	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>
Range for Female Dogs	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>	<input type="text" value="\$0.00"/>

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

Required, Optional, or Not Offered **Fee to Client?**

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
HW Testing Required Optional Not Available No Yes
Feline Leuk/FIV Required Optional Not Available No Yes
County License Required Optional Not Available No Yes
Ear tipping Required Optional Not Available No Yes
Microchip Required Optional Not Available No Yes
Other Required Optional Not Available No 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:

Although not listed, Sheltering Hands is committed to caring for each cat as if they were our own. So, if a cat presents with additional medical concerns and needs additional services or medical procedures, vets are authorized to do so and those services are funded by a separate special needs fund. We also provide additional pain medication via injection which is paid for with separate funds.

Is this a voucher program? No

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

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

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

Community Collaboration

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

Yes No

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

Name	Level of Involvement
Humane Society of Marion County	referral of cats, collaboration on services available across rescue groups such as food banks
LEAF	work together for spay/neuter projects in Marion/Levy counties, financial support
Marion County Animal Services	referral of cats, return of cats to community care givers with no fees, facilitating networking and coordination between rescue groups in area
SPCA of Marion County	referral of cats, financial assistance for special needs cats
Stone Creek PALS	financial support for programs, donation of supplies
VOCAL	referral of cats, food and supplies for cats, including prescription diets as lead agency working with Chewy

Other Information

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

We are at an exciting time in the animal rescue movement in Marion County. Our Animal Services department is now being led by a passionate director who values collaboration with other animal rescues. Animal Services has adopted No Kill as their goal and has significantly reduced the number of animals euthanized in the county. We have held initial meetings with all animal rescue groups and are starting to form smaller break out groups to work on individual initiatives such as spay/neuter. All the major rescue groups are in agreement about working together. As the only "cats only" organization, we are working to set ambitious yet realistic goals for controlling the population of feral cats in Marion County. We recognize the importance and strength in working together and look forward to 2020 being a break through year in terms of animal rescue collaboration and efficacy.

Budget

Total number of sterilization surgeries projected:

Cats: 715 **Dogs:** 0

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

Average cost/surgery projected: \$35.00

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 annual budget of Sheltering Hands provides for all vaccines, surgical tech salary, and additional medications and procedures needed for the health and well being of each cat. We budget for injectable pain medication for each cat as part of our commitment to the highest quality outcome for all cats. Microchips are paid for by the pet owners.

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

We have several fundraisers each year that go towards our spay/neuter program including a chili-cook off, yard sales, and targeted online fundraisers. We also receive smaller grants and bequests to sustain our spay/neuter efforts as well as monthly donations from individuals. Pet owners also pay for additional services during surgery such as FIV/FelV testing, and microchipping that provide a small portion of our funding.

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

25%

Timeline

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

Projected start date: 04/01/20/ **Projected end date:** 03/31/21

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.**

Sheltering Hands is currently engaged in a major strategic planning operation. We are examining all aspects of our organization and working to identify long term funding sources to help our program build a sustainable endowment. We have been working with the Small Business Development Corporation for the past year and are members of the Community Foundation in Marion County that works with non-profits to increase their skills and ability to be successful. We are exploring partnerships with groups such as retirement developments and insurance companies that align with our other services, such as our successful Seniors for Seniors program. We have streamlined our operations and reduced staffing. We have established partnerships with Chewy to provide food and litter thus reducing our operational expenses. We are adding Board members who bring experience in community relations, non-profit development and business relations. We continue to seek out grants and expand our non-profit "footprint" locally via presentations and participation in selected events county wide.

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 will include information about the Animal Friend grant and license plate on our website, social media and in flyers we create.

