

Grant ID: 1929

**Title of Proposal:** Spay/Neuter Help for Pets of Low-Income Families**Agency Type:** Non-Profit**Total Funding Requested:** \$20,400.00**Check Payable To:** Spay N Save Animal Clinic

## Application Information

## Demographics

**Name of Applicant Agency:** Spay N Save Animal Clinic**Website Address:** <http://www.spaynsave.org/>**Person Submitting Proposal:** Jessi VanPelt**Position:** Marketing & Development Associate**Person Submitting Proposal Email Address:** marketing@spaynsave.org**Agency Head:** Joanne Montchal**Agency Head Email:** Joannes@spaynsave.org**Organization Business Address:** 988 N. Ronald Reagan Blvd.**City:** Longwood**State:** FL**Zip:** 32750**Phone (xxx-xxx-xxxx):** 407-920-4894**Fax:****Cell:**

## Agency Details

**Date of 501(c)(3) Incorporation:** 01/19/2012**Dates of Last Fiscal Year: Begin:** 01/01/19 **End:** 12/31/19**Organization Income in Last Fiscal Year:** \$974,021.00**Organization Expenses in Last Fiscal Year:** \$978,893.00**Number of Paid Employees:** Full Time: 10 Part Time: 9**Number of Active Volunteers:** 15**Total Volunteer Hours per Week:** 50.00**How did you learn of the 2009 Florida Animal Friend grant competition?** We are a previous applicant.**Year(s) of previous Florida Animal Friend grants (if applicable):****Previous Florida Animal Friend Applications:** Years Funded: 4 Year(s) denied/incomplete: 0

Grant #	Proposal Year	Proposal Title	Status
320	2012	Spay Seminole	Funded
1419	2014	Spay Altamonte Springs/Longwood	Funded
1599	2007		Funded
1653	2016	Spay Sanford	Funded
1752	2018	Pets of Low-Income Families	Funded
1929	2020	Spay/Neuter Help for Pets of Low-Income Families	Funded

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

## Describe your Organization:

## Services Provided

- Open Admission Intake Shelter
- Limited Intake Shelter
- Foster Network

## Organization Structure:

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

- Animal Control
- Spay/Neuter Services
- Other
- Rescue Group
- Other

**List your current board of directors:**

Name	Title	Phone	Occupation
Andrew Ayoob	Treasurer	407-349-5255	Non-Profit Exec
Audrey Posocco	Director	407-771-4290	Human Resources
David Gale	Secretary	407-382-1000	Retired Pilot
Deborah Quisenberry	Director	407-484-1772	Insurance / HR
Jennifer Musser	Director	407-679-0024	CPA
Julie Beard	Director	386-663-2118	Accountant
Phyllis Ayoob	President	407-416-0995	Animal Rescue Advocate

**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.**

**7000 cats and 2500 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?**

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. was founded in May, 2010. Our parent organization was CATS-CAN, Inc., a rescue/adoption group. The Board members of CATS-CAN, Inc. saw a need to do more than just radoptions to reduce the number of pets entering our animal control facilities. We knew the next step was to open a high-volume, affordable spay/neuter clinic, accessible to all pet owners, rescues and cat colony caregivers. Through Humane Alliance's mentorship, we opened Spay N Save Animal Clinic in July of 2012. Since then, our mission to significantly reduce the killing of healthy pets and community cats is being realized. By the end of February 2020, Spay N Save has performed over 64,000 sterilizations since opening in 2012. 9,893 were performed in 2018, 9,500 in 2019, and our goal is to complete 10,000 in 2020. Spay N Save Animal Clinic operates 5 days a week for spay/neuter surgeries. Spay N Save, since opening, has offered free and very low cost opportunities for spay/neuter throughout the year, made possible by grants and our annual 5k fundraiser. Throughout the year, we also depend on our "Spay It Forward" donation program to help any client who needs financial assistance to get their pet spayed or neutered. It is our policy to never turn away a client because of financial need. Spay N Save Executive Director Joanne Montchal will implement and supervise the project. Joanne began as Clinic Operations Manager in 2012, transitioned to Executive Director in 2018, and has 20 years of management experience. She is supported by an Operations Manager, Administrative Lead, and Lead Veterinarian. They are supported by 7 administrative staff and 7 medical staff; the majority have been with Spay N Save for several years. Spay N Save's Board of Directors will also provide any necessary oversight of the program and can be available if needed.

**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?**

Spay N Save Animal Clinic (SNS) is one of the lowest priced high-quality, high-volume spay/neuter clinics in the area. Our clinic's regular fees allow for break-even full time operation of the clinic. We have a "Spay It Forward" fund 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. We spay/neuter (s/n) 40+ dogs and cats per day, 5 days per week, except for a week off in December. With our animal control facilities still euthanizing for space, minor issues, and lack of fosters for kittens too small to be adopted out, additional resources are needed to sterilize as many animals as we possibly can. Additionally, we expect the number

of clients who need assistance with fees to multiply due to the soaring rate of unemployment during the COVID19 crisis, especially here in Greater Orlando, with tourism being our primary industry. The number of low-income clients continued to grow even before this crisis, due to Orlando being #1-#3 in the nation for lack of affordable housing over several years, and due to the area's below-average wages. This grant resource will allow us to offer spay/neuters for 300 cats and 100 dogs owned by low-income/financially strained families, at a \$15 co-pay, instead of the regular price of \$60 for domestic cats and \$85-\$95 for dogs.

Target Population

<b>Geographical target area (name of city, county, zip codes, geographical information service (GIS), etc.):</b>	Orange and Seminole counties
<b>Total human population in target area:</b>	1,848,477
<b>Percent of residents living below poverty in target area:</b>	5.6% (Orange) and 9.9% (Seminole)
<b>Estimated number of pet cats in target area (human population divided by 3.3):</b>	560145
<b>Estimated number of pet dogs in target area (human population divided by 4.0):</b>	462120
<b>Estimated number of feral cats in target area (human population divided by 6.0):</b>	308080
<b>Number of cats admitted to animal control shelters in the target area last year (if known)</b>	14,293
<b>Number of dogs admitted to animal control shelters in the target area last year (if known)</b>	10,086
<b>Number of cats euthanized in animal control shelters in the target area last year (if known)</b>	2,856
<b>Number of dogs euthanized in animal control shelters in the target area last year (if known)</b>	1,140
<b>Please explain if you believe your target area animal population is significantly different than above.</b> N/A	
<b>Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:</b> Breeding, lack of spay and neuter, as well as abandoned animals contribute to the overpopulation in our area. Without enough affordable s/n resources, residents are not always able to get animals fixed in a timely manner, leading to accidental litters. Plus, there are likely hundreds of feral cat colonies in our area who have a regular feeder, but many of the feeders don't know about or have the resources to TNR. Our area is diverse and growing rapidly, which means there is a range of knowledge or lack thereof about the benefits of spay/neuter and the community's resources for s/n.	
<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> Our community offers a few low-cost clinics and mobile services, as well as trap-neuter-release programs, to combat the high numbers of deaths in shelters. There is one other high-quality, high-volume, low-cost spay/neuter nonprofit clinic in Greater Orlando, with locations in Seminole County, south Orange County, east Orange County. Orange County Animal Services operates a mobile clinic for low-income families three times per month, for pets of less than 50 lbs, as well as a TNR program. Seminole County Animal Services does not have a low-cost s/n program or service. Greater Orlando is a large, spread-out area, so it can be difficult for clients to get to these clinics with their pets. Because the Central Florida / Orlando metro area is growing rapidly -- by 1,500 people every week, organizations including SNS have to increase services. Based on 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 unattainable. SNS is typically booked 2 weeks out for cat surgeries and 4 weeks out for dog surgeries. So many people cannot afford even our low costs but truly want to do the right thing by sterilizing these animals. Through this grant, we can reach more of those people in our area. The simple fact that we have performed more than 64,000 sterilization surgeries in just 7 years indicates the enormous need for additional low cost services in our community, and the large number of pet owners and caregivers that want to do the right thing.	
<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 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)?**

1. Complete an estimated 300 cat and 100 dog sterilizations by families who show proof of low-income/hardship, at a \$15 client co-pay, with a limit of 4 pets per family. 2. Not turn any client away for inability to pay. 3. Clients will have the tools to spread the word about our services and the importance of spaying/neutering. 4. Intake numbers at our animal control shelters will at minimum stay at baseline or decline.

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

We expect, because of the unemployment crisis due to the COVID19 closures, it will be much more difficult for many of our clients to pay our regular fees for service. This grant will allow surgery numbers to continue as normal, as we can offer extra assistance for those who may have considered cancelling or not making an appointment for financial reasons. Our Spay It Forward fund, which regularly helps cover service fees for low-income clients, would be depleted quickly if we did not regularly receive grants and other fund sources to replenish it.

## Methods

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

Families will show proof of low-income/hardship status with the following: State or federally funded welfare program, Food stamps (SNAP/EBT), Medicaid, SSI Disability, Unemployment, tax return (generally federal poverty level plus \$8,000 maximum), or proof of a recent extenuating circumstance including job loss. Social Security proof may be considered on a case-by-case basis.

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

So far our most effective, successful and low cost methods of advertising these programs have been Facebook, our website and e-newsletter, NextDoor, flyers in places such as community centers and laundromats, and word of mouth.

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

We have two bilingual employees, so we will be able to communicate with Spanish-speaking clients. Our handouts will be bilingual where needed. Volunteers are available at check-in to assist with filling out the forms if needed. We will reach out to local community centers and churches 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.**

The pet's caretaker will have the responsibility of transporting.

## Veterinary Services

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

Spay N Save employs two full-time in-house veterinarians; a lead vet and an associate vet. Our clinic's administrative staff determines the fees charged.

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

**Veterinary Practices**

Practice Name	Address	City	State	Zip	Phone	Lead Practice
Spay N Save Animal Clinic	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
<b>Range for Male Cats</b>	<input type="text" value="\$15.00"/>	<input type="text" value="\$43.00"/>	<input type="text" value="\$58.00"/>
<b>Range for Female Cats</b>	<input type="text" value="\$15.00"/>	<input type="text" value="\$43.00"/>	<input type="text" value="\$58.00"/>
<b>Range for Male Dogs</b>	<input type="text" value="\$15.00"/>	<input type="text" value="\$70.00"/>	<input type="text" value="\$85.00"/>
<b>Range for Female Dogs</b>	<input type="text" value="\$15.00"/>	<input type="text" value="\$80.00"/>	<input type="text" value="\$95.00"/>

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 checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<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="\$3.00"/>
<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="\$18.00"/>
<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="\$25.00"/>
<b>County License</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<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="\$15.00"/>
<b>Other</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="\$12.00"/>

**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:**

S/N service at our clinic includes rabies and distemper vaccines, and the vaccines will be paid for as part of the client co-pay of \$15. 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	This rescue group will help with promotion and referrals.

## 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 18,600 Facebook followers will quickly get the word out about this program.

## Budget

**Total number of sterilization surgeries projected:**

**Cats:** 300 **Dogs:** 100

**Total budget requested (Budget should not exceed \$25,000):** \$20,400.00

**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.):**

Our clinic's S/N service includes rabies and distemper vaccines, and the vaccines will be paid for as part of a client co-pay of \$15

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

Our Spay It Forward helps cover service fees for low-income families when there is not a grant available.

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

77

## Timeline

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

**Projected start date:** 07/01/20/ **Projected end date:** 06/30/21

### 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.**

Our Spay It Forward fund regularly helps clients who cannot pay regular pricing. These funds are from individual private donors and fundraising events. We have had success with Giving Tuesday, Fund the Shelters, and other fundraising campaigns. We apply yearly and have a great success rate with receiving grants from several funders such as Petco Foundation, Franklin's Friends, and Banfield Foundation.

### 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 18,600 followers on our Facebook page, a website with heavy traffic, and a monthly email newsletter that goes to more than 2,000 supporters. We will promote the Animal Friend license plate program on these communication outlets as we have done during our previous Animal Friend grants. Any flyers or advertisements will reference the source of 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 sees traffic of approximately 400 clients per week.