

Grant ID: 1938

Title of Proposal: Ocala Location Spay/Neuter

Agency Type: Non-Profit

Total Funding Requested: \$25,000.00

Check Payable To: TLC PetSnip, Inc.

Application Information

Demographics

Name of Applicant Agency: TLC PetSnip, Inc.

Website Address: www.TLCPetSnip.org

Person Submitting Proposal: Lisa Gray

Position: Director of Development

Person Submitting Proposal Email Address: lgray@tlcpetsnip.org

Agency Head: Emily Lorenzano

Agency Head Email: exdirector@tlcpetsnip.org

Organization Business Address: 1701 East Gary Rd

City: Lakeland

State: FL

Zip: 33801

Phone (xxx-xxx-xxxx): 863-686-7647

Fax:

Cell:

Agency Details

Date of 501(c)(3) Incorporation: 04/25/2011

Dates of Last Fiscal Year: Begin: 10/01/18 **End:** 09/30/19

Organization Income in Last Fiscal Year: \$2,615,049.54

Organization Expenses in Last Fiscal Year: \$2,509,434.03

Number of Paid Employees: Full Time: 25 Part Time: 3

Number of Active Volunteers: 3

Total Volunteer Hours per Week: 5.00

How did you learn of the 2009 Florida Animal Friend grant competition? We have previously submitted grants for our other locations

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

Previous Florida Animal Friend Applications: Years Funded: 2015,2019 Year(s) denied/incomplete: 2013,2017

Auto-Generated (Previous Applications):

| Grant # | Proposal Year | Proposal Title | Status |
|---------|---------------|--------------------------------------|------------------------|
| 380 | 2013 | PetSnip Grant | Denied (not completed) |
| 1469 | 2015 | Combee Community Spay/Neuter Project | Funded |
| 1737 | 2017 | Love-a-Bull Pitties | Denied (not completed) |
| 1824 | 2019 | Polk County Spay/Neuter Services | Funded |
| 1892 | 2020 | Spay Seffner | Denied |
| 1938 | 2020 | Ocala Location Spay/Neuter | Funded |

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 Elkins | Director | 863-686-7647 | Accountant |
| Becky Smith | Director | 863-686-7647 | Retired |
| Sandra Swearingen | Director | 863-686-7647 | Retired |
| Terry Sandlak | President | 863-686-7647 | Clinic Manager |

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.

10333 cats and 6904 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?

NA

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

NA

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.

TLC PetSnip, Inc. is a high volume spay/neuter organization with three locations and has performed close to 50,000 procedures since opening in 2013. We are an ASPCA Spay/Neuter Alliance mentored organization with ASPCA Spay/Neuter Alliance trained staff and surgeons. This grant application is specifically written for TLC PetSnip-Ocala, which has provided over 10,000 spays and neuters since opening November 2018. The persons in charge of this program will be Lisa Gray, C.V.T., and Terry Sandlak. Lisa will be monitoring the program remotely from the Lakeland office and Terry will be running the program at the Ocala office.

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?

TLC PetSnip, Inc. currently uses earned income from spay/neuter and wellness services. TLC PetSnip provides free and discounted service with the assistance of the Humane Society of Marion County on a monthly basis. Additional funding resources are necessary because of the high need in Marion County. The programs that are offered as a result of the funding from the HSMC are usually fully booked on the same day that they are announced. The additional funding from the Florida Animal Friend will be used in conjunction with the earned income and the funding from HSMC.

Target Population

| | |
|--|---------------|
| Geographical target area (name of city, county, zip codes, geographical information service (GIS), etc.): | Marion County |
| Total human population in target area: | 365,579 |
| Percent of residents living below poverty in target area: | 15.1 |
| Estimated number of pet cats in target area (human population divided by 3.3): | 110782 |
| Estimated number of pet dogs in target area (human population divided by 4.0): | 91395 |

| | |
|---|-------|
| Estimated number of feral cats in target area (human population divided by 6.0): | 60930 |
| Number of cats admitted to animal control shelters in the target area last year (if known) | 662 |
| Number of dogs admitted to animal control shelters in the target area last year (if known) | 661 |
| Number of cats euthanized in animal control shelters in the target area last year (if known) | 65 |
| Number of dogs euthanized in animal control shelters in the target area last year (if known) | 52 |
| Please explain if you believe your target area animal population is significantly different than above. The target area population of the dogs and cats in Marion County seems to be correctly represented. | |
| Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area: The most substantial source of pet overpopulation is the lack of affordable spay/neuter resources in the county. | |
| 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? Currently, the general practitioners, the Humane Society of Marion County, and Animal Services of Marion County offer spay/neuter services. These resources are insufficient because they are unable to perform high-volume and high-quality services. The percent of residents that live below the poverty level is 15.1%. There is a large majority of residents that have pets that need to be sterilized and they are financially unable to have that done. The HSMC and MCAS both have long waiting lists for their services. | |
| 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 checked="" 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.

Marion County is 1,584 square miles and is a widely rural county. We plan to systematically target zip codes 34470, 34471, 34474, and 34473.

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

We will ask residents to provide proof of residency for this program. We will require a driver's license or utility bill with their name and address on it to qualify.

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 primarily rural and agricultural. Ocala has one of the largest populations of horse breeding ranches in the state.

Estimated number of cats in the target colony area : 3000

Estimated number that are currently sterilized: 300

Projected reduction after utilizing the grant: 700

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

The cats that will be part of this program will have caretakers that have received training from the TLC PetSnip-Ocala feral cat trapper. TLC PetSnip has an active training program for volunteers and colony caretakers.

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

Yes

Please explain what is allowed:

Marion County Animal Services allows for feral cats to be sterilized and then returned to the field with a colony caretaker.

(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:

Humane Society of Marion County and Marion County Animal Control support TNVR efforts.

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

We will be working with colony caretakers to make sure that colonies are not located in any type of wildlife preserve area or area that wildlife could potentially be negatively impacted.

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

TLC PetSnip employs a part-time feral cat trapper that will be assisting with any nuisance calls. We will provide additional resources and educational materials to people the colony caretakers. Our part-time feral cat trapper has a cell phone paid for by TLC PetSnip to ensure that she is easily accessible.

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.

TLC PetSnip-Ocala provided 1313 feral cat sterilizations during the last fiscal year. In that time we have learned how to fully manage a feral cat program. TLC PetSnip-Ocala has a holding area that is used only for feral cats, a feral cat trapper, and an experienced and dedicated staff. We are working closely with the municipal shelters and private shelters to ensure that we are actively targeting the areas with the highest need.

Objectives

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

The goal for this program us to provide spay/neuter services to feral/community cats, Pitbulls, and large breed dogs that are owned by financially restricted clients and persons that are actively participating in TNVR efforts. We plan to provide sterilization services to 700 feral/community cats and 150 large breeds and Pitbull type of dogs. The 850 sterilizations provided by this funding will prevent thousands of dogs and cats to be born unwanted.

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

This program will increase the number of sterilization procedures by increasing access to veterinary care to the target population.

Methods

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

We will be utilizing proof of income from clients to be eligible for this program. We will also require proof of residency in the form of a driver's license or utility bill for the targeted zip codes.

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

We will be advertising this program through social media, our website, and flyers. We have a social media following of over 20,000 and our website has regular traffic. The flyers will be designed in both English and Spanish and distributed to local businesses and placed on community bulletin boards.

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

Barriers that may be presented during this program will be addressed individually. We will utilize a bilingual volunteer and volunteers that have worked within the targeted area during other programs. We will make certain that the flyers have visual cues to assist with anyone that may be illiterate.

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.

This program does not directly provide transportation to clients. Clients will be encouraged to provide their own transportation; however, if a client is in need of transportation we will utilize our transportation team. The TLC PetSnip, Inc. transportation team will use one of the TLC PetSnip transportation vehicles. We own an RV and cargo van that have both been with measures to ensure the safe transportation of dogs and cats.

Veterinary Services

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

We have an in-house ASPCA Spay/Neuter Alliance trained surgeon to perform the procedures.

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

Veterinary Practices

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="\$25.00"/> | <input type="text" value="\$25.00"/> |
| Range for Female Cats | <input type="text" value="\$0.00"/> | <input type="text" value="\$25.00"/> | <input type="text" value="\$25.00"/> |
| Range for Male Dogs | <input type="text" value="\$0.00"/> | <input type="text" value="\$50.00"/> | <input type="text" value="\$50.00"/> |
| Range for Female Dogs | <input type="text" value="\$0.00"/> | <input type="text" value="\$50.00"/> | <input type="text" value="\$50.00"/> |

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="\$15.00"/> |
| 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 checked="" type="radio"/> No <input type="radio"/> Yes |
| HW Testing | <input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available | <input checked="" type="radio"/> No <input type="radio"/> Yes |
| 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 <input type="text" value="\$18.00"/> |
| County License | <input type="radio"/> Required <input checked="" type="radio"/> Optional <input 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 checked="" type="radio"/> Not Available | <input type="radio"/> No <input checked="" type="radio"/> Yes <input type="text" value="\$20.00"/> |
| Other | <input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available | <input checked="" type="radio"/> No <input type="radio"/> Yes |

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

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

We encourage clients to have the FeLv/FIV testing and additional vaccinations but we do not require it. We also encourage colony caretakers to microchip as a way to identify cats in their colony.

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 | Moderate to high involvement. HSMC has been providing services to the financially restricted residents of Marion County for many years. |
| Marion County Animal Services | Moderate involvement. MCAS assists us in marketing to the lower-income population of Marion County |

Other Information

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

TLC PetSnip-Ocala was opened in November of 2018 after being approached earlier in the year by County Commissioner Kathy Bryant. Since opening we have built relationships with rescue groups, private shelters, and the municipal shelter. Our relationships have allowed TLC PetSnip, Inc. to grow and build credibility in Marion County. Since we opened our HQHVSN facility in Marion County we have provided over 10,000 surgeries.

Budget

Total number of sterilization surgeries projected:

Cats: 700 **Dogs:** 150

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

Average cost/surgery projected: \$30.00

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

This grant funding will provide all of the sterilization services for the animals involved. Additional costs would include any transportation needs during this program.

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

Additional funding for transportation will be added to the operational budget for the program.

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

86%

Timeline

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

Projected start date: 09/01/20/ **Projected end date:** 09/01/21

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.**

This program will be continued to be incorporated into the annual budget. Funding sources will include fees collected from clinic business activity, vaccination/wellness income, and donations. Annual fundraising events will highlight how the grant impacted the community and how future support will continue to alleviate pet overpopulation in Marion County.

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 several thousand followers on social media that include Facebook, Instagram, and Twitter. We will promote the Florida Animal Friend License plate through these outlets as well as through a press release for the media. Promotional materials such as flyers and brochures will be

distributed in the office. We will encourage all of our staff and board members to purchase the license plate. We will also encourage staff to share all social media posts thanking Florida Animal Friend Foundation on their own social media pages.