

Grant ID: 2075

**Title of Proposal:** SNiP-it for Pets in Need  
**Agency Type:** Non-Profit  
**Total Funding Requested:** \$25,000.00  
**Check Payable To:** SNiP-it of Central Florida

Application Information

Demographics

**Name of Applicant Agency:** Protectors of Companion Animals, Inc. d/b/a SNiP-it of Central Florida  
**Website Address:** www.letssnipit.org  
**Person Submitting Proposal:** Sheila Westerveld  
**Position:** Executive Director  
**Person Submitting Proposal Email Address:** sheila.westerveld@letssnipit.org  
**Agency Head:** Dr. Kimberly Ferizolli  
**Agency Head Email:** kferizolli@gmail.com  
**Organization Business Address:** 3096 Michigan Ave  
**City:** Kissimmee  
**State:** FL  
**Zip:** 34744  
**Phone (xxx-xxx-xxxx):** 407-476-4748  
**Fax:**  
**Cell:**

Agency Details

**Date of 501(c)(3) Incorporation:** 11/09/2001

**Dates of Last Fiscal Year: Begin:** 01/01/21 **End:** 12/31/21

**Organization Income in Last Fiscal Year:** \$850,512.76

**Organization Expenses in Last Fiscal Year:** \$819,538.44

**Number of Paid Employees:** Full Time: 7 Part Time: 2

**Number of Active Volunteers:** 25

**Total Volunteer Hours per Week:** 10.00

**How did you learn of the 2009 Florida Animal Friend grant competition?** Previous award recipient

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

**Previous Florida Animal Friend Applications:** Years Funded: 2016,2018, 2020 Year(s) denied/incomplete:

Grant #	Proposal Year	Proposal Title	Status
1687	2016	Cat-astrophy Prevention!	Funded
1787	2018	Cat-astrophy Prevention Too!	Funded
1936	2020	COVID-19 Cat-astrophy Prevention	Funded
2075	2022	SNiP-it for Pets in Need	Funded

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

Describe your Organization:

Services Provided

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

Organization Structure:

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

**Spay/Neuter Services**

**Other**

**Other**

**List your current board of directors:**

Name	Title	Phone	Occupation
Alicia Funderburk	Director	407-476-4748	Senior Business Analyst
Dara Edmonds	Director	407-476-4748	Small Business Owner
Erin Zebell	Treasurer	407-476-4748	Attorney
Kimberly Ferizolli	President	407-476-4748	Veterinarian
Melodie Moreno	Secretary	407-476-4748	Small Business Owner
N. Earl Harris	Director	407-476-4748	IT Quality Assurance Automation Engineer

**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.**

**4403 cats and 2698 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?**

No

**If not all, what percentage of animals are not currently sterilized before adoption?**

NA

**If not all, how are animals selected for sterilization before adoption?**

We do not do adoptions

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

We do not do adoptions

**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.**

SNIp-it clinic employs 3 part-time veterinarians with over 50 years of combined experience and 10 full-time clinic staff team members. On average the clinic performs 30-35 surgeries per day and has performed over 30,000 surgeries since Aug. 2016. Additionally, we perform surgeries on 50 cats one day each month for our Feral Cat Mondays. We follow the golden standard of veterinary medicine from the Humane Alliance of Ashville, NC a program of the ASPCA to provide high quality services. SNIp-it also began operating out of the Harmony High School located in St. Cloud, FL. This area is underserved with regards to affordable veterinary services.

**If you currently have a program for sterilization of cats and/or dogs, describe your current level of funding and productivity and why additional resources are needed?**

Our current business model provides a sustainable financial future however, we believe additional resources will be needed due to the high numbers of persons living in poverty in the target area and the insufficient access to spay/neuter services. The intake numbers at Osceola County Animal Services has increased for the first time in over 3 years by 14% and there was a 20% increase in cats alone. Polk County is one of the highest in the state for animal intakes and euthanasia rates. We feel that clients who may have adopted a pet during the COVID-19 pandemic may be under financial strain to provide veterinary services and relinquish their pets to the local animal shelter. This grant will help subsidize our costs for services so we can serve more clients and keep their pets in the home where they belong.

**Florida Animal Friend grants are for low-cost and/or no-cost spay/neuter programs; If you currently have such a program, please describe**

SNIp-it of Central Florida is one of the few truly low cost clinics in at 30mile radius. Our costs are at least 50% lower than other for-profit vet practices. Specializing in spay/neuter and having the support and approval of the ASPCA Spay/Neuter Alliance (formerly Humane Alliance) has provided us with great purchasing power with regards to medical supply expenses. We raised our prices for the first time in 5 years which are still significantly lower than our competitors.

**Number of animals sterilized in that program in the past year:**

**Cats: 4403 Dogs: 2698**

Target Population

<b>Geographical target area (name of city, county, zip codes, geographical information service (GIS), etc.):</b>	Osceola County and parts of Polk County bordering and overlapping Osceola County. Poinciana – Zip codes: 33837, 34758, 33844, 33758, 33759 Four Corners – Zip codes: 33896, 33897, 34714, 34747, 34787
<b>Total human population in target area:</b>	514346
<b>Percent of residents living below poverty in target area:</b>	12.2
<b>Estimated number of pet cats in target area (human population divided by 3.3):</b>	155863
<b>Estimated number of pet dogs in target area (human population divided by 4.0):</b>	128587
<b>Estimated number of feral cats in target area (human population divided by 6.0):</b>	85725
<b>Number of cats admitted to animal control shelters in the target area last year (if known)</b>	1823
<b>Number of dogs admitted to animal control shelters in the target area last year (if known)</b>	1735
<b>Number of cats euthanized in animal control shelters in the target area last year (if known)</b>	639
<b>Number of dogs euthanized in animal control shelters in the target area last year (if known)</b>	588
<b>Please explain if you believe your target area animal population is significantly different than above.</b>	
The target area animal population is expected to be similar or slightly higher. It is difficult to get accurate ownership numbers but the area is definitely in need of affordable veterinary services. We believe the number of intakes and euthanasia rates is higher than what we reported because we did not have any data from the geographic area that overlaps Polk County, Florida. This county has one of the highest intake and kill rates of the State based on data collected from Best Friends Animal Society. We have specifically included those areas because there are few clinics that can offer affordable assistance.	
<b>Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:</b>	
We believe that the substantial source of overpopulation of cats and dogs is due to the high numbers of persons living in poverty in the target area; and this is before the COVID-19 outbreak. Based on the 2020 census; almost 16% of residents under age 65 are without health insurance. Access to affordable veterinary care is as important as human healthcare in these areas. Each of the targeted areas have grown by 30% or more in the last 10 years and is expected to increase even more. The Four Corners area has more than doubled in population since 2010.	
<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>	
There are only a few low cost spay/neuter clinics in and around the target area and they are booked out 3 to 4 months at any time during the year. The geographic area we have chosen is very large in square miles of 1445 but the number of low cost clinics within that area is low. Private vet practices have dropped their prices to compete with us but they are not able to do the volume of feral cats at the prices we can. SNiP-it is in the heart of the target area that needs it the most.	
<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(s) 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 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.**

The square miles of Osceola County is much larger at 1327sq miles but the majority is uninhabited.

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

SNiP-it will review government issued ID's to gather the city and zipcode information and compare this to the target area to prove eligibility. The clinic software uses validated Geocoding to enter addresses and therefore we can ensure compliance with the program.

**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 rural, suburban and urban. The feral cat colonies are in commercial, residential and agricultural areas

**Estimated number of cats in the target colony area :** 35000

**Estimated number that are currently sterilized:** 20000

**Projected reduction after utilizing the grant:** 612

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

SNiP-it of Central Florida maintains a TNR program with volunteers and caregivers alongside the Counties Animal Services departments. The program documents the areas of concern in the target area and the volunteers work to conduct mass trappings in those areas. Once a month the clinic performs 50 surgeries on these targeted cats and follows up during the other times of the month to finish the colonies as needed. This grant will help fund one year of Feral Cat Mondays at the clinic.

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

Yes

**Please explain what is allowed:**

TNR is permitted with the notification of the agency as long as the process is in compliance with the regulations. Osceola County Animal Services is fully supportive of our clinic and our TNR services program and our clinic cooperates with all their requirements. Orange County Animal Services is also fully supportive of our work and we will let them know about the grant and the requirements in case they get any need for services from clients in our targeted area they can refer them to us.

**(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:**

Osceola County Animal Services actively supports our low cost clinic and our TNR efforts. CARE Feline TNR, Spay the Strays, Helping Paw, Spay/Neuter Nation are some other non-profit TNR groups that assist and support our efforts.

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

Educational information by ASPCA and Alley Cat Allies will be available for those who voice their concern regarding the threat of the local wildlife by cats. Every effort will be made to listen to and alleviate this concern. In addition, Osceola County Animal Services provides free deterrents to residents should they need them.

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

Educational materials developed by Osceola Animal Services will be available for those who voice their concern regarding nuisance issues with cats. Every effort will be made to listen to and alleviate this concern. Last resort measures on relocation may be considered if all other options are exhausted. CARE Feline TNR offers some guidance on this subject along with Alley Cat Allies. In addition, Osceola County Animal Services provides free deterrents to residents should they need them.

**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.**

SNiP-it of Central Florida utilizes a team of TNR volunteers who participate monthly on this program. We also actively participate in social media fundraising campaigns to help provide funding for this TNR program and other low cost subsidies. The clinic has a Spay-it-Forward program and asks clients at check out if they'd like to make a donation to this program that is used for others who are in financial crisis. All of these programs help ensure the clinic will be able to maintain its free

## Objectives

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

We will use these funds to s/n 970 animals. 100 owned dogs; 258 owned cats and 612 community cats.

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

We are charging the clients of owned animals a nominal fee of \$40 for dogs and \$20 for cats that will be added to our SNiP-it Forward fund and allow us to double the number of community and free roaming TNR cats to 612 instead of 306 if just using the FAF grant funds only.

## Methods

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

Eligibility will be determined by matching the client address on government issued ID with the city of the targeted area and validating the information within the clinic software system. Clients will need to provide proof of income and demonstrate financial need to be eligible for the discounted pricing. We use the most recently published US Poverty Guidelines or other government approved financial aid subsidies to determine if the client qualifies as low income such as Medicaid and SNAP.

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

We will advertise on our Website and social media pages like Facebook and Twitter. We will run social media advertisements targeting our audience.

We will also share the information with our supporting organizations like CARE Feline TNR, Spay the Strays, and Osceola County Animal Services. We will have flyers for distribution at local retail stores like Pet Supermarket, Petco and PetSmart. We will send out email blasts to our members and followers via social media platforms.

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

Transportation barriers will be addressed on a one by one basis. If a localized area has multiple clients with the same need, a temporary transport system may be set up. We may utilize a clinic in a more central location to meet the needs of the clients. There is a large Hispanic population within the targeted area. Educational materials are available in Spanish and English to address this need. Every effort will be made to educate the public on the benefits of spay/neuter to ensure the success of this program.

**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.**

Not at this time. If necessary, guidance from nationally known organizations' transport procedures will be used.

**Veterinary Services**

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

SNiP-it of Central Florida is a non-profit high volume, low cost spay/neuter animal clinic currently performing 30-35 surgeries per day on average. Once a month the clinic spends one day performing s/n surgeries on 50 +/- feral cats. SNiP-it has a satellite clinic operating out of Harmony High School that can be utilized to meet the needs of clients located in that area.

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

**Veterinary Practices**

Practice Name	Address	City	State	Zip	Phone	Lead Practice
SNiP-it and Wellness Too	3601 Arthur J. Gallagher Blvd	St. Cloud	Florida	34771	689-233-7966	<input type="checkbox"/>
SNiP-it of Central Florida	3096 Michigan Ave.	Kissimmee	FL	34744	407-476-4748	<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, which is required) and not for other items such as testing, licensing, and capital purchases. However, \$2 per animal of grant funds can be used for rabies vaccination.

	Amount Paid by Client	Amount Paid by Project	Total Amount
<b>Range for Male Cats</b>	<input type="text" value="\$20.00"/>	<input type="text" value="\$40.00"/>	<input type="text" value="\$60.00"/>
<b>Range for Female Cats</b>	<input type="text" value="\$20.00"/>	<input type="text" value="\$40.00"/>	<input type="text" value="\$60.00"/>
<b>Range for Male Dogs</b>	<input type="text" value="\$40.00"/>	<input type="text" value="\$55.00"/>	<input type="text" value="\$95.00"/>
<b>Range for Female Dogs</b>	<input type="text" value="\$40.00"/>	<input type="text" value="\$55.00"/>	<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 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="\$20.00"/>
<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="\$25.00"/>

**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 which is required and \$2 per animal for rabies vaccination.**

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

The spay/neuter package includes: 3-day pain medicine. A one year rabies vaccine is required at no charge. It will not be administered if the client is able to provide proof of vaccination within the last 12 months. 612 TNR cats will be sterilized for free at a cost of \$30 to the Project and SNIp-it Forward fund; 100 owned dogs will be sterilized at \$40 cost to the client and \$55 cost to the Project; and 258 owned cats will be sterilized for \$20 for the client and at a cost of \$40 to the Project.

**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
CARE Feline TNR	Client/Patient referrals
Helping Paws	Client/Patient referrals TNR program volunteers
Orange County Animal Services	Client/Patient referrals
Osceola County Animal Services	Client/Patient referrals
Spay & Neuter Nation	Client/Patient referrals
Spay the Strays	Client/Patient referrals/TNR program volunteers

### Other Information

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

The SNIp-it Clinic has performed over 30,000 surgeries since opening Aug. 2016. The clinic continues to have positive feedback from clients and the community we service. We have many referrals from previous clients and many repeat customers. We continue to work closely with Osceola County Animal Services to be a pillar in our community for affordable spay/neuter and veterinary care.

### Budget

**Total number of sterilization surgeries projected:**

**Cats:** 807 **Dogs:** 100

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

**Average cost/surgery projected:** \$28.00

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

Community TNR cats will be ear-tipped, vaccinated (rabies and FVRCP) and receive 3-day injectable pain medication at no additional cost to the client. Owned animals will be able to purchase vaccines and other services at an additional charge.

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

SNiP-it of Central Florida has implemented a SNiP-it Forward program. This program is funded by asking customers during check-out if they would like to make a donation to the program to help subsidize the cost of services for clients that are financially unable to afford our services. We will use these funds if needed for any client that is not able to afford services that are in the best health interest of the patient.

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

58

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**All projects must be completed within 12 months of receipt of funding, with the final report submitted no later than September 1 of the following year.**

**Projected start date:** 09/01/22/ **Projected end date:** 08/31/23

**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 organization has at least 2 annual major fundraising events along with many smaller public awareness events which generate about \$10k. SNiP-it also asks every client at check-in or check-out if they would like to donate to our SNiP-it Forward fund. The majority of clients do donate something so that we have funds available for opportunities like this. In addition, the business model is a sustainable one based on provided spay/neuter services in a very economic and efficient manner but with the highest standards of care to the animals.

**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.**

Some of our staff currently have the Spay/Neuter License plate and are proud to mention it at public events and at the clinic. We encourage our Board of Directors to also get the plate. We will advertise on our Website and social media pages. Flyers will be displayed on our counters and as part of the receipt after services have been provided. In addition, we will ask our supporters to cross promote on their social media pages. We will also distribute flyers at all of our public outreach events.

**Number of FAF specialty plates on vehicles of staff and/or volunteers:**

2