

Grant ID: 2254

Title of Proposal: Community Targeted S/N to Reduce Shelter Intakes

Agency Type: Non-Profit

Total Funding Requested: \$25,000.00

Check Payable To: Be The Solution, Inc.

Application Information

Demographics

Name of Applicant Agency: Be The Solution, Inc

Website Address: www.BeTheSolution.us

Person Submitting Proposal: Sonya White

Position: Operations Manager

Person Submitting Proposal Email Address: bethesolution.inc@gmail.com

Agency Head: Gerry Phipps

Agency Head Email: bethesolution.inc@gmail.com

Organization Business Address: 1400 Village Square Blvd #306

City: Tallahassee

State: Florida

Zip: 32312

Phone (xxx-xxx-xxxx): 850-545-2043

County: Leon

Cell: 850-545-2043

Fax:

Agency Details

EIN: 20-8492640

Date of 501(c)(3) Incorporation: 02/17/2007

Dates of Last Fiscal Year: Begin: 06/01/22 **End:** 05/31/23

Organization Income in Last Fiscal Year: \$678,580.00

Organization Expenses in Last Fiscal Year: \$680,002.21

Number of Paid Employees: Full Time: 0 Part Time: 6

Number of Active Volunteers: 15

Total Volunteer Hours per Week: 65.00

How did you learn of the 2009 Florida Animal Friend grant competition? prior grant recipient

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

Previous Florida Animal Friend Applications: Years Funded: 2014/2015, 2018/19, 2020/2021, 2022,2023 Year(s) denied/incomplete: 2016/2017

Auto-Generated (Previous Applications):

Grant #	Proposal Year	Proposal Title	Status
211	2011	Spay and Neuter Student Pets Today!	Denied
1415	2014	Community Outreach	Funded
1472	2015	Community Outreach Project	Denied
1671	2016	Caring for Cats	Denied
1813	2018	Community Centers-Targeted Spay/Neuter to Reduce Shelter Intakes	Funded
1932	2020	Community Targeted Spay/Neuter to Reduce Shelter Intakes	Funded
2077	2022	Community Targeted Spay/Neuter to Reduce Shelter Intakes	Funded
2254	2024	Community Targeted S/N to Reduce Shelter Intakes	Funded

***Type of Organization (check all that apply):**

- Municipal Animal Shelter
- Private Animal Shelter
- Private Animal Shelter with Municipal Contract
- Public Spay/Neuter Services
- Other Public Veterinary Services
 - Private Non-Profit Agency
 - TNR Group
 - Rescue Group
- Other

List the current board of directors of your nonprofit organization (Not required of governmental agency):

Name	Title
Gerry Phipps	Founder/Vol President
Lindsley Steele	Officer
Matt Lambert	Officer
Tim Phipps	Vol Treasurer

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, transferred, or other live outcome.

0 cats and 0 dogs were euthanized.

6462 cats and 2459 dogs were sterilized.

Briefly describe your animal programs:

- | | | | |
|--|--|---|---|
| <input type="checkbox"/> Stray/lost pet intake | <input type="checkbox"/> Foster program | <input type="checkbox"/> Wellness services to understand pet owners | <input type="checkbox"/> Volunteer program |
| <input type="checkbox"/> Owner surrendered animals | <input type="checkbox"/> Food bank | <input type="checkbox"/> Cruelty investigation | <input type="checkbox"/> High volume spay/neuter clinic |
| <input type="checkbox"/> Lost and found program | <input type="checkbox"/> Behavior counseling | <input type="checkbox"/> Enforcement of ordinances | <input type="checkbox"/> Full service wellness clinic |
| <input type="checkbox"/> Adoption program | <input type="checkbox"/> Disaster services | | |

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 capacity to carry out this program.

Since 2007, Be The Solution (BTS) has been progressive and highly-motivated in distributing spay/neuter vouchers throughout our community; creating educational programs for children & adults to promote the importance of saving lives via spay/neuter; and building strong, vital partnerships with our local animal welfare community- City of Tallahassee's Animal Services Center (ASC), City of Tallahassee's Animal Control (TAC), Leon County Animal Control (LCAC), 18 Local Veterinary Clinics, Animal Shelter Foundation (ASF), Leon County Humane Society (LCHS), It's Meow or Never (IMON- TNR organization), and neighboring organizations- Wakulla Animal Control (WCAC), Gadsden County Humane Society (GCHS), and Jefferson County Humane Society (JCHS), Jefferson Co Animal Control (JCAC). We believe that building strong collaborations are a win-win situation in saving lives and reducing the number of homeless and abandoned animals euthanized at our local and neighboring shelters. BTS staff to coordinate this grant program are: 1) Gerry Phipps, Founder and Director of BTS with more than seventeen years experience in building and operating a non-profit animal welfare organization and 2) Sonya White, past Executive Director of Jacksonville Humane Society and Leon County Humane Society with thirty-two years experience in animal welfare organizations.

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

Established in 2007, BTS provides discounted spay/neuter vouchers to pet owners in Leon County, we've gradually expanded year-to-year distributing vouchers to residents in Crawfordville (Wakulla Co), Monticello (Jefferson Co.), Havana and Quincy (Gadsden Co.) – neighboring towns shown to have a direct impact on the animal intake at the City of Tallahassee's Animal Services Center. BTS vouchers are distributed to individuals at our office in Tallahassee, located in our thrift shop "The Fix", and also at community events throughout the year. Additionally, with our strong local collaborations, BTS provides vouchers to Animal Control Officers at ASC, TAC, LCAC, WCAC, JCAC to distribute in the field when dealing with animal welfare issues. Three years ago, we again expanded our program by distributing vouchers to local non-profit animal rescue groups in order to support their work in rescue, animal welfare efforts and TNR. Partnering groups include IMON, LCHS, GCHS, JCHS, Big Dog Rescue, You Can Make A Difference, Rest Your Paws, ECAH, Feline Advocates of Leon Co. (FALC- TNR), Smitten With Kittens, Cauzican, and Champs Chance. By gradually expanding our voucher distribution each year to include local animal groups and ACOs, BTS is making a direct impact, reducing the number of animals being relinquished at the local Animal Services Center. In establishing our spay/neuter voucher program, BTS negotiates fixed rates with more than eighteen local veterinarian clinics, to reimburse these clinics for the spay/neuter surgeries. Pet owners complete the voucher application at the BTS office or community event. If they can provide "proof of need" i.e. unemployment, food stamps, medicaid, disability etc. or a single income of \$25,000 or less or a joint income \$40,000 or less, then their voucher co-pay is only \$5.00. Otherwise a dog voucher co-pay is \$40.00 and a cat voucher co-pay is \$30.00. The pet owner is responsible for scheduling the appointment with one of BTS' partner veterinarian clinics and the pet must be current on rabies vaccination at the time of surgery. When the sterilization surgery is completed the pet owner pays the co-pay directly to the vet clinic in addition to paying for rabies, pain meds, fluids and any additional expense they've agreed to. The clinic then sends a bill to BTS and we pay the clinic the negotiated rate per animal that is sterilized. At the end December 2023, BTS completed 8,921 spay/neuter surgeries for last year; since 2007 we have completed more than 63,000 surgeries. The monies to pay for these surgeries are raised via proceeds from our successful thrift shop "The Fix" (established 8 years ago) bequests, grants, sponsorships, and individual donations. Additional grant resources for spay/neuter surgeries will allow us to better connect with the harder-to-reach population in targeted low-income neighborhoods, complete more surgeries from these areas and further our progress in keeping animals from entering the shelter. Through active fundraising and partnerships, additional components of this grant program will be funded to assist with rabies vaccinations, microchips, advertising materials, and pain medication.

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

Cats: Dogs:

Target Population

Geographical target area (name of city, county, zip codes, etc. Be as specific as possible.):	Leon County-South of I-10, West of Monroe Street
Total human population in target area:	168,000
Percent of residents living below poverty in target area:	30%
Estimated number of pet cats in target area (human population divided by 3.3):	50910
Estimated number of pet dogs in target area (human population divided by 4.0):	42000
Estimated number of free-roaming community cats in target area (human population divided by 6.0):	28000
Number of cats admitted to animal control shelters in the target area last year (if known)	1,755
Number of dogs admitted to animal control shelters in the target area last year (if known)	2,652
Number of cats euthanized in animal control shelters in the target area last year (if known)	240
Number of dogs euthanized in animal control shelters in the target area last year (if known)	612

Please explain if you believe your target area animal population is significantly different than above.

Considering the poverty level in the target neighborhoods along with the population growth, the estimated numbers of domestic & feral cats listed above, are probably lower than the actual numbers.

Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:

We continue to believe that owned pets in the poverty area and free roaming cats are a contributing factor to pet overpopulation in the target community, which has also seen an increase in human population. While our focus is primarily owned pets, we will continue to work with It's Meow or Never (IMON) and FALC to assist where we can with community cats. We believe there is still much more work to be done in reaching the "more difficult" neighborhoods, where financial obstacles exist that are preventing spay/neuter of animals. The FAF Community Spay/Neuter Grant program that was established in 2017 has shown successful efforts throughout the past 7 years (alternating between ASF & BTS), and provides factual numbers, and positive results. The partnership includes seven active and dedicated community partners – ASF, ASC, BTS, LCAC, IMON, Tally Spay and Animal Aid. BTS believes that the program will continue to make great strides reducing shelter intake by sterilizing animals located in targeted zip codes.

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?

Be The Solution offers low-cost vouchers to residents in the target areas. In January 2023 Animal Shelter Foundation re-opened their new low-cost spay/neuter clinic "Tally Spay", which is located directly in the target zone for this grant and Animal Aid (a low cost animal clinic) is also in the target area. In addition to distributing vouchers throughout our community, BTS continues to provide vouchers to both City and County Animal Control Officers to give to families in-need or those that may otherwise have animals that would be relinquished to the shelter. We believe that by providing free spay/neuter assistance directly to the targeted neighborhoods, it provides a necessary service that more pet owners will take advantage of thus reducing animal intake at the shelter. Additionally the grant program encourages the partnering organizations to spend time in the neighborhoods and work closer with animal control in dealing with pet related issues and populations of unaltered animals in the targeted area.

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:

Pets in low-income families **Large mixed-breed dogs** **Trap-Neuter-Return of free-roaming community cats. EAR-TIPPING IS REQUIRED** **Other**

Objectives

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

The FAF grant monies will provide a huge incentive to encourage residents to spay/neuter their pets. The target area for the grant was chosen in order to decrease the number of intakes at Animal Services Center (ASC), because these zip codes reflect a large percentage of shelter intake. By targeting spay/neuter efforts in these zip codes we hope to continue to reduce ASC intakes from that area by more than 356 animals.

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

With funding of this grant program and the continued initiatives that the collaborative partners are putting forth for this targeted area, BTS' goal is to provide an additional 356 spay/neuter surgeries. BTS will also focus more voucher distribution in the targeted area - in order to reach more animals that would otherwise not be sterilized.

Methods

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

One of two criteria will have to be met: (1) Eligibility will be geographic, where residents must live in Leon County, south of I-10 and west of Monroe Street or (2) Identified by Animal Control in an area where a free spay/neuter voucher will make it possible for the surgery to occur.

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

Promotion materials will include yard signs, posters, flyers, postings on website and facebook, radio/tv interviews, and flyers at ASC, LCHS and "The Fix Thrift Shop" to reach the broadest portion of the targeted areas letting them know the program is occurring. People will come into the BTS office or other designated distribution site to obtain a grant voucher and then will call the assigned vet clinic to schedule the surgery. The voucher will pay for the surgery, rabies, microchip, and pain meds. Throughout the past seven years the necessary grant forms, files, spreadsheets and materials have been established to fully track and efficiently coordinate these surgeries and reimbursement to the vet clinics. Additionally, the seven program partners hold grass-roots events at local community centers in the targeted area to provide additional information and share resources available to pet owners i.e. monthly vaccination clinics hosted by IMON and appointments at ASC for rabies vaccines, medical care, pet food banks, TNR initiatives etc.

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

Providing free spay/neuter of the animals, along with rabies vaccinations & microchips have been major key-elements for its success. The two main spay/neuter clinics partnering in the program are both located in the targeted zip code areas, making it very convenient for the pet owners. Additionally, we'll continue to work towards building community trust and addressing some of the illiteracy and cultural hurdles through the events held at the community centers and through Animal Control efforts.

Does this project involve the transportation of animals by someone other than the client? If so, describe the vehicles, methods for confinement, personnel training, liability releases used to assure the safety of the animals and handlers.

No, this grant program has transitioned into an owner drop-off of their pet at the vet clinic rather than using a van for transportation.

Veterinary Services

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

The majority of the spay/neuter surgeries will be done at Tally Spay, Animal Aid or the South Georgia Spay/Neuter Clinic. Additional program surgeries (if needed) will be done with local veterinary clinics that are established partners with BTS .

Are they: In-House Veterinarian Outside Clinic Combination

Participating veterinary practices if surgeries will not be performed in-house:

Practice Name	Address	City	State	Zip	Phone	Lead Practice
Animal Aid	2270 Boone Blvd	Tallahassee	FL	32303	850-386-4148	<input checked="" type="checkbox"/>
Bannerman Pet Care	1580 Bannerman Rd	Tallahassee	FL	32312	850-893-2043	<input type="checkbox"/>
Bradfordville Animal Hospital	6714 Thomasville Rd	Tallahassee	FL	32312	850-893-3047	<input type="checkbox"/>
Cumberland Animal Hospital	5902 Shady Rest Rd	Havana	FL	32333	850-562-0531	<input type="checkbox"/>
Forgotten Coast Animal Clinic	3152 Shadeville Rd	Crawfordville	FL	32327	850-536-6519	<input type="checkbox"/>
Lake Jackson Animal Hospital	3512 N. Monroe St	Tallahassee	FL	32303	850-562-0202	<input type="checkbox"/>
North Florida Animal Hospital	2701 N. Monroe	Tallahassee	FL	32303	850-385-5141	<input type="checkbox"/>
Northampton Animal Hospital	2910-A 12 Kerry Forest Prkw	Tallahassee	FL	32309	850-668-8031	<input type="checkbox"/>
Northwood Animal Hospital	1881 N. MLK Blvd.	Tallahassee	FL	32303	850-385-8181	<input type="checkbox"/>
Novey Animal Hospital	1157 E. Tennessee St.,	Tallahassee	FL	32308	850-878-8800	<input type="checkbox"/>
Oakwood Animal Hospital	2528 W. Tharpe St,	Tallahassee	FL	32303	850-386-1138	<input type="checkbox"/>
Paws & Claws Animal Hospital	3819 Bradfordville Rd	Tallahassee	FL	32309	850-906-0444	<input type="checkbox"/>
Shepherd Springs Animal Hospital	4851 coastal Hwy	Crawordville	FL	32327	850-926-1475	<input type="checkbox"/>
South GA Spay Neuter Clinic	425 Covington Ave.	Thomasville	GA	31792	229-236-7297	<input checked="" type="checkbox"/>
South Monroe Animal Hospital	2255 S. Monroe	Tallahassee	FL	32301	850-877-7154	<input type="checkbox"/>
Tally Spay	5021 W. Tennessee St.	Tallahassee	FL	32304	850-692-3425	<input checked="" type="checkbox"/>
The Animal Hospital at Southwood	2528 Capital Circle S.E.	Tallahassee	FL	32303	850-942-6650	<input type="checkbox"/>
VCA Wakulla Animal Hospital	2571 Crawfordville Hwy,	Crawfordville	FL	32327	850-926-7153	<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, 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
Range for Male Cats	<input type="text" value="\$0.00"/>	<input type="text" value="\$60.00"/>	<input type="text" value="\$60.00"/>
Range for Female Cats	<input type="text" value="\$0.00"/>	<input type="text" value="\$65.00"/>	<input type="text" value="\$65.00"/>

Range for Male Dogs**Range for Female Dogs**

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*** = REQUIRED by grant**

None of the anticipated grant funds can be used for any of the above services, except for mandatory pain medication, ear-tipping and \$2 per animal for rabies vaccination.

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

BTS agrees to incur the expense of pain medications and fluids- when needed. ASF will cover the costs of rabies vaccinations and microchips.

Is this a voucher program? Yes**If so, how will you assure utilization of the program?**

Compliance for the BTS voucher program is established by existing forms, spreadsheets & reports. We review these materials throughout the month and have immediate access to information as needed.

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

It is estimated that 40 vouchers will be distributed each month of the grant program to accomplish spay/neuter surgeries. The program surgeries will be done by Tally Spay, Animal Aid, or South Georgia Spay/Neuter Clinic. Any additional program surgeries (if needed) will be done by the other BTS partner veterinary clinics.

Will you have the ability to report the number of vouchers issued and the number redeemed for spay/neuter surgeries?

Yes – BTS has an existing database that tracks our spay/neuter voucher program including voucher #, dates, clinic used, dog/cat, male/female, co-pays, voucher paid. We will add an additional page to track the grant program vouchers for accurate results and redemption rates.

Community Collaboration

Florida Animal Friend values community/inter-agency collaboration. 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
Animal Shelter Foundation	Surgeries at Tally Spay, their newly re-opened low-cost s/n clinic, assistance in promoting the grant program and ASF has graciously agreed to cover the expense for rabies vaccinations & microchips for the program animals.
City of Tallahassee Animal Services Center	Assistance in promoting the free spay/neuter grant program, statistical information regarding animal intakes, and identifying areas/individuals in need of the program's services.
It's Meow or Never (IMON)	We'll work closely with IMON to assist with sterilization of the community cat population in the targeted neighborhoods.
Leon County Animal Control	Assistance in promoting the free spay/neuter grant program, Coordinating Community Center events & outreach, and identifying area/individuals in need of the program's services.

Other Information

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

BTS works closely with Tallahassee Animal Services Center, Leon County Animal Control, Animal Shelter Foundation, South Georgia Spay Neuter Clinic, and It's Meow or Never. We will continue to work well together to ensure this program is a success.

Budget

Total number of sterilization surgeries projected:

Cats: 246 **Dogs:** 110

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

Average cost/surgery projected: \$71.00

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

BTS will cover the costs for pain meds and fluids- when needed. ASF will cover the expense for rabies vaccinations & microchips for each animal BTS will cover grant administration costs

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

BTS will promote the grant on social media to bring awareness of how the Florida Animal Friend grant program and partnerships are helping local animals. Fund raising projects are planned throughout the year to raise additional monies for spay/neuter.

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

73%

Timeline

PROJECTS CANNOT BEGIN UNTIL GRANT FUNDS ARE RECEIVED, usually before September 1.

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: 09/01/24/ **Projected end date:** 08/01/25

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.**

Be The Solution is committed to continue fundraising and grant efforts in order to provide spay/neuter vouchers in the Tallahassee, North FL area. We are proud that our program has been extremely successful throughout the past 17 years and has tremendously helped reduce the number of animal intakes and euthanasia at the City's Animal Services Center. Our strategy is to continue building/maintaining strong partnerships with the veterinary community, local businesses and animal welfare organizations so we can continue accomplishing our mission – where ever pet will one day be a wanted and loved pet!

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.**

BTS will continue to promote the Florida Animal Friend license plate program through our website, social media, newsletter, flyers, and the vouchers themselves. We also have the FAF brochures prominently displayed at the register of our thrift shop "The Fix" which is visited by thousands of customers and pet lovers every month.

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

12