

Grant ID: 2224

Title of Proposal: Tri-County Community Cats

Agency Type: Non-Profit

Total Funding Requested: \$24,750.00

Check Payable To: Spay N Save

Application Information

Demographics

Name of Applicant Agency: Spay N Save

Website Address: 988 N Ronald Reagan Blvd

Person Submitting Proposal: Joanne Montchal

Position: Executive Director

Person Submitting Proposal Email Address: joannes@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

County: Seminole

Cell: 407-982-9688

Fax:

Agency Details

EIN: 30-0693930

Date of 501(c)(3) Incorporation: 05/10/2010

Dates of Last Fiscal Year: Begin: 01/01/23 **End:** 12/31/23

Organization Income in Last Fiscal Year: \$1,305,775.70

Organization Expenses in Last Fiscal Year: \$1,214,208.33

Number of Paid Employees: Full Time: 14 Part Time: 9

Number of Active Volunteers: 20

Total Volunteer Hours per Week: 50.00

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

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

Previous Florida Animal Friend Applications: Years Funded: 4 Year(s) denied/incomplete: 0

Auto-Generated (Previous Applications):

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
2063	2022	Tri-County Community Cats	Funded
2224	2024	Tri-County Community Cats	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
Andrew Ayoob	President
Audrey Posocco	Director
David Gale	Director
Deborah Quisenberry	Secretary
James Montchal	Director
Jennifer Musser	Treasurer
Phyllis Ayoob	Director

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.

7352 cats and 2061 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

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.

Spay N Save has been in business since 2012 and we have performed more than 100,000 surgeries. We have received and fulfilled several grant opportunities, held numerous successful fund raisers and our team has tremendous experience in rolling out programs just like this. The majority of our board has been seated since the inception of our clinic and many of our core team have been with us for a decade or more. We are fully staffed and confident we can roll out this program and meet all expectations without issue.

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

Spay N Save has kept our community cat spay/neuter price the same since opening our doors in 2012. However, we often hear that \$45 is still more than people can afford when they have large colonies of cats. Therefore, we use other grants, fund raiser proceeds, and general donations to always be able to offer lower co-pay options for community cat caretakers.

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

Cats: 3316 **Dogs:** 0

Target Population

Geographical target area (name of city, county, zip codes, etc. Be as specific as possible.):	Seminole, Lake and Orange Counties
Total human population in target area:	2248730
Percent of residents living below poverty in target area:	Seminole = 11.5%, Lake = 9.2% and Orange = 12.5%
Estimated number of pet cats in target area (human population divided by 3.3):	681434
Estimated number of pet dogs in target area (human population divided by 4.0):	562183
Estimated number of free-roaming community cats in target area (human population divided by 6.0):	374789
Number of cats admitted to animal control shelters in the target area last year (if known)	13148
Number of dogs admitted to animal control shelters in the target area last year (if known)	11827
Number of cats euthanized in animal control shelters in the target area last year (if known)	1854

Number of dogs euthanized in animal control shelters in the target area last year (if known)	2003
Please explain if you believe your target area animal population is significantly different than above. No we do not	
Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area: 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 to do so at low or no cost.	
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? 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 and east Orange County. Orange County Animal Services offers a TNR program. Seminole County Animal Services does not have a low-cost s/n program at this time. 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 consistently booked 2-3 weeks out for cat 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 100,000 sterilization surgeries in just 11+ years indicates the enormous need for additional low cost services in our community, and the large number of caregivers that want to do the right thing.	
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: <input type="checkbox"/> Pets in low-income families <input type="checkbox"/> Large mixed-breed dogs <input checked="" type="checkbox"/> Trap-Neuter-Return of free-roaming community cats. EAR-TIPPING IS REQUIRED <input type="checkbox"/> Other	

Objectives

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

1. Complete an estimated 825 cat sterilizations, at a \$15 client co-pay. 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 high inflation rate, 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 to increase for community cats. So many times people comment that they are happy to feed these cats but don't feel they own them therefore they are not responsible to cover the cost of spaying or neutering them. Our Spay It Forward fund, which regularly helps cover service fees for people with large colonies, would be depleted quickly if we did not regularly receive grants and other fund sources to support it

Methods

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

Proof of address, either with ID or a utility bill

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 several bilingual employees, so we will be able to communicate with Spanish-speaking clients. Our handouts will be bilingual where needed. Staff members 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.

No, the 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. All surgeries will be done in our clinic by our medical staff

Are they: In-House Veterinarian Outside Clinic Combination

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

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	\$15.00	\$30.00	\$45.00
Range for Female Cats	\$15.00	\$30.00	\$45.00
Range for Male Dogs	\$0.00	\$0.00	\$0.00
Range for Female Dogs	\$0.00	\$0.00	\$0.00

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

Required, Optional, or Not Offered	Fee to Client?
Examination <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 checked="" type="radio"/> No <input type="radio"/> Yes
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 checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
HW Testing <input type="radio"/> Required <input checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input style="border: 1px solid black; width: 60px; text-align: center;"/> \$30.00
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 style="border: 1px solid black; width: 60px; text-align: center;"/> \$18.00
County License <input type="radio"/> Required <input type="radio"/> Optional <input checked="" 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 checked="" type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes <input style="border: 1px solid black; width: 60px; text-align: center;"/> \$18.00
Other <input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes

*** = 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:

The surgery includes an ear tip, Rabies/FVRCP vaccine and ivermectin at no charge. Other additional services are offered but NOT required.

Is this a voucher program? No

If so, how will you assure utilization of 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 number redeemed for spay/neuter surgeries?

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
Cats Can	Share details of our program to their network and social media follows so that we can try and stop the over breeding of community cats before they breed and the kittens become a problem for the rescue.

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 colonies in need. 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 19,000 Facebook followers will quickly get the word out about this program.

Budget

Total number of sterilization surgeries projected:

Cats: 825 **Dogs:** 0

Total budget requested (Budget should not exceed \$25,000): \$24,750.00

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.):

S/N service includes rabies and distemper vaccines, ear tipping and dewormed. The vaccines will be paid for as part of a client co-pay of \$15 and any other additional services requested will also be paid for by the client. If there is a medical need of the cat that the care taker cannot cover we will use in house donation fund to cover it.

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

Our Spay It Forward fund helps cover service fees for low-income clients when there is not a grant available or the need exceeds what the grant covers.

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

66

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:** 08/29/25

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.**

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, raffles, and other fundraising campaigns. We host an annual 5K fund raiser 6 years running. 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 19,000 followers on our Facebook page, a website with heavy traffic, and a monthly email newsletter that goes to more than 3,500 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 100+ clients per week.

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

7