

Grant ID: 2408

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:** Gerry Phipps**Position:** President**Person Submitting Proposal Email Address:** bethesolution.inc@gmail.com**Person Submitting Proposal Cell:** 850-545-5145**Organization Head:** Gerry Phipps**Organization Head's Email:** gavl@me.com**Organization Business Address:** 1400 Village Square Blvd #306**City:** Tallahassee**State:** Florida**Zip:** 32312**Organization Business Phone (xxx-xxx-xxxx):** 850-545-2043**County:** Leon**Organization Head's Cell:** 850-545-5145

Agency Details

EIN:0% "> EIN: 20-8492640**Date of 501(c)(3) Incorporation:** 12/18/2007**Dates of Last Fiscal Year: Begin:** 06/01/24 **End:** 05/31/25**Organization Income in Last Fiscal Year:** \$706,168.00**Organization Expenses in Last Fiscal Year:** \$730,779.00**Number of Paid Employees:** Full Time: 0 Part Time: 1**How did you learn of the 2009 Florida Animal Friend grant competition?** Originally, we heard about the FAF Grant from the Tallahassee Animal Service Center Director, Erika Leckington.**Year(s) of previous Florida Animal Friend grants (if applicable):****Previous Florida Animal Friend Applications:** Years Funded: 2014/2015, 2018/2019, 2020/2021, 2022/2023, 2024/2 Year(s) denied/incomplete: 2017/2017**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
2408	2026	Community Targeted S/N to Reduce Shelter Intakes	Funded

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

- ☐ Municipal Agency with Shelter
☐ Municipal Agency without Shelter
☐ Private Animal Shelter
☐ Private Animal Shelter with Municipal Contract
☒ Public Spay/Neuter Services
☒ Other Public Veterinary Services
 Non-profit Agency
 ☐ TNR Group
 ☐ Rescue Group
☐ Other

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

Name	Title
Gerry Phipps	President

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.

5999 cats and 2247 dogs were sterilized.

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 vital partnerships with our local animal welfare community-City Of Tallahassee Animal Service Center (ASC), City of Tallahassee Animal Control (TAC), Leon County Animal Control (LCAC), 16 local veterinary clinics, Animal Shelter Foundation (ASF), Leon County Humane Society (LCHS), Its Meow Or Never (IMON-TNR Org), Feline Advocates of Leon County(FALC-TNR org) and neighboring organizations- Wakulla Animal Control (WCAC), Jefferson County Humane Society (JCHS), Jefferson County Animal Control (JCAC). Gadsden County Humane Society (GCHS). By distributing our vouchers to partner groups, we reach people in need that we would never know about without the help of our partners. All groups are trained by BTS staff on how to write a voucher correctly. Also, through our billing system, we track the vouchers written by the different groups, making sure everybody is following the rules. 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. The BTS staff who will coordinate this grant program are: 1) Gerry Phipps, Founder and Director of BTS with more than 19 years of experience in building and operating a non-profit animal welfare organization and 2) Brenna Murphy, new to BTS, is the Voucher Distribution Coordinator and brings with her experience in finances, technical abilities and record keeping that will keep all aspects of this grant accountable, and on track to completion.

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 and gradually year-to-year increased distribution of vouchers to residents in Crawfordville (Wakulla Co.), Monticello (Jefferson Co.), Havana and Quincy (Gadsden Co.) – towns that have shown to have a direct impact on the animal intake at the City of Tallahassee Animal Services Center. BTS vouchers are distributed to individuals at our office in Tallahassee at 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, CAC, LCAC, WCAC to distribute in the field when dealing with animal welfare issues. Local animal non-profits also receive BTS vouchers that support their work in TNR, rescue and animal welfare efforts. Partnering groups include IMON, LCHS, GCHS, and

JCHS, Big Dog Rescue, You Can Make A Difference, Rest Your Paws, ECAH, Feline Advocates of Leon County (FALC-TNR), Smitten With Kittens, Cauzican, and Champs Chance. By gradually expanding our voucher distribution each year to local animal groups and ACOs, BTS is making a direct impact, reducing the number of animals relinquished at the local Animal Service Center. BTS negotiates fixed rates with sixteen local veterinarian clinics to reimburse these clinics for the spay/neuter surgeries performed. On Tuesdays, Thursdays and Saturdays, pet owners come to the BTS office to complete a spay/neuter voucher application. If the client can provide "proof of need" then their co-pay is only \$5.00 (see below) Proof of Need EBT Food Stamp Card Medicaid Card Unemployment Check Stub Disability Check Stub Previous year tax return demonstrating a one adult household with income less than \$25,000 per year. Previous year tax return demonstrating a two adult household with income less than \$40,000 per year. Otherwise, a dog voucher co-pay is \$40.00 and a cat voucher co-pay is \$30.00. The pet owner is responsible for making their appointment with one of BTS' partnering vet clinics and the pet must be current on the rabies vaccination at the time of the surgery. When the surgery is completed, the pet owner pays the co-pay directly to the clinic in addition to paying for rabies, pain meds, fluids and any additional expenses they have agreed to pay. The clinic then sends a bill to BTS and we pay the clinic the negotiated rate per animal that is sterilized. In the calendar year 2025, BTS completed 8,497 spay/neuter surgeries; since 2007 we have completed over 83,000 surgeries. The monies to pay for these surgeries are raised via proceeds from our successful thrift shop "The Fix" (Est. 2015), 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: 6210 **Dogs:** 2287

Target Population

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 ☐ S/N services where demand exceeds current resources. ☐ Other

Geographical target area (name of city, county, zip codes, etc. Be as specific as possible.):

The FAF grant target area is in Leon County/Tallahassee Florida, and covers the area south of I-10 and west of Monroe St. The zip codes in the target zone will be used to track who is eligible for an FAF Grant funded surgery. The zip codes are: 32303, 04, 05, 06, 07 and 32310.

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

Currently, 35% of the residents in the target area live below the poverty line. We believe that owned pets in the poverty area and free roaming cats are a contributing factor to pet overpopulation in the target community. Also, with the cost of living increases that our country is experiencing, the poorer especially cannot afford the skyrocketing costs of basic veterinary medicine for their animals, so It's reasonable to believe that pet care is second to putting food on the table. We feel it is very important to keep the momentum going in targeting the most vulnerable areas in order to reduce shelter intakes. While our focus is primarily owned pets, we will continue to work with Its Meow or Never (IMON) and FALC to assist where we can with community cats. The FAF Community Spay/Neuter Grant program that was established in 2017 has shown successful efforts throughout the past eight years (alternating between BTS & ASF and provides factual numbers and positive results. The partnership includes seven active and dedicated community partners- BTS, ASC, ASF, LCAC, IMON, Tally Spay and Animal Aid. We believe that the program will continue to make great strides in lowering shelter intakes by sterilizing animals in the 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 area. The Animal Shelter Foundation's Tally Spay Clinic and Animal Aid (Est.1977) are located directly in the target zone. 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 to those that may otherwise have animals that would be relinquished to the shelter. However, these vouchers require a minimal \$5.00 copay and pet owners are responsible for pain medicine and rabies costs. 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.

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 intakes at the Animal Service Center (ASC), because these zip codes reflect a large percentage of shelter intakes. By targeting spay/neuter efforts in these zip codes we hope to continue to reduce ASC intakes from that area by more than 331 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 331 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 St. 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.

Promotional materials will include Radio and TV PSA's, yard signs, posters, flyers, postings on website and Facebook, 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.

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

Barriers like transportation issues are mainly bypassed by sending vouchers through the USPS mail system or by email. For those people who cannot drive at all, through counseling over the phone, we can usually help residents see that maybe a neighbor or relative might help if asked. If that fails, a call to Animal Control can sometimes be successful in getting help transporting pets to the clinic, especially if there is a large amount of intact animals. We have had one instance with illiteracy that we were able to resolve by inviting the client to come to our office, where we filled out all forms and made the appointment with the vet. This person left with a BTS voucher and phone number to call if he needed any help. At BTS, on all voucher days, we have at least one bilingual Thrift Shop employee that is available to sit with the client who cannot speak English and the BTS employee to translate so the voucher can be written successfully.

Does this project involve the transportation of animals by someone other than the client? If so, describe.

No, this grant 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?

Be The Solution will continue its partnership with the following three Veterinary Clinics that will perform the surgeries for the FAF Grant vouchers in the 2026/2027. 1) Animal Aid: located at 2270 Boone Blvd, Tall. FL, is located in the Target Zone which is convenient for residents in that area. Phone # 850-386-4148 2) South Georgia Spay & Neuter Clinic: is a high volume spay/neuter clinic located at 915 Gordon Ave in Thomasville Georgia. Although 30-40 minutes away from Tallahassee, our local rescues regularly make that drive once or twice a week. Phone # 229-236-7297 3) Tally Spay is a hi volume spay/neuter clinic located in the target zone at 5021 West Tennessee St. Tall., FL. and performs the majority of BTS vouchers. 999-000-7777

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
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Animal Aid	2270 Boone Blvd	Tallahassee	Florida	32303	850-386-4148	☐
South Georgia Spay & Neuter Clinic	425 Covington Ave	Thomasville	Georgia	31792	229-236-7297	☐
Tally Spay	5021 West Tennessee St	Tallahassee	Florida	32304	850-692-3425	☒

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. This includes pain medication, ear tipping, and \$ 2 per animal for rabies vaccinations. Costs for licensing, testing, transport, etc. are not to be paid for with grant funds.

	Amount Paid by Client	Amount Paid by Project	Total Amount
Range for Male Cats	\$0.00	\$60.00	\$60.00
Range for Female Cats	\$0.00	\$70.00	\$70.00
Range for Male Dogs	\$0.00	\$85.00	\$85.00
Range for Female Dogs	\$0.00	\$95.00	\$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?
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 \$20.00
Pain Medication*	☒ Required ☐ Optional ☐ Not Available	☒ No ☐ Yes
Parasite Medication	☐ Required ☒ Optional ☐ Not Available	☐ No ☒ Yes \$20.00
HW Testing	☐ Required ☒ Optional ☐ Not Available	☐ No ☒ Yes \$20.00
Feline Leuk/FIV	☐ Required ☒ Optional ☐ Not Available	☐ No ☒ Yes \$20.00
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**

Grant funds cannot be used for the above services except for pain medication, ear tipping, and \$2 per animal for rabies vaccination.

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

BTS will pay the expenses for pain medications, fluids-when needed, the rabies vaccine and microchip.

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 and reports. We review these areas 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 the spay/neuter surgeries. The program surgeries will be done by Tally Spay, Animal Aid and South Georgia Spay/Neuter Clinic. Any additional program surgeries (if needed) will be done by the other BTS partner veterinary clinics. BTS and our partner Veterinarians have been working as a team for 19 years and have developed a great system from start to finish to help people get their pets fixed affordably.

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 data base 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	75% of BTS vouchers are redeemed at Tally Spay, ASF's low-cost s/n clinic. ASF also provides assistance in promoting the FAF grant program.
Its Meow or Never	IMON is the largest TNR group in the Tallahassee area. They use BTS vouchers in the field and manage multiple trappers, helping trappers get vouchers, assisting with getting appointments made, and making sure cats get back to where they were trapped. We will work closely with IMON to assist with sterilization of the community cat population in the targeted neighborhoods.
Leon County Animal Control	Leon County Animal Control ACO's keep BTS vouchers in their trucks and write vouchers in the field whenever they find residents in need. Also, they write S/N vouchers in their office if someone comes in and needs a voucher. Leon County Animal Control provides assistance promoting the free spay/neuter grant program, coordinates community center events & outreach, and identifies areas/individuals in need of the program services.
Tallahassee Animal Service Center	Provides assistance in promoting the free spay/neuter grant program, provides statistical information regarding animal intakes, and identifies areas/individuals in need of the program services.

Other Information

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

Be The Solution will be the primary location for people to get their FAF grant voucher on regularly scheduled voucher distribution days at Be The Solution located inside The Fix Thrift Shop; Tuesday and Thursday 11am-1pm and Saturdays from 12pm-3pm. Target zone residents will receive an FAF voucher with a 3-month void date. However, we can easily extend that date if clients need more time to complete the surgery. BTS will finance the cost of the microchip, rabies vaccine and pain medicine. This way, all of the \$25,000.00 in FAF grant funds will be spent on spays and neuters. Applicants will be screened and approved by showing their drivers license or by showing mail addressed to them from an official entity like a utility or, credit card company, etc. BTS will also distribute FAF grant vouchers to: Leon County Animal Control, Animal Aid Veterinary office, Animal Service Center and to It's Meow Or Never to help with TNR in the targeted community. Once the vouchers are redeemed, our partner veterinarians bill BTS, we then collect all data on our Quickbase platform. We can keep track of vouchers written and redeemed and generate reports easily. The level of cooperation between BTS and our partner organizations is sound and dependable. The ASC, BTS, LCAC, IMON and ASF have been in partnership for years. Safety and quality control are always in mind, and following the rules of the FAF Grant is a priority. We will continue to work well together to ensure this program is a success.

Budget

Total number of sterilization surgeries projected:**Cats:** 192 **Dogs:** 138**Total budget requested (Budget should not exceed \$25,000):** \$25,000.00**Average cost/surgery projected:** \$76.00**Describe any other funding sources for this program, i.e. other grants, targeted fundraising efforts, budget allocation, etc.**

With the FAF Grant amount of \$25,000.00, 331 dog and cat surgeries will be financed. BTS will cover the costs of Rabies (\$15), Microchips (\$10) and Pain meds (\$10) for 331 animals which will add \$11,585 in extra funds to the grant program, making the total projected amount: \$36,585.00

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

68%

If not 100%, please elaborate.

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:** 09/01/26/ **Projected end date:** 08/01/27**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 area. We are proud that our program has been extremely successful throughout the past 19 years and has tremendously helped reduce the number of animal intakes and euthanasia at the City's Animal Service Center. Our strategy has always been to continue building/maintaining strong partnerships with the veterinary community, local businesses and animal welfare organizations so we can continue accomplishing our mission-where every pet will one day be a wanted and loved pet! Additionally, BTS will begin a billboard campaign in the targeted area to promote the Florida Animal Friend Liscence Plate Program with BTS contact information for free spay/neuter services.

Promotion of Florida Animal Friend Spay/Neuter License Plate

***Applicants selected for funding are expected to actively publicize their grant in support of their spay/neuter program and promote the sale of the Animal Friend license plate. Publicity efforts should include press releases, newsletters, website links, and social media posts, among other strategies. Florida Animal Friend's marketing firm will provide assistance and advice, and partner with your organization to achieve coverage. 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 as part of their reporting obligations.**

BTS will continue to promote Florida Animal Friend Liscence Plate Program through our website, social media, FAF brochures and the vouchers themselves. We will also advertise on Radio (WFSU) and TV (WCTV) PSA's

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

BTS Director has an FAF Liscence Plate.