

Grant ID: 177

**Title of Proposal:** Mobile Spay/Neuter Clinic  
**Agency Type:** Non-Profit  
**Total Funding Requested:** \$25,000.00  
**Check Payable To:** Animal Rescue Coalition

Application Information

Demographics

<b>Name of Applicant Agency:</b> Animal Rescue Coalition	<b>Website Address:</b> www.arcsarasota.org
<b>Person Submitting Proposal:</b> Roberta C. Druif	<b>Position:</b> Executive Director
<b>Organization Business Address:</b> 47 S. Palm Avenue, Suite 209	<b>City:</b> Sarasota
<b>State:</b> Florida	<b>Zip:</b> 34236
<b>Phone (xxx-xxx-xxxx):</b> 941-957-1955	<b>Fax:</b> 941-957-1965
<b>Cell:</b>	<b>Email Address:</b> roberta@animalrescuecoalition.org

Agency Details

**Dates of Last Fiscal Year: Begin:** 07/01/08 **End:** 06/30/09

**Organization Income in Last Fiscal Year:** \$548,371.00

**Organization Expenses in Last Fiscal Year:** \$570,265.00

**Number of Paid Employees:** Full Time: 4 Part Time: 2

**Number of Active Volunteers:** 60

**Total Volunteer Hours per Week:** 140.00

**How did you learn of the 2009 Florida Animal Friend grant competition?** Animal Rescue Coalition had applied for grants from Florida Animal Friend in the past.

**Year(s) of previous Florida Animal Friend grants (if applicable):** August 2008, October 2006

Describe your agency:

Services Provided

- Unlimited Intake Shelter
- Limited Intake Shelter
- Foster Network
- Animal Control
- Spay/Neuter Services
- Other

Organization Structure:

- City, county, or tribal agency
- Private nonprofit agency
- Other

**List your current board of directors:**

<b>Name</b>	<b>Title</b>	<b>Phone</b>	<b>Occupation</b>	<b>Email</b>
Edward H. Sarbey	Chairman and Co-Founder	941-373-0034	Business Owner	ed@sarbey.com
Elliott Metcalfe	Vice President and Secretary	941-861-4560	Retired	emetc@verizon.net
Koni Findlay	Director	941-316-1483	Retired	konstancef@aol.com

**Applicant Qualifications**

**For your organization, in the last complete fiscal year:**

0 cats and 0 dogs were admitted.

68 cats and 29 dogs were adopted.

0 cats and 0 dogs were euthanized.

3302 cats and 1987 dogs were sterilized.

**Briefly describe your animal programs:**

Spay/Neuter Program: ARC's Spay/Neuter Mobile Clinic is the cornerstone in fulfilling ARC's mission. The mobile clinic, a state-of-the-art surgical facility, staffed by a Florida licensed veterinarian and two veterinary technicians, has been in operation since 2002, and has spayed and neutered more than 23,000 dogs and cats. This collaborative mobile spay/neuter program – the only one of its kind in the region – has been instrumental in helping ARC work towards its mission of ending the killing of adoptable dogs and cats in Sarasota and Manatee counties. The Mobile Clinic operates on a regular schedule and provides free and low-cost services to income-eligible families. Because the Spay/Neuter Program is income-based, clients must either receive government assistance or earn income below a certain level to qualify. These parameters are set so that the program provides the service for citizens who otherwise could not afford to have their pets spayed or neutered. Since the Mobile Clinic began service, we have established a useful and efficient schedule that takes into consideration areas of high-need in Sarasota and Manatee counties. It is impossible to quantify the number of puppies and kittens ultimately saved – simply by taking the preventative measures to spay and neuter our pets. As was anticipated, we have succeeded in reaching pet owners, animal shelters, and animal sanctuaries who need our services and do not have the means to obtain them elsewhere. We work diligently to maintain the program by obtaining resources from local government and private donors, as well as local and national foundations. Due to worsening economic times, unemployment and foreclosures, more animals are being surrendered to already overwhelmed shelters, or left abandoned in the streets. Our program attacks the problem at its cause and is not just a "Band-Aid" fix, as we save thousands of animals from unnecessary suffering and probable euthanasia. The mobile clinic serves an average of 344 animals per month at locations throughout Sarasota and Manatee counties. We are working continuously to ensure that areas with high demand receive adequate services. And we have met this increased demand; ARC's Spay/Neuter Mobile Clinic has significantly expanded its capacity and efficiency over the past year, spaying and neutering 28% more animals during our 2008-2009 fiscal year than the previous fiscal year without increasing staff or equipment costs (fiscal year 2008: 3,217 alterations; fiscal year 2009: 4,127 alterations). (Note: These figures do not include feral cat alterations through our Buddy's Feral Cat Program.) This work is clearly having an impact: "The reported number of euthanizations of healthy animals at the Humane Society of Sarasota County plummeted from 300 in 2005 to 0 in 2008." ("Spay, Neuter Campaign Pays Off", Sarasota Herald Tribune, April 6, 2009). ARC's other programs include: Buddy's Feral Cat Program: One Sunday each month the ARC Mobile Spay/Neuter Clinic performs spay and neuter procedures on feral cats for free. Local veterinarians, veterinary technicians, ARC staff, and volunteers all donate their time and talent to this very effective trap-neuter-return (TNR) program. Feral cats brought to the clinic are altered, given vaccines, given flea treatment, have their ears cleaned, and one ear is tipped. ARC has altered over 4,700 cats through this program since its inception in 2002. In October 2009, due to unprecedented support from numerous feral cat advocates, the Sarasota County government agreed to amend its feral cat ordinance to allow TNR. Sarasota County has thus officially joined other Florida counties, such as Broward, Lee and Palm Beach, in allowing organizations such as ARC to do even more in tackling the issue of feral cat overpopulation in our communities. Foster and Adoption Program: ARC has made a long-term commitment to promote the adoption of homeless dogs and cats and to sponsor Adopt-a-thons in both Sarasota and Manatee Counties. The Foster and Adoption Program has succeeded in finding more than 650 animals loving homes. For the past 2 years ARC has hosted Feline Flair, a large cat adopt-a-thon and educational event in Sarasota. In collaboration with local animal welfare organizations over 200 cats are brought to one location for an adoption extravaganza. This fun filled day also includes unique vendors, a cage decorating contest and a Queen and King of Strays are selected by a judge. Emergency Medical Fund: This program began in 2003 and was a direct response to a plea for help for the many injured dogs and cats that are abandoned or lost but are still adoptable. Previously, there were no resources for the county to handle these cases and the animals would be euthanized. A very dedicated and compassionate local veterinarian offered her services at a substantially discounted rate if ARC could fund the cost of medical supplies. To date, 389 animals have been saved by this program and placed in

loving homes.

**If your program performs adoptions, are all animals sterilized before adoption?**

Yes

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

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

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

**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.**

The Animal Rescue Coalition began in 1999 when two individuals brought leaders from Sarasota and Manatee County animal welfare organizations together to begin an intensive collaboration to develop a plan to stop the killing of approximately 6,000 adoptable dogs and cats yearly in our local shelters. On February 28, 2001, ten animal welfare organizations formally agreed to support the ARC Initiative. ARC is very privileged to have a number of committed board members, as well as dedicated staff and volunteers, who wholeheartedly believe in and support our mission and our community. This project's lead members are: Dr. Laurie Walmsley, DVM, Medical Director. Dr. Walmsley received her D.V.M. degree from Ross University School of Veterinary Medicine in 1988 and has been in private practice since moving to Sarasota, Florida in 1989. Her clinic, Ashton Animal Clinic, was built and opened in 1983. She became ARC's Medical Director in 2006 and has been instrumental in recruiting trained staff for the mobile unit (i.e. veterinarians, veterinary technicians), managing medical supplies, as well as overseeing the quality, unparalleled efficiency and cost-effectiveness of the spay/neuter program. Through Dr. Walmsley's direct leadership, the Feral Cat Program currently spays/neuters an average of 90 cats/month. She has also contributed her services at a discounted rate through in-kind donations to ARC's Mobile clinic. In FY 2008-2009, her in-kind donations exceeded \$43,000. Roberta C. Druif, Executive Director. Ms. Druif has been ARC's Executive Director since 2007, and has been with the organization since 2006. In addition to her deep love of animals and dedication to ARC's mission, Ms. Druif's credentials include six years as Finance Director of the Indianapolis Art Center, (a state-of-the-art organization with an annual budget of almost \$3 million and assets of \$12.5 million), four years as Finance and Human Resources Director of a theater and many years of involvement in animal welfare work.

**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?**

ARC receives funds through various sources, including grants, special events and private donations. In our last fiscal year 2008-2009, ARC received grants from AHIMSA, PetSmart Charities, Bladel Foundation, India Benton Lesser Foundation, Irene C. Evans Charity, Park Foundation and Florida Animal Friend. Currently for our 2009-2010 year we are awaiting on responses from several other charities, including PetSmart Charities. During fiscal year 2008-2009, a total of \$66,642 was raised in grants. ARC also receives financial assistance from both Sarasota and Manatee County governments – we are reimbursed for up to \$60,000 annually in each county for spay/neuter procedures. This accounts for up to 40% of our annual budget to run the Mobile Spay/Neuter Clinic. Additionally, our special events have grown significantly over the years. Our "Best in Show" Gala this March was another successful event, raising \$125,252 (net) and the pre-event, "A Dog's Night Out" netted \$8,922. ARC's corporate sponsors in 2010 included Gulf Coast Community Foundation of Venice, Saks Fifth Avenue, Gold Coast Eagle Distributors, PNC Wealth Management, and Sypret, Meshad, Resnick, Lieb, Dumbaugh, Jones, Krotec, and Westheimer, P.A. We received \$51,200 in general donations during the 2008-2009 fiscal year and another \$67,941 in donations specifically geared towards the Spay/Neuter Clinic. However, like most struggling non-profit organizations in these uncertain economic times, we must continually seek funding to accommodate ARC's costs in maintaining a high-standard spay/neuter program.

**Target Population**

<b>Geographical target area (name of city, county, etc.):</b>	Sarasota and Manatee counties
<b>Total human population in target area:</b>	687,823
<b>Percent of residents living below poverty in target area:</b>	Sarasota: 9.0%, Manatee: 11.5%
<b>Estimated number of pet cats in target area (human population divided by 3.3):</b>	208432
<b>Estimated number of pet dogs in target area (human population divided by 4.0):</b>	171956
<b>Estimated number of feral cats in target area (human population divided by 6.0):</b>	114638
<b>Number of cats admitted to animal control shelters in the target area last year (if known)</b>	5256

<b>Number of dogs admitted to animal control shelters in the target area last year (if known)</b>	4800
<b>Number of cats euthanized in animal control shelters in the target area last year (if known)</b>	3589
<b>Number of dogs euthanized in animal control shelters in the target area last year (if known)</b>	1608
<b>Please explain if you believe your target area animal population is significantly different than above.</b>	
These statistics, based on fiscal year October 2008-September 2009, were furnished to ARC by Sarasota County Animal Services and Manatee County Animal Services and are accurate to our knowledge.	
<b>Please explain what you believe are the most substantial sources of dog and cat overpopulation in the target area:</b>	
The overpopulation of dog and cats in Sarasota and Manatee counties can be attributed to a number of factors, primarily the lack of education and knowledge on the benefits of spaying and neutering pets, as well as the cost of sterilization at vet clinics. Our target demographic are low income households; households that otherwise would not be able to afford such surgeries. Due to worsening economic times more residents than ever are qualifying for our program. From January 2009 to January 2010, there was a 48.4% and 45.8% increase in Sarasota and Manatee residents, respectively, who were eligible to receive food stamps (National Data Bank, USDA/Food and Nutrition). In addition, as a result of unemployment and foreclosures, more animals are being surrendered to already overwhelmed shelters, or left abandoned in the streets.	
<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>	
ARC's Spay/Neuter Program (mobile clinic) is the only program of its kind in the Sarasota/Manatee community. The geographic reach of the Spay/Neuter Mobile Clinic is one of its most notable features, allowing ARC to serve people with limited resources and transportation options throughout the county. The mobile clinic is scheduled at eight locations throughout Sarasota and Manatee counties in high need areas. The only other program providing low cost spays/neuters in the target area is The Humane Society of Manatee County and Suncoast Humane Society. There are also voucher programs, which unfortunately are insufficient in proactively approaching the issue of pet overpopulation.	
<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 of the spay/neuter project proposed for this grant:</b>	
<input checked="" type="checkbox"/> <b>Pets in low-income families</b> <input type="checkbox"/> <b>Especially difficult or unique animal overpopulation sources</b> <input type="checkbox"/> <b>Pit bull dogs</b> <input type="checkbox"/> <b>Feral cats</b> <input type="checkbox"/> <b>Special spay/neuter event</b> <input type="checkbox"/> <b>Other</b>	

**Objectives**

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

With the amount requested, ARC anticipates spaying/neutering a total of 500 dogs and cats – this number figures that each spay/neuter procedure is performed at a cost of \$50.00.

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

ARC's Spay/Neuter Program provides assistance to those who need it most, in areas of high need. In light of the economic downturn, unfortunately more households than ever are qualifying for public assistance, which in turn qualifies them for ARC's program. "Southwest Florida's unemployment rate stands at 13.3%...The national average is 9.7%" Sarasota Herald Tribune, "Unemployment Could Rise Again" article, March 30, 2010. Unfortunately this translates into households struggling to just provide the basics, food and shelter, for their pets - spay/neuter is not an option due to finances. Through our continued outreach efforts, visible presence in the counties and word of mouth, we anticipate reaching more residents in our targeted counties.

## Methods

### What criteria will you use to determine eligibility for the program?

Guidelines have been established for both Sarasota and Manatee Counties to determine eligibility for the Spay/Neuter Program. These guidelines consider whether or not the client receives financial government assistance and/or the household income. Please review the attached guidelines.

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

ARC's greatest advertising vehicle continues to be the Mobile Spay/Neuter Clinic itself, which covers several locations scattered throughout our counties. Our staff frequently receives calls from people who have seen the Mobile Clinic and want to schedule their animal for an appointment. Additionally, ARC's programs are listed on our website, posters and brochures are available at Sarasota County and Manatee County Animal Services, pet supply stores, and veterinary offices. ARC's Community Outreach Coordinator has a weekly spot on ABC-7 where ARC's programs and adoptable animals are regularly featured.

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

Transportation issues are avoided since the Mobile Clinic is at various locations throughout Sarasota and Manatee counties. ARC's brochures, available in both English and Spanish, are very clear and straight-forward. Additionally, a large number of ARC's clients find out about our programs from word-of-mouth by previous clients and other animal welfare organizations. Lastly, two of our Mobile Clinic vet technicians speaks fluent Spanish, and are able to communicate with Spanish-speaking clients.

### 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.

While the Mobile Clinic is on wheels and able to transport animals, it remains in one place for the entire surgery day - the clients are the only ones who actually transport animals. The only exception is in case of an emergency, the animal will be transported to ARC's Medical Director's private practice for treatment. There are stationary cages on the Mobile Clinic for transport and personnel is trained and up-to-date on protocol for these rare situations by the Medical Director. Additionally, ARC's liability insurance is up-to-date to cover anything that might happen in this type of situation.

## Veterinary Services

### Objectives

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

Veterinarians are contracted to work on the Mobile Clinic and are paid per day. All surgeries are performed on the Mobile Spay/Neuter Clinic and a schedule prepared six months in advance.

### Veterinary Practices

#### Fee Range

What is the fee range to be paid for spay and neuter and what is the distribution to be paid by the client vs. the grant program? Keep in mind that Florida Animal Friend grant funds may only be used for costs directly associated with sterilization surgery (including anesthesia and pain control) and not for other items such as vaccines, testing, licensing, and capital purchases.

	Amount Paid by Client	Amount Paid by Project	Total Amount
Range for Male Cats	\$30.00	\$50.00	\$80.00
Range for Female Cats	\$45.00	\$50.00	\$95.00
Range for Male Dogs	\$125.00	\$50.00	\$175.00

Range for Female Dogs

\$150.00

\$50.00

\$200.00

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 type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Rabbies Vaccination if Due</b>	<input checked="" type="radio"/> Required <input type="radio"/> Optional <input type="radio"/> Not Available	<input type="radio"/> No <input checked="" type="radio"/> Yes \$10.00
<b>Other Vaccination if Due</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<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 type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Testing</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Licensing</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Ear tipping</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes
<b>Other</b>	<input type="radio"/> Required <input type="radio"/> Optional <input checked="" type="radio"/> Not Available	<input checked="" type="radio"/> No <input type="radio"/> Yes

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

PLEASE NOTE regarding Fee Range: Male Cats: \$0 - \$30, Female Cats: \$0 - \$45, Male Dogs: \$0 - \$125 (by weight), Female Dogs: \$0 - \$150 (by weight). (See attached Income Guidelines for more information on surgery fees.) Rabies vaccinations are required if the owner does not have a current rabies certificate and must pay for the vaccination. The cost in Sarasota County and Manatee County is \$10. NOTE: The checklist above reflects services for the Spay/Neuter Program. Parasite medication is administered and ears are tipped for ARC's Feral Cat Program.

Is this a voucher program? If so, how will you assure compliance with the program?

No, this is not a voucher program.

### Other Information

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

Below are some quotes compiled from surveys taken by clients who have used the Spay/Neuter Program: "Thank you very much for this service. It's hard to keep up with one income and you guys helped us tremendously!" – S. Christie "Very friendly staff – extremely informative. Better quality of care than Vet! Thank you so very much!" – L. Strickland. "Thank you for providing such a wonderful program, all the people we came into contact with were so very sweet and informative. Thank you so much." – R. McGene. "Your coalition is a godsend to me who is low income – because of a disability and recently took in a homeless kitten and never had my own pet. Because of your hard work I can rest easy knowing certain health issues have been taken care of properly and Smokie now has a chance at a long life. Thank you." – P, Ennis. "Thank you again so much for providing an invaluable service to those who need help obtaining it! Otherwise I would have had to wait and save a long time." Cindy Blizzard. "You are all amazing for the great work you do! It would not have been possible for me to have the cats fixed if it weren't for you." C. Miller

### Budget

Total number of sterilization surgeries projected:

Cats: 250 Dogs: 250

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

Average cost/surgery projected: \$50.00

Describe any expenses that are not included in the grant and how they will be paid for:

Grant funds received will go directly to the cost of surgery, including medical supplies. Expenses not covered by the grant include general overhead expenses (such as salaries, rent, marketing, office supplies) and other Spay/Neuter Program operating expenses (such as gas mileage, rig repair/maintenance).

### Timeline

All projects must be completed within 12 months of receipt of funding. Any unexpended funds must be refunded to Florida Animal Friend within 30 days of the end of the project. Requests for time extensions must be made in writing at least 30 days prior to the end of the project. Funding for accepted projects will be available after August 1, 2009.

Projected start date: 08/01/10/ Projected end date: 07/30/11

## Future Funding

**Explain how the organization plans to fund this program in the future. Having plans beyond "seeking funds from other funders" enhances the chances of receiving this grant.**

ARC's contracts with both Sarasota and Manatee Counties are on-going and will be renewed each year due to the immense benefit of the Spay/Neuter Program to animal control – these contracts bring in up to \$120,000 each year. Additionally, ARC's special events (the "Best in Show" Gala and "A Dog's Night Out") are very successful fundraisers that are hosted each year. Each year, these events gain in popularity, and continue to bring in much needed funds, as well as raise awareness for ARC's mission. And lastly, ARC continues to explore new grant opportunities through foundations like Florida Animal Friend.

## 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 via press releases, newsletters, website links, etc. In addition, they are expected to promote the sales of license plates so that additional spay/neuter grants can be funded. Please describe your plan to promote the Florida Animal Friend Spay/Neuter License Plate.**

ARC has several venues in which to advertise the Florida Animal Friend Spay/Neuter License Plate. Upon receiving a grant, a press release would be sent to our press list. As was done to promote the grant received in 2008, ARC will continue to promote the license plate on our website, distribute flyers to all clients in our "post surgery" take home packets (see attached website pages and flyer), and advertise on our ABC-7 spot. These promotions would reach tens of thousands of people.