

SPAY/NUTER ASSISTANCE FOR PETS, INC
190 BLUE JAY AVENUE
VONORE, TN 37885

December 11, 2006

PROPOSAL – TARGETED SPAY/NEUTER GRANT

Spay/Neuter Assistance for Pets, Inc. (SNAP) is requesting a \$200,000 Targeted Spay/Neuter grant from Maddie's Fund to fund a two year aggressive spay/neuter program in Monroe County & Loudon County, Tennessee. The program objective is to increase the number of spay/neuter surgeries above the 2005 baseline year by about 3636 during the two years, 2007-8. This should reduce the animal intake and reduce the euthanasia's of healthy and treatable shelter dogs and cats at the two county animal shelters in 2009.

The number of surgeries to be performed under this 2-year Maddie's Fund S/N Grant is based on an estimated average rate of \$55 per surgery. These surgeries will be performed by veterinarians from seven private practice veterinary hospitals located in the two counties. These surgeries are in addition to the number of s/n surgeries performed in the 2005 baseline year at 2 county animal shelters, seven local private veterinary hospitals and 1 mobile spay/neuter van.

The total number of sterilization surgeries to be performed during this 2-year period is estimated to be 12,296. This includes 9,160 baseline surgeries and 3,636 surgeries funded by Maddie's Fund Targeted Spay Neuter/Grant.

Reduced prices for s/n surgeries will be negotiated with participating vets. We will use a voucher system to control the spay/neuter process. A donation will be requested from each pet owner who receives a voucher. (We will not specify a donation amount and will always issue a voucher even if the pet owner cannot make a payment.) The donations collected will be used to pay for the program administrative costs. The voucher will only pay for the cost of the sterilization surgery and cannot be combined with other veterinary procedures or for shots or vaccinations. To receive payment, Vets must provide original invoices and vouchers for each surgery performed.

Target Population

The target population will be low income pet owners. They are a major source of unwanted & stray dogs and cats, because most of them cannot afford to spay or neuter their pets. Spay/Neuter vouchers will be limited to pet owners who meet at least one of 6 criteria: 1) individual income less than \$20,000/yr, 2) household income less than \$30,000/yr, 3) disabled, 4) handicapped, 5) food stamp recipient, or 6) on Medicaid.

The Maddie's Grant will serve the population of Monroe and Loudon Counties, Tennessee. Some key statistics are:

	Monroe County	Loudon County
2005 Population	43,185	43,387
2003 All ages in poverty	6,230	4,374
2003 Persons below poverty	14.9%	10.4%
2005 Unemployment rate	6.0%	4.5%
2003 Median household income	\$32,511	\$43,152
2004 Personal income per capita	\$20,927	\$29,270

To assure that the vouchers are reaching the target population, each voucher recipient must complete a questionnaire and sign a statement that they are qualified to receive a voucher.

Baseline Data 2005 – Two County Aggregate

The Live Animal Release Rate was 39.2% based on the following data from the attached 2005 Community Aggregate Animal Statistics Table:

4720 = Adjusted Total Intake (H)

946 = Adoptions (I)

0 = Outgoing Transfers within community (J)

643 = Outgoing Transfers outside community (K)

212 = Return to Owner (L)

2790 = Adjusted Total Euthanasia (S)

4592 = Total Outcomes (T)

The total number of spay/neuter surgeries performed by participating organizations in the two county aggregate was 4,580 in 2005. This Targeted Spay/Neuter grant goal is to increase the number of s/n surgeries to 6,398 per year in 2007 and 2008.

Program Budget

Revenue:

Maddie's Fund Grant	<u>\$200,000</u>
Total Revenue	<u>\$200,000</u>

Expenses:

Payments to Veterinarians	<u>\$200,000</u>
Total Expenses	<u>\$200,000</u>

Financial Notes:

One-half (50%) of the Maddie's Fund Grant will be spent in Loudon County and one-half (50%) will be spent in Monroe County for payments to veterinarians for spay/neuter surgeries.

The veterinary spay/neuter cost of \$55 per s/n surgery is estimated based on SNAP and Loudon County Humane Society (LCHS) experience. Individual negotiated rates with veterinarians may vary depending on species, weight, and sex. However, we believe the actual average s/n surgery cost will be very close to this estimate.

Voucher recipient donations will be used to pay for administration expenses associated with this grant. Donations that exceed administrative expense will be used by SNAP to fund additional s/n surgeries in Monroe County under its traditional program and by Loudon County Humane Society (LCHS) to support its current vaccination and micro-chipping programs.

For information purposes, the administration expenses to be funded by voucher recipient donations are estimated to be about \$4300 for the two year program.

Administrative Expense Breakdown:

Printing Costs	\$ 3,000
Postage	200
Office Supplies	600
Literature handouts	100
Bank service charges	<u>200</u>
Total Admin Expenses	\$ 4,300

If pet owner donations average \$4 per voucher, about \$10,000 will be available to support SNAP and LCHS programs.

SNAP 2005 IRS Form 990 is attached.

All participating officers, directors, and volunteers are unpaid and will receive no monetary compensation for their efforts on this program. If SNAP is awarded a \$200,000 Maddie's Fund grant, we will add three members to the SNAP Board of Directors.

Income and expenses associated with this Maddie's Fund program will use a separate checking account. These funds will not be commingled with other SNAP funds. For Federal Tax reporting purposes, the Maddie's Fund income and expenses will be included on the SNAP IRS Form 990 for the years 2007 and 2008.

Participating Organizations & Contact Information

Lead:	Spay/Neuter Assistance for Pets, Inc. (501 c 3) , Vonore, TN 37885 J. M. Cleverdon, President 423-884-6801
Shelters:	(1) Monroe County Animal Shelter, Madisonville, TN 37354

	Vickie Morgan, Shelter Director 423-442-1015 (2) Loudon County Animal Shelter, Loudon, TN 37774 Gordon Harless, Shelter Director 865-988-0175 or 865-755-4077
Humane:	(1) Monroe County Friends of Animals (501 c 3) , Vonore, TN 37885 Anja Hammersmith, President 423-884-2898 (2) Loudon County Humane Society (501 c 3) , Loudon, TN 377774 Megan Hull, President 865-458-7500
Veterinarians:	(1) Monroe County Veterinary Hospital, Sweetwater, TN 37874 Dr. John Gobble 423-337-7432 (2) Tellico Bay Animal Hospital, Vonore, TN 37885 Dr. John Gobble 423-337-7432 (3) Sweetwater Veterinary Hospital, Sweetwater, TN 37874 Cheryl Lehman 423-351-7122 (4) Prevent A Litter (501 c 3) , Madisonville, TN 37354 Kathy Wright, Director 423-442-8503 (5) People Promoting Animal Welfare (501 c 3) , Greenback, TN 37742 Deborah Searfoss, Director 865-856-7729 (6) Lenoir City Animal Clinic, Lenoir City, TN 37771 Dr. Thomas Bradbury 865-986-5450 (7) Animal Medical Clinic of Loudon County, Lenoir City, TN 37771 Dr. Heather O'Brien 865-988-7387 (8) Loudon County Animal Hospital, Lenoir City, TN 37771 Dr. Patrick Walker 865-986-9075

Shelter Intake Review by Zip Code

We reviewed Monroe and Loudon County Animal Shelter intake by zip codes and there was no clear targeted group or obvious “red flag”.

During this review, we observed that many animal surrenders were from litters or remnants of litters (the ones that could not be given away). We conducted a detailed review of litters surrendered to both shelters and learned that about 42% of the 2005 animal intake was due to litters. We concluded that by reducing the major source of litters, we could make a significant reduction in the intake to both shelters.

We conducted a zip code analysis of litters from both shelters for 2005 and 2006. We do not see a clear target s/n group. The larger sources of litters come from the zip code areas with larger populations. Except for Greenback, the ratio of litter animals / population is higher from the smaller, more rural communities. Some observations:

- (1) Population centers of Loudon & Lenoir City provide the largest per cent of litter surrenders. Small, rural Philadelphia has a large litter animals / population ratio.

- (2) Madisonville, Sweetwater & Tellico Plains provide the largest per cent of litter animal surrenders and the largest source of litter animals varied from 2005 to 2006 in Monroe County. Smaller more rural Tellico Plains & Vonore have larger litter animals / population ratios.
- (3) Greenback is a small, rural zip code in an economically deprived rural area. It happens to have the smallest litter animals / population ratio. The reason is because PPAWs (a low cost spay/neuter clinic) has been operating in Greenback since November 1998. This is a good indication how an aggressive spay/neuter program will benefit Monroe and Loudon Counties.

We concluded that the source of litters in both counties is wide spread. We believe that by reducing the number of litter intakes, we can make a significant improvement in shelter performance (reduced intake & euthanasia's). We also firmly believe that most of the litters are surrendered by residents who qualify for the low income criteria in our original proposal. We believe that providing spay/neuter vouchers to low income pet owners will have the greatest impact.

Survey of Litter Surrenders

This summarizes the results of our 2005-06 Survey of Litter Surrenders at Loudon and Monroe County Animal Shelters.

Survey Design:

The sample included 136 litter surrenders from 2005 and 2006; 82 were contacted by phone; 54 were no answer or non responsive.

Volunteers surveyed people who surrendered pet litters to Loudon and Monroe County Animal Shelters. Several different volunteers conducted the telephone survey during the day and evenings. If no answer, several call back attempts were made before classing as No Answer. Non-Responsive was assigned to phone numbers that were changed, disconnected, or did not want to participate.

Survey Results:

63% of respondents met at least one of six low income criteria.

Discussion:

We suspect the percentage of litter surrenders meeting the low income criteria would be higher if we could have talked to people whose phone number changed or did not answer.

The data show that the target low income population is somewhat different from the shelter litter surrender sample population. All of the proposed target spay/neuter population will meet low income criteria. Whereas, the shelter surrender population included 2/3 of low income and 1/3 higher income pet owners. We believe that many

who exceed the low income criteria and who surrendered litters did so because they picked up or rescued strays that they had compassion for but could not keep. They are likely to surrender unwanted litters to a shelter where the lower income population may simply feed the animals and let them repopulate because they can't afford the spay/neuter expense.

We suspect the ratio of “# pets at home” to “# pets spayed/neutered” reflects the litter surrender population. This ratio is significantly lower than the SNAP low income experience. Where all of the SNAP recipients were low income, about 2/3 of the litter survey surrender population were low income. This ratio difference is probably due to 1/3 of the litter surrender population that exceeds the low income criteria and is financially more able and willing to sterilize their pets.

	# Pets at Home	# S/N	Ratio
Litter Surrender Survey	3.2	1.9	1.7
SNAP Low Income Experience	4.5	1.6	2.8

By far the largest source of pets was “stray” which includes “found” animals. The source of the strays is unknown. It is possible that many strays are from low income pet owners who keep their pets outside, who may not be able to afford to pay for the s/n surgery, and who are more likely to be uneducated about spay/neuter and responsible pet care.

Mapping Projects

We initiated two mapping projects as follow-up to our 2005-06 Survey of Litter Surrenders at Loudon and Monroe County Animal Shelters. We decided to plot the pet surrenders for the first seven months of 2007 (Jan-April 2007 and May-July, 2007).

We requested income information from residents who surrendered animals to the shelters where possible. Many individuals would not provide their personal income information.

We decided to map pet surrenders for Jan-July 2007 on large county road maps – one for Monroe County and one for Loudon County. We plotted the animal surrenders using symbols which identify cats, dogs and litters. We used red circles for dog surrenders and filled in the circles for dog litter surrenders. We used green triangles for cat surrenders and filled in triangles for cat litter surrenders.

Mapping Project Observations (Jan-April 2007)

1. Monroe County
 - a. There is no obvious high concentration of single or litter animal surrenders.
 - b. There are more dogs than cats.
 - c. More litters are from rural areas where there is no animal control.

- d. There is only one animal surrender from the affluent Rarity Bay and Kahiti communities. The one surrender in Kahiti was a single stray.
2. Loudon County
- a. There is no obvious high concentration of single or litter animal surrenders.
 - b. Animals surrendered at the Loudon County Animal Shelter night drop box are mapped in Loudon, but their real source is unknown.
 - c. There are more dogs than cats.
 - d. More animal surrenders are from rural areas.
 - e. There are only 5 animal surrenders from the affluent Tellico Village and Avalon communities. All 5 are from Tellico Village which has a population greater than 4000.

Monroe County Analysis (May-July 2007)

1. About 70% of the county population lives outside city limits. (Each county Zip code includes population inside and outside city limits.)
2. Of those reporting, about 71% met one or more of the low income criteria. About 27% met more than one criteria. About 85% of those meeting the low income criteria were outside city limits.
3. There were 1530 animals surrendered:
 - Dogs: 814 and Cats: 716 -- 53% dogs and 47% cats.
 - Dog surrenders: 24% Male, 28% Female and 48% puppies.
 - Cat surrenders: 10% Male, 21% Female and 69% kittens.
 - Litter surrenders: 63% cat and 37% dog.
4. About 79% of all animal surrenders were outside city limits. About 76% of individuals surrendering animals were outside city limits.
5. About 61% of all animals surrendered were strays. About 72% of the strays were outside city limits.
6. About 34% of the animal surrenders were from litters. About 79% of the litters were outside city limits.
6. There were only 3 animal surrenders from the affluent Rarity Bay and Kahiti communities – about 0.2%. (One was a stray.)
7. There is no obvious concentration of single or litter animal surrenders.
8. Madisonville and Sweetwater zip codes had the most animal surrenders and are the largest cities in the county:

Town:	<u>Madisonville</u>	<u>Sweetwater</u>	<u>Total</u>
Surrenders:	262	148	410
(% total)	(45%)	(25%)	(70%)
Population:	14,034	13,141	27,175
(% County)	(36%)	(34%)	(70%)

Loudon County Analysis (May-July 2007)

1. About 72% of the county population live outside city limits. (Each county Zip code includes population inside and outside city limits.)
2. Of those reporting, about 73% % met one or more of the low income criteria. About 16% met more than one criteria. About 43% of individuals meeting the low income criteria were outside city limits.
1. There were 893 animals surrendered:
 - Dogs: 443 and Cats: 450 – 49.6% dogs and 50.4% cats.
 - Dog surrenders: 42% Male, 40% Female and 18% puppies.
 - Cat surrenders: 19% Male, 28% Female and 53% kittens.
 - Litter surrenders: 71% cat and 29% dog.
4. About 75% of all animals surrendered were strays. About 67% of strays surrendered by individuals were outside city limits.
5. About 64% of the animal surrenders by individuals were outside the city limits.
6. About 36% of the animal surrenders by individuals were litters. About 62% of these litter surrenders were outside city limits.
7. There were only 19 animal surrenders from the affluent Tellico Village and Avalon communities – about 2%. (Eleven were strays.)
8. The Animal Control Officer and Loudon Shelter Drop Box accounted for 315 of the animal surrenders (80 cats & 235 dogs). Normally, the Animal Control Officer only picks up dogs. Both cats and dogs are surrendered in the Shelter Drop Box. The source of these animals is generally not known. They are considered strays in this analysis and most certainly are not “owner” surrenders.
9. Except for the ACO and Drop Box animal surrenders, there is no obvious concentration of single or litter animal surrenders.
10. Lenoir City and Loudon zip codes had the most animal surrenders by residents and are the largest cities in the county:

Town:	<u>Lenoir City</u>	<u>Loudon</u>	<u>Total</u>
Surrenders:	124	131	255
(% total)	(43%)	(46%)	(89%)
Population:	21,712	14,549	36,261
(% County)	(48%)	(32%)	(80%)

Discussion:

We believe the mapping information is significant.

The Monroe County and Loudon County map data show that the stray animal population problem is widespread. There may be a slightly higher concentration in some of the city limits due to the higher density population, but there is no obvious area where the animal surrenders are concentrated. The targeted areas should be entire counties.

The Monroe County map shows the boundaries of the various zip codes. Unfortunately, the Loudon County map does not include the zip code boundaries. It is clear that the rural areas are much larger than the city limits for both counties.

Both Monroe and Loudon County Shelters consistently have more dog surrenders than cat surrenders. The mapping information also has more dogs than cats.

Low Income Pet Owners

The animal surrenders were negligible from the affluent communities of Monroe and Loudon Counties. About 0.2% were from Rarity Bay and Kahiti in Monroe County and about 2% were from Tellico Village and Avalon in Loudon County. This is consistent with our experience that low income pet owners are the most likely source of strays and unwanted animals.

Conclusions:

The targeted areas should be the entire Loudon and Monroe Counties. This would encompass 100% of the animal surrenders. These mapping results show that there is no significant geographical concentration of dog or cat animal surrenders in Monroe or Loudon Counties. We believe these mapping results support our original proposal and two earlier follow up reports.

If this is not acceptable to Maddies Fund, the next best target areas are the two largest towns in each county as defined by zip codes. This would include Madisonville and Sweetwater in Monroe County and Lenoir City and Loudon in Loudon County. This would encompass 70% of animal surrenders in Monroe County and 89% of animal surrenders in Loudon County.

The targeted population should be low income pet owners. This survey shows that about 70% of respondents surrendering animals met our low income criteria. This is

consistent with our earlier litter sampling survey which showed that 63% of litter surrenders met our low income criteria.

This survey shows that about 68% of animal surrenders in Monroe and Loudon Counties were strays. (Monroe County was 60% and Loudon County was 75%.) This is similar to our earlier litter sampling survey which showed that 76% of litter surrenders were strays. There were very few animal surrenders from the affluent communities. The above 5 examples of low income spay/neuter programs support our experience that low income pet owners are a major source of strays and unwanted pets that impact shelter admissions.

A \$200,000 Maddie's Fund grant for a 2-year spay/neuter program that targets the low income population in Loudon and Monroe counties should greatly reduce the current animal shelter intakes.