

**SPAY/NEUTER ASSISTANCE FOR PETS, Inc.**  
**190 Blue Jay Avenue**  
**Vonore**

February 28, 2011 - Revised 18 April 11

To: Mary Ippoliti-Smith  
Maddie's Fund  
2223 Santa Clara Ave, Suite B  
Alameda, CA 94501-4416

Cc: Lynne Fridley  
Shelly Thompson  
SNAP Board

Dear Mary:

SNAP is pleased to provide our final report on the two year Maddie's Targeted Spay/Neuter Project in Loudon & Monroe Counties, TN. This reporting period completes the two year grant period of our agreement.

**I. Activities Undertaken October 2008 through September 2010**

Organization

Printed vouchers, questionnaires, and other client information.

The SNAP Board was increased from 2 to 7 members, including 2 from Loudon County.

Jack Wright became new Treasurer, replacing Sandy Moore who died.

Jack Wright developed a new Excel Voucher Data Entry and Payment system. It was used for Monroe and Loudon County vouchers. It was much more user friendly than the old Excel system or the Access data base system that another volunteer initiated in Nov 2008, but never completed. Two LCHS officers were trained in its use and LCHS was responsible to prepare payment documentation for Maddie's Fund vouchers issued for Loudon County vets.

Established new policy allowing vets to perform dental cleaning w/ s/n surgery.

Voucher Issue

Held at least two public voucher issue sessions each month, at least one per month in each county.

Provided posters with schedules for future voucher issue sessions in Loudon and Monroe Counties.

Provided Spanish language posters for voucher issue sessions in Loudon County.

SNAP continued to issue vouchers as part of a Rural Outreach program in Monroe County for low-income residents who are not likely to attend regular scheduled voucher issue sessions.

SNAP issues a few Loudon vouchers at Monroe County sessions for Veterinary Centre of Greenback to increase the numbers of vouchers issued to this vet.

The new SNAP software system provides a report designed to help the vets follow-up on vouchers issued and reduce the number of no-shows. We provide an Excel list of pet owner vouchers issued to the individual vets at the most recent session. The vets can track the pet owners who schedule appointments and contact pet owners who have not scheduled their s/n surgery appointments before their voucher expires.

### Financial

SNAP purchased a \$1,000,000 Directors and Officers Liability Insurance policy, for the duration of the two year project.

SNAP established financial procedures acceptable to Maddie's Fund.

All of the vets have been paid for all surgeries completed in the two year project and SNAP baseline s/n surgeries.

SNAP exceeded the number of baseline s/n surgeries. 1061 baseline s/n surgeries were performed over the two year grant period – about 139% of the 762 baseline surgeries.

## **II. Veterinary Spay/Neuter Statistics – 2008 - 2010**

The total s/n surgeries completed for the two years of the Maddie's Fund agreement through the 3Q 2010 was 15,298. Of these, 4101 were Maddie's Fund vouchers and 1061 were SNAP Baseline vouchers.

### **3Q 2010 Surgeries - 24months of 2-Year Agreement**

<u>Categories of s/n surgeries</u>	<u># s/n</u>	<u>% of total s/n</u>
Maddie's Fund Vouchers	4101	27%
Other Discount Programs	8328	54% (includes 1061 SNAP vouchers)
Regular Clients	<u>2869</u>	19%
Total	15298	
Deaths	6	0.04%

Individual and collective veterinary statistics for years 1 & 2 are provided in the attached **Spay/Neuter Project Report Rev4 Yr2 FINAL** and **Maddie's Spay/Neuter Project Rev3 2009 - Loudon Monroe Counties**

### III. Shelter Statistics

Loudon and Monroe County 2010 shelter statistics are attached as **Copy of Shelter Annual Reports 2010 Rev1.**

Overall the Community Total (Loudon & Monroe Counties) intake increased 7% over the 2007 base year, but the Community Total euthanasia's were reduced 15% over the 2007 base year. As noted in the 4Q 2009 report, the first year was too early to see significant improvements. The significant improvements in shelter statistics occurred about one year after a step change increase in the number of spay/neuter surgeries. The results of 2010 were quite significant. In particular, the Community intake was reduced 16% and the euthanasia's reduced 34% over prior year. See attached Reduction in Shelter Intake and Euthanasia.calculations:

**IntakeEuth 2010 vs 2009 Rev1.**

Live Animal Release Rates (LARR) were calculated for 2010 and compared to the 2007 base year. There was a marked improvement in both counties. See **Live Animal Release Rates - 2010 vs 2007 Rev2.** The following improvements in LARR were made in 2010:

Monroe County +2% (42 to 44%)  
Loudon County +22% (31 to 53%)  
Total Community +10% (37 to 47%)

Loudon County - After a modest improvement in 2009, there was a dramatic reduction in the Loudon County Animal Shelter intake (36%) and euthanasia's (55%) in 2010 compared to 2009. See the attached graphs, **Bargraph LCAS Analysis 2005 to 2010 w SN Data Scale Adj** and **LCAS Analysis 2005 to 2010**

Monroe County - The Monroe County statistics improved, but not as much as the Loudon County statistics.

The absolute numbers of intakes and euthanasia's in Monroe County Total in 2010 actually increased over the 2007 base year, 33% intake and 18% euthanasia. In 2009 the s/n program started to take hold and the intake and euthanasia rates almost leveled. In 2010, there was a small reduction in the 2010 Monroe County intake (3%) and a large reduction in euthanasia's (20%) when compared to 2009.

Monroe County Animal Shelter - The Monroe County Animal Shelter (MCAS) is by far the most significant part of the Monroe County Total statistics. Basically, the Sweetwater Pound and Madisonville Animal Control each take in animals, adopt a few, return a few, and transfer many to the Monroe County Animal shelter for adoption or euthanasia. When compared to the base 2007 year, the MCAS 2010 intake increased 22% and euthanasia's increased 17%. The 2010 results improved significantly over 2009 where the intake was reduced 7% and the euthanasia's were reduced 20%. See attached graphs, **Bargraph MCAS Analysis 2005 - 2010 Rev 1** and **MCAS Analysis 2005 to 2010 w S/N data scale adj Rev 1**

The Live Animal Release rates increased to 44% in 2010 for the MCAS when compared to the Base year 2007 of 36% - an improvement of 8%.

Why is the statistical improvement so much better in Loudon County, especially since more s/n surgeries were done in Monroe County and the populations are about the same size? We think there are three basic reasons why Monroe County did not see more improvement:

- We think the Maddie's Fund project results would have been better if the recession did not occur. The 2-year+ downturn in the local economy had an adverse impact on both animal shelters, but a much larger effect on Monroe County. The Monroe County unemployment rate peaked at 18%, has been reduced to around 14%, but is still 4% higher than the State unemployment rate of about 10%. The Loudon County unemployment peak rate was less (about 11%) and is still close to the Tennessee State unemployment rate.

- The recession had an adverse impact on many residents. The downturn probably affected Monroe County more because the income is much lower and unemployment rate considerably higher. From quickfacts.census.gov, the 2008 Median Household for Monroe County (\$36,713) is about 16% lower than Tennessee (\$43,610) and 26% lower than Loudon County (\$49,673). This may result in more low income residents as well as more animals surrendered in Monroe County.

- The Monroe County Shelter is in its infancy (2005 start-up) and trying to play catch up after years of neglect. The Loudon Shelter is mature - Loudon has had a county shelter since the early 1960's. Monroe County does not have an Animal Control Officer with a vehicle to pick up stray pets, while Loudon does have this capability which helps to reduce stray animals and litters. However, the Monroe County Animal Shelter, with the help of our aggressive spay/neuter program, shows for the first time a significant reduction in the animal intake and euthanasia numbers.

Looking at the Bargraph Chart for MCAS, the number of s/n surgeries dropped slightly in 2010 from prior year. The Maddie's Targeted Spay Neuter Project was completed in September. In November and December, SNAP ran out of funds in the 4Q 2010 for s/n vouchers that could be issued in public sessions.

Both Counties - These results show that an aggressive spay/neuter program can significantly reduce shelter intake and euthanasia rates. When comparing the Bargraphs for MCAS and LCAS, it is obvious that Monroe County has the drastically larger unwanted pet population. In both counties for the first time, both intakes and euthanasia rates are significantly down.

#### **IV. Use of Grant Funds**

The original Maddie's Fund Grant in the amount of \$200,000 was increased by \$20,000 on May 28, 2010 for a total of \$220,000. Maddie's Fund paid \$220,000 for 4101 s/n vouchers. SNAP exceeded the required number of baseline s/n surgeries (762) by 299 surgeries, for a total of 1061. SNAP paid \$55,816 for 1061 baseline s/n surgeries.

A list of all SNAP voucher payments for surgeries to date through the 3Q 2010 is provided in the attachment, ***Voucher payments Through 3Q 2010.***

If requested by Maddie's Fund, SNAP can provide copies of SNAP invoices (vet payment documents) listing the individual vouchers for each check. Original copies of vouchers and vet invoices for s/n surgeries paid since January 1, 2010 can also be provided.

All vouchers were issued to low income residents of Monroe and Loudon Counties.

## V. Financial

Attached is the SNAP Income Statement and Balance Sheet for the Maddie's Project, **MF Income Budget Bal Sheet 20101015**. The statements include SNAP veterinary payments made in October 2010 for surgeries completed in September.

SNAP has used the entire \$220,000 grant to pay participating vets for s/n surgeries to pets of qualified low income pet owners in Monroe and Loudon Counties. The \$49 accumulated Interest on SNAP's Maddie's Fund bank account was spent on SNAP baseline surgeries.

Also attached is an Income and Expense statement showing the SNAP complete financial history through October 15, 2010 since incorporating in 2003. The cash balance in SNAP's Maddie's Fund account is -0-. **See attached, Profit&Loss 20101015 SNAP & MF.**

## VI. Publicity

A major kickoff campaign was held that included both TV and newspaper publicity.

Publicity was mainly focused on local spay/neuter voucher issue sessions. In general, this included posters, newspaper articles, radio spots, newspaper community notices, LCHS & MCFA pet of week newspaper articles.

In the past 2 years, at least 2873 Maddie's Tail Wag activity books have been distributed by the LCHS and SNAP to clients, shelters, vets and other useful outlets. About 350 MTW books were distributed in December 2009 for Loudon's Toys For Tots program. In general, Tail Wag books were made available at SNAP and LCHS voucher issue sessions, to participating vets, MCFA booth at Monroe County Flea Market, Kids' Corner at the Loudon County Animal Shelter (LCAS), children's church groups in Loudon County, to elementary schools in Loudon County when students read with a LCAS/LCHS volunteer's therapy dog, at a quarterly food commodity distribution in Loudon County and by LCHS presentations to community organizations. See attached **Maddie's Tail Wag Distribution**.

Arrangements were made so that LCHS can request MTW books when their inventory runs low. Earlier in the project, SNAP made arrangements for Monroe County Beautiful to obtain MTW books directly from Maddie's Fund for their recycle programs attended by about 1200 school children each year.

Attached is **SNAPPublicityList20103Q** which contains most of the SNAP publicity items in Loudon and Monroe County that we know about. The highlighted items are noteworthy and were included in a 3-ring binder that was attached to the 3Q 2010 Report. Copies of other items can be provided on request.

Attached to earlier 3Q 2010 Report was a **CD** containing photos of six public spay/neuter voucher issue sessions held during the reporting period. Photos were not taken at all activities.

## VII. Compliance with terms of Grant

SNAP has complied with all terms of our September 1, 2008 agreement as amended on May 28, 2010.

We are so grateful for Maddie's Fund help in turning our intake and euthanasia rates into a downward trend. We are hopeful to continue this trend until no healthy animals are euthanized.

Looking ahead, Loudon County is continuing their program to issue free spay/neuter vouchers for low income residents and looking forward to continued improvement in their shelter statistics. They have an outstanding animal shelter staff and facilities that are supported by the Loudon County Humane Society.

A lot is going on in Monroe County to address the animal overpopulation problem. SNAP will continue to aggressively raise funds and provide free spay/neuter vouchers to low income Monroe County residents. The Monroe County Friends of Animals contribute about 50,000 hours/year to support the shelter program, adopt shelter animals, and promote an education program in the schools. We have an outstanding Shelter Director, a new Animal Abuse Officer, and a friendly but cash strapped Monroe County government. Monroe County is very close to having all the ingredients for a model shelter and animal welfare program.

It has been a pleasure working with the Maddie's Fund team.

Sincerely,

J. M. Cleverdon, President  
Spay/Neuter Assistance for Pets, Inc.  
423-884-6801

Attachments:

Spay/Neuter Project Report Rev4 Yr 2 FINAL  
Maddie's Spay/Neuter Project Rev3 2009 - Loudon Monroe Counties  
Copy of Shelter Annual Reports 2010 Rev 1  
Intake Euth 2010 vs 2009 (and 2010 vs 2007) Rev 1  
Live Animal Release Rates - 2010 vs 2007, Rev 1  
Bargraph LCAS Analysis 2005 to 2010  
Bargraph MCAS Analysis 2005 - 2010 Rev 1  
LCAS Analysis 2005 to 2010 w S/N data scale adj  
MCAS Analysis 2005 to 2010 w S/N data scale adj Rev1  
Voucher Payments 2010 3Q.  
MF Income Budget Bal Sheet 20101015  
Profit&Loss 20101015 SNAP&MF (Income and Expenses for calendar years 2003 – 15 Oct 2010)  
Maddie's Tail Wag Distribution  
SNAP PublicityList20103Q

Not attached:

Publicity Items and selected items (provided with 3Q2010 report)  
CD with photos of public voucher issue sessions (provided with 3Q 2010 report)

### SNAP Live Animal Release Rates - 2010

	I	K	J	L	Numer.	T	Denom.	L A R R %
Monroe County Animal Shelter	450	1878	0	77	2405	5503	5503	44%
Sweetwater Pound	14	0	245	28	287	287	287	100%
Madisonville Animal Control	17	0	220	41	278	318	318	87%
Monroe County	481	1878	465	146	2505	6108	5643	44%
Loudon County	428	701	0	208	1337	2522	2522	53%
Community Total	909	2579	465	354	3842	8630	8165	47%

### SNAP Live Animal Release Rates - 2007

	I	K	J	L	Numer.	T	Denom.	L A R R %
Monroe County Animal Shelter	844	712	219	66	1841	4493	4493	41%
Sweetwater Pound	62	4	0	16	82	96	96	85%
Madisonville Animal Control	0	0	0	0	0	0	0	#DIV/0!
Monroe County	906	716	219	82	1923	4589	4589	42%
Loudon County	454	452	0	187	1093	3532	3532	31%
Community Total	1360	1168	219	269	3016	8121	8121	37%

### Live Animal Release Rate Improvement 2010 vs. 2007

	2010	2007	Change
Monroe County	44%	42%	2%
Loudon County	53%	31%	22%
Community	47%	37%	10%

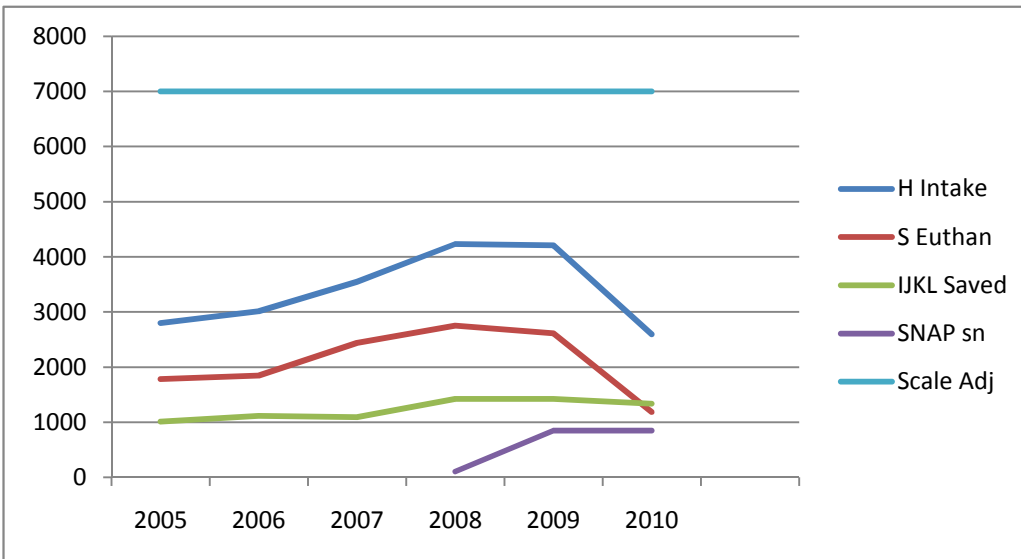
Loudon County Animal Shelter Analysis, 2005 - 2009

	Line H Intake	Line I Adoptions	Line J Trans - In	Line K Trans - Out	Line L Returns	Ln I+J+K+L Tot Saved	Line S Euthan
2005	2797	422	0	413	174	1009	1785
2006	3013	434	0	496	188	1118	1846
2007	3546	454	0	452	187	1093	2439
2008	4229	568	0	627	228	1423	2752
2009	4209	563	0	637	223	1423	2611
2010	2598	428	0	701	208	1337	1185

Loudon County Animal Shelter Analysis, 2005 - 2010

	H Intake	S Euthan	IJKL Saved	SNAP sn	Scale Adj
2005	2797	1785	1009		7000
2006	3013	1846	1118		7000
2007	3546	2439	1093		7000
2008	4229	2752	1423	109	7000
2009	4209	2611	1423	851	7000
2010	2598	1185	1337	847	7000

Loudon County Animal Shelter Analysis 2005 - 2010 w s/n



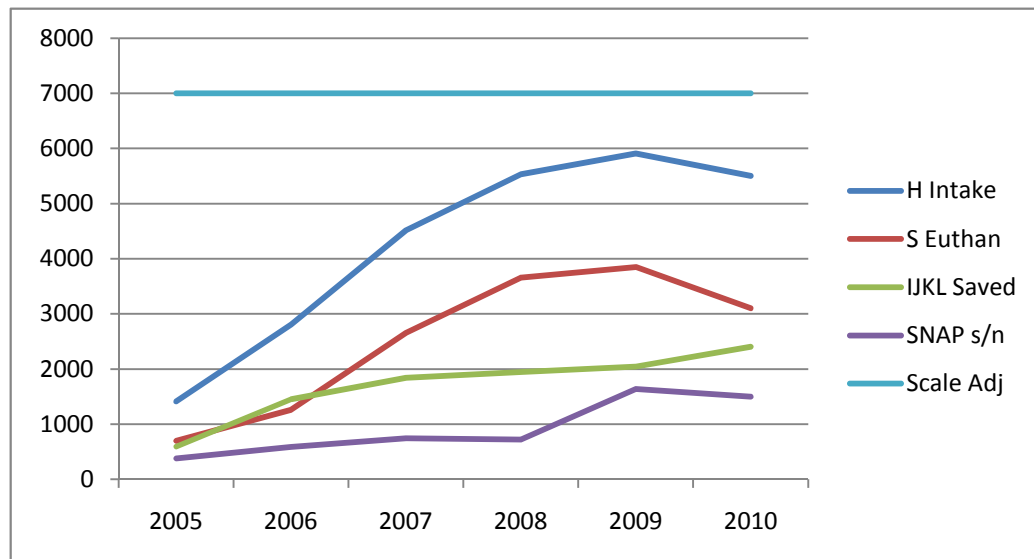
Monroe County Animal Shelter Analysis, 2005 - 2010

	Line H Intake	Line I Adoptions	Line J Trans - In	Line K Trans - Out	Line L Returns	Ln I+J+K+L Tot Saved	Line S Euthan
2005 - 9 mos	1058	312	0	121	12	445	508
2005 annualized	1411	416	0	161	16	593	700
2006	2803	524	598	282	47	1451	1262
2007	4518	844	219	712	66	1841	2652
2008	5534	635	342	899	70	1946	3655
2009	5909	358	441	1167	79	2045	3851
2010	5503	450	0	1878	77	2405	3098

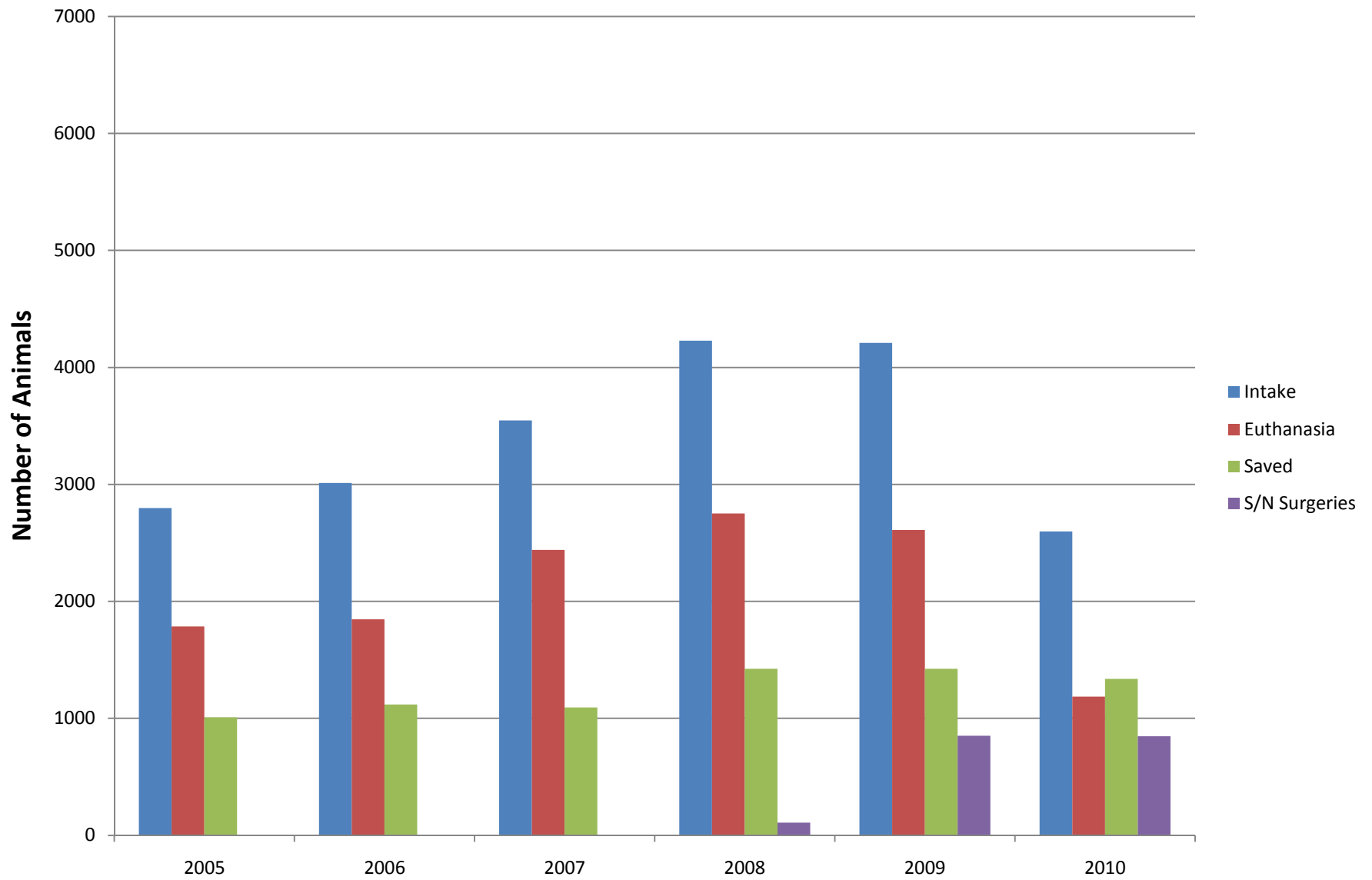
Monroe County Animal Shelter Analysis, 2005 - 2010

	H Intake	S Euthan	IJKL Saved	SNAP s/n	Scale Adj
2005	1411	700	593	381	7000
2006	2803	1262	1451	590	7000
2007	4518	2652	1841	745	7000
2008	5534	3655	1946	722	7000
2009	5909	3851	2045	1639	7000
2010	5503	3098	2405	1497	7000

Monroe County Animal Shelter Analysis with S/N data



## Loudon Shelter Analysis 2005 - 2010



Monroe County Animal Shelter Analysis, 2005 - 2010

	Line H Intake	Line I Adoptions	Line J Trans - In	Line K Trans - Out	Line L Returns	Ln I+J+K+L Tot Saved	Line S Euthan
2005 - 9 mos	1058	312	0	121	12	445	508
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2007	4518	844	219	712	66	1841	2652
2008	5534	635	342	899	70	1946	3655
2009	5909	358	441	1167	79	2045	3851
2010	5503	450	0	1878	77	2405	3078

Monroe County Animal Shelter Analysis, 2005 - 2010

	H Intake	S Euthan	IJKL Saved	SNAP s/n	Scale Adj
2005	1411	700	593	381	7000
2006	2803	1262	1451	590	7000
2007	4518	2652	1841	745	7000
2008	5534	3655	1946	722	7000
2009	5909	3851	2045	1639	7000
2010	5503	3078	2405	1497	7000

	H Intake	S Euthan	IJKL Saved	SNAP s/n		
2005	1411	700	593	381	49.6%	42.0%
2006	2803	1262	1451	590	45.0%	51.8%
2007	4518	2652	1841	745	58.7%	40.7%
2008	5534	3655	1946	722	66.0%	35.2%
2009	5909	3851	2045	1639	65.2%	34.6%
2010	5503	3078	2405	1497	55.9%	43.7%

Monroe County Animal Shelter Analysis with S/N data

