

March 13, 2009

Richard Avanzino, President
Maddie's Fund
2223 Santa Clara Avenue, Suite B
Alameda, CA 94501

*Re: Maddie's Fund[®] Spay/Neuter Application for the Community
Collaborative Project in Tuscaloosa County, Alabama*

Dear Mr. Avanzino:

The Alabama Veterinary Medical Association (ALVMA) is requesting a \$34,300 grant from Maddie's Fund to administer the fifth year of a spay/neuter (s/n) program in Tuscaloosa County involving dogs and cats of low-income people. This program, entitled *Maddie's[®] Spay/Neuter Project for Tuscaloosa County*, is part of a community collaborative project led by T-Town P.A.W.S. to end the killing of healthy shelter dogs and cats in Tuscaloosa County within ten years.

Veterinary Hospital Participation

The total number of surgeries to be performed under this program over the seven-year period is 12,908. The goal for Year Five of *Maddie's[®] Spay/Neuter Project* will be 400 s/n surgeries. These surgeries will be performed by ALVMA member veterinarians in private practice veterinary hospitals (i.e., those not owned or operated by a government agency or public charity) located in Tuscaloosa County.

In Tuscaloosa County, there are 26 veterinarians and 14 private veterinary hospitals/clinics. The ALVMA has 15 member veterinarians in Tuscaloosa County. As part of the original grant application, the ALVMA submitted baseline s/n surgery statistics from 7 private practice veterinary hospitals/clinics that were interested in participating in this program.

The baseline statistics identify the total number of s/n surgeries performed in the private practice veterinary hospitals/clinics from July 1, 2002 through June 30, 2003, broken down by species, and the following categories: discount voucher clients and regular clients. Once the project has started, the ALVMA will collect baseline statistics from all private practice veterinary hospitals/clinics that sign up for the program and will submit the information to Maddie's Fund as part of the quarterly reports.

If this project is funded, participating private practice veterinary hospitals/clinics will also be required to submit monthly reports to the ALVMA regarding the number of s/n surgeries performed: (1) as part of *Maddie's[®] Spay/Neuter Project*, (2) as part of any other discount programs, (3) for all clients not included in (1) or (2), with each category broken down according to gender and species. Each participating hospital will also report the number of deaths of any dogs and cats delivered for s/n surgeries under *Maddie's[®] Spay/Neuter Project*.

Target Population

Maddie's[®] Spay/Neuter Project will be available to Tuscaloosa County residents who receive Medicaid assistance and who have companion dogs and/or cats. Caregivers participating in this program will present their Medicaid identification card and a picture identification card at the time of the s/n surgery. Participating veterinary hospitals will be required to submit photocopies of the caregiver's Medicaid and picture identification cards with each reimbursement form. There will be a pet limit of up to six dogs and cats per household.

S/N surgeries performed on cats and dogs residing in animal shelters or otherwise under the care of animal welfare organizations will not be eligible for reimbursement as part of *Maddie's[®] Spay/Neuter Project*.

Grant Request

The grant request for Year Five of this project is \$34,400. Of that, approximately \$32,800 will be used to pay qualified private practice veterinary hospitals for performing 400 s/n surgeries on dogs and cats of low income people who receive Medicaid benefits (based on an average cost per surgery of \$82). Approximately \$1,600 will be used by the ALVMA to administer the program (based on a \$4 transaction fee per surgery performed).

The ALVMA is proposing to use grant funds to reimburse the hospitals up to \$50 per dog neuter, \$120 per dog spay, \$30 per cat neuter, and \$75 per cat spay. In addition to the grant funds, the public will be asked to make a co-payment of \$20 per dog surgery and \$10 per cat surgery. Participating veterinary hospitals will, therefore, receive a maximum of \$70 per dog neuter, \$140 per dog spay, \$40 per cat neuter, and \$85 per cat spay.

The ALVMA agrees that no additional fees, beyond the reimbursements from grant funds and the public's co-payment, will be charged by participating private practice veterinary hospitals for s/n surgeries performed under *Maddie's[®] Spay/Neuter Project*.

Reporting Requirements

The ALVMA will provide Maddie's Fund with quarterly, semiannual, and annual reports that contain an alphabetical list of all participating private practice veterinary hospitals/clinics and for each hospital/clinic, a breakdown of s/n statistics identifying the number of s/n surgeries performed: (1) as part of *Maddie's[®] Spay/Neuter Project*, (2) as part of any other discount programs, (3) for all clients not included in (1) or (2), with each category broken down according to gender and species. Each participating hospital will also report the number of deaths of any dogs and cats delivered for s/n surgeries under *Maddie's[®] Spay/Neuter Project*.

In addition, the ALVMA will submit baseline statistics for all new veterinary hospitals participating in the program.

As part of the semiannual and annual reports, the ALVMA will provide financial information that includes an income statement for grant funds, a balance sheet and a statement of cash flow. The ALVMA will also include a list of publicity the *Maddie's[®] Spay/Neuter Project* has generated and copies or samples of all collateral materials the ALVMA has produced to promote the program.

Maddie Recognition

The ALVMA understands the importance of recognizing Maddie, the little dog who inspired the creation of Maddie's Fund. Should this grant be funded, the ALVMA will ensure compliance of the Maddie Recognition outlined in the confirmation letter.

Banking Procedures

To ensure that the grant funds are maintained securely and disbursed properly, the grant funds will be held in an interest bearing holding account. A separate operating account will also be set up with funds transferred from the holding account as needed. Transfers to the operating account will require two signatures with at least one of the signatures being a Board Officer. Checks over \$2,000.00 written from the operating account will require two signatures. Checks under \$2,000.00 written from the operating account will require one signature. Signatures on these accounts will be Dr. Winston Pirtle and Dr. Charles F. Franz.

The Role of the ALVMA

As the lead agency, the ALVMA will be responsible for the administration of this project. That includes:

- Ensuring that all dogs and cats involved in the project will receive humane, ethical and professional treatment;
- Guaranteeing that all participants will agree to: 1) support the core values of Maddie's Fund – honesty, integrity and mutual respect; 2) maintain cordial, professional relations with colleagues, other individuals and groups involved in the care of animals; and 3) carry on public debate without personal attacks or recriminations;
- Distributing grant funds to reimburse participating private practice veterinary hospitals;
- Monitoring the progress of the project to ensure compliance by all participants and the successful achievement of the project goals;
- Obtaining baseline statistics and monthly reports from the participating private practice veterinary hospitals;
- Providing Maddie's Fund with quarterly, semiannual and annual reports;
- Honoring reasonable requests by Maddie's Fund to participate in regional/national media opportunities and/or to be featured speakers at regional/national conferences;

- Following a special Maddie Recognition Plan developed for the project. As part of this plan, the project will be named for Maddie, ALVMA press materials and veterinarian correspondence will promote Maddie and Maddie's Fund, the ALVMA website will feature a section about Maddie, collateral materials produced by ALVMA will include the Maddie's Fund logo and sponsorship recognition, and public speaking engagements by the ALVMA will acknowledge sponsorship of Maddie's Fund.

The ALVMA pledges to honor the philosophy and values of Maddie's Fund and looks forward to working with your organization in the future. Thank you for giving us the opportunity to make a lifesaving difference for the animals of Tuscaloosa County.

Sincerely,

Charles F. Franz, DVM
Executive Director

MADDIE'S S/N PROJECT IN TUSCALOOSA COUNTY – BUDGET
Apr 2009 – Mar 2010

REVENUE

Maddie's Fund Grant \$34,400.00

TOTAL REVENUE \$34,400.00

EXPENSES

Payments to the Veterinarians \$32,800.00

Administrative Expenses \$ 1,600.00

Salaries, Benefits, Rent, Util, Storage
Supplies, Travel, Printing \$ 1,440.00

Promotion/Publicity \$ 100.00

Postage \$ 60.00

TOTAL EXPENSES \$34,400.00