

Guidebook to Mobile Spay/Neuter Clinics



By SPAY/USA
A Program of the Pet Savers Foundation

~

2261 Broadbridge Avenue
Stratford, CT 06614
1-800-248-SPAY/Direct Line 203-377-1116
Fax 203-375-6627
www.spayusa.org

The Spay Shuttle is Landing in Your Neighborhood



Low Cost* Mobile Spay/Neuter Clinic

For Only \$10 Spay or Neuter your Dog or Cat
(includes rabies shot and tag)

Same Day Service

* Free for those on Public Assistance Programs

Help prevent unwanted, abandoned puppies and kittens.



call
(561) 233-SPAY

for further information



Operated by Palm Beach County Animal Care & Control

HOW THE **SPAY SHUTTLE** WORKS

1. The **Spay Shuttle** normally operates Wednesday through Saturday and will arrive in your neighborhood between 8:00 and 9:00 a.m. on those days. The **Spay Shuttle** is for dog and cat sterilizations only and is not equipped to treat pet medical problems.
2. Dogs and cats are sterilized on a first-come-first-serve basis -- depending on available cage space and pre-scheduled appointments. All dogs **MUST** be on a leash and all cats **MUST** be confined to a safe carrier.
3. Owners bring pets to the **Spay Shuttle** in the morning and pick them up in the afternoon after surgery. When the **Spay Shuttle** is full for the day, the staff may schedule a surgery appointment for another day. Appointments are taken only in person at the **Spay Shuttle** location.
4. The **Spay Shuttle** spays/neuters dogs and cats of all sizes. Puppies and kittens can be sterilized as young as six weeks of age. All animals brought to the **Spay Shuttle** should be clean/bathed. Pets older than 4 months should have no food or water after midnight before surgery, while puppies/kittens 4 months or younger should have no food or water after 6 a.m. the morning of surgery.
5. All dogs and cats spayed/neutered on the **Spay Shuttle** are tattooed or implanted with an electronic microchip device -- for permanent identification. This helps to assure that a lost pet can be returned home. Each sterilized animal is vaccinated against rabies and given a free county rabies/license tag.
6. Pet owners on public assistance programs must show proof to have the \$10 surgery fee waived.
7. The **Spay Shuttle** will also provide distemper/parvo vaccinations for dogs or distemper/upper respiratory vaccinations for cats at an additional charge of \$5 for those pets being spayed or neutered.
8. The **Spay Shuttle** services are provided for the benefit of low-income residents and pets in targeted/selected neighborhoods and those on public assistance programs. Proof of residency is required. Proof of income may be required.

SPAY SHUTTLE CLINICA MOVIL PARA ESTERILIZAR PERROS Y GATOS A BAJO COSTO

COMO TRABAJA EL SPAY SHUTTLE

1. El Spay Shuttle normalmente opera de Miércoles a Sábados y llegará a su vecindario entre 8:00 a.m. y 9:00 a.m. El Spay Shuttle es para esterilizar perros y gatos solamente, no está equipado para tratar problemas médicos.
2. El servicio se presta en orden de llegada dependiendo de las jaulas disponibles y las citas ya preestablecidas. Todos los perros tienen que tener collar y todos los gatos deben estar en huacales seguros.
3. Los dueños traen sus mascotas al Spay Shuttle en la mañana y los recogen en la tarde despues de la cirugía. Cuando el Spay Shuttle ya tiene suficientes cirugías para el día, se darán citas para otro día. Las citas se dan solamente en persona en el Spay Shuttle.
4. En el Spay Shuttle se esterilizan perros y gatos de todos los tamaños. Cachorros y gaticos pueden ser esterilizados a partir de las 6 semanas de edad. Todos los animales traídos al Spay shuttle deben estar limpios o bañados. Mascotas mayores de 4 meses no deben comer o beber despues de la medianoche antes de la cirugía; los cachorritos y gaticos de 4 meses o menores no deben hacerlo despues de las 6:00 a.m. antes de la cirugía.
5. Todos los perros y gatos esterilizados en el Spay Shuttle son tatuados o implantados con un microchip electrónico para que tengan una identificación permanente. Esto ayuda a que una mascota perdida vuelva a su casa. Cada animal esterilizado es vacunado contra la rabia y se le da placa y licencia de rabia del condado.
6. Las personas con asistencia publica deben mostrar prueba para asi obtener el servicio gratis.
7. El Spay Shuttle tambien provee vacunación contra parvovirus y moquillo para perros y contra distemper y rinotraqueitis para gatos; esta vacuna opcional cuesta \$5 y se da solo a los animales que van a ser esterilizados.
8. Los servicios del Spay Shuttle se prestan en zonas preseleccionadas y es para el beneficio de residentes y mascotas de bajos ingresos económicos y aquellos en programas de asistencia pública. Se requiere prueba de residencia en la zona. Puede ser requerida



ABOUT THE **SPAY SHUTTLE**

The *Spay Shuttle* is contained in a 40' Thomas Built Bus. The "state of the art" mobile spay/neuter clinic conversion was done by Matthews Specialty Vehicles, Highpoint, North Carolina and arranged through Tropic Bus Sales of Vero Beach, Florida.

Some of the features of the *Spay Shuttle* include: 26 stainless steel cages, 2 Isoflurane anesthesia machines, surgical table, special surgical lighting, preparation table/tub and instrument sterilizing machine. The *Spay Shuttle* is completely self-sufficient with a diesel generator, internal water system, hot water heater, refrigerator, and three air-conditioners.

The cost of the *Spay Shuttle* was \$183,799.

WHO PAID FOR THE **SPAY SHUTTLE?**

The *Spay Shuttle* has become a reality through considerable community involvement. The following is a breakdown:

1.	Individual Contributions	\$46,642
2.	Auctions and other Fundraisers	\$17,982
3.	Grants	\$4,100
4.	Bequests	\$38,750
5.	Partial proceeds from exotic bird auction	\$49,232
6.	Dog/Cat tag revenue	<u>\$27,093</u>
	TOTAL	\$183,799



(561) 233-SPAY

OPERATIONAL COSTS OF SPAY SHUTTLE
1997-98

Personnel	\$157,182
Operational Expenses	<u>\$86,250</u>
TOTAL	\$243,432

PROJECTED INCOME FOR SPAY SHUTTLE
1997-98

Dog/Cat Tag Fees	\$150,000
Individual Contributions/Grants	\$30,000
Fundraisers	\$20,000
User Fees	\$26,000
Interest	\$5,000
Prior Earnings	<u>\$12,432</u>
TOTAL	\$243,432



Every animal NOT impounded by Animal Care & Control will result in a savings of \$100-\$150 to the county. A reduction of 2,000 animals per year would pay for the **SPAY SHUTTLE PROGRAM.**



Department of Public Safety
Division of Animal Care & Control

7100 Belvedere Road
West Palm Beach, FL 33411-3306
(561) 233-1200
Fax (561) 233-1234



Palm Beach County
Board of County
Commissioners

Burt Aaronson, Chairman

Maude Ford Lee, Vice Chair

Karen T. Marcus

Carol A. Roberts

Warren H. Newell

Mary McCarty

Ken L. Foster

County Administrator

Robert Weisman, P.E.

*"An Equal Opportunity
Affirmative Action Employer"*

MEDIA RELEASE

FOR RELEASE ON: **IMMEDIATE 05/22/98**

FOR MORE INFORMATION, CALL:

Karen Buchan
Animal Care & Control
233-1200 Ext. 280

SPAY SHUTTLE'S ONE YEAR ANNIVERSARY CELEBRATES 20,000 ANIMAL LIVES SAVED

On Friday, May 29, 1998 at 9:15 a.m. there will be a presentation to the pet owner of the two-thousandth dog or cat spayed or neutered from the mobile veterinary clinic, the Spay Shuttle. The Spay Shuttle's mission of pet sterilization has prevented the birth of over 20,000 potentially unwanted dogs and cats that could have been born this year and a cost savings of approximately \$2,000,000 (20,000 x \$100).

The presentation will take place by the Spay Shuttle in the parking lot of the South Wind Plaza at 45th Street and Military Trail in West Palm Beach. The pet owner and pet will be presented with a generously donated 'Pet Basket' in appreciation for participating in the prevention of pet overpopulation.

It has been one year since the Spay Shuttle started operations to help needy families get their pets sterilized at a reduced rate. Since May 1997, the Spay Shuttle has landed in twenty-seven locations throughout Palm Beach County. It has assisted many pet owners who are on welfare, with disabilities or on a low income to have their dog or cat spayed or neutered, vaccinated against rabies and tagged.

We invite you and other guests to celebrate with the shuttle crew in presenting this donated pet gift basket to that 2,000th pet owner.

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Board of County Commissioners
Burt Aaronson, Chairman
Maude Ford Lee, Vice Chairman
Karen T. Marcus
Carol A. Roberts
Warren H. Newell
Mary McCarty
Ken L. Foster

County Administrator
Robert Weisman

Public Safety Department
Division of Animal Care & Control



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PRESS RELEASE

FOR IMMEDIATE RELEASE ON: August 25, 1998

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FOR MORE INFORMATION, CALL:
Dennis Moore, Director of Animal Care & Control
(561) 233-1200, ext. 251

**SPAY SHUTTLE
TO DOCK IN GREENACRES**

The *Spay Shuttle*, Palm Beach County's mobile spay/neuter clinic for dogs and cats, will be operating from Greenacres Elementary, 405 Jackson Avenue, in Greenacres, beginning September 9, 1998.

Greenacres Elementary will be hosting the *Spay Shuttle* September 9, 10, 11 & 12 and September 16, 17, 18 & 19, (Wednesday through Saturday for two weeks). Low income residents living in Palm Beach County can qualify to have their dogs and cats spayed or neutered for only \$10. Rabies vaccination and county license tag are included in the \$10 surgery package. Proof of residency and income may be required. Citizens on public assistance programs may be eligible to have the fee waived when proof is provided.

The *Spay Shuttle* provides services on a first-come-first-serve basis. Appointments may be made in person only at the current location. Residents with clean, leashed dogs or confined cats should begin arriving for processing between 8 a.m. and 9 a.m. each day. Pets will be ready to go home with their owners the same afternoon. For more information call 233-SPAY (7729).

Future locations:

John Prince Park, Lake Worth, 09/23-26/98, 09/30-10/3/98

Imperial Plaza, Blue Heron Blvd, Riviera Beach, 10/7-10/98

Are there just too many cats in your neighborhood?



*The SPCA in Cattaraugus County can help!
The SPCA's mobile clinic will be glad to come to your
town if you can assist us with locating 15-20 cats that
need to be sterilized.*

*The fee per cat is \$40 and for every 5 paying customers
you can help locate, the SPCA will spay or neuter 1 cat
for you for FREE!*

*Get friends, relatives and neighbors to help you get the
cat populations down in your neighborhood.*

*The SPCA's spay/neuter clinic has traveled to various
places such as Gowanda, New Albion, Delevan,
Salamanca, and Coldspring, Hamburg and over 2300
cats have been spayed or neutered so far!*

*If you'd like to help us with this life saving mission,
contact the SPCA at 716-372-8492.*

LOW COST SPAY/NEUTER CLINIC

For cats ONLY



**THE NEUTER SCOOTER IS COMING TO
YOUR TOWN!**

If you cannot afford a regular vet or if you know of
"stray" cats that need to be spayed or neutered,



then please contact the SPCA in Catt. Co.

Appointments are required



Space is limited, so hurry!



Phone 716-372-8492

PAWPRINTS ON THE LAND

  A NONPROFIT ORGANIZATION IN SOUTH KANSAS
PROVIDING A PRO-ACTIVE APPROACH TO PET OVERPOPULATION.

"PREVENTION, NOT DESTRUCTION"

  A surgical van similar to the one shown here is being purchased and will be staffed to provide a mobile spay/neuter clinic that will make the necessary surgeries accessible and affordable. This will be the first to operate in Kansas and it will help control the overpopulation of pets. Overpopulation is the biggest killer of pets.

  Contributions are needed to finance this project. Your donations are greatly appreciated.



  THANK YOU
FOR CARING



Monies should be sent to:
Pawprints on the Heartland
c/o University National Bank
1206 S. Broadway
Pittsburg, KS 66762

Tax deductible.

Michigan Humane Society 36' Class A- Adoption Unit



Spay & Neuter & Adoption Units



High Quality Units
Built by La Boit



800-776-9984
www.laboit.com



CUSTOM MANUFACTURING

PLANT

6901 AVENUE V
HOUSTON, TX 77011
(713) 923-7338
(866) 923-7338
Fax: (713) 923-7515

www.generalbody.com



DESIGNERS AND BUILDERS OF FINE QUALITY MOTOR TRUCK BODIES



CUSTOM MANUFACTURING

PLANT
 6901 AVENUE V
 HOUSTON, TX 77011
 (713) 923-7338
 (866) 923-7338
 Fax: (713) 923-7515

www.generalbody.com

100 SERIES

Dimensions

Overall Length: 37'3" bumper to bumper
 Exterior Width: 102"
 Exterior Height: 12'6" ground to top of A/C unit
 Dry Weight: 21,460 pounds, truck and clinic

Body Construction

All aluminum construction
 3" aluminum I Beam crossmembers on 12" centers
 3/16" Aluminum flooring
 Safety Step rubber tile floor surface
 0.090 smooth aluminum exterior panels
 Full skirting to include 2 storage boxes and generator compartment
 3" Polyurethane foam insulation in floor, 2" in sidewalls and roof
 Washable interior wall liner

Operating Room

V-top surgical table with hydraulic lift base
 Folding table for accessibility to surgical instruments
 Overhead storage cabinets with locking doors
 One oxygen bottle storage rack -4 bottles total
 Ceiling mounted procedure light with 540-degree rotation capability, color corrected halogen light
 One Veterinary anesthesia machine

Prep Room

Up to 22 Shorline stainless steel animal cages
 Prep Combination Tub/Table and cabinet with double doors
 1.7 cubic ft. refrigerator
 One Veterinary anesthesia machine
 One model 2540M Classic Autoclave
 Countertop with double sink
 Under counter storage cabinets
 Computer cabinet
 Large double pane safety glass window
 Autoclave/Refrigerator cabinet

Generator

10KW diesel generator; 120/240V 83.3/41.7 Amps, radiator cooled
 Noise reduction muffler, low vibration for quiet, smooth operation
 Shore power
 Remote Control Panel
 Vented generator compartment with side access door

Water System

Quick recovery hot water heater
 100-gallon aluminum fresh water tank
 110-gallon aluminum wastewater tank
 Quick disconnects for speedy hook-up and detachment of hoses

Air Conditioning System

Two low-profile roofs mounted air conditioners
 13,500 BTU's on air, 5,600 BTU's on heat cycle

Electrical System

Three 48" long Fluorescent ceiling lights
 Convenient Electrical outlets placed to power the following:
 Autoclave Overhead lights Refrigerator
 Water Pump Procedure Light Water Heater
 Printer Air Conditioners
 Customer Supplied Computer

Storage Areas

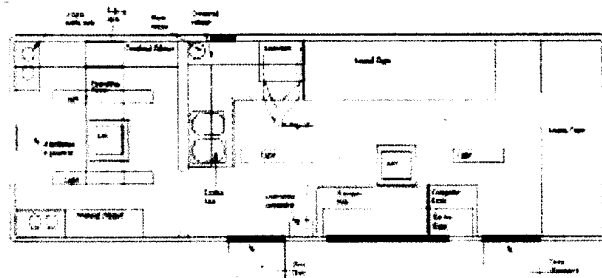
Aluminum cabinets and countertops
 Laminate finish on countertops
 Storage both above and below sink
 Lockable cabinets for storage of controlled substance
 Spring door supports for safe usage of bath/tub overhead cabinet

Standard Equipment

Wall and lockable sliding door with window separating prep room from operating room
 Two Exterior Doors with safety grab handles
 Two Pull/out staircases
 Rear Bumper
 FMVSS lights, reflectors, mud flaps

Options

13.5KW or 21KW generator for supplementary equipment
 Winterized Package for cold weather climates (requires 21KW)
 Additional exterior storage boxes
 Large rear window
 Bi-fold counter creates sanitary cover for prep tub
 Lab stool with backrest, swivel and height adjustment stand
 Graphic Design



DESIGNERS AND BUILDERS OF FINE QUALITY MOTOR TRUCK BODIES

finance finance finance

Dodgen and Secured Funding introduce new leasing option

By Chad Lee

Recently, Dodgen and Secured Funding have put together a leasing package that affordably allows a mobile clinic owner to stay current with technology and avoid the increased costs of maintaining an older vehicle. As many have experienced, technology in the medical marketplace changes drastically every 2-5 years. A question you may ask yourself is, "How many more patients could I attract by offering a state-of-the-art service while maintaining a clean and new appearance?" Dodgen and Secured Funding have now created a program that answers this question.

Dodgen and Secured Funding now offer a five-year lease program that offers a lower monthly investment and allows the doctor to trade that vehicle in, at the end of the lease term, get a new vehicle with state-of-the-art equipment and keep their monthly investment low.

Benefits of the new program

This program benefits the individual who views their monthly investment as a cost of doing business. With this program, you have the opportunity to build revenue / capital while building

your practice. Many veterinarians today use mobile practices to pay their monthly payment after only one or two days of work! The benefits of this program, as mentioned above, are:

- New equipment every five years
- No mileage limit on this lease
- Avoiding potentially high costs of maintaining a vehicle with several thousand miles on it
- Low monthly investment

Depreciation vs. appreciation

When contemplating a purchase it is wise to evaluate whether that purchase will depreciate or appreciate over time. If the item being purchased appreciates, buy it; however, if the item being acquired depreciates, lease it.

When purchasing a house or a building for one's office, the property can appreciate with small additions put in by the owner, and when looking at this situation, it appears advantageous to buy. Now, let's examine a vehicle. It is a known fact that the minute a vehicle is driven off of the lot it depreciates. The same naturally holds true for a Dodgen mobile clinic. So, we ask the question, "Why buy? Why not treat it the same way as your car?" In

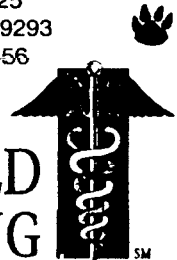
fact, this is more important than your car. This is your practice on wheels. Your mobile unit is your livelihood and should be treated with high importance. If you do not have the latest technology for your business, someone else will. That someone else may penetrate your customer base. We ask the question, "It is not can you afford to stay up with the latest technology, but can you afford not to stay up with the latest technology?"

For more information on this new program, or if you have any questions regarding leasing a Dodgen mobile clinic, please give me a call at (800) 941-7456.

Two Appletree Square
Suite 330

Bloomington, MN 55425
Telephone: (612) 858-9293
Toll-free: (800) 941-7456
Fax: (800) 571-7371

**SECURED
FUNDING**



Phone: (800) 941-7456

Web Site: www.SecuredFunding.com

Email: Scott.Thomas@SecuredFunding.com

DODGEN MOBILE TECHNOLOGIES

1-800-247-1835

Hwy. 169 N. • P.O. Box 39 • Humboldt, Iowa 50548 • Wats 1-800-247-1835 • Fax 515-332-3756

Website: www.dodgen-bornfree.com



Dodgen Mobile Technologies

Options for Dodgen 23' Spay Clinic

Centry Examination light, by Medical Illumination, 120-volt

SurgiVet/ Anesco isofluorane anesthesia machine, with flow meter, vaporizer, E-cylinder regulator, and gas evacuation system (includes 60" F circuit).

Pet Porter Portable kennels, available in 3 sizes and with several available arrangements:

Large dog size: 24" wide by 35 ½" long by 24 ½" high

Medium dog size: 20 ½" wide by 27 ¼" long by 19" high

Small dog/ cat size: 14 ¼" wide by 22 ½" long by 12" high

Hydraulic Surgical table with stainless steel top (Top can be adjusted to various angles), in lieu of wall mount surgical table and storage cabinet

Awning, with color coordinated hardware and aluminum weather guard to protect the fabric (The standard color is black and charcoal horizon).

Backup camera with flat screen color monitor

Business name and logos on the sides of the clinic or cab

DCD 6-29-2000

SAMPLE – “IDEAL” CONVERSION OF EXISTING VEHICLE FOR DISASTER EVACUATION & SPAY/NEUTER SERVICES

**Lee’s Custom Coaches, Inc.
Conversion Of 1975 MC-8 Bus**

Outside:

1. Pull all windows and re-sheet with galvanized steel panels.
2. Cut in two new windows up front in the conference area.
3. Cut in and build 4’ cargo door in back section of coach.
4. Prep outside for painting
5. Paint in Dupont Imron 5000 paint in colors of your choice
6. Letter coach in company format.



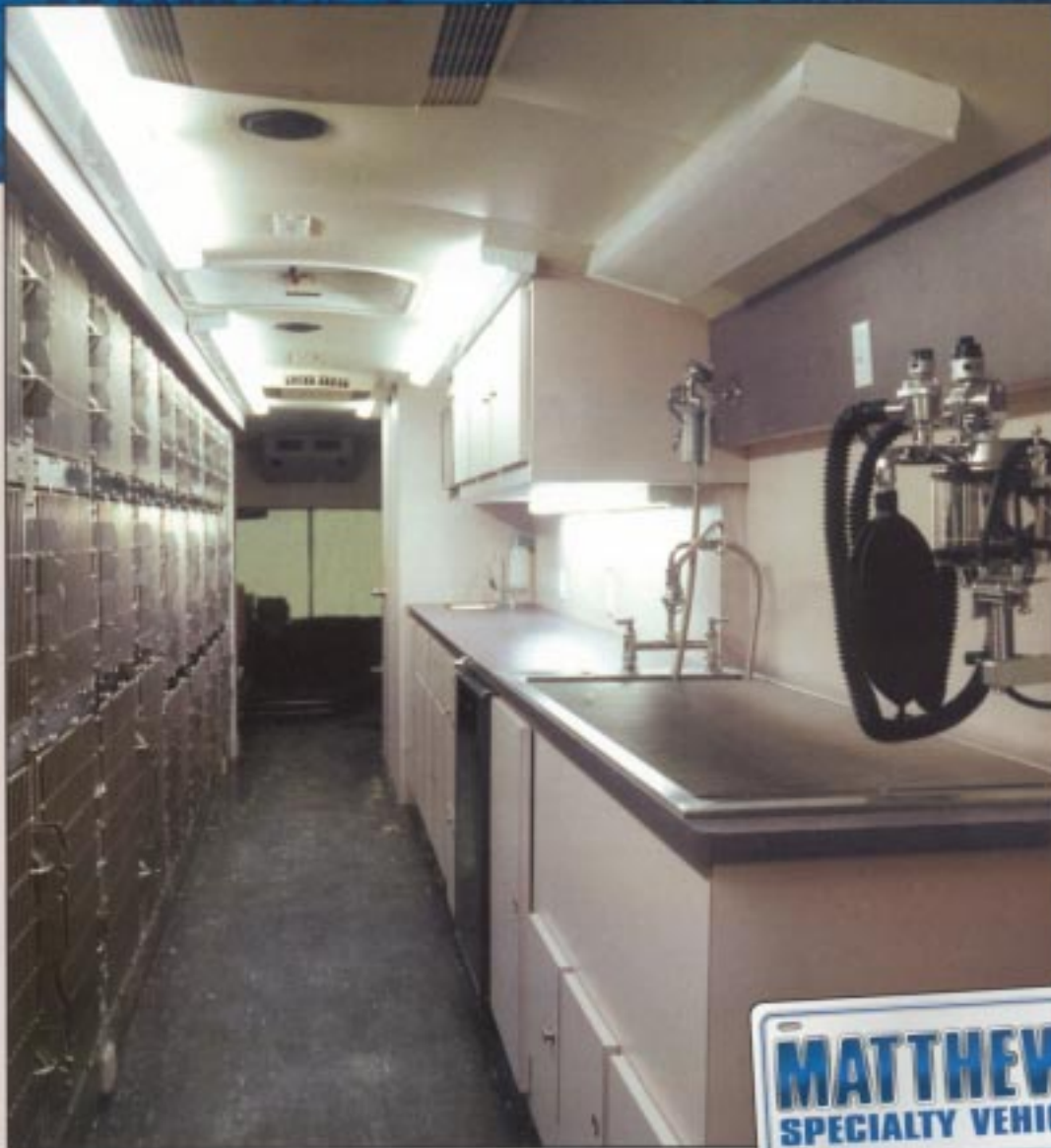
Inside:

1. Remove existing tour bus interior.
2. Wire coach for all necessary electrical requirements.
3. Install fiberlite ceiling panels.
4. Install 4’ double tube florescent ceiling lights
5. Build side walls out of ½” cabinet grade plywood and cover in formica.
6. Install new sub floor with rubber floor covering in colors of your choice.
7. Build front section of coach for educational and canteen use, with two sofas that make into individual beds; AM/FM stereo radio system with six speakers.
8. Canteen area to have under counter refreshment refrigerator, sink, coffee maker and microwave.
9. Center section for animal cages, lab counter, prep table and wash rack.
10. Rear section will be for surgery area with a rack for O2 bottles, sedative table and equipment.
11. Air conditioner system will be central system using Coleman components creating a two ton system.
12. Electrical panel box will be 100 AMP service.
13. Generator will be a 15KW water and air cooled diesel with remote start and stop features with low oil shutdown, low coolant shutdown and low fuel shutdown. Oil and water monitoring gauges will be in the driver compartment.
14. An 18’ outside awning with a detachable screen room will be installed.
15. Four outside scene lights will be installed.
16. A 50 gallon fresh water and 55 gallon waste water system will be installed with a 12 volt on demand water pump.
17. Restroom with recirculating toilet and sink with counter will be built in.
18. All window coverings and windshield cover will be provided.
19. A bulk head wall with a door will separate the front compartment from the animal clinic area.
20. This conversion includes all necessary plumbing, electrical boxes, hardware, upholstery colors, vinyls and all items needed for this type of conversion.
21. This conversion does not include any medical equipment, animal cages, surgery table, surgical lights, anesthetic machine and autoclave.

If you cannot purchase this type of equipment, we will shop for the best price and find you what you want from our suppliers.

Total Conversion Cost \$58,950.00

Mobile Veterinarian Clinic



6116 Old Mendenhall Rd. Archdale, NC 27263 • 910/434-0420 • 800/627-1707 • Fax 910/861-4646

Mobile Veterinarian Clinic

CHASSIS:

Overall Length 40'
 Overall Width 11' 4"
 Wheelbase 23"
 Gross Vehicle Weight 33,000 lbs.
 Cummins 6BTA-210 HP
 Transmission - Allison MT643

INTERIOR:

RCA Rubber Flooring
 Padded Vinyl Ceiling
 Surgical Table
 Exam Tub/Table
 Stainless Steel Cages (26)
 Stainless Steel Sink w/Chrome Fixtures
 Fully Laminated Cabinetry w/Euro Hinges & Latches

ELECTRONICS:

Back up Camera w/Monitor
 Scavenger System, Mode J301
 Anesthesia Machine Matrix
 Electronic Hair Clipper
 AM/FM Cassette Stereo w/6 Speakers
 Burglar Alarm

APPLIANCES:

Overhead Microwave
 Refrigerator
 Central Vac.

ELECTRICAL:

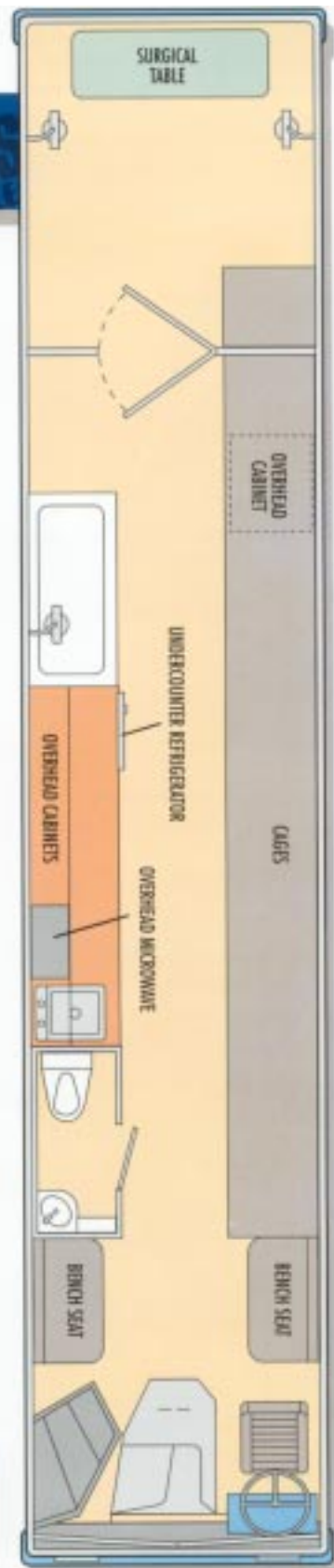
15KW Generator
 Cellular Phone Wiring
 30' Shoreline
 AC Electrical Panel Box
 12 Volt Lighting
 110 Volt Fluorescent Lights
 Surgical Lighting

HVAC:

(3) 15000 BTU Roof Top Air Conditioners w/5600 BTU Heat Strips
 91,000 BTU Dash Mounted Heater/Defroster
 Cab Air RAC 30,000 BTU System

PLUMBING:

60 gal. Fresh Water Tank
 65 gal. Waste Water Tank
 Hot Water Heater
 Bathroom





2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

EXECUTIVE SUMMARY:

Overall, the results of the 2002 Mobile Spay/Neuter Clinic Operations Survey indicate that there are several keys to success, including adequately promoting the services available to the target groups and offering the services at the most convenient, well-known locations. While there were some consistencies in responses, the survey results also show a great deal of innovation and customization among the various mobile spay/neuter programs. Hopefully, we can all learn from the successes and innovations of others in order to make our individual mobile clinic operations as effective and efficient as possible in reducing domestic pet overpopulation. A summary of the survey results appears below, followed by a complete table of all the survey responses.

Communities Served:

The respondents serve primarily low-income, urban areas, with coverage of suburban and rural areas as well in some cases. Access to services is either available to all residents of the designated service area, or available only to those residents that can demonstrate financial hardship and/or that are currently participating in one of many listed state or federal subsistence programs.

Services Provided:

All respondents offered rabies shots along with spay/neuter services.
Two respondents offered other routine vaccination services, licensing, and other services such as micro-chipping and pest control.
One respondent also offered grooming services such as nail trims.

Animals Served:

Five of the six respondents serve dogs and cats only. One respondent serves cats only.

Fees for Services:

Fees charged for spay/neuter services vary greatly, ranging from free to qualified residents to \$60 (or more, based upon size of animal). Fees are the same for dogs and cats for most respondents, and generally include other packaged services such as rabies shots. One respondent has a sliding scale of fees, and one discounts the per animal fee for those bringing in more than 2 animals at the same time

Location of Mobile Operations:

Firehouses are the most commonly used locations by the respondents overall. The next most commonly utilized locations are community centers. Other commonly used locations include shelter/rescue group locations and parking lots of K-Mart's, Wal-Mart's, Target's, pet food, or other. Some unique locations mentioned included local parks, funeral homes, private homes, and restaurant and hotel parking lots. Locations such as recreation centers and firehouses that are central to the community were noted as the most successful locations. The least successful locations were noted to be schools, city properties, trailer parks, and any location not on a bus line route.

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Schedule of Operations:

Days of operations range from 2 days to 6 days per week. Three respondents include at least one weekend day in their schedules. Veterinarian availability was noted by several groups as the critical factor in determining the schedule. No specific days are considered "best", but flexibility in scheduling to allow for drop offs/pick ups before/after work was mentioned as key to

Mobile Clinic Operations:

The size of the mobile clinics operated by the respondents range from 22 feet to 40 feet, most with one surgical suite. The average number of staff on board the mobile clinics of the respondents is either 3 or 4 persons: one veterinarians and 2 or 3 support staff. The average number of spay/neuters performed per day by the respondents ranges from 15 to 40 per day. The average number of spay/neuters performed per year by the respondents ranges from 2,500 to 10,000. Three respondents require appointments: one suggests appointments, but accepts walk-ins as well; and one operated completely on a first-come,

Mobile Clinic Exterior and Security Concerns:

All respondents have attractive, colorful lettering on the exterior of their mobile clinic.

One respondent includes a major contributor's name prominently on the clinic's exterior and their toll-free phone number, as well.

Only one respondent (SNAP Houston) indicated a concern about security, but noted that they have yet to experience a problem.

Promotional Strategies:

All respondents utilize a strategy that includes news releases to various media, distribution of flyers/brochures, and public service

Other strategies include promotion through their websites and newsletters (theirs and others), on billboards, and at educational/community

Most respondents felt that word of mouth and flyers (in both English and Spanish, where needed) were their most effective forms of promotion

One respondent felt that newspaper advertisements don't work well in low income areas.

Funding Sources:

Most respondents rely upon grants, sponsorships (individual and corporate), and fundraising through events and direct mail appeals for funding

One respondent is funded primarily through the county government (Marion County, Florida).

Grants and direct mail appeals were mentioned most often as the primary sources of funding.

Words of Wisdom:

Don't book appointments more than one month in advance, and send out reminder cards one week before the appointments.

Offer additional veterinary services through the mobile clinic: proven to bring veterinary services to pets that would not otherwise receive them.

Cooperative efforts with like-minded organizations work well to expand the effectiveness of operations.

Working with SPAY USA and getting 501(c)(3) status proved very helpful in getting operations off the ground.

Don't forget to focus on the administrative component of your program: it's just as important to success as the veterinary component.

2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

RESPONDENT:	Marion County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S. N. A. P. Los Angeles Spymobile <i>(limited information)</i>	S. N. A. P. Texas (Houston)	Tait's Every Animal Matters
Least Utilized or Ineffective Services	All of the above come in a package with the Spay/Neuter	Rabies shot follow-up shots generally not done - need reminder cards or other follow-up	None	None	None	All of the above come in a package with the Spay/Neuter
Reasons For Selected Service Offerings	Feel package approach works best for county run facility	Do not offer vaccinations other than rabies so that do not take income away from local veterinarians: Feel that rabies tags are good ways to get people to place identification on pets - retain all paperwork	Adoptions were a natural additional service: rabies clinics meet community need	Focus on spay/neuter services	Chose to provide a full service veterinary offering for the target community (who may not provide any veterinary care otherwise)	Feel package approach works best to ensure cats receive most needed veterinary services
Locations of Operation	Firehouses: Community Centers: Sheriff Substations: Local Feed/Pet Stores	Firehouses: Churches: Other Animal Shelters/ Rescue Groups locations: Private Businesses: Individual Personal Properties: County Properties - Always associated with a building in case of bad weather and need to "plug-in"	Firehouses: Community Centers: Other Animal Shelters/Rescue Groups Locations: K-Mart's: Funeral Homes: Private Home Drives: Motel Parking Lots: Animal Conference Locations	Senior Citizens Centers: Recreation Centers: Local Parks: Target Stores: K-Mart Stores: Shopping Center Parking Lots	Community Centers: Schools: Other Animal Shelters/ Rescue Groups Locations: Health Clinics: Youth Centers: Supermarkets: Courthouses: Wal-Mart's: Learning Centers: Pet Cos: Multi-Service Centers: Trailer Parks	Firehouses: Community Centers: Schools: Other Animal Shelter/Rescue Groups Location: Private Businesses: Restaurants: Shopping Malls
Most Successful Locations	All of the above work equally well	Firehouses: county properties: both very good locations due to lots of room and cooperation	All locations worked equally well	Recreation centers: parks	Locations central to the community	No comment



2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

RESPONDENT:	Marion County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S.N.A.P. Los Angeles Spaymobile <i>(limited information)</i>	S.N.A.P. Texas (Houston)	Tait's Every Animal Matters
SURVEY QUESTION:						
Community Served	Residents of Marion County, FL only (due to funding through county tax dollars)	5 counties in Southeast Kansas, including other animal shelters/rescues - these are communities in dire need for low cost or no-cost spay/neuter services	Lehigh Valley (northeastern), PA, including other animal shelters/rescues: animal must be a stray, feral, abandoned, homeless, or humane acquisition animal; however, if persons can demonstrate financial problems or is a senior citizen on a fixed income, their owned pet can also receive services	City of Los Angeles residents who participate in one or more of 11 federal, state or local low income subsistence programs (proof of residency required)	Houston, TX inner city and surrounding Harris County sites: must qualify for program by being enrolled in one of 10 federal, state or local low-income subsistence programs to use the mobile van service otherwise must use Houston stationary Spay/Neuter Clinic	Entire state of Connecticut, including other animal shelters/rescues
Community Description	Urban, Suburban and Rural	Suburban and Rural	Urban, Suburban and Rural	Urban	Urban and Suburban	Urban, Suburban and Rural
Community Income Level(s)	Poverty, Low-Income, and Middle Income	Poverty, Low-Income, and Middle Income	Low Income	Low Income and Poverty	Low Income and Poverty	Low Income and Middle Income
Community Crime Level	No response	Moderate to Low Crime	Moderate to Low Crime	High to Moderate Crime	High to Moderate Crime	Moderate to Low Crime

2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

RESPONDENT:	Marion County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S.N.A.P. Los Angeles Spaymobile <i>(limited information)</i>	S.N.A.P. Texas (Houston)	Tait's Every Animal Matters
Services Provided	Spay/Neuter, Rabies Vaccinations, County License Tag, and Microchipping provided as a package	Spay/Neuter and rabies vaccinations (one year)	Spay/Neuter; rabies shots clinics; adoptions	Spay/Neuter and rabies vaccinations	Spay/Neuter; rabies shot clinics; other standard inoculations; deworming; flea control; heartworm testing; licensing (City of Houston dogs and cats)	Spay/Neuter; vaccinations against rabies and upper/lower respiratory infections; nail trim; ear mite treatment
Types of Animals Served	Cats and Dogs	Cats and Dogs	Cats and Dogs	Cats and Dogs	Cats and Dogs	Cats only
Price(s) Charged for Services Provided	\$5 per animal for all services for low income persons (i.e. those on government assistance, SSI, WIC, food stamps, etc.); \$25 per animal for all services for all others	\$25 per appointment, including rabies shot	\$40 per animal for first 2 animals (price declines for additional animals); however, pricing is not "firm" - will perform spay/neuters at lower or no cost if circumstances warrant to stop reproduction	Free for qualified residents	Cats: \$30 for neuters - \$45 for spays; Dogs: \$45 neuters - \$60 spays; additional charges for larger dogs, pregnant animals, or other special circumstances; additional, low-cost charges for other services offered	\$40 per cat for entire package of services
Most Utilized or Effective Services	All of the above come in a package with the Spay/Neuter	Spay/Neuter and rabies shot come as a package	Adoptions and rabies clinics well utilized	Spay/Neuter and rabies vaccinations	Low-cost vaccinations, deworming and flea control services are much appreciated by clients	All of the above come in a package with the Spay/Neuter

2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

RESPONDENT:	Marion County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S. N. A. P. Los Angeles Spaymobile (limited information)	S. N. A. P Texas (Houston)	Tait's Every Animal Matters
Least Successful Locations	Any location that is not well known or easy to find for the public	City properties - local veterinarians have complained.	None	None	Trailer parks and schools - schools proven disappointing due to promotional materials not making it home to parents	Very rural locations: Semi-urban or urban locations not on a bus line (difficult for needy people to get access)
# of Days per Week in Operation	6 days per week	2 days a week	2 to 3 days per week	No information	4 days per week	5 to 6 days per week
Days of Operation	Monday - Saturday	Tuesdays and Thursdays - due to veterinarians' schedules	Weekdays and weekend days	No information	Weekdays only	Weekdays and Week end days
Most Effective Days of Operation	All days work equally well, including weekdays; allow public to drop off animals on way to work/pick up after work	Feel that a Saturday would be ideal for those who work during the week, but do not have veterinarian availability now	All days equally effective	No information	Days of operation generally vet availability dependent; all days of week have worked equally well; think Sundays would not work	All days equally effective, but do experience a slight increase in the number of appointments on Fridays
Size of Mobile Clinic / # of Surgical Tables	40 foot clinic: 26 holding cages; 1 surgical table	28 foot clinic: 1 surgical table	29 foot clinic: 2 surgical tables	No information	24 holding cages: 1 surgical table	22 foot clinic: 1 surgical table
Average # of S/Ns per Day	15 per day	25 per day	15 to 20 per day	No information	22 to 24 per day	40 per day
Average # of S/Ns per Year	3000 per year	2500 per year	3000 per year	No information	4500 per year	10,000+ per year

RESPONDENT:	Marion County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S. N. A. P. Los Angeles Spaymobile <i>(limited information)</i>	S. N. A. P. Texas (Houston)	Tait's Every Animal Matters
Appointments Required?	Yes, in all cases	Yes, in all cases	Yes - for a specific day, but not a specific time; however, will accept walk-ins if able	No information	No: operate on a first-come, first-served basis	Yes, in all cases
If Appointments Required, Why?	Other mobile clinics in state doing less volume on FCFs basis: ability to assure procedures for staff; ability to provide owners with better instructions prior to surgery; enable traveling to different part of county each day of week	Communities served are small; appointments necessary to assure full days work and to enable cancellations if necessary	Appointments desired for scheduling, but unscheduled surgeries will be accommodated if time available; also, allow unscheduled drop-offs for individuals working on large populations	N/A	N/A	Feel that appointments make clients feel committed; makes fiscal sense for program overall
Average Staff Size and Type	3 staff on board: 1 vet; 2 vet techs; (other staff at home base answer questions and make appointments)	3 staff on board: 1 vet (3 vets rotate) ; 1 vet tech; 1 intake aide	3 staff on board: 1 vet; 1 vet tech; 1 driver/assistant	No information	4 staff on board: 1 vet; 2 vet techs; 1 community outreach/animal admission person	3 staff on board on any given day: 1 vet; 2 vet techs (total staff: 1 PT and 1 PT vet; 2 FT and 2 PT vet techs; 1 Executive Director; 1 administrative coordinator; 3 program coordinators; 1 mechanic

2002 Mobile Spy/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

RESPONDENT:	Marion County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S.N.A.P. Los Angeles Spaymobile (limited information)	S.N.A.P. Texas (Houston)	Tait's Every Animal Matters
Security Personnel on Site?	None: signs are posted indicating that no drugs are kept on board; stay in high traffic areas	None: located at public sites - immediate help on site if necessary	None: not deemed necessary	No information	None: not deemed necessary	None
Exterior Clinic Advertising	Yes	Yes: very attractive lettering. including name of major contributor and toll free phone number	Yes	Yes	Yes	Yes
Security Concerns Regarding Exterior Advertising	None: signs are posted indicating that no drugs are kept on board; stay in high traffic areas	None: consider it good advertising; do not leave van at appointment sites (return to shelter each night)	None	No information	Yes, there is a concern that marking as a medical facility would indicate to people that drugs are present; however, NEVER had a problem (surmise that local community does not know what spay/neuter means)	No concerns about security risks

2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

<p>RESPONDENT:</p>	<p>Marion County Animal Center</p>	<p>Pawprints on the Heartland</p>	<p>Peaceable Kingdom</p>	<p>S.N.A.P. Los Angeles Spaymobile <i>(limited information)</i></p>	<p>S.N.A.P Texas (Houston)</p>	<p>Tait's Every Animal Matters</p>
<p>Promotional Strategies</p>	<p>Place ads in local papers and magazines; brochures distributed; place ads on website and on other popular local websites (e.g. county site, etc.); hand out print materials, rulers, pens, pencils, balloons, etc.; attend fairs, carnivals, and educational programs throughout county; billboards throughout county; word of mouth; animal control officer education</p>	<p>Toll free phone number; e-mail news releases to radio and newspapers; paid newspaper ads in local papers; spay/neuter voucher program; distribute brochures and fliers; Best Friend program</p>	<p>Distribute fliers and handouts; newspaper articles; newsletters; other organizations' newsletters</p>	<p>No information</p>	<p>Spanish/English legal sized flyer (with site locations, dates, and guidelines/how to qualify) published and posted each month; Public service announcements of calendar/location; news releases to media outlets</p>	<p>News releases to all media outlets; public service announcements; fliers; paid advertising; direct mailing promotions; word of mouth; referrals; organization website (presently under construction)</p>

2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

RESPONDENT:	Marlon County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S.N.A.P. Los Angeles Spaymobile (limited information)	S.N.A.P. Texas (Houston)	Tait's Every Animal Matters
Most or Least Successful Promotional Strategies in Low Income/Urban Areas	Ward of mouth; animal control officer education during enforcement duties in neighborhoods	Often newspaper ads do not work in low-income areas due to lack of readership or no daily newspapers	To date have kept busy by word of mouth and articles in newspapers	No information	Flyers and PSA's: must keep as simple as possible, using as few words as possible	Spanish versions of all materials necessary; grassroots approach works best
Funding Source(s)	Primarily funded by county government; donation jar at the Animal Center; bequests	Grants: individual sponsorships; corporate sponsorships; direct mail appeals	Grants; donations; fees for services provided; individual sponsorships; fundraising events	No information	Grants: annual fundraising events; direct mail appeals; corporate sponsorships; individual sponsorships	Direct mail appeals; annual appeals; some grants; corporate sponsorships; individual sponsorships; fees for services provided; endowment income
Most Successful Fundraising Programs	No comment	Grants - primary source	Grants; donations; fees for services provided	No information	Grants; annual fundraising events; direct mail appeals	Direct mail appeals; annual appeals; some grants; corporate sponsorships
Least Successful Fundraising Strategies	No comment	Small fundraisers	No comment	No information	No comment	No comment

2002 Mobile Spay/Neuter Clinic Operations Survey

Sponsored by: Compassion For Camden & Animal Welfare Association (Cherry Hill & Voorhees, NJ)

RESPONDENT:	Marion County Animal Center	Pawprints on the Heartland	Peaceable Kingdom	S.N.A.P. Los Angeles Spaymobile <i>(limited information)</i>	S.N.A.P. Texas (Houston)	Tait's Every Animal Matters
Other Insights / Suggestions / Words of Wisdom	<p>Originally booked appointments up to 4 months in advance; however, the earlier the appointment was made, the greater the likelihood of a no-show; now only allow booking of appointments 1 month in advance.</p> <p>Appointments for the following month become available on the first of the month and they stop accepting appointments once the month is full. Also mail reminder cards one week before the appointment.</p>	<p>Community has been supportive; worked with SPAY USA in early years - very helpful; worked several years to get 501(c)(3) status - helpful; found it necessary to rely upon grants and large individual donations to cover operating costs - almost impossible to cover costs solely through operations;</p>	<p>Also operate a stationary spay/neuter clinic and recently joined in a cooperative effort with another nearby organization (that has less access to spay/neuter facilities) to use the mobile clinic on a regular basis</p>	<p>No information</p>	<p>Level of community support has been heartening; the peripheral benefits of the veterinary care made available to cats and dogs has been impressive - pleasantly surprised that people who spayed/neutered tend to seek medical care/vaccinations/flea and heartworm control for their pets (when they never did before)</p>	<p>Must realize that the administrative component of the program is as important as the veterinary component; both must be effective in order for program to be successful; Must accept the myriad of philosophies on pet care and promote spay/neuter without passing judgment on people</p>

ANNUAL BUDGET FOR MOBILE ANIMAL CARE SERVICES
 (services provided 3 days per week)
 (Fiscal year operations run 10/1 - 9/30)

EXPENDITURES	1995-96 Budget Oct. 1, 1995- Sept.30, 1996	1996-97 Budget Oct. 1, 1996- Sept.30, 1997
<u>LABOR COSTS (Salary)*</u>		
VETERINARIAN	\$38,900	\$35,300
VETERINARY ASSISTANT	18,900	16,100
ANIMAL SERVICE CLERK	13,800	13,800
ANIMAL ATTENDANT	<u>10,400</u>	<u>10,400</u>
SUBTOTAL:	\$82,000	\$75,600
<u>LABOR COSTS (Fringe)*</u>		
VETERINARIAN	\$19,100	\$17,300
VETERINARY ASSISTANT	9,300	7,900
ANIMAL SERVICE CLERK	6,800	6,800
ANIMAL ATTENDANT	<u>5,100</u>	<u>5,100</u>
SUBTOTAL:	\$40,300	\$37,100
<u>VEHICLE COSTS</u>		
LOAN REPAYMENT	\$6,900	\$6,900
INSURANCE	1,000	1,000
FUEL	1,400	1,400
MAINTENANCE	<u>4,800</u>	<u>4,800</u>
SUBTOTAL:	14,100	\$14,100
<u>MEDICAL COSTS</u>		
MEDICATIONS	600	800
SURGICAL SUPPLIES**	6,100	15,000
MEDICAL EQUIPMENT	<u>1,500</u>	<u>500</u>
SUBTOTAL:	\$8,200	\$16,250
<u>PROMOTIONAL COSTS</u>		
SUPPLIES	1,000	1,000
PHOTOCOPYING	<u>500</u>	<u>500</u>
SUBTOTAL:	\$1,500	\$1,500
GRANDTOTAL:	=====	=====
	\$146,100	\$144,600

* (decreased labor and fringe costs from the 1995-96 budget to the 1996-97 budget are the result of MAC's reduction of services from 4 days per week to 3 days per week which began after May 20, 1996)

** (substantial increase in the cost of surgical supplies in 1997 is due to 1994-95 carryover of supplies which met inventory requirements for 1996)

Prepared (11/07/96)

ANNUAL BUDGET FOR MOBILE ANIMAL CARE SERVICES
(services provided 3 days per week)
(Fiscal year operations run 10/1 - 9/30)

REVENUES	1995-96 Budget Oct. 1, 1995- Sept.30, 1996	1995-96 Actual Oct. 1, 1995- Sept.30, 1996	1996-97 Budget Oct. 1, 1996- Sept.30, 1997
SPAY AND NEUTER SURGERIES	\$22,500	\$32,280	\$30,000
RABIES VACCINATIONS	7,100	8,522	9,000
DOG LICENSE TAG SALES	2,050	14,458	15,000
SPECIAL EVENTS/DONATIONS	6,000	10,949	12,000
FOUNDATION GRANTS	<u>\$25,000</u>	<u>\$25,000</u>	<u>\$75,000</u>
TOTAL ESTIMATED REVENUES:	\$62,650	\$91,209	\$141,000
OPERATIONAL PROFIT (LOSS)	(\$83,450)	(\$54,891)	(\$3,600)

The Pet Care Trust Special Programs Grant

Name: Metro-Dade Animal Care and Control Division Mobile Animal Care (MAC)
Address: 7401 N.W. 74 Street, Miami, Florida 33166

BUS SUMMARY REPORT
MIAMI / DADE COUNTY ANIMAL SERVICES

SUMMARY	1st QTR	2nd QTR	3rd QTR	4th QTR	YTD	YTD INC	%	Animals	Less	MB	Cats
SURGERY											
Paid	99	164	0	0	263		50%	Dog, Female		138	26%
Free	114	146	0	0	260		50%	Dog, Male		63	12%
SubTotal Surgeries	213	310	0	0	523			Cat, Female		192	37%
Income SubTotal	\$2,255	\$3,765	\$0	\$0	\$6,020		73%	Cat, Male		130	25%
Income SubTotal	40	50	0	0	90			Dogs		201	38%
	\$745	\$1,480	\$0	\$0	\$2,225		27%	Cats		322	62%
Total Surgeries	253	360	0	0	613			Female		330	63%
Total QTR Income	\$3,000	\$5,245	\$0	\$0	\$8,245		47%	Male		193	37%
TAGS SOLD											
\$30.00	29	80	0	0	109		17%				
\$20.00	42	58	0	0	100		16%				
\$2.00	91	166	0	0	257		40%				
\$1.00, Cat	76	97	0	0	173		27%				
\$4.00, Cat	0	0	0	0	0		0%				
\$2.00, Cat	0	0	0	0	0		0%				
Total Tags Sold	238	401	0	0	639						
Total QTR Income	\$1,968	\$3,989	\$0	\$0	\$5,957		34%				
RABIES											
\$7.00	143	236	0	0	379		39%				
\$1.00	234	356	0	0	590		61%				
Total Rabies	377	592	0	0	969						
Total QTR Income	\$1,235	\$2,008	\$0	\$0	\$3,243		19%				
Cash Over/Under	\$10	(\$2)	\$0	\$0	\$8						
INCOME QUARTERLY	\$6,213	\$11,240	\$0	\$0	TOTAL INC	\$17,453					
	36%	64%	0%	0%							

03/12/97

BUS SITE REPORT

SITE SUMMARY					
SITES	Days at Site	Total Income	Average Daily Income	Percent of Total Income	SITES
Better Way of Miami	2	\$202	\$101	1%	Better Way of Miami
City of South Miami	6	\$1,393	\$232	8%	City of South Miami
City of West Miami	6	\$1,338	\$223	8%	City of West Miami
Coconut Grove CAA	0	\$0	\$0	0%	Coconut Grove CAA
Florida City Police Dept.	1	\$485	\$485	3%	Florida City Police Dept.
Homestead CAA	0	\$0	\$0	0%	Homestead CAA
Kendall Fire Station	6	\$2,544	\$424	15%	Kendall Fire Station
Little Haiti NET Center	2	\$112	\$56	1%	Little Haiti NET Center
Miami Beach	11	\$3,149	\$286	18%	Miami Beach
Milander Park	2	\$292	\$146	2%	Milander Park
No. Dade Justice Center	9	\$1,384	\$154	8%	No. Dade Justice Center
Ronselli Park	2	\$471	\$236	3%	Ronselli Park
So. Dade Govt. Center	12	\$5,798	\$483	33%	So. Dade Govt. Center
Team Metro	4	\$285	\$71	2%	Team Metro
	59	\$17,453		100%	

03/12/97

TRACS MOBILE UNITS BUSINESS PLAN

IDENTIFICATION OF THE PROBLEM

Help For Animals, Inc. (HFA) was formed in 1974, by its founder the late Dorothy Cridlin and a handful of volunteers, for the purpose of promoting animal welfare with special emphasis on the importance of spay and neutering. In 1977, Help For Animals was incorporated in West Virginia and received non-profit 501(C)3 status from IRS.

Nationwide and in our own area, one of the foremost problems in getting people to spay and neuter their pets, was the cost the pet owner had to pay for the surgery itself. In the past, a local vet would do the surgery, charging a normal fee and Help For Animals would subsidize that cost by about \$30. But even with assistance, the cost to the pet owner for the spay/neuter surgery had been too great for most people to afford.

CREATION OF A SOLUTION

Help For Animals opened the Tri-State Regional Animal Center for Sterilization (TRACS) on February 25, 1997 (Spay Day USA). TRACS has provided low cost spays/neuters to over 7,000 pets and their owners. In addition, HFA provides financial assistance to over 500 pet owners through HFA's SNAP program. Feral cats are spayed or neutered by TRACS free of charge. TRACS does each procedure, including a rabies shot, for an average cost of \$42 and performs surgery on a two to three days a week basis, as the need arises.

EXPANSION OF THAT SOLUTION FOR OTHERS

We began to formulate a program where we could cover the state with mobile clinics because there are many areas in the tri-state (WV-KY-OH) where there were no veterinarians, shelters or humane organizations. In October 1997, TRACS began planning to establish TRACS a mobile clinic to serve the people of West Virginia, Ohio and Kentucky. This was made possible by a donation from an anonymous contributor of the entire amount.

RESEARCH AND DEVELOPMENT OF THE SOLUTION

TRACS investigated manufacturers of mobile veterinarian clinics, visiting Westerfield, Ohio and Archdale, North Carolina. They discussed the idea with a third manufacturer in Iowa. After reviewing their layouts of veterinarian clinics, they determined they would have to design a mobile clinic to accommodate their "production line" approach to the spay/neuter business. The manufacturers interviewed or visited included LaBoit of Westerfield, Ohio, the Mathews Specialty Equipment Company of Archdale, North Carolina and the Dodgen Manufacturing Co. in Iowa.

TRACS "PRODUCTION LINE" APPROACH EXPLAINED

The production line approach can best be defined as a multi-part procedure.

Step 1-Clerical personnel pre-register the pet, take payments, perform the required paper work for the animal's identification collar, rabies certificate and shot record, and the medical chart for use by the Veterinarian.

Step 2- On clinic days, Vet Techs initially perform a medical check of the animals, recording weight for anesthesia, their temperature and heart beat for general health and then they place the animal in a cage. The Veterinarian follows this medical checkup with another checkup to insure the animals is a good surgical candidate for their procedure and sick animals are sent home.

Step 3- The Vet Techs performs the injection of shots for preparatory maintenance and then the anesthesia pre-op, followed by the prep of the animals for the surgical procedures, and placement of the animals on the surgery tables with tie-down.

Step 4- The Veterinarian performs the spay or neuter, changing gloves and sterilizing instruments between procedures.

Step 5- The Vet Tech. then takes the animal off of the surgery table and returns it to it's assigned cage. A Vet Tech Helper then observes the animals during their recovery from the anesthesia, turning the animals to prevent problems from the anesthesia in the animal's body and cleaning the animals should they soil themselves.

Step 6- Clerical personnel and the Vet Helper check out the animals to the owners, giving post surgery procedures to hasten the animals recovery to a successful spay/neuter procedure; cleans up the cages, washing the blankets used to keep the animals warm during their recovery and sterilizing the cage rooms.

Step 7- The Vet and Vet Tech. each fill out the procedures performed on each animal by recording the data on the animals medical chart.

Step 8- The Vet Techs sterilize all instruments used during the day, remakes the surgical packs for the next day of surgery and prepares the surgery room and prep area for the next days work.

MOBILE CLINIC VAN DESIGN PROCEDURES

In designing the mobile clinic procedures, TRACS management has designed the use of their "800" telephone number to have pet owners telephone their CALL CENTER where they will be assigned a day for surgery based upon the location of the mobile clinic that day or the fixed clinic in Huntington. Again, the call center can utilize efficient personnel experienced in taking pre-admission information, issuing instructions as to the time and place for their pets procedures, and informing the pet owner about shots and method of payment. Registers will be maintained as to the location of the mobile clinic in the area of the state designated (three or four clinics will be needed to cover the entire state at some point in the future), with each date of surgery having a separate register and each pet assigned a separate line in that daily register. The mobile clinic operation will require payment in full in advance because of the cost of movement of the mobile van to the site for that day, and the best way to insure the pet owner's attendance is payment in advance of their surgery.

The mobile clinic will leave its overnight stationary site in the early morning, traveling to the designated location where setup occur on a site picked by the local humane organizations. Procedures will be basically the same as those performed at the TRACS stationary clinic in Huntington. After the mobile unit has left the mobile location, the client will be able to reach the Veterinarian by the use of our "800" hot line, 24 hours a day.

Following is the financial projections made for the mobile clinic:

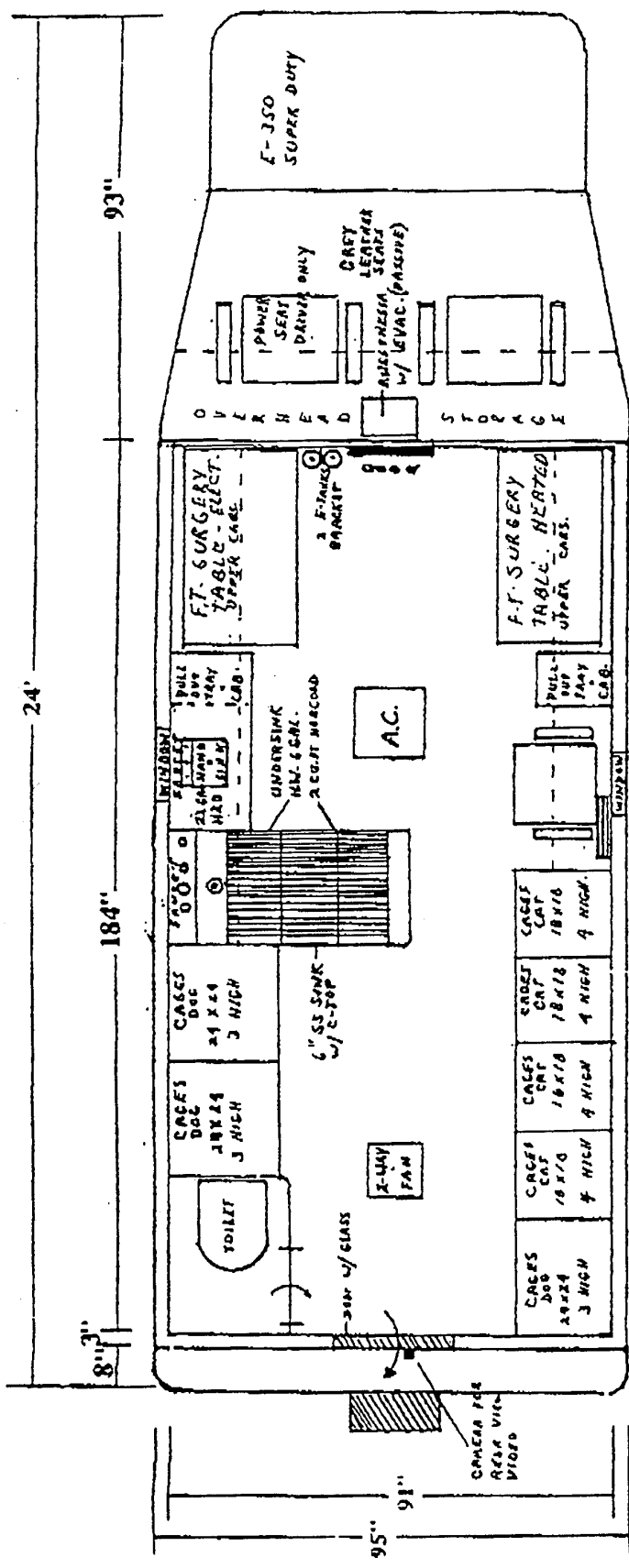
	Month 1	Month 2	Month 3
Average days of operation per month	16	16	16
Average animals per day	25	27	30
Average spay/neuters per month	400	432	480
RECEIPTS:			
Spay/Neuter Clinic	10,000	11,664	14,400
Shot revenue	2,148	2,320	2,578
TOTAL RECEIPTS	12,148	13,984	16,978
HFA/TRACS OPERATING EXPENSES:			
Administrative costs	1,000	1,000	1,000
Advertising	500	500	500
Admitting and accounting	500	500	500
Insurance	50	50	50
Medical supplies & drugs + gases	960	1,024	1,120
Purchased services-Veterianarian	8,000	8,000	8,000
Purchased services-Tech staff	2,464	2,464	2,464
Professional benefits	202	215	234
Cleaning supplies	160	160	160
Van-gas & oil	800	800	800
Van-insurance	200	200	200
Van-repair & maintenance	100	100	100
Van-tires & supplies	100	100	100
Van-depreciation	1,387	1,387	1,387
TOTAL EXPENSES	16,423	16,499	16,615
NET INCOME OR (LOSS)	(4,275)	(2,516)	363

CONCLUSIONS AND FUTURE PLANS

TRACS works on a high volume - low cost theory, and markets their product to the public based upon market studies taken by their staff. Interviews with over 7,000 pet owners indicates "work of mouth" is the most affordable type of advertising but with the mobile unit, television allows the most coverage at any selected period of time. Therefore, TRACS has designed several "attention getting" television commercials for viewing by the public. These ads are run regularly with emphasis on volume added as needed by the marketing committee.

MARKET AREA, PENETRATION AND NEED

The area to be covered by the mobile clinic includes Eastern Kentucky, Southern Ohio and Western West Virginia, at least initially. As demand increases, an effort will be made by management to cover the area of need with the mobile clinic. If needed, additional mobile clinic routes may be created by TRACS with the aid of their parent organization, Help for Animals.



6878 Westerville Road
Westerville, Ohio 43081
800-852-2648

Scale 1/2" = 1ft.
Height, Inside 85"
Height, Outside 127"
(Includes Air Conditioner)

CLINIC UPGRADES

1	FRIG TOP SURGTABLE	
1	W/ADI ELECT. COL.	2000
1	FLAT TOP SURT. FRAME	
1	W/LAB. ELECTROL. HEATED	2300
1	REAR VIEW VIDEO SY.	500
1	GENERAL YACUXX	300
1	POWER SEAT. DRIVE ONLY	400

CLINIC OPTIONS

1	ANESCO. ANESTHESIA	2700
1	FORWARD SIG. WALL	1200
1	6-24 X 24" CAGES	2100
1	3-24 X 24" CAGES	N/C
1	6" SS SINK	4800
1	16-18 X 18 CAGES	1200
1	FLUSH TOILET	1200
1	SCALE TECHNOBYNE P.A.R.	

TOTAL 12,800 +

TOTAL 5900 + BASE PRICE 65,000 + DELIVERY

GRAND TOTAL \$ 83,200

ANIMAL RIGHTS FOUNDATION OF FLORIDA, INC.

P.O. Box 841154 • Pembroke Pines, Florida 33084 • (954)917-ARFF • Fax (954)979-6415

Mobile Unit Equipment Research



Name: DR. JOHN A. CALTABIANO
Organization: T. E. A. M.
Tel: (860) 399 - 5569
Fax: (860) 399 - 4530
Address: P.O. Box 591
WESTBROOK , CT
06498

Thank you for your time and insight. Information gathered will assist us in implementing a mobile spay/neuter unit in Florida. The following are mobile unit equipment lists from other organizations: SNAP (Spay/Neuter Assistance Program), API (Animal Protection Institute), and MASH (Mobile Animal Services and Help).

Please mark beside each item as you see fit:

N = Necessary
R = Recommended
U = Unnecessary

1. Organization: SNAP (Spay/Neuter Assistance Program)

Electronics:

NRU

- (3) Cellular phones (3 watt) with 2 extra batteries
- (2) Chargers
- (2) Roof Antennas
- (2) A.C. Adaptors
- (2) Auto 12V Adaptors
- (1) C.B. with SSB, Lenier Amp, Roof Antenna
- (1) Phone - Satellite (transportable) with Roof Dish and Remote, Antenna, extra batteries, A.C. & Auto Adaptors
- (1) Ten Meter HAM Radio with Roof Antenna, A.C. & Auto Adaptor
- (1) Air to Ground (portable) with Roof Antenna, A.C. & Auto Adaptor
- (1) Scanner with Roof Antenna, A.C. & Auto Adaptor
- (1) Portable Fax with A.C., Auto Adaptor & Cellular Phone Adaptor
- (1) Portable GPS with A.C. & Auto Adaptor
- (1) Marine Band VHF with Roof Antenna
- (2) SVHS Camcorders
- (1) SVHS Recorder with Editor and (2) Monitors
- "Private" Band Mobile with Antenna & Mast, Roof Antenna
- "Private" Band Walkie Talkies with (3) Magnetic Antennas, Auto Adaptors, Water Bags

Truck Support:

N R U:

- Tool Closet with Mechanical & Carpentry Tools (Complete)
- Oils, Lubes, etc.
- 02 Acetoline Tanks
- Scuba Air Adaptors & Hoses
- Large Bolt Cutters
- (2) Hydraulic Jacks (10 ton) & Floor Jack (5 ton)
- (3) "Snatch" Straps H.D.
- (2) Tow Chains - H.D. with assorted "Chain" Hardware
- Syphon Pumps - (1) Fuel, (1) Water
- 300' Garden Hose with Y valves etc.
- (2) Electric Water Pumps
- (1) Water Pump - Diesel or Gas Hoses & Nozzles
- Fuel Cells with Fittings & Pump
- Compressor with Hose, Fittings, Gauges, etc.

Basic Tools

Mobile Unit Accessories:

N R U:

- Shore Power Connect & Disconnect
- Interior 12 Volt Lighting
- Solar Panel Battery Charger
- Water & Holding Tanks
- Water Pumps
- Hot Water Heater (Electric & Propane)
- 3-Way Refrigerator (110, 12V, or Propane)
- Propane Tank FOR HEAT + HOT WATER
- Electric Brake Hookup
- Trailor Hitch
- Back Up Monitor
- Electric Brake Hookup
- Trailor Hitch
- Back Up Monitor
- Leveling Jacks
- Winches - 12K lb. capacity front & rear
- County Frequency Radio
- (3) Tents - Military Type (Medium)
- (2) Rooftop Storage Pods (Thule)
- (3) Fire Extinguishers
- First Aid Kit (for people)
- (2) Generators 7K
- (2) Winches - 12-18 lbs., capacity electric
- (1) Power Invertor
- (1) 110 to 12 Volt Convertor
- (3) Roof-Mounted Reverse Cycle Air Conditioners
- (4) 18' Awnings
- Screen Rooms & Privacy Shields for all Awnings
- Combination Washer/Dryer Unit
- Microwave Oven
- Bathroom Facility
- Sleeping Facilities for (4)

Handler Equipment:

N R U:

- Hard-hats, boots, chaps, etc.
- Gloves - work & protective
- (3) Snare Poles, leashes, collars, muzzles, chains, stakes, harnesses
- Crates (large), Porta Runs, Porta Corral with closed fence, Safety Fence, & Poles
- Bowls & Feeders
- Gun Tranquilizer with darts
- Snake Stick

Office Equipment:

N R U:

- (1) Copy Machine with extra drum
- (4) Polaroid Cameras with film
- Manual Typewriter
- Computer: Laptop with modem, software, & portable printer
- Sheets Foam Core (4' X 8') - for signs
- Fax with Cellular Phone Adaptor (already listed under "Electronics")

THESE ITEMS ARE CRUCIAL FOR THE OFFICE.

Veterinary Technical Equipment

N R U:

- Portable X-Ray
- "Grip" Boxes
- Stretchers

Rescue Equipment

N R U:

- First Aid Kit (Human Industrial)
- Porta Power Unit
- Hi-lift Jacks 5'
- Come-a-longs
- Generators - 5K or more, Diesel Preferred, (8) Fuel Cans
- Chain Saw

2. *Organization: API (Animal Protection Institute):*

N R U:

- Office, surgery room , waiting room, supplies & storage, with space for one-day recovery room for the animals
- Autoclave
- Instrument trays
- Surgery table
- Thoracic positioner
- Surgery lamps
- Cages (minimum of 20-unit assembly)
- Oxygen tanks with regulator
- Endotracheal tubes & gas
- Surgery kits (instruments)
- Surgical gowns, masks, caps & gloves
- Sink & storage
- Emergency kit (drugs & syringes)

N R U:

- Miscellaneous drugs, including antibiotics
- Cleaning equipment
- Electric clippers with extra blades
- Heavy-duty vacuum
- Telephone
- Desk & chair
- Basic office supplies
- Forms
- Advertising
- Insurance
- Locking cabinet (drug storage)
- Fire extinguisher

3. Organization: MASH (Mobile Animal Services and Help)

Outside Vehicle Body:

N R U:

- (1) Generator Compartment
- Windows: dark tinted safety glass with screen
- Heavy duty rear step; double pull-out non skid
- Minor striping in customer's colour choice, using iron for durability
- Letter and paint customer's logo on vehicle

Conversion:

N R U:

- Custom floor plan designed and drawn to suit purchase
- (1) 15kw water cooled diesel generator with hospital grade muffler system
- Generator start button and hour meter in control panel
- 30 feet of shore line for use when suitable power is available
- Panel box and change over controls inside the vehicle
- Install wiring and receptacles as needed for proper operation of all installed equipment & normal additional medical equipment, as per final floor plan. Cellular phone antenna & wiring.
- (2) rows ceiling mounted 48" double-bulb fluorescent lights
- (3) 14,800 BTU roof top air conditioners
- Install heat strips in air units
- 1/2" plywood walls covered in Formica colour of choice using Wilsonart brand
- Fiber-lite ceiling panels
- Operating area to have small window, 12 volt emergency light with wall switch control
- Counters, work areas, cabinets & sofas as needed per final floor plan; all cabinets & furniture framing must be 3/4" cabinet grade plywood with all interior surfaces of cabinets lined with cabinet liner. Cabinet & counter tops must be 1-1/2" thick minimum
- Restroom in forward compartment for staff use. Restroom to include re-circulating toilet, sink with vanity & mirror
- Lab area to have sink, prep area for animals
- Stainless steel sinks with fresh water system with tanks & pumps, & holding tanks for waste water, hot & cold in areas as needed
- Built-in under-counter refrigerator
- Built-in microwave
- Built-in coffee-maker
- kitchen area
- Commercial grade rubber flooring throughout coach

N R U:

- Sofas, driver's seat & other upholstered items to be covered in upholstery to match interior colours
- Buyer's choice of window coverings (eg. mini blinds, aluminum or wood)
- Built-in TV/VCR & am/fm stereo with cassette, (Panasonic 13" TV/VCR, Kenwood am/fm stereo cassette player)
- Build oxygen bottle rack for upright storage
- Magazine & literature racks
- Outside awning, with screen room attachment
- Outside water fill to have garden hose connection
- Add locks on cabinets (key alike)
- Separation curtain in animal cage area
- H.W.H. leveling jack system
- Back-up camera system
- (4) Outside scene lights
- Alarm system
- 40-gallon capacity water tank with 45-gallon waste tank

Warranties:

N R U:

- Generators to be warranted for 12 months by their manufacturers.
- Air conditioners to be warranted for 12 months by their manufacturer.
- The conversion to be warranted against defect for 12 months.

Additional Comments:

X Thank you for your assistance. X

ANIMAL RIGHTS FOUNDATION OF FLORIDA, INC.
P.O. Box 841154 • Pembroke Pines, Florida 33084 • (954)917-ARFF • Fax (954)979-6415

Mobile Unit Research Questionnaire

Organization: T. E. A. M.
Contact Person: DONNA SICURANZA / DR. JOHN CALTABIANO
Tel: (860) 399 - 5569
Fax: (860) 399 - 4530
Address: P.O. Box 591
WESTBROOK, CT
06498

Thank you for your time and insight. Information gathered will assist us in implementing a mobile spay/neuter unit in Florida. Please note if you would like to receive a final summary of this study.

1. Type of clinic: Stationary Mobile

2. Type(s) of animals assisted:

- Domestic cats
- Domestic dogs
- Feral cats
- Stray dogs
- Other: _____

3. Eligibility requirements:

- No criteria; open to all
- Needs-based public assistance
- Other: GEARED TOWARDS LOW INCOME CLIENTS
& THOSE CARING FOR STRAY/FERAL COLONIES

4. Cost to clients:

- Free
- Low-cost (non-profit)
- Profit

5. Number of animals sterilized per day:

Cats: 25-40 (AVERAGE 30-35)
Dogs: —
Other: _____

6. Services Offered:

- Spay/Neuter
- Vaccinations:
 - Cats:
 - FVRCP-C
 - FeLV
 - FeLV/FIV Combo Test
 - Other: RABIES
 - Other: _____

- Dogs:
 - Rabies
 - DA2PPvL-Cv
 - Parvo Only
 - Bordetella
 - Other: _____
 - Other: _____

- Flea Prevention
- Heartworm Testing
- Heartworm Prevention
- Deworming
- Dog & Cat Licenses:
 - Free
 - Low-cost
 - Regular price

Disaster Relief

7. Specific Veterinary Questions:

What is used for sedation? KETAMINE / ROMPUN ^{XYLAZINE}

Is sedation reversible? yes no (PARTIALLY)

If yes, what is used to reverse sedation? YOHIMBINE

Up to what age of animal are surgeries performed? Cats: NO AGE LIMIT

Dogs: N/A

Is pre-anaesthesia bloodwork done on older animals? yes no

If yes, what bloodwork is done? BUN (kidney)

ALT (liver)

Other: _____

Does clinic have a blood machine? yes no

If yes, please give model: _____

What test is used for heartworm? N/A

What test is used for feline leukemia? N/A

Please describe post-operative procedure, (i.e.: how long animal is held; instructions given to client as animal is taken home):

MONITORED POST-OP UNTIL STERNAL KEPT ON BOARD UNTIL PICK-UP TIME IN
AFTERNOON (USUALLY AT LEAST 1 HOUR OF RECOVERY) // OWNERS INSTRUCTED TO KEEP INSIDE & QUIET
FOR 2-3 DAYS WATCH INCISION FOR SWELLING, ETC. // NO FOOD UNTIL NEXT DAY

8. Vehicle (Mobile units only):

Type of vehicle: FORD

Model: _____

Year: 1996

Purchase Price: \$ ~ 63,000

Supplier: DODGEN

Outfitter: BORN FREE

HUMBOLDT IOWA

9. Further Information Request

If available, please send the following:

- Vehicle layout (floor plan)
- Equipment list (i.e.: electronics, truck support, accessories, handler equipment, office equipment, veterinary technical equipment, rescue equipment)
- Initial (start-up) budget
- Vendor list
- Annual budget

10. Additional Comments:

 FOR ADDITIONAL INFORMATION CONTACT DONNA SICURANZA
 EXECUTIVE DIRECTOR, OR DR JOHN A. CALTABIANO
 (850) 399-5569

✂ Thank you for your assistance. ✂

Mobile Unit Medical Supply Research

The following is the inventory checklist from SNAP (Spay/Neuter Assistance Program). Please check off those items you deem necessary, and recommend any further supplies which you think should be added. Information gathered will assist us in implementing a mobile spay/neuter unit in Florida. Thank you for your time and insight.



NOTE: WE DO CATS ONLY ON OUR UNIT

Surgical Supplies:

- 1cc Syringes
- Vet Wrap
- 3cc Syringes
- 6cc Syringes
- 12cc Syringes
- 25G x 5/8" Needles
- 22G x 1" Needles
- 20G x 1" Needles
- Scalpel Blades - Size 10
- Scalpel Blades - Size 15
- Surgeons Gloves - Size 8
- Surgeons Gloves - Size 7.5
- Surgeons Gloves - Size 7
- Surgeons Gloves - Size 6.5
- Clipper Blades - Size 40
- Clipper Spray - Kool Lube
- Instrument Milk - 1 Gallon
- Isopropyl Alcohol - 1 Gallon
- Hydrogen Peroxide - 1 Gallon
- Surgical Prep Solution - 1 Gallon
- Surgical Scrub - 1 Gallon
- Disinfectant - 1 Gallon
- Distilled Water - 1 Gallon
- Gauze Sponges - 3" x 3"
- Cotton Balls
- Cotton Tipped Applicators
- Surgery Masks
- Surgery Caps
- Drape Material
- Suture - 1 Gut
- Suture - 0 Gut
- Suture - 2.0 Gut
- Suture - 3.0 Gut
- Suture - 1 Maxon - Dexon
- Suture - 0 Maxon - Dexon
- Suture - 2.0 Maxon - Dexon
- Suture - 3.0 Maxon - Dexon
- Suture - 1 Vicryl

- Suture - 0 Vicryl
- Suture - 2-0 Vicryl
- Suture - 3-0 Vicryl
- Suture - 1 Gut Cassette
- Suture - 0 Gut Cassette
- Suture - 2-0 Gut Cassette
- Suture - 3-0 Gut Cassette
- Roll Gauze
- Roll Cotton
- Elastron Tape
- 1" White Tape
- Autoclave Tape
- Cutting Surgical Needles - No. 14
- Cutting Surgical Needles - No. 16
- Soda Sorb
- Endotracheal Tubes - 3.0mm
- Endotracheal Tubes - 3.5mm
- Endotracheal Tubes - 4.0mm
- Endotracheal Tubes - 4.5mm
- Endotracheal Tubes - 5.0mm
- Endotracheal Tubes - 5.5mm
- Endotracheal Tubes - 6.0mm
- Endotracheal Tubes - 6.5mm
- Endotracheal Tubes - 7.0mm
- Endotracheal Tubes - 7.5mm
- Endotracheal Tubes - 8.0mm
- Endotracheal Tubes - 8.5mm
- Endotracheal Tubes - 9.0mm
- Endotracheal Tubes - 9.5mm
- Endotracheal Tubes - 10.0mm
- Endotracheal Tubes - 10.5mm
- Endotracheal Tubes - 11.0mm
- Other: LONG ACTING PROCAINE PENICILLIN
- Other: SEDATIVES / ANESTHETICS - WE USE
- Other: VACCINES
- Other: ISOFLURANE
- Other: EYE LUBRICANT
- Other: COLD STERILE SOLUTION

⇒ SEE BACK OF PAGE

KETAMINE
XYLAZINE / YOHIMBINE
ACE PROMAZINE

(Cont...)

Surgery Drugs:

- Xylazine - Large Animal
- Xylazine - Small Animal
- Ketamine
- Torbutrol
- Torbugesic
- Yobine
- Atropine - Small Animal
- Halothane
- Acepromazine
- Sterile Water For Injection
- Heparin
- Polyflex
- Telazol
- Eye Ointment

- Oxygen
- Surgical Adhesive - Vetabond/NEXABAND
- Heartworm Test
- Rabies Vaccine
- DA2PPvL-Cv Vaccine
- FVRCP-C Vaccine
- FeLV Vaccine
- Bordatella Vaccine
- Parvo Vaccine
- FeLV/FIV Combo Test
- Other: ISOFLURANE
- Other: COLD STERILE SOLUTION
- Other: _____

Emergency Kit Inventory:

- Dexamethasone - 2mg
- Dexamethasone - 4mg
- Lactated Ringers Solution
- Sodium Chloride Solution
- Epinephrine Inj.
- Yobine
- Heparin
- Atropine - Small Animal
- Mannitol
- Dopram
- Lidocaine
- Diphenhydramine
- 6 - 1cc Syringes
- 6 - 3cc Syringes
- 3 - 6cc Syringes
- 3 - 12cc Syringes
- 25G x 5/8" Needles

- 20G x 1" Needles
- 6 - Butterfly Catheters
- 6 - 22G Catheters
- 6 - 20G Catheters
- 1 Roll 1" White Tape
- 1 Roll Gauze
- Bandage Scissors
- 1 Roll Vet Tape
- 1 Roll Elasticon
- 3 Microdrip Venosets
- 3 Regular Venosets
- Other: _____
- Other: _____
- Other: _____
- Other: _____
- Other: _____
- Other: _____

Dispensing Drugs:

- Small Dispensing Vials
- Large Dispensing Vials
- Prescription Labels
- Amoxicillin 50 mg Tablets
- Amoxicillin 100 mg Tablets
- Amoxicillin 200 mg Tablets
- Amoxicillin Susp. 50 mg/ml
- Cephalixin 250 mg Caps.

- Cephalixin 500mg Caps.
- Di-Trim 240 mg
- Di-Trim 480 mg
- Di-Trim 960 mg
- Other: _____
- Other: _____
- Other: _____
- Other: _____

Additional Comments: *(*)* ALSO NEED ANIMAL HANDLING / RESTRAINT GLOVES FOR FRACTIONOUS CATS

X Thank you for your assistance. X
 62.

Mobile clinic on its way to cutting cat population

By Lynn Fredrickson

Register Correspondent, For the New Haven Register, New Haven, CT

A mobile feline spay-neuter clinic, the first in the state, will hit the streets beginning Feb. 26 to help the cat population.

The 22-foot-long, \$63,555 surgical suite was paid for by the Vernon A. Tait All-Animal Adoption, Preservation and Rescue Fund, created through a \$500,000 bequest from Tait's estate. Tait, of New Haven, drowned in Lake Zoar in 1992 at age 71.

A \$10,000 contribution from an anonymous donor, also went toward the clinic.

For a \$25 fee per animal, cats will be spayed or neutered and given distemper and rabies vaccinations. The vehicle will travel the entire state.

"Overpopulation is the biggest killer

of cats in the state," said Dr. John Caltabiano, an Old Lyme veterinarian and president of Tait's Every Animal Matters.

"The reason we have this unit is so we can go the animals."

Caltabiano traveled to Humboldt, Iowa, earlier this month to pick up the vehicle, which is a prototype built to his specifications.

The vehicle is equipped with a propane heater, a generator, a 13,500 BTU air conditioner, a surgical light, a refrigerator, numerous cabinets and drawers and a sink and bathtub, both with hot and cold running water.

"That will come in handy especially for those cats that are covered with dirt and blood from fighting and things like

that," Caltabiano said.

The vehicle has 35 cages with room for expansion, Caltabiano said.

"It's a remarkable machine," he said. "I'm very impressed with it."

The mobile clinic is an important tool in limiting the cat population, particularly in view of the "significant" feral cat population in Connecticut, Caltabiano said. Many of those feral cats die of disease, hypothermia, starvation.

"If we can clean up a specific area, it will be taken care of for good," Caltabiano said. "But if we just have a place where people bring animals to us, we wouldn't be sure we got all the animals."

Officials hope some of the people who help round up feral cats for neutering will contribute to the cost of their treatment. Fund-raising efforts by the organization will also help defray some of the cost.

While driving the vehicle to Connecticut from the cornfields of Iowa, Caltabiano said, he got to thinking about the movie "Field of Dreams," in which Kevin Costner built a baseball field in the midst of his Iowa farm because he kept hearing voices say, "If you build it, they will come."

"If we bring it, they will come," said Caltabiano.





NETWORK NEWS

Linking Members Of The NSALI And The SPAY/USA Networks

S/N CLINIC ON WHEELS SERVES HOUSTON'S NEEDIEST

By Sean M. Hawkins - S.N.A.P. Project Coordinator, Houston, Texas

Every year in Houston, over 100,000 unwanted dogs and cats end up in area animal shelters. Over 90% of those animals are destroyed, resulting in twenty tons of animal carcasses being sent to landfills each week in our city. In the summer of 1992, to help combat this problem of dog and cat overpopulation, the Pet Over-Population Task Force for Houston/Harris County opened the first free spay/neuter clinic for animals in low income families. As you can imagine, the clinic was inundated with clients requesting service.

We immediately realized the need for additional facilities. We were also alerted to another problem - the inability for many low income citizens to bring animals to a permanent facility. Several solutions were investigated. First, we contacted Texas A & M College of Veterinary Medicine to inquire about the possibility of the school performing free spays and neuters on animals in indigent families if the animals were transported to the university. A & M was not able to commit to performing surgeries on a regular basis. Another option we explored involved purchasing a van to pick up animals in designated areas and transporting them to existing spay/neuter facilities. The logistics of coordinating several surgery schedules at various facilities, transporting 15 to 20 animals to and from surgery with all of the risk of loss and liability involved, and the lack of room on existing surgery schedules made this option unrealistic.

The resulting plan was to take free spaying and neutering services directly into targeted communities - a "spay and neuter clinic on wheels". We began to investigate traditional mobile veterinary clinics to perform the task ahead.

It was discovered that most mobile vans have only a few animal holding cages, miniaturized surgical facilities, and the inability to maintain a sterile barrier in the surgery area. We had to be able to



SNAP CLINIC ON WHEELS

perform 15 to 20 surgeries each day, which requires the capacity to house up to 20 animals comfortably both pre and post surgically. A completely enclosed surgical suite, with positive air ventilation, gas anesthesia, hot and cold running water, electricity, air conditioning and heating were all essential. We set out to design our own facility.

The Spay-Neuter Assistance Program or "SNAP" is the very first of its kind in the United States. Our customized state-of-the-art facility includes 22 stainless steel animal holding cages, prep table, enclosed sterile surgical suite, autoclave, and capacity to hold 100 gallons of fresh water and 110 gallons of waste water. The mobile unit is completely self contained which enables us to travel even to the most remote areas, such as camps, where homeless people and their animal companions reside.

Currently, the SNAP mobile clinic performs 10 to 20 surgeries daily, two to three days each week. When funding becomes available, we will be operating six days a week. We employ a staff veterinarian and an animal health technician to perform all surgical procedures. We also employ a humane educator who is responsible for going into our targeted communities and speaking directly with individuals about the benefits of spaying and neutering and informing them of our

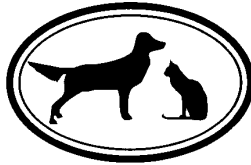
scheduled dates and locations. We are very fortunate to have the complete support of the City of Houston Bureau of Animal Regulation and Care. The city currently provides funding for the veterinarian, free rabies vaccinations and a free city license for all animals who are spayed and neutered through the mobile clinic program.

SNAP works closely with the animal control department to determine sites for operation. The city carefully tracks all calls requesting service from the animal control department and is able to determine which neighborhoods have the most problems with strays and unwanted dogs and cats. We are hoping that by operating continuously in specific neighborhoods, we will be able to track a decrease in the number of calls into animal control requesting service. This correlation will also help us plan the targeting of future programs.

The mobile clinic cost approximately \$140,000 to acquire, build and equip. The clinic project has been completely funded by private individuals, foundations and corporations. When operating full-time, the clinic will cost approximately \$100,000 to operate each year.

Local animal welfare organizations have been sharp in their criticism of the

(continued on page 2)



LEGISLATIVE NEWS

By Karen Ball,
Project Zero
Columbus, GA



On April 8, 1994, Governor Zell Miller of Georgia signed HB 1181 which requires the spaying and neutering of all dogs and cats adopted from public and private shelters. The new state law is modeled after local ordinances that have achieved higher rates of compliance with a spay/neuter requirement by making failure to comply a citable offense. The state law stipulates if the adopter does not have his/her pet sterilized within 30 days of its acquisition or the sexual maturity of the animal, he/she is guilty of a misdemeanor and is subject to a fine up to \$200. The law went into effect July 1, 1994.

HB 1181 was overwhelmingly passed by the Georgia legislature the first time it was introduced. The victory was attributed to a number of factors. First, the effort was spearheaded by a solid coalition of animal advocates, veterinarians and animal control officers. Ignited by extensive media coverage, the public voiced their support by writing and calling their legislators. Acquiring the backing of some of the state's most influential and powerful legislators also contributed to the speed and relative ease of the bill going through the General Assembly.

Although short-lived, the bill did encounter opposition. A coalition of dog clubs submitted an amended version of HB 1181 after the bill had already passed the House and was sent to the Senate for a vote. The amended bill proposed that the pet overpopulation problem was due to individuals who acquire the dogs and cats from shelters without taking steps to prevent them from reproducing, concluding breeders were not responsible for the problem. The coalition also claimed HB 1181 was

backed by animal rights groups whose intent was not to reduce the surplus pet population, but to tax and ban pet breeding and ownership out of existence!

While the strategy of the dog club coalition appeared to be to create controversy and thus stall and ultimately kill the bill in committee, it was apparent to legislators that the group had not done their homework, otherwise they would have known most of those testifying at committee hearings represented mainstream organizations who stressed the law would save tax dollars as well as benefit animals. Though the dog club coalition did not acknowledge the

“With the passage of the Georgia law, there are now 18 states that have spay/neuter requirements for their shelters.”

role breeders play in causing pet overpopulation, their version of the bill was accepted by the proponents of the original bill. It was not rejected because it contained the critical elements of the law originally intended. Time spent debating smaller issues could cause the bill to be held up in committee.

With the passage of the Georgia law, there are now 18 states that have spay/neuter requirements for their shelters. The fact that legislation is becoming so widely accepted provides ammunition for other states to get a similar law on their books.

Upon learning of Georgia's success, the Federation of Alabama Animal Welfare Agencies and the Alabama Animal Control Association initiated efforts to obtain a mandatory spay/neuter requirement for dogs and cats adopted from their public and private shelters.



CLINIC ON WHEELS

(continued from page 1)

mobile clinic project. One has stated that we are duplicating efforts, and the cost of our project is too great. We feel as long as hundreds of thousands of homeless dogs and cats are destroyed by animal welfare organizations in our city, there is no possibility of too much effort being placed on spaying and neutering and the prevention of unwanted births. In addition, our start-up expenses were a one time expenditure, and they are far less than those of a permanent facility.

Another animal welfare organization has said that it costs too much money to operate the truck. In fact, whether or not our staff is performing spays and neuters in the mobile unit or in a permanent facility, the expenses for staff, supplies and equipment are about the same.

As a side note, it costs taxpayers about \$100 to send an animal control truck out to pick up a stray, transport the animal back to the shelter, provide food, water and care for the animal for three days, destroy the animal, and send the body to landfill. It costs us about \$30 to spay or neuter an animal through the mobile clinic which prevents more unwanted animals from ever being born.

The veterinary community has met our project with mixed emotions. Many vets were afraid that we would pull up in front of their private clinics and offer “\$10 spays” to offset our operating expenses. There were some fears that clients who patronized private veterinary practices would track down the mobile clinic in order to get a “good deal” on a spay or neuter. There were also concerns that a mobile clinic could not provide adequate facilities to handle surgeries and any medical emergencies that might arise. In response, the majority of our funding has been obtained with the stipulation that we provide direct services in low income neighborhoods. We could never legally operate in posh west

(continued on page 5)

A historical note: To our knowledge this was the first mobile spay/neuter clinic...

A PROGRAM OF THE PET SAVERS FOUNDATION, INC.



NETWORK NEWS

Linking Members Of The Pet Savers Foundation And The SPAY/USA Networks

MOBILE VAN ON A MINI BUDGET

In our last newsletter we featured a luxury spay/neuter van that is currently covering Houston, Texas. To demonstrate the diversity of solutions, we are featuring Dr. Jeff Young of Planned Pethood Plus of Denver, Colorado in this issue. Dr. Young's van, fully equipped, cost under \$15,000.

The reason Dr. Young began using a mobile van was that it was less expensive than renting an office. He paid \$7,500 for a school bus that had been converted to an RV. He removed the bed and replaced it with carriers. The RV already had running water, heater and the capacity to be hooked up to 110 volt electricity with an extension cord. His major costs, doing much of the work himself and buying used equipment where possible were as follows:

Van.....	\$ 7,500
Anesthesia machine.....	1,000
Microscope (used).....	300
Centrifuge.....	200
Table.....	200
Autoclave: (or pressure cooker).....	300
Surgical instruments (8 packs).....	1,000
Light.....	50
Carriers.....	300
<i>plus required drugs, surgical gowns, gloves, etc.</i>	

While prices may vary in different parts of the country, his costs come to just under \$15,000; it could be double that in areas with higher costs of living.

In the West, mobile vets are accepted because there are many practicing large-animal vets. Denver



JEFF YOUNG AND HIS MOBILE VAN

has a whole page of mobile vets listed in the yellow pages of the phone book. It is true that in some states the veterinary associations have tried to limit low-cost and mobile spay/neuter clinics, but as Dr. Young points out, in those states where restraining legislation was enacted, the laws were challenged, and where challenged, they were beaten. Because it is legal to use mobile vets for large animals, it follows that the profession cannot set different standards for smaller animals.

The usual reason given for not allowing mobile vets to do s/n is that they "will not be around for follow-up care." However, they are reachable just as local vets are (by phone) to give a prescription or a referral. As is standard in fixed-site surgery, packs are sterilized, sterile drapes and disposable gloves are used and the field is cleaned and prepped.

Why does Dr. Young like the mobile van? First, it takes away the excuses. Simple procrastination is the reason for the existence of many an unwanted litter. It also removes the legitimate reasons why many people do not get to a clinic - lack of transportation. Second, a mobile van enables the vet to pinpoint a trouble area and go there, door to door if need be, as often as necessary. And last but not least, the mobile van enables Dr. Young to live his world view as a veterinarian. As a part of society he feels it is his responsibility as a professional to speak out about problems that affect animals - irresponsibility of pet owners and the overpopulation of cats and dogs. His mobile van gets him out into the community where he can do public education as well as s/n that is affordable to those he serves. Dr. Young's motto, "Think Globally, Act Locally" is his life in action.

Equipping a Low-Cost Clinic

With much gratitude to Becky, Sandy, and George, the gods of clinical supply.

In the absence of vast or even adequate amounts of money, one way to equip a low cost clinic is by scrounging. The best method of effective scrounging starts with creative begging. To beg properly you must first obtain introductions and develop friendships with purchasing agents for the state health department and hospitals. Scrub nurses are of immense value too. These people must either love animals or you, and understand what wonders you are trying to accomplish. Now you must begin to curry favor followed by groveling and very polite nagging. If you have teenaged children you are already a master of these techniques.

Purchasing department personnel, nurses, and other medical people often have access to, and can direct the disposition of, equipment that is being replaced in hospitals and clinics. As a non-profit organization, or often even as a citizen, you are qualified to be a legitimate recipient of this largess. Portable autoclaves, centrifuges, wonderful microscopes, instrument trays, I.V. stands, occasional operating tables, all sorts of surgical instruments, sponges, bandages, anesthesia machines, left over I.V. fluids, some medications, disinfectants, gloves, surgical drapes, disposable syringes and needles, intubation equipment, from pediatric to adult sizes are available for little or no cost. You may not even have to buy spay hooks if there are friendly supportive vet hospitals or a school in your area. As people in other trades and professions find out what you are doing, you may be offered free, used or new, plumbing equipment, air conditioners, heaters, odds and ends of construction supplies and labor. Accept everything with profuse gratitude. Stuff that you cannot use may be given to other organizations, used for bartering for stuff you want, or disposed of properly and safely.

Remember that hospital regulations require that some materials not be used on more than one human, such as partially used bags of I.V. fluids, but may be still perfectly suitable for use on animals. Many medical people are distressed by what appears to be profligate, but necessary regulatory trashing of useful bits of supplies. They may be pleased and grateful to see it used to help animals. If you have groveled yourself into a position of trust you could be the beneficiary of some really expensive useful stuff!

Joyce B. Hillard, Executive Director, Arkansans For Animals

Do's and Don'ts for Mobile Clinics

Some suggestions provided by Palm Beach County
Animal Care and Control

DO LIST:

- Do apply for grants.
- Do implement a plan to handle after hour surgery problems.
- Do consider special needs for feral cats and aggressive animals.
- Do track how customers became aware of the mobile unit to know how effective your marketing techniques are.
- Do have veterinarians or very experienced veterinarian technicians review specs for mobile unit. Consider having a restroom on the unit if at all possible.
- Do put autoclave on unit so that surgical supplies can be sterilized during transit and operational lulls.
- Do visit and learn from other mobile units already in operation.
- Do carefully consider the security of your staff, money and van contents.

DON'T LIST

- Don't count on easily finding staff (especially a veterinarian and vet tech) for mobile unit. Consider several part time employees if unable to secure full time.
- Don't schedule mobile unit in close proximity to a veterinarian's office.
- Don't wait until release time to collect money. Collect for services at admission.
- Don't use skin sutures; consider using surgical glue to eliminate returns for suture removal.
- Don't minimize importance of exterior graphics. The mobile unit is a rolling advertisement.
- Don't rely solely on volunteers. If they don't show up, the rest of the crew will be scrambling to get through the workday.
- Don't overestimate the knowledge level of your customers. Some may not even understand the terms spay, neuter or sterilization.
- Don't purchase low quality surgical instruments; you won't save money because they won't last.



Concerns we have heard from pet caregivers regarding mobile spay/neuter clinics:

1. Is it a “real clinic”?

Yes, it is a “real clinic” - on wheels! It has a surgery table, light, anesthesia equipment, scale, surgical packs, autoclave for sterilization of instruments, holding cages and other standard equipment.

2. Is it safe? The cost for surgery is low, does this mean they cut corners?

Mobile clinics are organized and run by organizations or individuals who have the same goal as the rest of us - successful, safe surgeries. Are corners cut? Mobile clinics do not keep clients overnight after surgery, but rely on the owner/caregiver to watch their cats/dogs for signs of distress while they recover. This cuts the cost of surgery. Because they focus exclusively on spay/neuter, the vets have learned very efficient - time saving - techniques such as making small incisions to perform the spays. This also cuts costs.

Caregivers can and should visit their regular veterinarian for annual checkups and other medical conditions.

3. Is it a veterinarian who does the surgery?

Absolutely! Only a licensed veterinarian is permitted to perform these surgeries. State boards license the veterinarians. Most mobile units also have trained vet technicians on board as well.

4. Do mobile spay/neuter clinics work?

Many groups across the country are now using mobile spay/neuter clinics as a way of bringing the services to areas of need. Making spay/neuter both affordable and accessible means bringing down the numbers of unwanted litters in shelters and on the streets.



How To Start A Low-Cost Spay/Neuter Referral Program

- Locate a veterinarian who wants to help lower the number of surplus cats and dogs, and who is efficient at neutering – or is willing to learn techniques from a veterinarian who is very good at it.
- Ask this veterinarian if he or she will reduce the fee for the surgery to a low, affordable rate – even if only one or two days a week.
- Have the vet sign an agreement with you to reduce prices for people you refer. The agreement states the special prices he/she will charge for a male cat, a female cat, a male dog and a female dog (these may vary by weight). The vet then signs and dates the agreement. If the vet no longer wants to do this he or she must notify you. Of the 6,500 vets in the SPAY/USA network, only about 10 have done this!
- Set up a phone number and an easy way for you to refer callers to vets. In some areas, volunteers take the calls directly, or have a telephone answering machine to record calls. They then send out a certificate to callers, giving the vet's address and telephone number so the caller can make an appointment.
- Once a certain area is covered, the service can be expanded to other areas and more veterinarians can be signed up. Many of the vets find new clients in this way.

To Start A Low-Cost Spay/Neuter Clinic

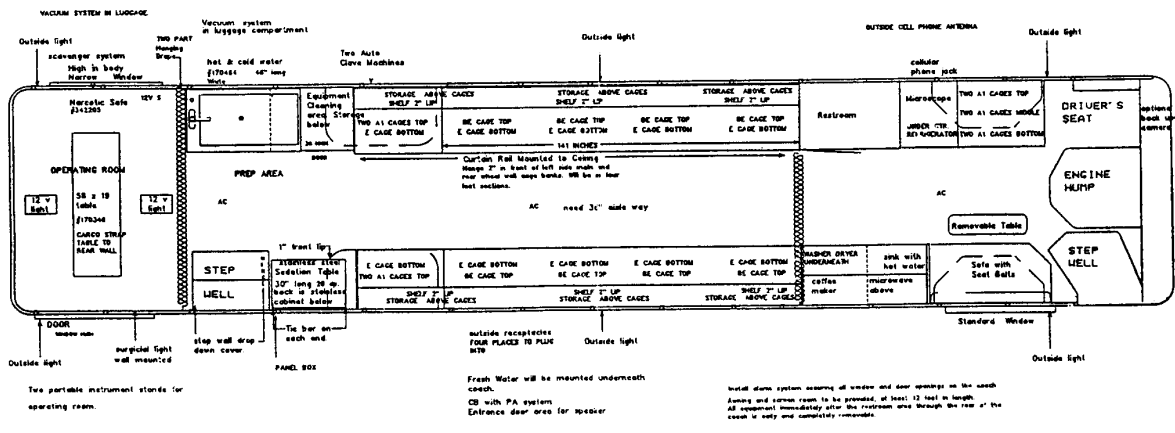
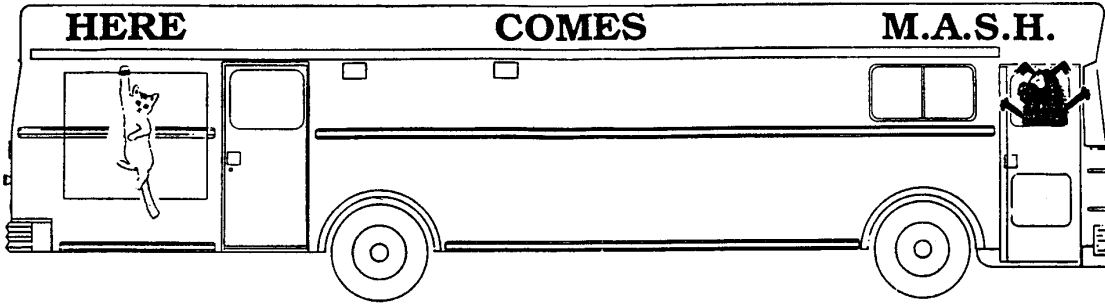
First, determine the need for a clinic, finding out through surveys how many cats/dogs you will plan to spay/neuter per day, how many days per week. Thirty to fifty surgeries per day is average for a clinic that does exclusively spay/neuter. From this information, you can begin to prepare a budget.

You need a convenient location, a well-trained vet, and the following equipment:

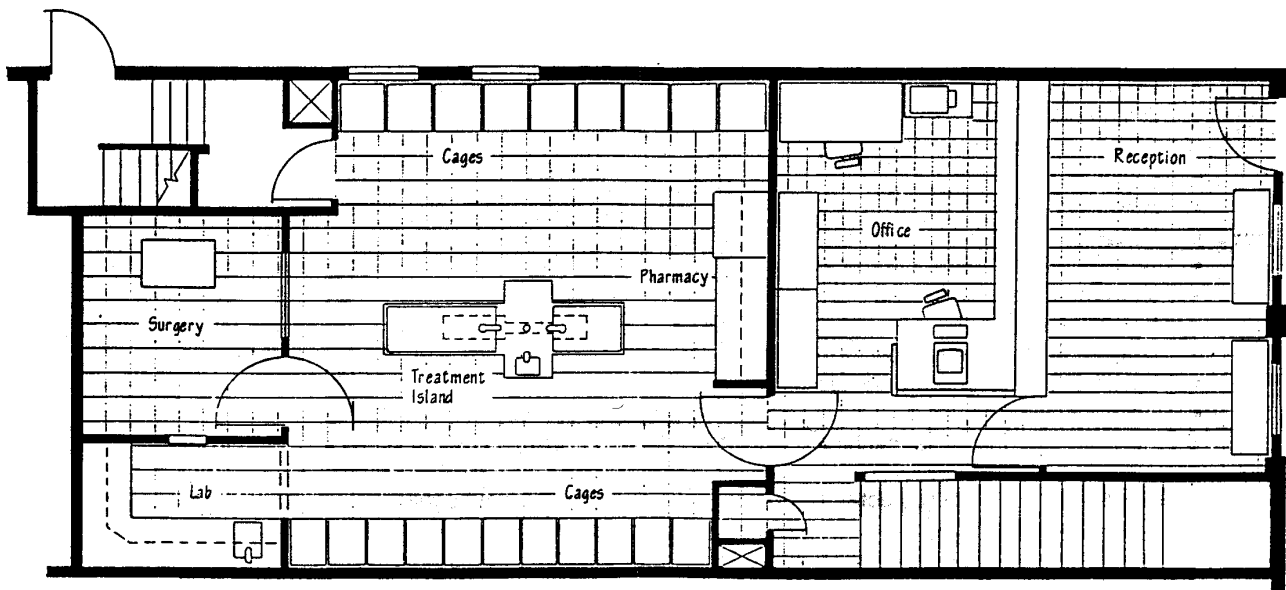
- Surgery table and light
- Cages/ carriers (for cats) and squeeze cage for anesthetizing feral cats
- Water supply
- Miscellaneous drugs including anesthesia*, analgesics, antibiotics, and vaccines
- Refrigerator
- Cleaning equipment
- Clippers
- Autoclave
- Scale
- Spay packs and pack storage area
- Instrument trays and stand
- Suture material
- Drapes, gowns and gloves
- Locking cabinet for drug storage
- Animal emergency kit
- *and/or gas anesthesia machine

Most of these essential items can be obtained at a reduced cost or free from hospitals or veterinarians buying new equipment. We suggest putting a person or group in charge of finding the needed materials. Another person or group can look for a place for the clinic, or check into the feasibility of a van. Bringing these various elements together will vary, for each clinic has its own unique set of circumstances, location, clientele, and founding group. Contact SPAY/USA for more information and details on other clinics already set up.

EXAMPLE OF LARGE MOBILE SPAY/NEUTER CLINIC:



EXAMPLE OF SMALL CLINIC IN BOSTON:



Alliance for Animals Mobile Action Clinic
Ground Level Plan 1/4" = 1' 0"

Everything You Need to Know About Mobile Clinics

An Interview with Sean Hawkins

Why did you decide to set up a mobile spay/neuter clinic in Houston?

I serve on a pet overpopulation task force in Houston that includes members from city and county government (including animal control), dog and cat fanciers, animal protection organizations and animal shelters. Through the task force, we established a free spay/neuter clinic at the city's animal control facility for animals in low-income families. However, after we set up the clinic, clients in the inner-city neighborhoods we were trying to serve, had no means of transporting their animals to us. It was apparent we needed to take the service to the people. We considered buying a cargo van and transporting the animals to the stationary clinic. We quickly realized, however, that we could service our community more effectively if we could bring the clinic to them.

What areas does your mobile serve?

Our clinic services the city of Houston that is about 700 square miles with a human population of about four million.

Whom does it serve?

We provide free services to dogs and cats in income qualified families and recognize eight programs as qualifiers for our clients: Food stamps, AFDC (aid to families with dependent children), Harris County Hospital District Gold Card, Women Infants and Children, AIDS Foundation Houston, Social Security Disability, Major VA Disability, and Section 8 Housing. We originally toyed with the idea of establishing our own criteria, but soon realized it would be too time consuming to screen those applying for our service. The eight programs we recognize all provide some form of identification card for their respective programs. This allows us to identify qualified clients easily.



Hawkins & Friend

What services does the mobile clinic regularly offer?

We offer spay and neuter surgeries, rabies vaccinations, and free city dog and cat licenses. The City of Houston pays for the first year license and the annual renewal fee for sterilized animals is just \$2 after that.

Does your mobile clinic charge any fees?

No, our services are completely free.

How do your clients know when you will be in their area?

We employ a full-time community coordinator that is the equivalent of a citywide humane educator.

Our coordinator, Susan Lamb, has been with the program from the beginning. Her entire job consists of getting out into the community and spreading the word about spaying and neutering. She visits public health clinics, schools, churches, and civic clubs talking about overpopulation (including the human health risks) and the importance of sterilization. Susan is successful in encouraging people to get their animals sterilized by addressing their immediate needs and concerns. Eliminating stray dogs and cats from neighborhoods, preventing dog bites, and preventing the spread of diseases such as rabies are issues on which she focuses.

How long has the clinic been in operation?

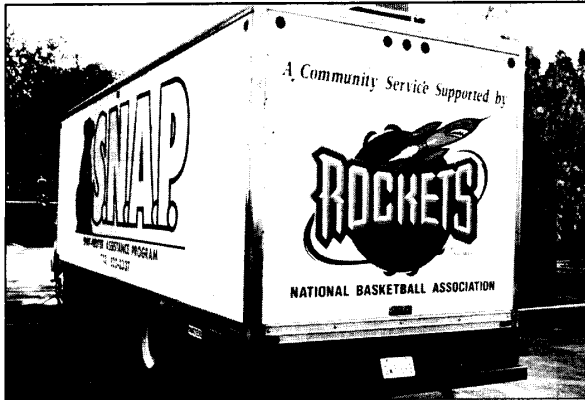
We debuted our clinic mid 1994. Because of limited funds, we operated the clinic on a part time basis. However, once The Fund for Animals adopted us, we went on the road full time. Beginning January 1995 the van has been in operation three to four days a week, averaging about 20 surgeries a day. We sterilized 3,152 dogs and cats through our mobile clinic in 1995.

(Continued on Page 4)

(Everything You Need to Know Continued)

Why are mobile clinics now becoming popular?

I think many of us are looking for new and creative ways to expand spay/neuter services to the community. Dr. Jeff Young, from Colorado, was the first to attempt spays and neuters out of a makeshift mobile clinic. He proved it can be successful. Additionally, the start up costs for mobile clinics is less than a stationary facility. Animal groups have limited financial resources. They see mobile clinics, therefore, as a more attainable goal than building a fixed site facility.



What special projects has the mobile van been involved with?

During our short history the clinic has sterilized dogs and cats in Zuni and Navajo Reservations. During our 15-day journey through pueblos in New Mexico, Arizona, Utah, and Colorado, we sterilized more than 300 dogs and cats and vaccinated more than 2,000. We have traveled to New Orleans upon request from their mayor to show our operation. They were

considering forming their own mobile clinic and after seeing our operation they became convinced of the need. A year later New Orleans has their own mobile clinic. We took our clinic to the South Texas Primate Observatory, home of a renegade troop of 700 snow monkeys, to help sterilize the adult male snow monkeys. This year went to Washington, D.C. for three days during the World Animal Awareness Week. During that time we sterilized 80 dogs and cats in the inner-city neighborhoods. That project was done in cooperation with the Washington Humane Society and the Doris Day Animal League.

How many mobile spay/neuter clinics provide free services?

I am not aware of any besides ours. The Fund for Animals is the only organization that has a mobile clinic that focuses on providing free quality care for those who cannot afford it. Our program has become a national model that we are pleased to see others duplicating. We have had many cities send their representatives to us for training -- New Orleans, Miami, and Los Angeles - to name just a few.

Does the mobile unit offer low-cost services for those who can afford to pay?

No, we do not. However, we realized the need for low-cost services, too, so we opened a low-cost stationary clinic this year that is open to the public with no qualifiers. The sterilization fees at our stationary clinic are \$15 for male cats, \$25 for female cats, \$25 for male dogs, and \$30 for female dogs despite the animal's size or if they are pregnant.

For more information contact:
Sean Hawkins, southwest regional director
The Fund for Animals
P.O. Box 70286
Houston, TX 77270
713-862-3863

(Update on Camden Continued)

to take an animal census. They are finding out who has dogs and cats and which are licensed and sterilized. The volunteers distribute spay/neuter and animal care literature during their community outreach program. They also make a list of those homes that have intact animals and other violations. That information is then forwarded to the city's Code Enforcement Team who does the follow-up. Says Joan Fanelli, city code enforcement official, "Were allowing 30 days for people to comply with the law before we cite them. Nothing is perfect, but

overall we are pleased with the results. On our follow-up we are handing out spay/neuter certificates or giving specific dates for surgery. In addition, we are seeing newly purchased dog houses and more. The important thing is not to let up and we dont intend to. In time, this can be done."

For more information contact:
Marion Churchill
Compassion for Camden
P.O. Box 2645
Cherry Hill, NJ 08003
Phone: 609-751-1571, Fax: 609-424-7757

FACTS ON MOBILES

When mobile clinics are preferable

Mobile spay/neuter clinics are often set up to address specific needs of a community. For example if your goal is to serve outlying areas or inner city neighborhoods, a mobile clinic is helpful. Another advantage of mobile clinics is they are versatile; you can use them for other purposes, such as responding to natural disasters.

Linda Haller, manger of Orange County Animal Services in Florida, chose to set up a mobile clinic because a large portion of her county is rural and low income and many people were simply unable to get their animals to their clinics. Additionally, since the ocean surrounds Florida on three sides, they have their share of hurricanes and tornados and the mobile clinic will be used for disaster assistance.

When stationary clinics are preferable

A stationary clinic may be preferable to a mobile in several instances. 1) If your community can transport their animals to a clinic, a stationary clinic may be more convenient because of ease of management. Mobile clinics carry the ongoing responsibility of coordinating site selections and set up. 2) If your community has a concentrated population base and can travel to your clinic, a stationary clinic can do a higher volume of sterilizations regularly. 3) If you have been fortunate to get a building or land donated for establishing a low cost spay/neuter clinic, a great portion of the start up and operating expense has been eliminated. Receiving donated land or a building provides a big financial incentive to establish a stationary clinic.

Staffing requirements

Staffing requirements for mobile clinics are similar to that of stationary clinics. The staffing requirements are proportional to the number of sterilizations done and other services offered.

Start up costs

Start up costs for a mobile spay/neuter clinic run between \$40,000 and \$100,000. The Fund for Animals' custom mobile unit was top of the line and it cost \$100,000 for vehicle and equipment. A less expensive prefab unit is available from Dodgen for around \$40,000. The drawback of a Dodgen unit is that the facility is miniaturized. A smaller unit cannot handle a large volume of animals. Additionally, the Dodgen unit only has a couple of holding cages so the animals must be housed

elsewhere. The difficulty in selecting a site to sterilize animals is increased if you must also find an appropriate area to set up 20-40 cages for pre and post operative housing. By contrast The Fund for Animals' mobile unit has 22 holding cages on board.

Cost to operate

The cost to operate a mobile unit is similar to a stationary clinic. Your expenses include staff, insurance, medical supplies, office supplies, and electricity/gas. The Fund for Animals' mobile unit, which is on the road three to four days a week, has an operating budget of \$165,000 a year. It employs one veterinarian, one full time and one part time animal health technician, and a full time community coordinator.

Number of animals that can be sterilized a day

The volume of animals that can be handled in a day depends upon the size of the mobile unit and the species and sex of the animals. However, a large mobile clinic can average about the same number of animals as a typical low-cost clinic, which is about 20-30 surgeries a day.

Post surgical emergencies

Clients need to receive verbal and written discharge instructions. Mobile clinics can arrange with local veterinary emergency hospitals to handle post surgical emergencies when they arise. It is advisable that the veterinary staff carry pagers so if a post surgical complication occurs the client can page the veterinarian or technician. The veterinarian can then advise the client whether they should go to an emergency clinic or come to the mobile clinic the following day.

Tips for funding

Suggestions for funding a mobile spay/neuter clinic include:

- Corporations: a sponsoring corporation can have their name prominently on the truck. That provides great visibility for the local sponsoring company.
- Foundations: contact your nearest foundation center to research what local foundations may be interested in funding a clinic.
- Partnerships: explore developing a partnership with the local animal control or humane society.

(Continued on Page 6)

(Facts on Mobiles Continued)

Advertising a clinic's location

Ongoing publicity is critical to operating a successful mobile clinic. Use the standard tools for notifying your community where your clinic will be set up. Continually send public service announcements and press releases with information where the truck will be found. Distribute flyers with the clinic's schedule in the community the truck is next going to serve.

Selecting a spot to service

It is recommended you work closely with the local animal control agency to decide what are the "hot spots" - for example, areas with the highest incidence of stray animals or stray animal bite cases. The mobile clinic needs to go where the need is greatest. If the mobile unit is not completely self contained (i.e., is not equipped with all the necessary holding cages) consider selecting a site that provides an appropriate area to set up pre and post operative holding cages.

Logistics of setting up at a specific site

If the mobile unit is self contained (which it should be), choose a site that has ample flat parking for the unit, is easily accessible to the clients, has sufficient

parking for the client, and is an area that will remain undisturbed for the entire day. Depending upon the mobile unit's holding capacity, having a facility for post surgical recovery may be necessary if space does not permit that in your mobile unit.

Choice of vendors for outfitting a clinic

Work closely with your veterinary staff in choosing which vendors to use or call the Fund for Animals for a list of vendors specializing in veterinary medical supplies.

Non veterinarian clinic manager

The question often arises whether a non veterinarian can effectively supervise a veterinary staff. The answer is yes. Operating a low-cost or free mobile spay/neuter van is like running a small business. Whereas a non veterinarian cannot dictate veterinary practice, he or she can decide animal handling procedures, general operating policies, pricing structure, etc. A manager of a veterinary sterilization clinic needs to work closely with its veterinary staff in developing appropriate policies and procedures. However, supervising a staff that is mobile is more difficult unless the manager is working with the staff on the mobile unit.

Check List: Choosing Between Mobile and Stationary Clinics

	Mobile	Stationary
Vehicle liability and collision insurance	Yes	No
General liability and malpractice insurance	Yes	Yes
Number of spays/neuters per day	20-30	30-70
Start up cost	\$60 - \$100,000	\$80 - \$500,000
Fuel costs for vehicle and generators	Yes	No
Monthly utility bills	No	Yes
Able to provide contract services	Yes	Yes
Other uses of facility/vehicle	Disaster relief	Limited
Targeting specific communities	Yes	One central facility
One time investment	Yes	Monthly rent
Able to provide low cost or free services	Yes	Yes
Staffing needs dependent on volume	Yes	Yes
Corporate, foundation, and private funding	Yes	Yes

NAME OF MOBILE CLINIC: *Pet Care -avan*

SPONSORING GROUP(S): *Van is shared between Nevada Humane Society and Reno Animal Control*

ADDRESS: *200 Kresge Lane
Sparks, NV 89431*

HEADQUARTERS FOR VAN: *same as above*

PHONE: *(775) 331-5770*

STARTUP DATE: *2000*



HOW MANY DAYS PER WEEK ON THE ROAD? *Twice monthly*

HOURS (START AND FINISH TIME): *upon demand*

GEOGRAPHIC AREA COVERED: *Northern Nevada*

HOW MANY ANIMALS S/N PER DAY? *23*

SPECIES COVERED: *Cats & dogs (under 20 lbs.)*

SIZE OF VAN: *26'*

COST OF VAN: *\$110,000*

MANUFACTURER OF VAN: *Chevy*

ANNUAL COST FOR INSURANCE: *Not known - paid by the City of Reno*

COST OF EQUIPMENT: *included in the cost of the van*

VET FOUND THROUGH: *already employed by Humane Society*

STAFF ON BOARD: *1 veterinarian, 2 vet techs, 1 administrator*

SOURCE(S) OF FUNDING FOR STARTUP: *Grants*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Grants*

COST TO CLIENT: *\$15 cat spay, \$10 cat neuter, \$25 dog spay, \$20 dog neuter;
Cat vaccinations: Upper resp. = \$10, Upper resp + rabies = \$15; Dog Vaccina-
tions: 5 in 1 combo = \$10, 5 in 1 combo + rabies = \$15, Rabies alone = \$10*

NAME OF MOBILE CLINIC: *NOMAD, Inc.*

SPONSORING GROUP(S): *Private Ownership - Dr. Laura Miller*

ADDRESS: *P.O. Box 317
Marysville, OH 43040*

HEADQUARTERS FOR VAN: *14100 State Rt. 347,
Marysville, Oh 43040*

PHONE: *(614) 348-7298*

STARTUP DATE: *March 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *5 - 6*

HOURS (START AND FINISH TIME): *8:00a.m. - 6:00p.m.*

GEOGRAPHIC AREA COVERED: *Entire state of Ohio*

HOW MANY ANIMALS S/N PER DAY? *20 - 40*

SPECIES COVERED: *Cats only*

SIZE OF VAN: *29' trailer*

COST OF VAN: *\$126,000*

MANUFACTURER OF VAN: *LaBoit*

ANNUAL COST FOR INSURANCE: *\$1,235*

COST OF EQUIPMENT: *Approx. \$15,000-\$20,000*

VET FOUND THROUGH: *local contacts*

STAFF ON BOARD: *1 veterinarian, 1 part-time assistant*

ADDITIONAL STAFF FOR PROJECT: *local volunteers*

SOURCE(S) OF FUNDING FOR STARTUP: *foundations*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *client fees*

COST TO CLIENT: *\$30 cat neuter, and \$45 cat spay; vaccines at low-cost*

ADDITIONAL COMMENTS: *Will Spay/Neuter at 3 months or 3 lbs*



NAME OF MOBILE CLINIC: *The Feral Cat Coalition Mobile Hospital*

SPONSORING GROUP(S): *The Feral Cat Coalition of Oregon*

ADDRESS: *P.O. Box 82734
Portland, OR 97282*



HEADQUARTERS FOR VAN: *Parked in Portland*

PHONE: *(503) 797-2606*

STARTUP DATE: *March 1998*

HOW MANY DAYS PER WEEK ON THE ROAD? *Clinic held Sundays*

HOURS (START AND FINISH TIME): *Clinics start at 7:30 a.m. and can run as late as 7:30 p.m.*

GEOGRAPHIC AREA COVERED: *Oregon up to Longview, Washington*

HOW MANY ANIMALS S/N PER DAY? *We average 85 cats per clinic.*

SPECIES COVERED: *Feral cats only*

SIZE OF VAN: *28' of hospital space*

COST OF VAN: *\$82,100*

MANUFACTURER OF VAN: *1998 GMC truck converted by RC Display*

ANNUAL COST FOR INSURANCE: *\$4,000*

COST OF EQUIPMENT: *Included in the cost of the van.*

YET FOUND THROUGH: *All veterinarians volunteer their time. They are recruited for each clinic.*

STAFF ON BOARD: *volunteer veterinarians and 2 part time vet techs*

ADDITIONAL STAFF FOR PROJECT: *1 part time development director*

SOURCE(S) OF FUNDING FOR STARTUP: *Bosack & Kruger Charitable Foundation*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Fundraising events, grants, private donations, caretaker donations*

COST TO CLIENT: *FCCO is supported solely through donations. We suggest a \$30 donation per cat from each caretaker.*

ADDITIONAL COMMENTS: *We only see feral or stray cats. We will spay/neuter kittens weighing 2 pounds or more. We care for close to 5,000 feral cats per year.*

NAME OF MOBILE CLINIC: *The Spay Station*

SPONSORING GROUP(S): *The Humane Association of Wilson County/New Leash on Life*

ADDRESS: *The Humane Association of Wilson County
P.O. Box 2130
Lebanon, TN 37088*



HEADQUARTERS FOR VAN: *Same as above*

PHONE: *(615) 444-1196*

STARTUP DATE: *April 1, 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *3 - 5*

HOURS (START AND FINISH TIME): *8:00a.m. - 5:00p.m.*

GEOGRAPHIC AREA COVERED: *9 Middle Tennessee Counties*

HOW MANY ANIMALS S/N PER DAY? *27*

SPECIES COVERED: *dogs & cats*

SIZE OF VAN: *30'*

COST OF VAN: *\$110,000*

MANUFACTURER OF VAN: *Rexall*

ANNUAL COST FOR INSURANCE: *\$4,500*

COST OF EQUIPMENT: *Included in the cost of the van.*

YET FOUND THROUGH: *Local vet office*

STAFF ON BOARD: *1 veterinarian and 2 vet technicians*

ADDITIONAL STAFF FOR PROJECT: *1 volunteer administrator; 1-2 volunteers depending on the volume.*

SOURCE(S) OF FUNDING FOR STARTUP: *The Patricia McGavock Fund for the Humane Treatment of Animals and The Community Foundation of Middle TN*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Fundraising events, grants and private donations*

COST TO CLIENT: *donation basis. To qualify, one must show proof of participation in any of the following programs: food stamps, public housing, Section 8, SSI, SSD, VA disability, Medicaid, Families First or WIC. Service includes: surgery, vaccinations, flea treatment, de-worm and nail trim if needed.*

ADDITIONAL COMMENTS: *Will spay/neuter at 4 months.*

NAME OF MOBILE CLINIC: *S.N.A.P.*

SPONSORING GROUP(S): *City and County contract, foundation grants and private donations*

ADDRESS: *P.O. Box 70286
Houston, TX 77270*

HEADQUARTERS FOR VAN: *B.A.R.K. Bureau for Animal Regulation and Control*

PHONE: *(713) 862-3863*

STARTUP DATE: *June 1994*



HOW MANY DAYS PER WEEK ON THE ROAD? *4.5*

HOURS (START AND FINISH TIME): *7:45a.m. 6:30p.m.*

GEOGRAPHIC AREA COVERED: *Liberty County*

HOW MANY ANIMALS S/N PER DAY? *24*

SPECIES COVERED: *dogs & cats*

SIZE OF VAN: *30' with 24 holding cages*

COST OF VAN: *\$125,000*

MANUFACTURER OF VAN: *Isuzu, modified by General Truck 1-800-395-8585*

ANNUAL COST FOR INSURANCE: *\$2,500*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *\$40,000*

VET FOUND THROUGH: *Local vets*

STAFF ON BOARD: *1 veterinarian and 2 vet techs*

ADDITIONAL STAFF FOR PROGRAM: *Development director, office staff of 7*

SOURCE(S) OF FUNDING FOR STARTUP: *Grants and donations*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Private sector (special events, fund-raising, development office that pursues grants)*

COST TO CLIENT: *Free WHICH INCLUDES: s/n, rabies shot, license, and pain medicine; Additional Services: \$17.50 Distemper, \$10 De-worming*

ADDITIONAL COMMENTS: *Start-up packet available free of charge (includes budget, list of equipment, etc.) Contact: Susan Lamb (713) 661-3565*

NAME OF MOBILE CLINIC: *Emancípet*

SPONSORING GROUP(S): *MGM Holding*

ADDRESS: *2729 Exposition Blvd. #124
Austin, TX 78703*

HEADQUARTERS FOR VAN: *same as above*

PHONE: *(512) 587-7729*

STARTUP DATE: *February 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *5 - 6 days*

HOURS (START AND FINISH TIME): *7:00a.m. - 7:00p.m.*

GEOGRAPHIC AREA COVERED: *Central Texas*

HOW MANY ANIMALS S/N PER DAY? *25-40 per day*

SPECIES COVERED: *Dogs & cats*

SIZE OF VAN: *36'*

COST OF VAN: *\$125,000*

MANUFACTURER OF VAN: *LaBoit*

ANNUAL COST FOR INSURANCE: *\$3,000*

COST OF EQUIPMENT: *included in the cost of the van*

VET FOUND THROUGH: *Founder of the business and 1 additional veterinarian*

STAFF ON BOARD: *1 Veterinarian, 1 vet tech, recovery tech, gofer tech*

ADDITIONAL STAFF FOR PROJECT: *1 veterinarian and 1 vet tech*

SOURCE(S) OF FUNDING FOR STARTUP: *MGM Holding, DJ & T Foundation and fund-raisers*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *self supporting*

COST TO CLIENT: *\$29 male cat, \$39 female cat, \$49 male dog, \$59 female dog; vaccines and other services priced separately: \$9 Rabies, \$11 Distemper, \$10 FIV/Leuk., \$15 Heartworm*



NAME OF MOBILE CLINIC: *The Big Fix Tour*

SPONSORING GROUP(S): *Best Friends Animal Sanctuary, Maddies Fund and No More Homeless Pets*

ADDRESS: *No More Homeless Pets in Utah
324 South 400 West, Suite C
Salt Lake City, UT 84101*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(801) 364-0370*

STARTUP DATE: *August 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *3 - 5*

HOURS (START AND FINISH TIME): *8:00a.m. - 6:00p.m.*

GEOGRAPHIC AREA COVERED: *All of Utah*

HOW MANY ANIMALS S/N PER DAY? *40 - 50*

SPECIES COVERED: *Dogs & cats including ferals*

SIZE OF VAN: *32'*

COST OF VAN: *\$154,000*

MANUFACTURER OF VAN: *General Truck and Body, Houston, TX*

ANNUAL COST FOR INSURANCE: *\$4,444*

COST OF EQUIPMENT: *included in the price of the van*

VET FOUND THROUGH: *Already on staff at Best Friend Animal Sanctuary*

STAFF ON BOARD: *2 veterinarians, 3 vet techs, 1 field manager*

ADDITIONAL STAFF FOR PROJECT: *1 program manager*

SOURCE(S) OF FUNDING FOR STARTUP: *Best Friends Animal Sanctuary and Maddies Fund*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *self supporting*

Cost to client: *\$25 cat neuter, \$35 cat spay, \$50 dog neuter, \$60 dog spay; all prices include take home pain medicine. All vaccinations \$12 each*

ADDITIONAL COMMENTS: *Dog over 40 lbs. or pregnant an additional \$10. Cryptorchids \$60. Mom and litter less than 5 months old \$100.*

NAME OF MOBILE CLINIC: *The Spay Station*

SPONSORING GROUP(S): *Pasado's Safe Haven*

ADDRESS: *P.O. Box 171,
Sultan, Washington 98294*

HEADQUARTERS FOR VAN: *Sultan, Washington*

PHONE: *(360) 793-9393*

EMAIL: mail@pasadosafehaven.org

STARTUP DATE: *February 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *Skagit County 2 days and Pierce County 1 day*

HOURS (START AND FINISH TIME): *7:30a.m. - 7:30p.m.*

GEOGRAPHIC AREA COVERED: *Pierce, Skagit, and Whatcom Counties*

HOW MANY ANIMALS S/N PER DAY? *20 - 30*

SPECIES COVERED: *Dogs & Cats*

SIZE OF VAN: *26'*

COST OF VAN: *\$165,000*

MANUFACTURER OF VAN: *General Truck - Houston*

ANNUAL COST FOR INSURANCE: *\$2,000*

COST OF EQUIPMENT: *Included in the cost of the van*

VET FOUND THROUGH: *Advertising and word-of-mouth*

STAFF ON BOARD: *1 veterinarian, 1 vet tech, 1 assistant*

ADDITIONAL STAFF FOR PROJECT: *Clinic coordinator*

SOURCE(S) OF FUNDING FOR STARTUP: *Private donations and grants*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *same as above*

COST TO CLIENT: *Free to low-income; \$25 cat neuter, \$35 cat spay, \$45 dog neuter, and \$55 dog spay.*

ADDITIONAL COMMENTS: *Pet sterilization only. Vaccinations, ear mite, flea treatment and other wellness services.*



NAME OF MOBILE CLINIC: *T.R.A.C.S.*

SPONSORING GROUP(S): *Help For Animals d.b.a. T.R.A.C.S.*

ADDRESS: *One Humane Way
P.O. Box 250
Barboursville, WV 25504*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(304) 736-8555*

STARTUP DATE: *December 1, 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *2*

HOURS (START AND FINISH TIME): *8:30a.m. - 5:00p.m.*

GEOGRAPHIC AREA COVERED: *Kanowha, Putnam, Cabell and Wayne counties; and a portion of Ohio*

HOW MANY ANIMALS S/N PER DAY? *24*

SPECIES COVERED: *Dogs (under 30 lbs.) & Cats*

SIZE OF VAN: *24'*

COST OF VAN: *\$115,000*

MANUFACTURER OF VAN: *LaBoit*

ANNUAL COST FOR INSURANCE: *\$2,900*

COST OF EQUIPMENT: *Most included in the cost of the van*

YET FOUND THROUGH: *American Veterinary Medical Association Journal*

STAFF ON BOARD: *1 veterinarian, 2 vet techs*

ADDITIONAL STAFF FOR PROJECT: *4-10 administration staff - varies*

SOURCE(S) OF FUNDING FOR STARTUP: *Private donations and proceeds from fixed site clinic*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Self supporting and grants*

COST TO CLIENT: *\$22 male cat, \$37 female cat, \$42 male dog under 40 lbs., \$52 male dog 40 lbs. and over, \$62 over 100 lbs., \$47 female dog under 40 lbs., \$52 female dog 40 lbs. and over, \$62 female dog 100 lbs., \$13 distemper, \$13 FIV/Leuk.*

NAME OF MOBILE CLINIC: *S.N.I.P.*

SPONSORING GROUP(S): *People for the Ethical Treatment of Animals (PETA)*

ADDRESS: *PETA/SNIP
501 Front Street
Norfolk, VA 23510*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(757) 622-7382 ext. 3*

STARTUP DATE: *March 2001*

HOW MANY DAYS PER WEEK ON THE ROAD? *Average of 7 days*

HOURS (START AND FINISH TIME): *7:00 a.m. - 5:00 p.m.*

GEOGRAPHIC AREA COVERED: *All Hampton Roads Cities of Virginia and 3 to 4 cities beyond*

HOW MANY ANIMALS S/N PER DAY? *25 - 30*

SPECIES COVERED: *dogs, cats (including ferals), and rabbits*

SIZE OF VAN: *22 cages*

COST OF VAN: *\$150,000*

MANUFACTURER OF VAN: *General truck*

ANNUAL COST FOR INSURANCE: *Contents and body \$3,711*

COST OF EQUIPMENT: *Included in cost of van*

VET FOUND THROUGH: *Word of mouth*

STAFF ON BOARD: *1 veterinarian, 1 licensed vet tech., and 3 vet assistants*

ADDITIONAL STAFF FOR PROJECT: *1 program director and 1 program manager*

SOURCE(S) OF FUNDING FOR STARTUP: *PETA*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *PETA and revenue generate from clinic*

COST TO CLIENT: *\$40 cat spay/neuter, \$70 dog spay/neuter, \$25 feral cat package covers (spay/neuter, rabies, FIV/Leuk.), No charge for Pit Bulls*

NAME OF MOBILE CLINIC: *CatSnip*

SPONSORING GROUP(S): *Atlanta Animal Alliance*

ADDRESS: *3990 Flowers Rd # 520
Atlanta, GA 30360*

HEADQUARTERS FOR VAN:

PHONE: *(770) 455-7077*

FAX: *(770) 455-7522*

WEBSITE: www.projectcatsnip.com



STARTUP DATE: *November 24, 2002*

HOW MANY DAYS PER WEEK ON THE ROAD? *4*

HOURS (START AND FINISH TIME): *6:30a.m. - 5:00p.m.*

GEOGRAPHIC AREA COVERED: *60 miles form home base or 1 hour drive max*

HOW MANY ANIMALS S/N PER DAY? *35*

SPECIES COVERED: *cats only*

SIZE OF VAN: *30*

COST OF VAN: *\$130,000*

MANUFACTURER OF VAN: *Ford - Esso Platform modified to use*

ANNUAL COST FOR INSURANCE: *\$6,000*

COST OF EQUIPMENT: *included in the cost of the van
surgical equipment - \$10,000*

VET FOUND THROUGH: *Co-founder of organization*

STAFF ON BOARD: *1 veterinarian, 2 vet techs cross-trained*

ADDITIONAL STAFF FOR PROJECT: *1 office manager/bookkeeper*

SOURCE(S) OF FUNDING FOR STARTUP: *Private funding by founders*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *client fees 90%, 10%
fundraising*

COST TO CLIENT: *\$40 cat neuter, \$60 cat spay includes FREE pain relief, exam
and toe nail clipping*

ADDITIONAL COMMENTS: *Annual Revenue: \$450,000, Annual Expenses:
\$410,000, Number performed annually: 6,500*

NAME OF MOBILE CLINIC: *Pawprints On The Heartland*

SPONSORING GROUP(S): *Private donations and grants*

ADDRESS: *Humane Society Shelter
P.O. Box 644
Pittsburgh, KS 66762*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(620) 231-2233*

HOW MANY DAYS PER WEEK ON THE ROAD? *Tuesdays & Thursdays*

HOURS (START AND FINISH TIME): *6:30a.m. - 3:00p.m.*

GEOGRAPHIC AREA COVERED: *5 counties in Southeast Kansas, and 2 counties in Southwest Missouri*

HOW MANY ANIMALS S/N PER DAY? *20 - 30*

SPECIES COVERED: *dogs (under 50 lbs.) & cats both domestic and feral*

SIZE OF VAN: *23'*

COST OF VAN: *\$22,500 (used 1987)*

MANUFACTURER OF VAN: *Dodgen Mobile Technologies*

ANNUAL COST FOR INSURANCE: *\$1,000*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *\$10,000*

YET FOUND THROUGH: *Roster of relief vets in Southeast Kansas*

STAFF ON BOARD: *1 veterinarian, 2 vet techs*

ADDITIONAL STAFF FOR PROJECT: *1 administrative assistant*

SOURCE(S) OF FUNDING FOR STARTUP: *Grants and donations from the community*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Grants and private donations*

COST TO CLIENT: *\$35.00. Vouchers available at no charge for low-income, seniors or disabled pet owners.*

ADDITIONAL COMMENTS: *Our goal is to serve parts of Missouri surrounding the Joplin area. In the process of trying to get another mobile van.*

NAME OF MOBILE CLINIC: *Stop Pet Overpopulation Today (S.P.O.T.)*

SPONSORING GROUP(S): *Western Montana Spay Neuter Task Force*

ADDRESS: *P.O. Box 701
Victor, MT 59870*

HEADQUARTERS FOR VAN:

PHONE: *(406) 777-2644*

STARTUP DATE: *November 1996*



HOW MANY DAYS PER WEEK ON THE ROAD? *Depending on demand*

HOURS (START AND FINISH TIME): *Flexible, 9:00a.m. - until last surgery*

GEOGRAPHIC AREA COVERED: *Entire state*

HOW MANY ANIMALS S/N PER DAY? *100s*

SPECIES COVERED: *dogs & cats*

SIZE OF VAN: *12' carries all equipment for a six table clinic in an existing building*

COST OF VAN: *\$5,500*

MANUFACTURER OF VAN: *Chevrolet, 1.5 ton van*

ANNUAL COST FOR INSURANCE: *\$1,200*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *\$5,000, adding as clinic expands*

VET FOUND THROUGH: *Personal contacts and word-of-mouth*

STAFF ON BOARD: *veterinarian and volunteers - varies by size of event*

ADDITIONAL STAFF FOR PROJECT: *Volunteers*

SOURCE(S) OF FUNDING FOR STARTUP: *State and national foundations, fundraising*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Special events: Pety w/Santa, dog days, food booths at fairs, raffles and behavior classes*

ADDITIONAL COMMENTS: *Our goal is to empower communities to use their own resources to create future events, with our help if needed*

NAME OF MOBILE CLINIC: *Mobile Spay/Neuter Clinic*

SPONSORING GROUP(S): *ASPCA - The American Society for the Prevention of Cruelty to Animals*

ADDRESS: *424 East 92nd Street
New York, NY 10128*

HEADQUARTERS FOR VAN: *New York City*

PHONE: *(212) 876-7700 X4303*

STARTUP DATE: *August 2001*



HOW MANY DAYS PER WEEK ON THE ROAD? *7*

HOURS (START AND FINISH TIME): *7:00a.m. . 4:00p.m.*

GEOGRAPHIC AREA COVERED: *5 Boroughs of New York City*

HOW MANY ANIMALS S/N PER DAY? *25*

SPECIES COVERED: *Dogs & cats*

SIZE OF VANS: *37', 26'*

COST OF VAN: *\$150,000*

MANUFACTURER OF VAN: *Isuzu and Ford*

ANNUAL COST FOR INSURANCE: *Info not available*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *Info not available*

VET FOUND THROUGH: *Local veterinary hospitals - Per diem vets*

STAFF ON BOARD: *1 full-time vet, 2 vet techs, 1 field operations coordinator*

ADDITIONAL STAFF FOR PROJECT: *1 Director, 1 Program Coordinator, 1 Field Operations Coordinator*

SOURCE(S) OF FUNDING FOR STARTUP: *A.S.P.C.A.*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Donations & fees*

COST TO CLIENT: *Donation basis - \$25 suggested, \$10 additional for rabies vaccination, or free with proof of public assistance.*

ADDITIONAL COMMENTS: *The program is intended for financially needy pet owners with proof of public assistance. We also provide our services to animal rescue groups and shelters for free.*

NAME OF MOBILE CLINIC: *Neuter Scooter*

SPONSORING GROUP(S): *S.P.C.A. of Cattaraugus County*

ADDRESS: *2944 Hinsdale Highway
Olean, NY 14760*

HEADQUARTERS FOR VAN: *Same as above*

PHONE: *(716) 372-8492*

STARTUP DATE: *February 1, 1999*

HOW MANY DAYS PER WEEK ON THE ROAD? *3*

HOURS (START AND FINISH TIME): *9:00a.m. - 5:00p.m.*

GEOGRAPHIC AREA COVERED: *New York and parts of Pennsylvania*

HOW MANY ANIMALS S/N PER DAY? *20-30*

SPECIES COVERED: *Dogs & Cats*

SIZE OF VAN: *27' unit, pulled by a 12' Dodge van*

COST OF VAN: *\$37,500*

MANUFACTURER OF VAN: *Fleetwood RV, pulled by Dodge Primetime Van*

ANNUAL COST FOR INSURANCE: *\$670.00*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *\$7,000*

VET FOUND THROUGH: *American Veterinary Medical Association Ad*

STAFF ON BOARD: *1 vet, 1 vet assistant and 1 medical assistant*

ADDITIONAL STAFF FOR PROJECT: *Shelter personnel to advertise and schedule appointments.*

SOURCE(S) OF FUNDING FOR STARTUP: *DJ & T Foundation*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Donations*

COST TO CLIENT: *\$60.00 cats, \$100 dogs, \$15 microchip (which includes: Surgery, rabies, distemper and upper respiratory vaccinations)*



NAME OF MOBILE CLINIC: *Spay-Neuter Assistance Program of North Carolina*

SPONSORING GROUP(S): *SNAP-NC*

ADDRESS: *P.O. Box 278
New Hill, NC 27562*

HEADQUARTERS FOR VAN: *same as above*

PHONE: *(919) 783-7627*



STARTUP DATE: *April 1999*

HOW MANY DAYS PER WEEK ON THE ROAD? *4*

HOURS (START AND FINISH TIME): *7:00a.m. - 7:00p.m.*

GEOGRAPHIC AREA COVERED: *100 mile radius around Raleigh*

HOW MANY ANIMALS S/N PER DAY? *58 - 60*

SPECIES COVERED: *Dogs and Cats*

SIZE OF VAN: *2 - 38' mobile units*

COST OF VAN: *\$95,000*

MANUFACTURER OF VAN: *LaBoit*

ANNUAL COST FOR INSURANCE: *\$3,000*

COST OF EQUIPMENT: *included in the cost of the van*

VET FOUND THROUGH: *Vet started the program*

STAFF ON BOARD: *3 veterinarians, 5 vet techs*

ADDITIONAL STAFF FOR PROJECT: *1 phone coordinator*

SOURCE(S) OF FUNDING FOR STARTUP: *private benefactor*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *fees for service and grants*

COST TO CLIENT: *\$70 for cats, \$100 for dogs under 60 lbs, \$125 for dogs 60 lbs and over, \$50 feral cats*

ADDITIONAL COMMENTS: *82% of our clients have never seen a veterinarian!
We are reaching a new population.*

NAME OF MOBILE CLINIC: *STEP (Spay/Neuter Team for Every Pet)*

SPONSORING GROUP(S): *Humane Alliance and PETsMART Charities*

ADDRESS: *25 Heritage Drive
Asheville, NC 28806*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(828) 252-2079*

STARTUP DATE: *October 1, 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *5*

HOURS (START AND FINISH TIME): *6:00a.m. - 6:00p.m.*

GEOGRAPHIC AREA COVERED: *Western North Carolina and Northern South Carolina (up to Greenville, SC)*

HOW MANY ANIMALS S/N PER DAY? *130*

SPECIES COVERED: *Cats & dogs*

SIZE OF VAN: *14' box truck and cargo van*

COST OF VAN: *\$120,000*

MANUFACTURER OF VAN: *Dodgen Mobile Technologies 1-800-247-1835*

ANNUAL COST FOR INSURANCE: *\$1,700*

COST OF EQUIPMENT: *included in the cost of the van*

VET FOUND THROUGH: *already employed by Humane Alliance Spay/Neuter Clinic*

STAFF ON BOARD: *5 veterinarians, 6 vet techs, 3 full time clerical staff*

ADDITIONAL STAFF FOR PROJECT: *1 part-time clerical staff*

SOURCE(S) OF FUNDING FOR STARTUP: *PETsMART Charities*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Humane Alliance spay/neuter fixed-site clinic*

COST TO CLIENT: *\$50 cat spay, \$35 cat neuter, All dogs are \$55, \$8 vaccines, \$6 group vacc.*

ADDITIONAL COMMENTS: *90% of their clients have never taken their animals to a veterinarian. The van services 19 non-profit animal organizations and covers 9 counties. Since the van was started they have spayed/neutered 750 animals.*

NAME OF MOBILE CLINIC: M.A.S.H. - (*Mobile Animal Surgical Hospital*)

SPONSORING GROUP(S): *Arkansans For Animals*

ADDRESS: 6674 Grant 9
Sheridan, AR 72150
www.arkansansforanimals.net



HEADQUARTERS FOR VAN: *same as above*

PHONE: (800) 956-7289

STARTUP DATE: *June 29, 1999*

HOW MANY DAYS PER WEEK ON THE ROAD? 4 - 6

HOURS (START AND FINISH TIME): 8:00a.m. - 6:00p.m.

GEOGRAPHIC AREA COVERED: *Arkansas*

HOW MANY ANIMALS S/N PER DAY? 39 - 50

SPECIES COVERED: *Dogs, cats, rabbits others according to vet's preference*

SIZE OF VAN: 32'

COST OF VAN: \$14,000

ANNUAL COST FOR INSURANCE: \$3,100

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): \$17,500

VET FOUND THROUGH: *use 10 vets on rotating basis and geographical location*

STAFF ON BOARD: *1 veterinarian, 1 vet tech, 2 volunteers with clinical experience*

ADDITIONAL STAFF FOR PROJECT: *4 for animal recovery*

SOURCE(S) OF FUNDING FOR STARTUP: *Grants from several foundations*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *grants and donations*

COST TO CLIENT: \$30 for all cats, \$40 for dogs up to 50 lbs., \$50 for dogs 50 - 85 lbs., \$60 for dogs over 85 lbs.

ADDITIONAL COMMENTS: *We also offer low-cost vaccinations, heartworm and FeLV-FIV tests. Because of the prevalence of tick borne diseases, we will soon offer blood testing in dogs. This hospital is also used as a field hospital during disasters - floods, tornadoes, chemical burns, etc.*

NAME OF MOBILE CLINIC: *Mobile Spay/Neuter Animal Wellness Center*

SPONSORING GROUP(S): *SNAP in Houston, TX, Pegasus Foundation, International Fund for Animal Welfare (IFAW), and Arizona Humane Society Auxiliary (AHSa)*

ADDRESS: *Arizona Humane Society
1521 West Dobbins Road
Phoenix, AZ 85041*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(602) 997-7586 Ext. 3002*

STARTUP DATE: *June 1999*

HOW MANY DAYS PER WEEK ON THE ROAD? *3*

HOURS (START AND FINISH TIME): *7:00a.m. - 5:00p.m.*

GEOGRAPHIC AREA COVERED: *Maricopa County only*

HOW MANY ANIMALS S/N PER DAY? *25 - 30*

SPECIES COVERED: *Dogs & Cats*

SIZE OF VAN: *66'*

COST OF VAN: *\$250,000*

MANUFACTURER OF VAN: *Renegade*

ANNUAL COST FOR INSURANCE: *\$6,540*

COST OF EQUIPMENT: *Included in the cost of the van*

VET FOUND THROUGH: *Networking and local contacts*

STAFF ON BOARD: *1 veterinarian, 2 vet techs, 1 driver*

ADDITIONAL STAFF FOR PROJECT: *1 additional vet tech as needed*

SOURCE(S) OF FUNDING FOR STARTUP: *SNAP in Houston, TX, Pegasus Foundation, International Fund for Animal Welfare (IFAW), and Arizona Humane Society Auxiliary (AHSa)*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *same as above*

COST TO CLIENT: *\$38 cat neuter, \$57 cat spay, \$60 - \$91 dog neuter, \$72 - \$102 dog spay, additional charge of \$37 for cat and \$62 for dogs in heat or pregnant, \$18 vaccinations*

NAME OF MOBILE CLINIC: *The T.E.A.M. Mobile Feline Unit - (Has Two Vans)*

SPONSORING GROUP(S): *Tait's Every Animal Matters (T.E.A.M.)*

ADDRESS: *P.O.Box 591
Westbrook, CT 06498*

HEADQUARTERS FOR VAN: *Westbrook, CT*

PHONE: *(860) 399-5569; toll-free 1-(888) FOR-TEAM*

STARTUP DATE: *3/1/97*

HOW MANY DAYS PER WEEK ON THE ROAD? *5 - 6*

HOURS (START AND FINISH TIME): *9:00a.m. - 10:00a.m. and 3:00p.m. - 4:00p.m.*

GEOGRAPHIC AREA COVERED: *Entire state of Connecticut*

HOW MANY ANIMALS S/N PER DAY? *40 - 42*

SPECIES COVERED: *Cats only, both domestic and feral*

SIZE OF VAN: *Van (1) - 22' Van and (2) - 28'*

COST OF VAN: *Van (1) = \$63,000*

MANUFACTURER OF VAN: *Van (1) Dodgen Mobile Technologies 1(800)247-1835
Van (2) Isuzu Custom Renovated Mobile Home
- renovated by T.E.A.M.*

ANNUAL COST FOR INSURANCE: *Approximately \$5,000 (combined both vans)*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *Additional cages, gas anesthesia machine, and generator. Approximately \$7,000 per van*

VET FOUND THROUGH: *Paid advertising A.V.M.A. Journal 1-800-248-AVMA*

STAFF ON BOARD: *4 veterinarians and 4 vet technicians*

ADDITIONAL STAFF FOR PROGRAM: *Part-time executive director, full-time program coordinator*

SOURCE(S) OF FUNDING FOR STARTUP: *Bequest and grants*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Fee for service, grants & donations*

COST TO CLIENT: \$77 WHICH INCLUDES: *Exam, spay or neuter; rabies, distemper and upper/lower respiratory vaccines, ear-notch if desired, nails clipped, teeth and gums checked, worming, flea treatment in some cases, as needed*

ADDITIONAL COMMENTS: *Surgery done on board, toll-free number for appointments, full-time coordinator to schedule and answer queries, 42 cages, 18,000 s/n in 2 years *Tait's Every Animal Matters is a nonprofit charity based in Westbrook, CT*



This program charges \$1,000 for a visit/consultation. Readers may wish to contact other program managers who share their information at no cost.

NAME OF MOBILE CLINIC: *Arní Spay/Neuter On Wheels*

SPONSORING GROUP(S): *Arní Foundation*

ADDRESS: *126 West International Speedway
Daytona Beach, FL 32114*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(386) 267-0277*

STARTUP DATE: *July 5th, 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *2*

HOURS (START AND FINISH TIME): *7:00a.m. - 4:00p.m.*

GEOGRAPHIC AREA COVERED: *4 counties*

HOW MANY ANIMALS S/N PER DAY? *40*

SPECIES COVERED: *Dogs & cats*

SIZE OF VAN: *40*

COST OF VAN: *\$200,000*

MANUFACTURER OF VAN: *Matthew Specialty Vehicles*

ANNUAL COST FOR INSURANCE: *\$5,000*

COST OF EQUIPMENT: *included in the cost of the van*

VET FOUND THROUGH: *local vet office*

STAFF ON BOARD: *1 veterinarian and 2 vet techs*

ADDITIONAL STAFF FOR PROJECT: *4 work at the shelter; 2 scheduled at one time*

SOURCE(S) OF FUNDING FOR STARTUP: *Arní Founder - individual*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Donations and low-cost vaccine clinics*

COST TO CLIENT: *\$20 cat neuter, \$25 cat spay, \$20 dog neuter, \$25 dog spay; \$5 each for shots; dogs over 25lbs. price increases with weight*

ADDITIONAL COMMENTS: *On average 200 calls per day - booked four months in advance. They offer once-a-month male cat neuter blitzes (100 per clinic). The veterinarian volunteers!!!*

NAME OF MOBILE CLINIC: M.A.S.H.

SPONSORING GROUP(S): *Humane Society of Broward County*

ADDRESS: *2070 Griffen Road
Fort Lauderdale, FL 33312*



HEADQUARTERS FOR VAN: *same as above*

PHONE: *(954) 266-6826*

STARTUP DATE: *June 16, 1998*

HOW MANY DAYS PER WEEK ON THE ROAD? *5*

HOURS (START AND FINISH TIME): *8:00a.m. - 3:00p.m.*

GEOGRAPHIC AREA COVERED: *Broward County*

HOW MANY ANIMALS S/N PER DAY? *20 cats & 3 dogs per day*

SPECIES COVERED: *Dogs (under 15 lbs.) & cats including ferals*

SIZE OF VAN: *26'*

COST OF VAN: *\$86,000; donated by Mobile Animal Services & Help (M.A.S.H.)*

MANUFACTURER OF VAN: *Dodgen Mobile Technologies 1-800-247-1835*

ANNUAL COST FOR INSURANCE: *\$7,000*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *\$10,000*

VET FOUND THROUGH: *Several paid local vets - contracted by Humane Society on per diem basis*

STAFF ON BOARD: *1 veterinarian and 1 vet tech*

ADDITIONAL STAFF FOR PROJECT: *Full-time surgical coordinator*

SOURCE(S) OF FUNDING FOR STARTUP: *Grants and donations*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Grants, donations and fees donated by the Humane Society*

COST TO CLIENT: *\$25 cat neuter, \$40 cat spay, \$50 dog neuter, \$60 dog spay;*

VACCINES: *\$6 Rabies, \$5 Distemper, \$10 FIV/LEUK Combo*

ADDITIONAL COMMENTS: *Call 954-463-7729 to set up an appointment*

NAME OF MOBILE CLINIC: *Marion County Neuter Commuter*

SPONSORING GROUP(S): *Marion County Board of County Commissioners*

ADDRESS: *Animal Center*
5701 S.E. 66th Street
Ocala, FL 34480-9503



WEBSITE: www.marioncountyfl.org

HEADQUARTERS FOR VAN: *same as above*

PHONE: *(352) 307-1351 for appointments;*

Animal Center (352) 245-6019 or 245-0908

STARTUP DATE: *January 4, 2000*

HOW MANY DAYS PER WEEK ON THE ROAD? *6*

HOURS (START AND FINISH TIME): *10:00a.m. - 5:30p.m.; Sat. 10:00a.m. - 5:00p.m.*

Rabies Vaccination Clinics 2:00p.m. - 3:00p.m. - free with purchase of your pets county license tag

GEOGRAPHIC AREA COVERED: *All of Marion County*

HOW MANY ANIMALS S/N PER DAY? *20*

SPECIES COVERED: *dogs & cats*

SIZE OF VAN: *40"*

COST OF VAN: *\$158,000 includes caging, scavenger machine, autoclave, surgery tables, lighting, locking safe, 4 air conditioning units, backup camera, stereo system, washer/dryer combo, microwave, bathroom etc..*

MANUFACTURER OF VAN: *2000 Blue Bird Shell was purchased and the conversion was done by L&S Custom Coaches in Hudson, Florida*

ANNUAL COST FOR INSURANCE: *Paid as part of insurance package for all county vehicles*

COST OF EQUIPMENT: *\$15,000 for anesthesia machine, spay packs, misc equipment*

VET FOUND THROUGH: *RFQ Bids advertised through faxing, mailing, internet and word of mouth. Our center surgery is also used as a teaching site and we have had vets volunteer service.*

STAFF ON BOARD: *2 staff veterinarians, 1 vet tech, and 1 driver/tech/clerical position*

ADDITIONAL STAFF FOR PROJECT: *1 secretary, 2 volunteer grant writers and 2 part-time veterinarians*

SOURCE(S) OF FUNDING FOR STARTUP: *Board of County Commissioners*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Grants, donations and fundraising*

COST TO CLIENT: *Ranging from \$5 or \$25 a \$5 fee is for low-income person(s) proof required and a \$25 fee for all others. Service Includes: surgery, rabies vaccination, County license and microchip implant.*

ADDITIONAL COMMENTS: *This has been an incredible project and has had an overwhelming response from the community, we schedule surgery by appointments and are booked 3 months ahead.*

NAME OF MOBILE CLINIC: *ARC Mobile Spay/Neuter Clinic*

SPONSORING GROUP(S): *Animal Rescue Coalition*

ADDRESS: *47 South Palm Avenue, Suite 209
Sarasota, FL 34236*

HEADQUARTERS FOR VAN: *same as above*

PHONE: *(941) 957-1955 Ext. 7*

STARTUP DATE: *February 1, 2002*

HOW MANY DAYS PER WEEK ON THE ROAD? *4*

HOURS (START AND FINISH TIME): *8:30a.m. - 4:00p.m.*

GEOGRAPHIC AREA COVERED: *Sarasota County and Manatee County*

HOW MANY ANIMALS S/N PER DAY? *23 - 26*

SPECIES COVERED: *dogs & cats*

SIZE OF VAN: *40"*

COST OF VAN: *\$188,000*

MANUFACTURER OF VAN: *General Body*

ANNUAL COST FOR INSURANCE: *\$2,000*

COST OF EQUIPMENT: *included in the cost of the van*

VET FOUND THROUGH: *events of 9/11 in NYC*

STAFF ON BOARD: *1 veterinarian and 2 vet techs*

ADDITIONAL STAFF FOR PROJECT: *Community outreach coordinator*

SOURCE(S) OF FUNDING FOR STARTUP: *Board member donations, grants and fundraising*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Grants, private donations and annual gala*

COST TO CLIENT: *Free for low-income seniors; Disabled-low-cost: \$25 cat neuter, \$40 cat spay, \$40 dog neuter, \$50 dog spay; \$8 rabies for Sarasota County, \$6 rabies for Manatee County, Prices are for Sarasota County only, Manatee County must qualify for free spay and neuter.*

ADDITIONAL COMMENTS: *Hold a clinic one Sunday per month for feral cats only. Free and includes: surgery, rabies, feline leuk, antibiotic, flea, tick and ear mite treatment.*



NAME OF MOBILE CLINIC: *Spay Shuttle*

SPONSORING GROUP(S): *Palm Beach County: Board of Commissioners, Public Safety Dept. Animal Care & Control Division*

ADDRESS: *7100 Belvedere Road
West Palm Beach, FL 33411*

HEADQUARTERS FOR VAN: *Animal Control
"launch pad"*

PHONE: *(561) 233-SPAY; 561-233-1261
www.pbcgov.com/pubsafety/animal*



STARTUP DATE: *May 1997*

HOW MANY DAYS PER WEEK ON THE ROAD? *5*

HOURS (START AND FINISH TIME): *Arrive site: 8:00a.m., Leave site: 5:00p.m.*

GEOGRAPHIC AREA COVERED: *Palm Beach County*

HOW MANY ANIMALS S/N PER DAY? *10-15 (65% are dogs, 50lbs or heavier)
(Now getting busier)*

SPECIES COVERED: *dogs & cats*

SIZE OF VAN: *40", cage capacity-26*

COST OF VAN: *\$185,000*

MANUFACTURER OF VAN: *Thomas school bus, converted by Matthews Specialty Vehicles 1-800-627-1707*

ANNUAL COST FOR INSURANCE: *Insured by county*

COST OF EQUIPMENT (MAY BE INCLUDED IN VAN): *Included*

VET FOUND THROUGH: *Animal Control selected vet; hired specifically for the van*

STAFF ON BOARD: *1 Veterinarian, 1 vet tech and 1 driver*

ADDITIONAL STAFF: *volunteers occasionally*

SOURCE(S) OF FUNDING FOR STARTUP: *Private donations, bequest, grants, fundraising events*

SOURCE(S) OF FUNDING FOR ONGOING OPERATION: *Fund-raising events, grants, small portion of the sale of county dog/cat tags (licenses), bequest and private donations*

COST TO CLIENT: *\$15 surgery, microchip, rabies and tag. \$25 surgery, microchip, rabies, tag, frontline, and RCP vaccination*

ADDITIONAL COMMENTS: *Will s/n kittens/puppies as early as 8 weeks or 2lbs.*



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INTRODUCTION

Over the past ten years, a quiet revolution has been taking place across the United States. People are coming to realize that the euthanasia of millions of young and healthy animals each year is not necessary. The births of these animals can and must be prevented – it's that simple. The *idea* may be simple, but it is not easy to stem the tide of all these cats and dogs! Doing so requires foresight, planning, creativity, persuasiveness, organization and funding.

SPAY/USA, a program of The Pet Savers Foundation, Inc. has worked with a large and growing number of groups that have come up with creative ways to reduce the surplus of cats and dogs in their communities. In some areas, individuals or groups have decided to take s/n services on the road – mobile clinics -to take away the excuses of lack of time, money and transportation.

At SPAY/USA we have received many calls for information about how to start a mobile clinic. This question does not have a single answer, as many factors come into play – the size of the organization, geography (rural? urban?), financing (public? private? both?), client cost for service (free? sliding scale? fixed cost?) and species covered (cats? dogs? both?)

Our role has been to discuss these factors with callers, send them packets based on their needs, and help them network with existing mobile programs. The number of calls for this help is growing, and we decided that the most efficient way to give out information is to gather the data and create a sort of scrapbook/manual based on the success of those who have already made it happen in their communities. We distributed three hundred copies of our original guidebook which featured 8 mobile s/n clinics; our second edition featured 24 mobile s/n clinics; This edition features 30 mobile s/n clinics! The mobile clinic is becoming part of the landscape and is having an impact nationwide.

Readers can use this guide book to:

- Inform potential volunteers or a Board of Directors about the proposed project
- Inspire potential funders and supporters, private or public
- Contact those who have succeeded in setting up a program similar to the one they would like to start

A couple of notes of interest: the van in Connecticut opted to focus on cats because the cat problem was not being addressed by public animal control services, the numbers of cats were increasing dramatically, and because they felt they could make a larger impact by focusing on one species. The program in Montana works in a very rural area, and sets up in community buildings on reservations. The Neuter Commuter of Marion County, Florida, has greatly increased the publics' positive perception of the Animal Services department, which operates the van.

We encourage you to share this book with others, to call us if you need advice or help, and to go forward once you decide to take a course of action. You will encounter adversity; you can overcome it. Good luck!

Esther Mechler
SPAY/USA

A program of the Pet Savers Foundation

**DON'T FORGET TO CALL US WHEN
YOUR VAN IS READY!**

1. 1-800-248-SPAY OR 1-203-377-1116

Questions to ask as you get started...

STAGE ONE

- Why do you want a mobile van?
- What area will you serve? {Your city or town? County? Several counties?}
- What kind/size of van will be needed? Who will help you get it?
- Where is your funding coming from? Are there other groups that might work with you – or agencies such as animal control or public health? How much can they contribute?
- What are the current numbers of euthanasias in your area? Do you have targets for reducing those numbers? A time frame?
- Will you focus on one species (i.e., cats only) or both dogs and cats? Ferals? Establish a target number of surgeries per day/per year.
- Do you have a financial base of support for subsidies? Where will your clients come from?
- Do you have someone who can write a proposal? Make a presentation? Prepare a business plan? A budget?
- Is your plan in accordance with local and state laws?

STAGE TWO

- Who might your veterinarian be? {A local retired or semi-retired vet? A part-time vet? Recruit a vet from the AVMA placement office 1-(800)248-AVMA?}
- How will you get your local veterinary community to accept your program? {Define goals/ call other programs to see how they achieved this.}
- How will you equip your clinic? {Check your local hospital, university or government surplus for used or donated equipment such as autoclave, operating table, syringes, stainless steel cages, etc.}
- What about insurance?
- How many staff members will be needed?

STAGE THREE

- How will you advertise your program? {Home made posters with multiple tear offs to hang in store fronts, laundromats, etc., talk with news reporters or local TV}