

New York State Shelters: Getting Funding for Spay/Neuter Programs

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History of Former Program

- The original New York State APCP began in 1996 and was operated under law by the New York State Department of Agriculture and Markets.
- Intended to reduce growing large population of unwanted dogs and cats, the program established a voucher system that was used by animal shelters to offer a \$30 spay/neuter service for anyone adopting a dog or cat from a participating animal shelter.
- A dedicated state fund, fortified by a \$3 surcharge on unaltered dog licenses, reimbursed participating veterinarians upon submission of the voucher.
- The voucher, issued to participating shelters by the Department, was then taken by the adoptive owner to a participating veterinarian, who redeemed the voucher and was reimbursed by the state for the remaining cost of the surgery.
- Adoptive owners remitted a \$35 deposit to the shelter upon adoption, which was intended to assure the shelter that the new owner would return to claim the deposit and prove that the animal was in fact spayed/neutered consistent with shelter policy to spay/neuter upon release.
- In 2006, the APCP was amended by the legislature to create a “low-income” program that allowed any eligible New York resident spay/neuter services for \$20 regardless of where they obtained their pet. Eligible residents were required to demonstrate participation in at least one of the several public assistance programs provided in the law.

What Went Wrong?

- Over time, the Department of Agriculture and Markets' ability to manage the program was compromised by budget cuts and long-standing challenges in managing its voucher system.
- No expiration dates were placed on issued vouchers, creating an inability to coordinate the number of available vouchers with available state funds.
- Gradually, the number of participating veterinarians – whose fee schedules had to be approved by the Department – dwindled. This was due in part to the realization that the program wasn't the client-generating tool veterinarians had previously anticipated.
- Shelters, frustrated by poor management and a low redemption rate on their \$35 owner deposit, gradually found more reliable and effective low-cost spay/neuter alternatives in which to invest. Many of these were locally-operated and funded by various sources.
- As a result, the dog licensing revenue, which averaged at approximately \$450,000 annually, began to accrue untapped in the dedicated fund. This, in turn, left the fund vulnerable to state budget sweeps.
- When the economy collapsed in 2008, the fund – with a balance of approximately \$1.4 million – was swept to help plug holes in the ailing state budget.
- Unfortunately, this event coincided with the increased awareness of the newer “low-income” portion of the APCP. Despite continued income generated from dog licenses, demand rapidly outweighed revenues and the Department stopped issuing vouchers in 2009.

A Solution!

- Faced with an impossible situation then-Governor David Paterson included a plan in his 2010-2011 budget proposal to eliminate the program.
- The legislature was approached by the ASPCA, the NYS Animal Protection Federation and other organizations with options to save the program, which included the establishment of a grants-style initiative that could be operated by a not-for-profit organization for the State of New York.
- The grants concept was accepted by both houses of the legislature and signed into law by Governor Paterson, all acknowledging the problems inherent in the previous APCP. Specifically, the new concept:
 - Relieved the Department of Agriculture and Markets from its legal responsibility to run the APCP.
 - Created a process through which the operation of the new APCP would be established through a competitive bidding process. The ASPCA was awarded a 5-year contract to operate the new APCP, giving the state the authority to renew the contract for an additional 5 years.
 - Eliminated the broken state voucher system.

A Solution!

- Preserved and expanded the dog licensing surcharge as a revenue source (\$3 on unaltered animals, new \$1 surcharge on all other dog licenses).
- Preserved the requirement that funded projects must be consistent with previous law, in that it supports the original legislative intent that the APCP must reduce the number of unwanted animals through low-cost and low-income spay/neuter programs.
- Vastly expanded the type of eligible projects that can be funded to include equipment, operating assistance and building projects.



Jill Van Tuyl

ASPCA Community Initiatives Director NY/NJ



Types of Projects

- Direct Costs
- Construction
- Payroll Support
- Equipment and Supplies
- Vehicles
- Mobile and MASH
- Marketing and Promotion

Examples of Successful Grants

Direct spay/neuter costs
or voucher programs
Mobile clinics



Helping Animals, People & Communities

Spay/Neuter/Now – Hammond, NY

Examples of Successful Grants

Construction of additional/replacement
of surgery areas

Equipment and supplies



Scotia, NY

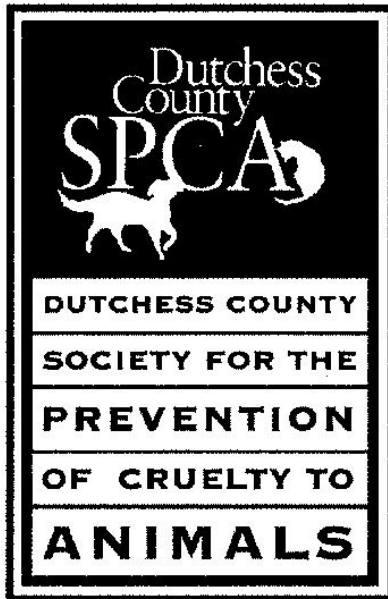


animalkind

Hudson, NY

Examples of Successful Grants

Mobile Spay/Neuter
Marketing and Promotion



Hyde Park, NY



Rochester, NY

Examples of Successful Grants

Targeted Spay/Neuter



Ithaca, NY



Briarcliff Manor, NY

Examples of Successful Grants

Vehicles and Personnel



Ithaca, NY



Menands, NY

Projects Not Funded

- TNR
- Current Shelter Populations
- Small Mammals
- 5 Boroughs
- Transfers

Other Options and Tips

- Regular Grants Programs
- Cost Effectiveness
- Outreach
- Marketing
- Collaboration



Olga Lech

ASPCA Grants & Project Manager, Grants



Application Guidelines

- All applications must be through the online application system (aspcapro.org)
- Required fields must be completed
- Have handy:
 - Federal Tax ID (EIN)
 - Most recent Form 990
 - Your shelter's intake #'s, operating budget, & other background information

Application Process

- Application screened by Grants Department
- Most common reasons for declination by Grants:
 - Project for TNR or other ineligible project
 - Not enough detail or justification of how funds will be used
 - Wrong application used
- Request then reviewed by Community Initiatives Director(s)
- Final approval amount might be less (or more) than requested
- Decision made within 6-8 weeks and by email
- Approval email will include contract. Contracts over \$5,000 have to be signed and returned before payment can be made.
- We require reporting at the end of the grant term, also submitted through our online system

Now onto the online application system!

Any Questions?

- APCP Guidelines & Application:
ASPCapro.org/Grants
- Email Us: Grants@aspca.org

Upcoming ASPCApro Webinars

aspcapro.org/webinars

- **Bird Housing, Enrichment and Care** (Feb 19)
- **How to Engage Your Community** (Feb 20)
- **How To Boost Return-to-Owner Rates** (Feb 27)
- **Hiring the Right People for Your Culture** (March 7)
- **Customer Service for Social Change** (March 26)