



**Advisory Committee Meeting Minutes
June 29, 2021 | 10:00 AM – 12:00 PM**

In Attendance:

Sheri Gustafson
Kyle Baron
Michael Cahill
Ray West
Laura Marwill
Dr. Martha Smith-Blackmore

Due to Covid-19 Social Distancing restrictions, this open meeting was held virtually over the ZOOM platform.

A Power Point presentation was shown over ZOOM to all attendees.

I. Fund Totals and Expenditures

Sheri explained the current Fund's revenue totals. The Fund has an unexpended balance of \$492,444 as of 6/25/2021. The intake for donations to date in 2021 is \$388,802. Numbers reflect that CY21 is approximately \$147,388 up from CY20. To date, the Fund has taken in \$3,230,480 in revenue. \$2,776,484 (85%) has been from tax donations, \$101,959 (3%) from online donations and grants, \$2,036 from interest, and \$350,000 (11%) from line items on the state budget.

Sheri presented a spending breakdown from Fund inception to date. To date, the Fund's spending was in the following distributions: \$1,879,491 (58%) for veterinary services, \$86,118 (3%) for ACO training, \$748,986 (23%) for administration, \$23,439 (<1%) for marketing, and \$334,179 (11%) surplus. Total spending \$2,738,035 as of 6/25/21.

The CY21 budget was reviewed. CY21 Budget of \$512,000 had the following allocations: 67.3% for veterinary services, less than 1% for ACO training, 30.6 % for administration, less than 1% for marketing. To date, 100% of the CY21 budget has been reached for revenue, and 48% of the CY21 budget has been spent.

II. Budget Line Item

The Fund received \$50,000 in additional funding from a line item in the Massachusetts FY21 budget. The FY21 line item was fully spent over 3 months for 312 spay/neuter surgeries at 15 veterinary providers. The FY22 is

not yet finalized but the Fund has \$100,000 listed in the proposed Senate Budget, and \$50,000 in the proposed house budget.

III. Spay/Neuter Voucher Program

Sheri presented that the Fund has helped 14,460 animals to date and has already redeemed 1,006 vouchers in CY21.

Kyle information on CY21 voucher distribution. As of July 2021, approximately 1500 have been disseminated, and there are currently less than 100 animals on the waitlist. Vouchers dissemination for CY21 has been for the following categories: 85% to animals in low-income households, 13% for animals in ACO care, and 2% for feral cats. Worcester County has received the largest number of vouchers, followed by Hampden, Suffolk, and Berkshire. Nantucket is the only county that has not received vouchers. Cats and dogs are almost equaling represented in CY21 voucher dissemination, 53% cats, and 47% dogs.

Emergency and priority vouchers make up 12% of the voucher distribution and 44% have been issued through voucher day clinics.

Sheri stated the Fund currently has completed 10 Voucher Days in CY21 and is in process of planning 8 Voucher Days in the Summer, including two new locations, Lynn and Brockton.

The Fund currently has 24 active veterinary contracts and 3 municipal partner contracts. All veterinary contracts expire on 6/30/21 and would need to be renewed.

III. (d) Veterinary Reimbursement Rates

The following new rate tier system will go into effect for all active providers and municipal partners: F Tier I= \$100 cat neuter, F Tier II= \$150 cat spay, D Tier I= \$200 small dog neuter, D Tier II=\$250 small dog spay/large dog neuter, D Tier III= \$300 large dog spay.

New complication and add in rates will also go into effect on 7/1/2021: parasites =\$10-\$25, cryptorchid \$30-\$75, hernia \$30-\$75, extra large \$25-\$50, older \$25, estrus \$25, obese \$25, dystocia/pyometra \$150, and vaccines \$25-\$35. MDAR can also approve reimbursements for emergency medical expenses, price to be determined.

Sheri mentioned that even with veterinary reimbursement rate increases the Fund is going to lose some veterinary providers due to staff shortages. Ray asked about sign-up issues with some of the corporate practices and Sheri said she will see if there may be a way to still work with them.

IV. Promotions/Events

Sheri talked about various promotion milestones the Fund would be hitting in the second half of 2021: The voucher program will have been active for 7 years (July), \$2,000,000 will be reached in spay/neuter funding (projected around December 2021), 15,000 animals will have been helped (projected around late November or

early December) and 5 years of ACO Core competencies training will get completed (October). Sheri will be planning social media posts for each of the milestones.

V. Animal Control Officer Training Updates

Sheri stated that the 2021 Core Competencies Training is scheduled, and registration is open. The Fund will hold 3 sessions: Chelmsford on September 27th & 28th, Northampton on October 4th and 5th, and Wareham on October 18th and 19th. Trainers will be ACO Kelly Flynn, ACO Emanuel Maciel, and ACO Josh Kimball.

Sheri stated that she is looking into getting the Fund a video camera so that training can be completed virtually if needed.

Sheri reported that the 2021 ACO Designations had a lower compliance rate than 2020, with close to 25% unreported but the Fund will continue to work to improve this number for the 2022 mailing.

The next meeting date was not set, and a doodle poll will go out to the Advisory Committee to determine date/time, possibly late October, or early November.

Zoom Platform if needed



ADVISORY COMMITTEE MEETING

6.28.21 *at home (FOR ????) edition*



AGENDA

I. Fund Totals and Expenditures

- a. Review of Balance Sheet/
Budget**

II. Budget/Grant Spending

III. FY22 Line Item

IV. Spay/Neuter Voucher Program

- a. Numbers**
- b. Wait List**
- c. Municipal Partner Update**

d. Veterinary Reimbursement

Rates

IV. Promotions/ Events/ Marketing

- a. 2021 Tax Season**
- b. 2021 Events**

V. Animal Control Officers

- a. 2021 ACO Designations**
- b. 2021 Core Training**
- c. CE Training**



FUND TOTALS AND EXPENDITURES



UNEXPENDED BALANCE AS OF 6/25/21 \$492,444. CY21 \$147,388 UP FROM THIS TIME IN CY20

500,000

100% 2021 BUDGET REACHED

400,000

300,000

200,000

100,000

0

2013

\$260,729

2014

\$298,465

2015

\$260,592

2016

\$291,697

2017

\$431,911

2018

\$434,990

2019

\$442,533

2020

\$420,826


2021

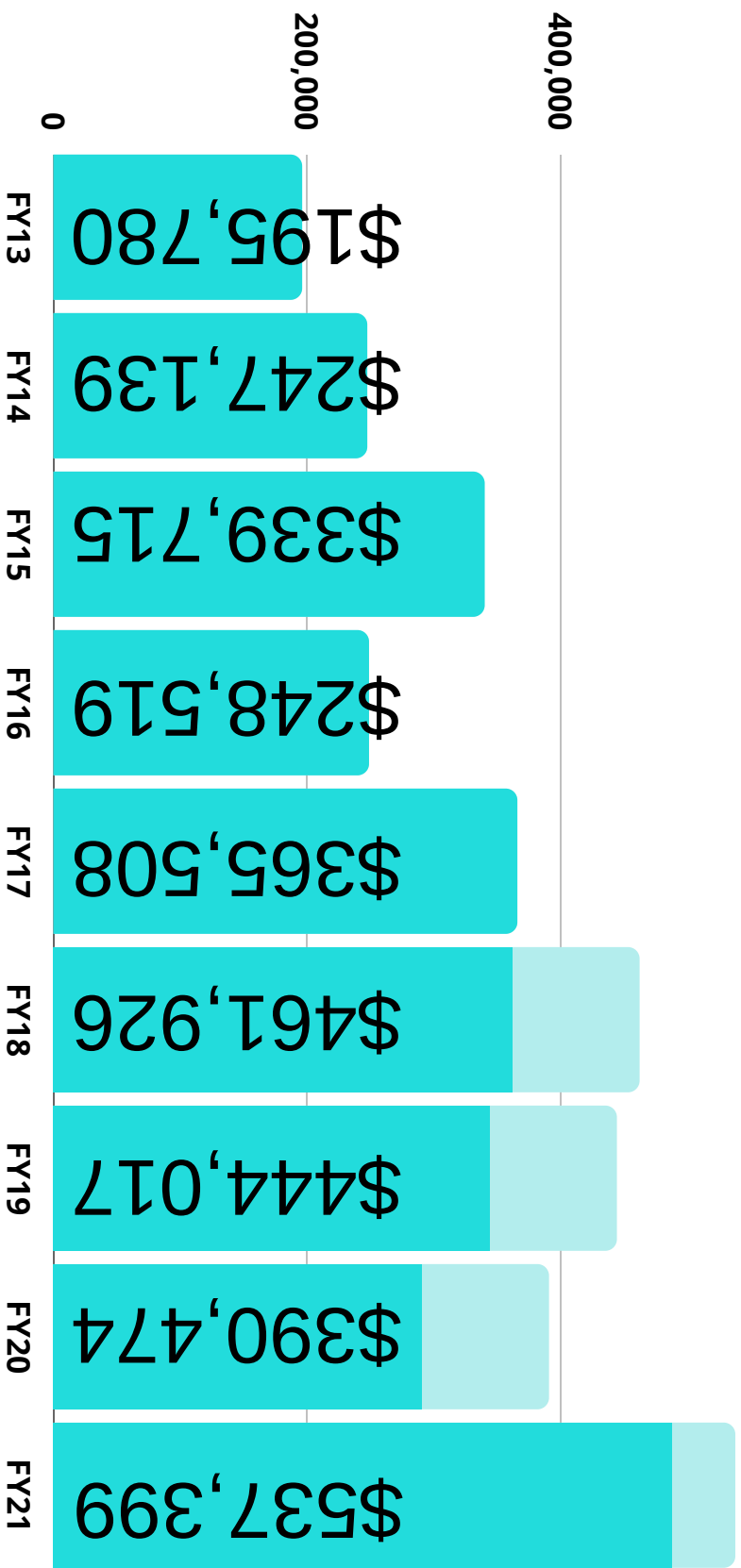
\$388,802

FUND TOTALS AND EXPENDITURES

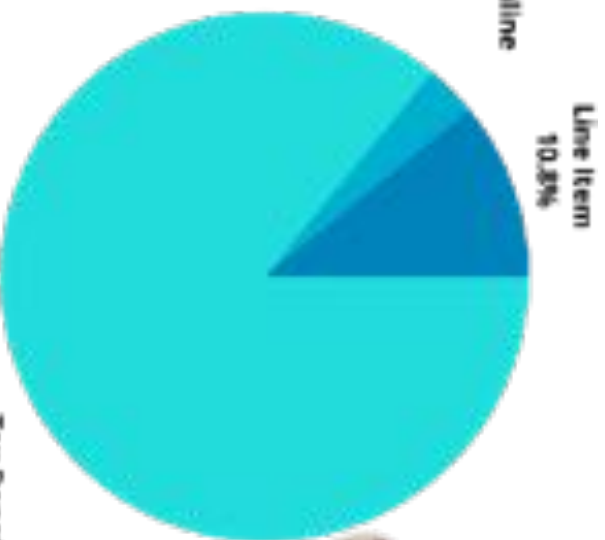


UNEXPENDED BALANCE AS OF 6/25/21 \$492,444. FY21 \$227,740 UP FROM THIS TIME IN FY20

600,000  **100% 2021 BUDGET REACHED**



How our donations have grown.....



Revenue to date: \$ 3,230,480.06

| year | tax donations | online/grants | interest | line item |
|-------|-----------------|---------------|-------------|---------------|
| 2013 | \$ 260,670.55 | 59 | 0 | |
| 2014 | \$ 235,995.38 | 62091 | 378.73 | |
| 2015 | \$ 247,689.33 | 12613.73 | 289.6 | |
| 2016 | \$ 284,828.37 | 6665.79 | 123.15 | |
| 2017 | \$ 322,220.04 | 9465.63 | 225.98 | \$ 100,000.00 |
| 2018 | \$ 334,290.90 | 300 | 399.44 | \$ 100,000.00 |
| 2019 | \$ 340,150.72 | 1914 | 469.06 | \$ 100,000.00 |
| 2020 | \$ 362,536.42 | 8150 | 139.68 | \$ 50,000.00 |
| 2021 | \$ 388,102.33 | 700 | 11.23 | |
| total | \$ 2,776,484.04 | \$ 101,959.15 | \$ 2,036.87 | \$ 350,000.00 |
| | 85% | 3% | <.0001% | 11% |

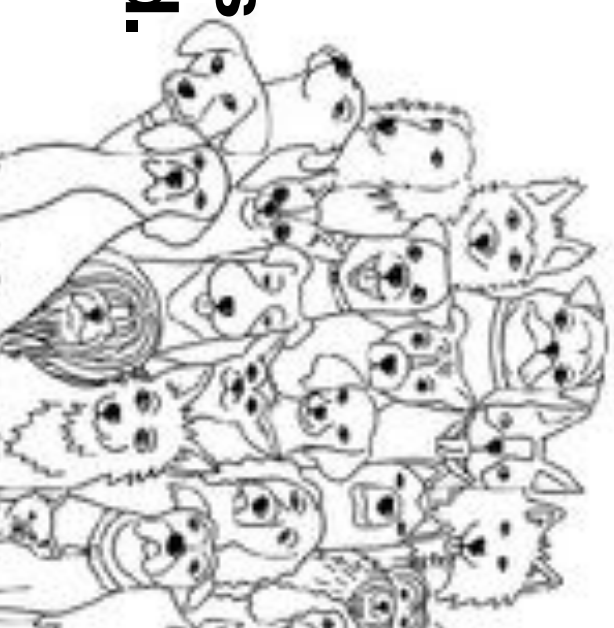
Spending Breakdown

\$2,738,035 spent as of 6/25/21

| to date | Percentage of Revenue Spent | Actual Expenses |
|----------------|-----------------------------|-----------------|
| Veterinary | 58% | \$1,879,491.14 |
| ACO Training | 3% | \$86,118.87 |
| Administration | 23% | \$748,986.80 |
| Marketing | <1% | \$23,439.02 |
| Surplus | 15% | \$492,444.23 |



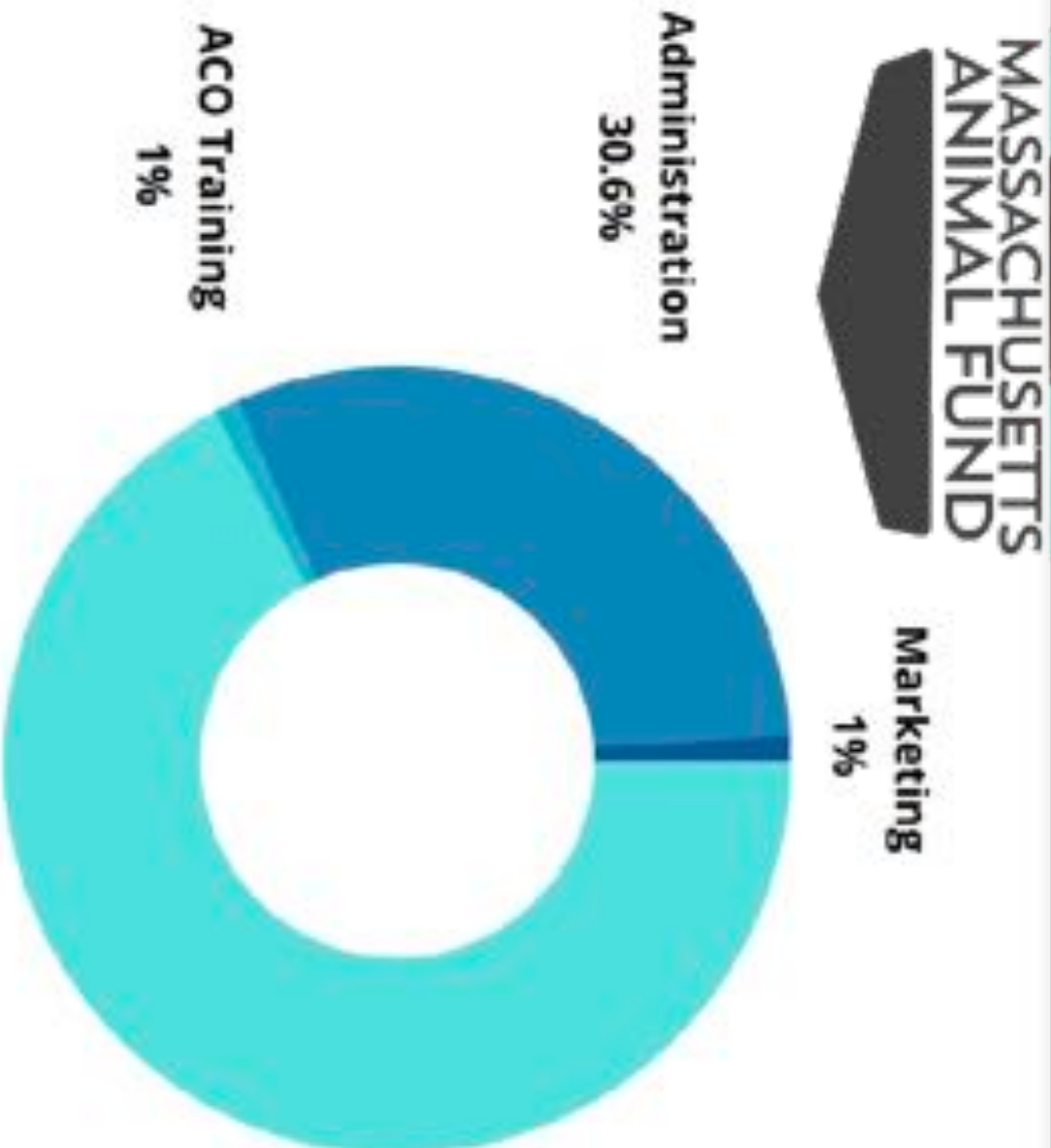
Over 14,460 local animals helped, and over 20,000 vouchers have been distributed.



2021 CY Budget Update



\$512,000 = \$380,000 from 2021 Donations
\$50,000 2020 Line Item
\$82,000 Rollover



2021 BUDGET REVENUE REACHED



BUDGET SPENT



VETERINARY SPENT



Veterinary

67.3%

BUDGET LINE ITEM

**CY 2021 Budget: \$50,000
included from MA FY21.**

- 2020 Line Item fully spent
- Utilized over 3 months, Jan/
Feb/March 2021
- Utilized for 312 surgeries at
15 veterinary providers in 8
counties.
- Average cost of surgery \$160



MA FY22 Budget

Senate Budget:

“that not less than
\$100,000 shall be
expended for the
Homeless Animal
Prevention
and Care Fund;”

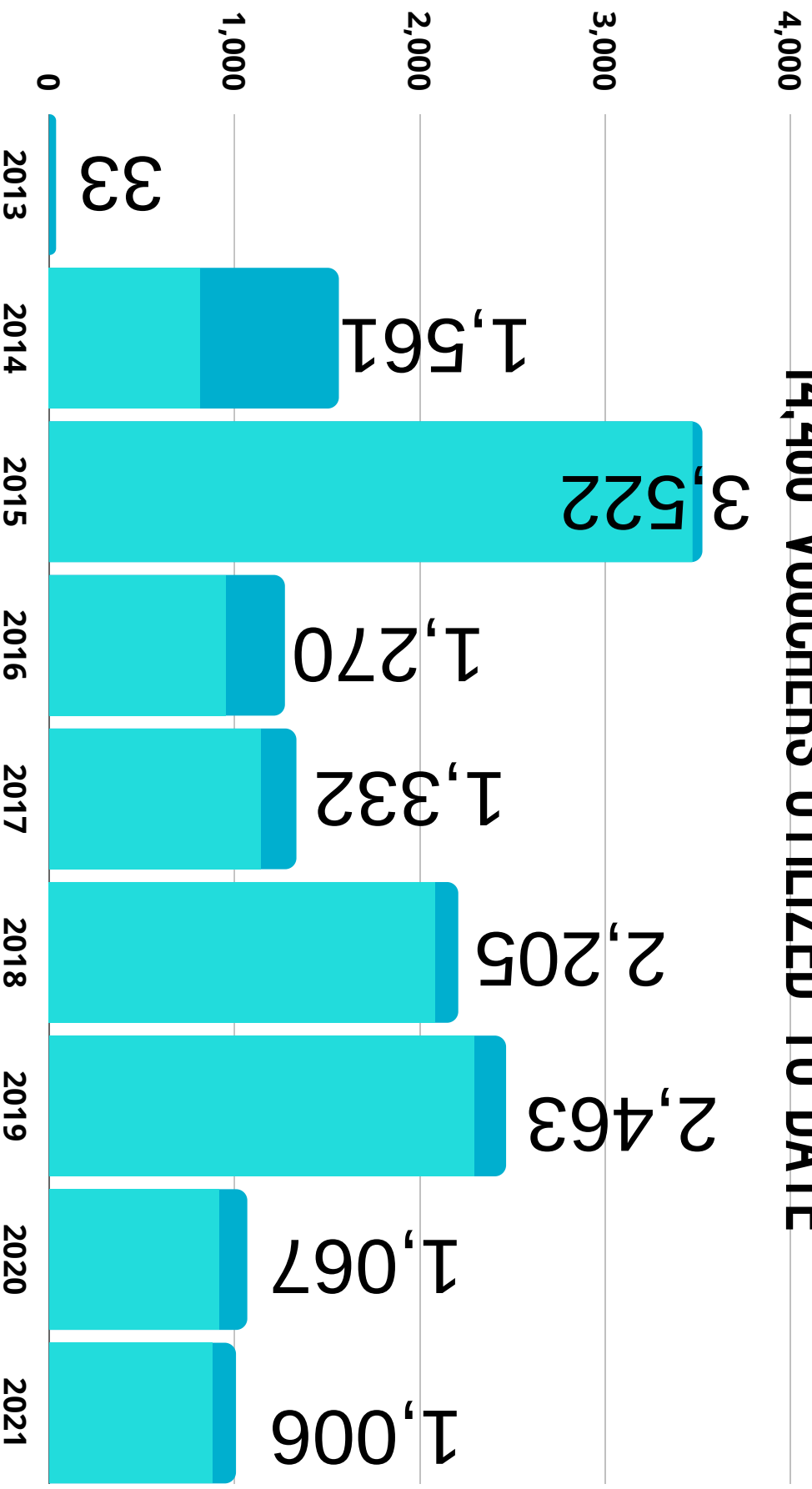
House Budget:

“that not less
than \$50,000 shall be
expended for the
Homeless Animal
Prevention and
Care Fund”

SPAY NEUTER VOUCHER PROGRAM



14,460 VOUCHERS UTILIZED TO DATE





As of July 2021,

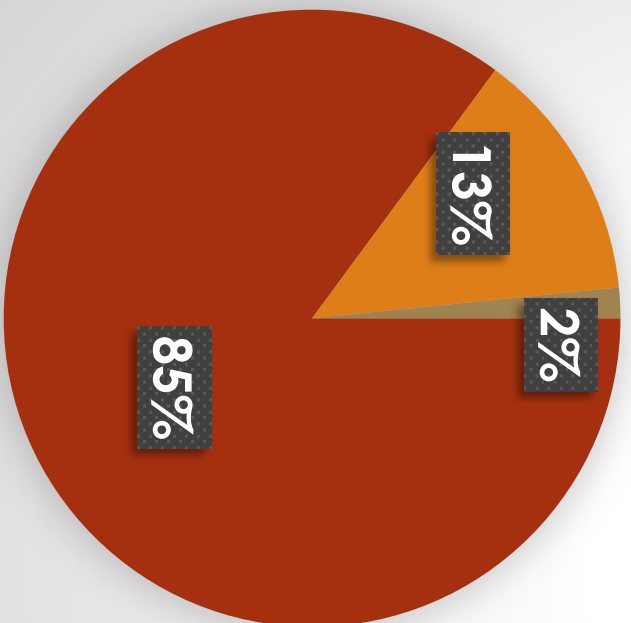
~1500 Vouchers
Distributed

20-35
Vouchers/Week

<100 Animals on
waitlist

Ownership

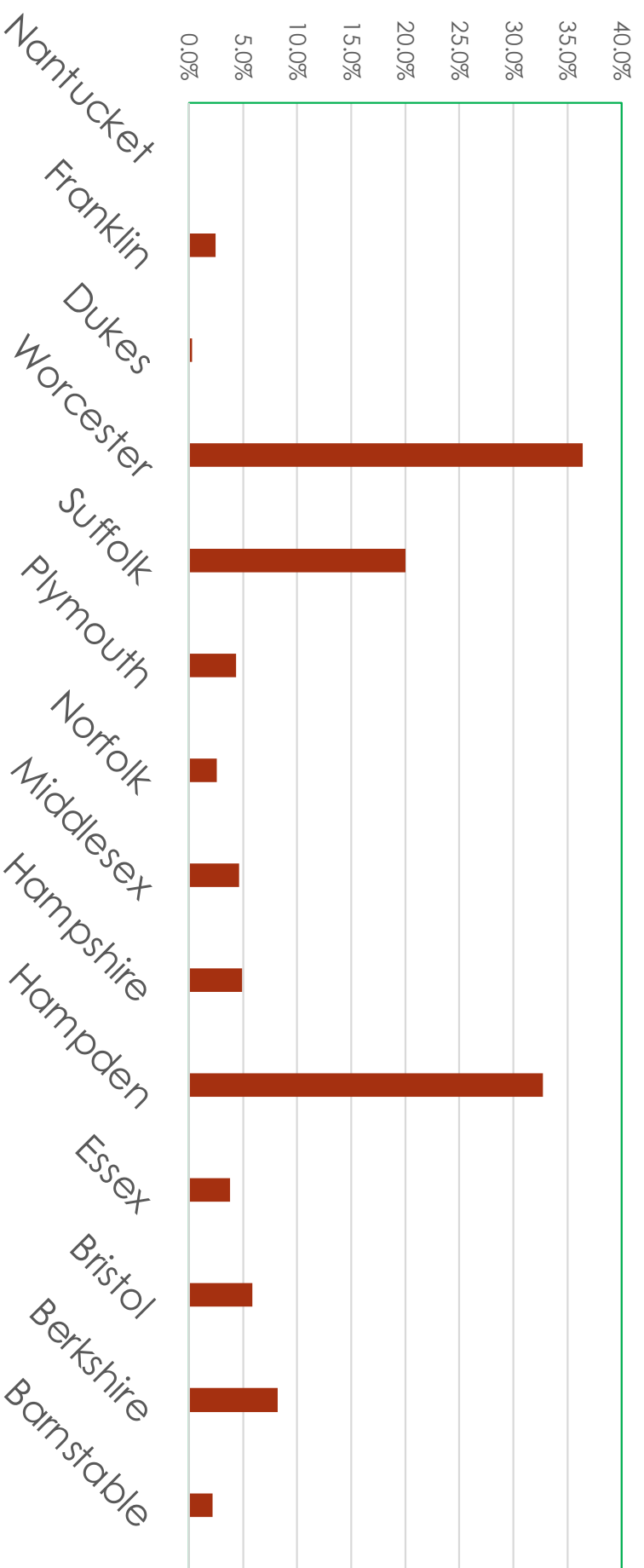
Voucher Use by Ownership



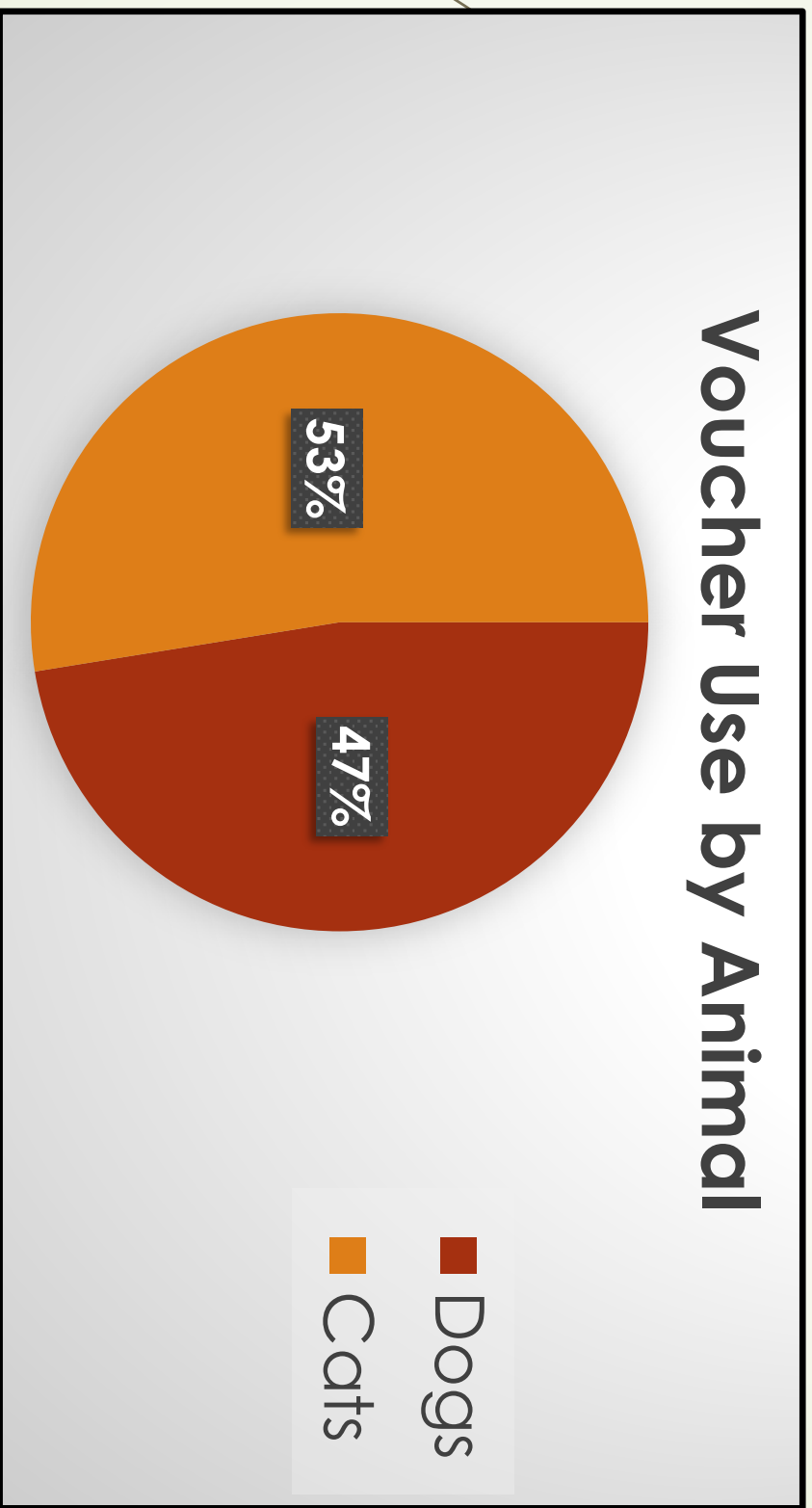
- Owned
- AC / Shelter
- Feral

County

Voucher Use by County

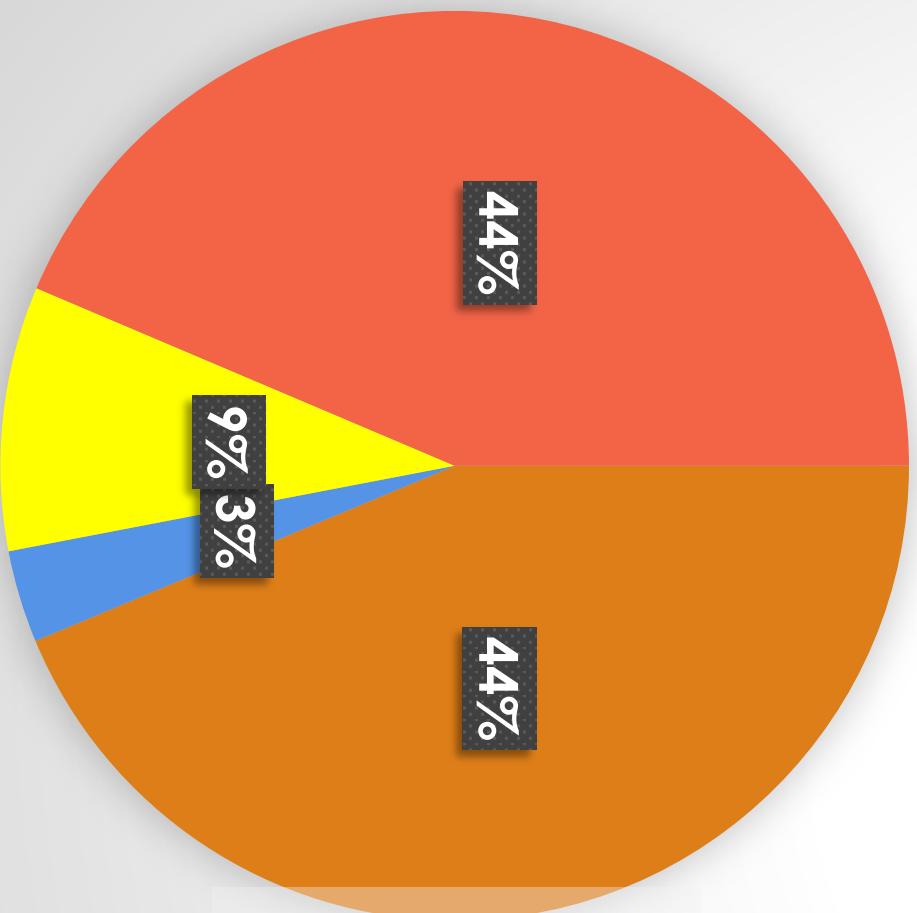


Animal



Type

Use Type




- Clinic
- Emergency
- Priority
- Standard



Active Providers

- TJ'Oconnor
- Cody PH
- North Shore AH
- Blandford AH
- North County VH
- Pittsfield VH
- Sterling AS
- MSPCA
 - Boston, Angell Essex/Nashoba, Centerville
- Second Chance Animal Services
 - North Brookfield, Springfield, Worcester

- 
- ▶ Close provider partnerships help facilitate high distribution/Use rates (Voucher Days)
 - ▶ Providers performing more surgeries
 - ▶ Barnstable county (MSPCA)
 - ▶ Bristol county
 - ▶ Electronic requests
 - ▶ Warmer temps= priority and emergency cases
 - ▶ ACCO Training, Communication

SPAY NEUTER VOUCHER PROGRAM



2021 Voucher Days: Springfield x3, North Brookfield x4, Worcester, Boston x3, ARL Collaboration, Fall River, Centerville
Upcoming: Boston, Springfield, North Brookfield x2, Worcester, Lynn (NEW), Brockton (NEW), Sterling (Starting back up).

Brainstorming with MAC to fill gaps. Mash style or feral clinics?



SPAY NEUTER VOUCHER PROGRAM



Veterinary Tier Rates (effective 7.1.21)

| | | Cats (Felines) | |
|--|---|----------------|---|
| F Tier I | Cat Neuter | | \$100 |
| F Tier II | Cat Spay | | \$150 |
| | | Dogs (Canines) | |
| D Tier I | Small Dog Neuter (<50lbs.) | | \$200 |
| D Tier II | Small Dog Spay (<50lbs.) Large Dog Neuter (>50lbs.) | | \$250 |
| D Tier III | Large Dog Spay (>50lbs.) | | \$300 |
| Complication add-on amounts. Limit 1 per animal unless MAF approval given | | | |
| Parasites | 1 medication | \$10 | 2 + medications \$25 |
| Cryptorchid | Inguinal | \$30 | Abdominal \$75 |
| Hernia repair | Simple | \$30 | Complex \$75 |
| Extra Large | >75 lbs. | \$25 | >100 lbs. \$50 |
| Older >5 | | \$25 | w/bloodwork \$50 |
| Estrus | | \$25 | |
| Obese | | \$25 | |
| Dystocia/Pyometra | Cat/ Small Dog/ Large Dog | \$150 | |
| Stand Alone Reimbursements: MDAR request or if animal is found to be already S/N | | | |
| 1 vaccine | \$25 | 2 vaccines | \$35 Under anesthesia add \$25 |
| MDAR Emergency Related Medical Request | | | Price to be determined with preapproval |

SPAY/NEUTER PROGRAM



- 24 active veterinary contracts,
- All current contracts expire 6/30/21
- 3 municipal partners contracts through 6/30/22
- Losing some providers due to merges, staff shortage.



*Join
the team!*





File your return via
E-file your return. It's fast, secure, and electronic. It's easy to do.
Visit www.mass.gov/mafr for more information.

Massachusetts Department of Revenue
Form 1 Massachusetts Resident Income Tax Return

33 Voluntary Unit contribution

2020

Doing taxes this weekend? Don't forget...



FILL IN Line 33F AND HELP ANIMALS!

1 Household Animal Funders And Care

Total Add item 33a through 33f

WWW.MASS.GOV/ANIMALFUND



2020 Tax Promotions are a wrap.

- 2021 push campaigns start in Oct 2021
- Return of events?
- Vet recruitment push

PRESS AND PROMOTIONS

- New voucher day locations.
- Voucher program has been in place for 7 years in July 2021.
- \$2,000,000 spent on supporting local animals in need. (projected date dec 2021)
- 15,000 animals helped. (projected date oct/nov 2021)
- 5 years of ACO Core Competencies (2016, 2017, 2018, 2019, 2021)



DO YOU NEED HELP
SETTING YOUR CAT FIXED?

**WE ARE HAVING
A VOUCHER DAY IN SALEM, MA**

347 Highland Ave, Salem /
Northeast Animal Shelter

ON 9/18/2021

SERVICES ARE
BY APPOINTMENT ONLY.
CALL TODAY TO RESERVE YOUR SPOT!

978-465-1940

Brought to you by donations on Cat\$ 30\$

THE CATMOBILE

MASSACHUSETTS ANIMAL FUND

IS WORKING TOGETHER WITH MASS ANIMAL FUND AND LOCAL ANIMAL CONTROL OFFICERS TO PROVIDE FREE SPAY/NEUTER SERVICES TO CATS AND DOGS OWNED BY LOW-INCOME MA RESIDENTS.

Feline Rescue Society
Caring for Cats to Revival

Attention Massachusetts ACOs

THE 2021 ANIMAL CONTROL CORE COMPETENCIES TRAINING REGISTRATION IS OPEN!



Register at www.mass.gov/animalfund or call 617-626-1740

This FREE training is open to all municipal animal control officers in Massachusetts who did not previously complete the Core Competencies Training.



VIA: Animal Laws, Emergency Preparation, Animal Behavior and Safe Capture, Wildlife, Communications and Officer Safety, Reports and Recordkeeping

Session I : Chelmsford
September 27th & 28th

Session II : Northampton
October 4th & 5th

Session III: Wareham
October 18th & 19th

- **95 need to take Core Training for first time. 2/3 are new hires since the last Core sessions in 2019.**
- **All ACO trainers need new contracts in 2021, (sent 6/15).**
- **Added virtual training reimbursement options.**

ACCO TRAINING

- **As of 6/29/21 approx. 45 ACCOs already registered**
- **Email announcements x2 sent**
- **CE/ Core mailing planned for 8/1/2021**
- **Virtual session only if needed**



2021 Core Updates

- Update and Reprint MA Law book.
- Add slides for MA Shelter/Pet Shop Regs.
- Redo final exam video.
- Move testing to take home style.

Municipalities that need to submit ACO Designations for 2021 (6/22/21)

| | | | |
|------------|---------------|-------------|---------------------|
| Abington | Freewtown | Nantucket | Sturbridge |
| Alford | Gosnold | New Salem | Sudbury |
| Arnesbury | Grafton | North Adams | Tolland |
| Aquinnah | Greenfield | Norwell | Uxbridge |
| Arlington | Hardwick | Oaknam | Walham |
| Ashby | Harvard | Orange | Washington |
| Blackstone | Hawley | Peabody | Webster |
| Boxborough | Hopkinton | Pelham | Wenham |
| Braintree | Hull | Phillipston | West Boylston |
| Chilmark | Lawrence | Plympton | West Bridgewater |
| Clarksburg | Leominster | Randolph | West Brookfield |
| Clinton | Leverett | Reading | West Stockbridge |
| Cohasset | Littleton | Richmond | Westford |
| Danvers | Maynard | Rochester | Westhampton |
| Dighton | Melrose | Rowe | Willbraham |
| Douglas | Mendon | Salisbury | Williamsburg |
| Dunstable | Middleborough | Shirley | Williamstown |
| Duxbury | Millbury | Shutesbury | Wilmington |
| Fitchburg | Millville | Stockbridge | Winthrop |
| Florida | Montgomery | Stow | Worthington |

2021 ACO DESIGNATIONS STILL NEEDED



2021 Designations due on March 1st, 2021. Still slowly coming in. 23% unreported.



NEXT MEETING.....

OCTOBER?

**STAY COOL!
SEE YOU NEXT TIME!**

