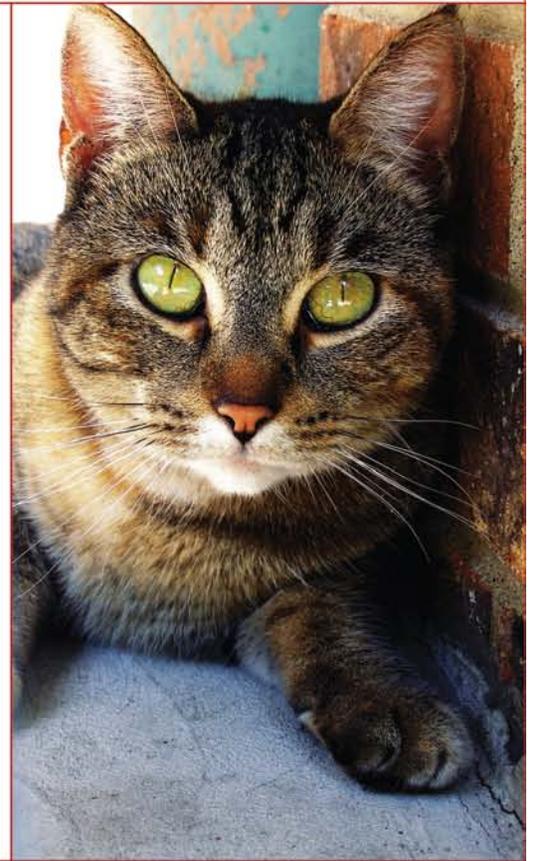


# SPAY-NEUTER ASSISTANCE PROGRAM INC.



**Stop The Cycle.**



## ANNUAL REPORT FY2013

(1 July 2012 - 30 June 2013)

### SNAP MISSION

To prevent the suffering and death of dogs and cats due to overpopulation and preventable diseases, especially in low-income areas.





## Report from the Executive Director

**Because of generous support from you and our other donors,** the past fiscal year was not only a period of growth in services but of growth in capacity for SNAP. Your investment in FY2013, enabled SNAP to provide services to 52,914 animals, which represented nearly a 10.1 percent increase over the prior fiscal year. We also increased by 5.3 percent the number of free sterilizations provided over the prior year for a total of 11,481 (32.9 percent of total surgeries).

In November 2012, we opened the new SNAP Pasadena Clinic with support from PetSmart Charities, Inc.; the City of Pasadena, Texas; Southeast Harris County Animal Alliance (SEHCC); and a number of other donors. This new clinic will give us the facility capacity to serve an additional 10,000 animals per year.

In addition to the expansion of our fixed clinic facilities, through a generous bequeath, we acquired in May 2013 a new mobile clinic for Houston. The new clinic has an increased capacity over our other mobile clinics and has advancements that help to better address operating conditions.

During FY2013, we also actively made investments and changes to improve our productivity and efficiency. These changes helped us to achieve a 12.7 percent expense ratio even with the expansion in facilities. A number of these improvements were the result of technology enhancements with upgrades to our financial/accounting and donor/fundraising systems, consolidation and centralization of our phone system, and improved communications with our mobile clinics. From a development and fundraising standpoint, we have been increasing the use of low-cost social media. During this past year, SNAP has won a number of fundraising contests using voting on social media. At the operational level, we have gained efficiencies through organizational changes that provide leverage of resources among our Houston area clinics.

As part of a strategic direction, SNAP has also increased collaboration and involvement with partners. In addition to providing spay-neuter surgeries for Pasadena Animal Control (PAC), SNAP is collaborating with PAC on a funded voucher program that provides free sterilization for the animals of income qualified individuals in the Pasadena area. SNAP has also played an integral part in the innovative BARC Beachhead initiative, which has brought together the city of Houston and a number of animal welfare and neighborhood groups to provide free spay-neuter services in high need neighborhoods. Begun in FY2013, this initiative will continue into FY2014.

SNAP has also been involved in providing services and outreach to other geographic areas. We have provided mobile clinic services to outlying areas near San Antonio and Houston. In particular, we have provided these services for a number of groups in the Laredo area using our San Antonio mobile clinic and staff. SNAP also participated in an educational and sterilization program with Spay Panama, providing services as well as know how, particularly related to mobile clinic operations.

We anticipate FY2014 as a year of moderate growth with a focus on exploiting the capacity at the

### **SPAY-NEUTER ASSISTANCE PROGRAM**

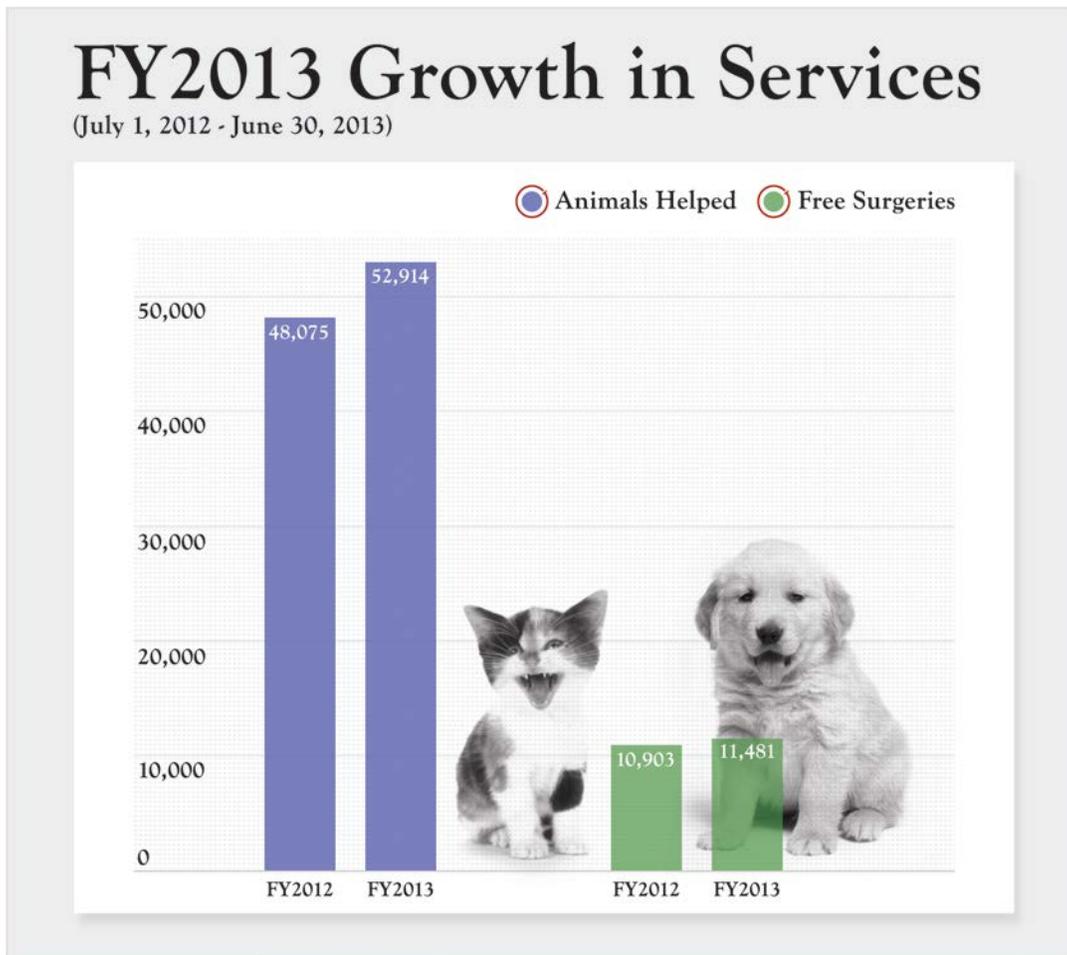
Pasadena clinic, which will be a key element in supporting a number of our partner initiatives, particularly providing spay-neuter services for a number of grants targeting community cats and Trap Neuter Return (TNR) programs.

By coordinating our funding initiatives along with those of our partners, we hope to provide an increased impact on reducing dog and cat overpopulation. With a heartfelt thanks to all of our donors who enable our mission, we look forward to an exciting and rewarding FY2014. None of this work would have been possible without your generous support.

Regards,



SNAP Executive Director



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## Current Programs

- ❖ **Houston Mobile Clinic Project**, providing free sterilizations to cats and dogs of indigent families in Harris County, Texas
- ❖ **Houston Spay-Neuter and Animal Wellness Clinic**, providing reduced-cost sterilizations and wellness services and products to dogs and cats of the general public at a stationary clinic
- ❖ **San Antonio Mobile Clinic Project**, providing free sterilizations to the dogs and cats of the indigent in Bexar County, Texas, with some reduced-cost sterilizations and wellness services for the animals of the general public; other counties served by special funding
- ❖ **San Antonio Spay-Neuter and Animal Wellness Clinic**, providing reduced-cost sterilizations and wellness services and products for cats and dogs of the general public at a stationary clinic
- ❖ **Pasadena Spay-Neuter and Animal Wellness Clinic**, providing reduced-cost sterilizations and wellness services and products for dogs and cats of the general public and local shelters at a stationary clinic
- ❖ **Additional Programs**, occasional trips to other cities, counties, states, and countries as requested and funded—for example, our collaboration with Spay Panama for a week-long spay-neuter event in the Panama City, Panama; service by our Houston mobile clinic to Brazoria, Fort Bend, Wharton, and Liberty Counties; and service by our San Antonio mobile clinic to Comal, Bandera, Atascosa, Webb, Medina, Maverick, and Guadalupe Counties



### SPAY-NEUTER ASSISTANCE PROGRAM

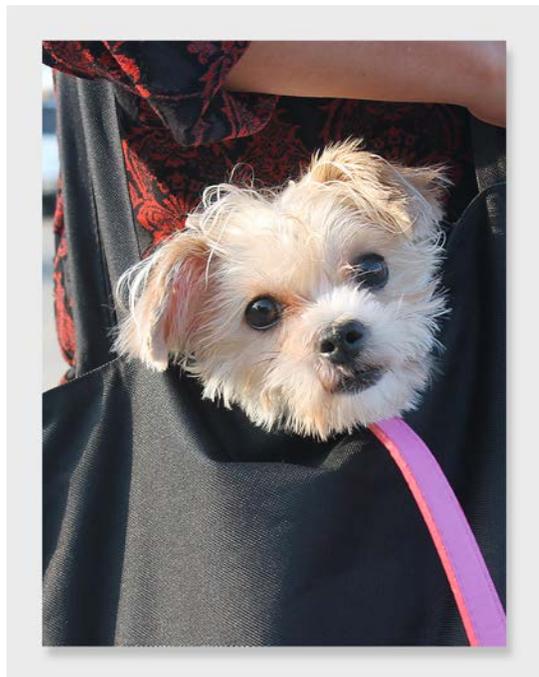
## Highlights of the Fiscal Year

### ANIMALS SERVED

- ❖ We cared for 52,914 cats and dogs. This included providing spay-neuter surgery for 34,926 and wellness services for 17,988.
- ❖ We sterilized 34,926 cats and dogs in all our projects, up 11.4 percent from last year. Of these, 11,481 or 32.9 percent were free. That includes 17,448 dogs and 15,942 cats, of whom 2,389 were community cats.
- ❖ Houston Spay-Neuter and Animal Wellness Clinic sterilized 13,835; Houston mobile clinic, 5,535; Pasadena Spay-Neuter and Animal Wellness Clinic, 3,538; San Antonio Spay-Neuter & Animal Wellness Clinic, 9,534; and San Antonio mobile clinic, 2,484.
- ❖ We had 12,775 wellness patients at our Houston Spay-Neuter and Animal Wellness Clinic, 1,319 at Pasadena Spay-Neuter and Animal Wellness Clinic, and 3,894 at San Antonio Spay-Neuter and Animal Wellness Clinic for a total of 17,988, up 7.6 percent from last year.

### FOCUS PROGRAMS

- ❖ We participated for the nineteenth year in World Spay Day during which our clinics in Houston and San Antonio spayed or neutered 174 dogs and cats. At our San Antonio Spay-Neuter and Animal Wellness Clinic, we held a special free pit bull day, sterilizing thirteen pit bulls for World Spay Day.
- ❖ SNAP was able to continue helping in Houston's infamous Corridor of Cruelty and Neglect. The Houston mobile clinic made thirteen trips to this area to spay and neuter 272 animals—both rescues and those with guardians in nearby neighborhoods.
- ❖ Our mobile clinics allowed us to serve neighboring counties beyond our home bases in Harris and Bexar Counties. The San Antonio mobile clinic visited Comal County twice, Bandera County three times, Medina County six times, Guadalupe County once, Atascosa County three times, Maverick County once, and Webb County six times for twelve days of surgeries, performing 924 spays and neuters. The



#### SPAY-NEUTER ASSISTANCE PROGRAM

Houston mobile clinic went to Liberty County three times, Brazoria County once, Fort Bend County twelve times, and Wharton County three times for a total of 410 sterilizations.

- ❁ The Houston Mobile Clinic Project completed its Zip Code Project for PetSmart Charities in zip code 77011 in November. The final nine trips did trap-neuter-return for 415 community cats, making our total for the project 1,841. Statistics from the Bureau of Animal Regulation and Care (BARC) showed a 17.3 percent drop in the number of cats surrender to the shelter between 2010 and 2012 despite a total 11.6 percent increase in cat surrenders, making the decline in 77011 all the more remarkable.
- ❁ In addition to the Zip Code Project, the Houston mobile clinic had a Petco Foundation grant to do TNR for 300 community cats at Allen Parkway Village. Four of the six trips were done in FY2013 with some animals brought to our Pasadena clinic for a total of 246 cats. We anticipate completing the project in July 2013.
- ❁ Our Houston Spay-Neuter and Animal Wellness Clinic continued Animal Aid, which offers free sterilizations, free wellness exams, and wellness products at cost to the dogs and cats living with people affected by HIV/AIDS. In FY2013, we helped seventy-six clients and 127 animals in this program.
- ❁ Best Friends Animal Society has provided funding in San Antonio for TNR across the 14 zip codes with the most serious community cat overpopulation. SNAP is part of that sweeping effort and in FY2013 has sterilized 1,266 cats for the project.
- ❁ The city of San Antonio contracted with SNAP to provide free spays and neuters for cats and dogs without regard to income qualifications of their guardians but limited to ten zip codes which was expanded during the year to twenty zip codes. The mobile clinic was therefore able to sterilize 490 animals of the general public.
- ❁ SNAP began in May to collaborate with the City of Pasadena Animal Control in providing free spay/neuter surgeries through a voucher program to income-qualified animal guardians in the Pasadena area. In FY2013, 101 surgeries were provided through this program.



## HONORS AND LEADERSHIP CHANGES

- ❁ 480 volunteers provided 6,975 hours of assistance to SNAP at special events, during community outreach programs, and with administrative work.
- ❁ SNAP received a sixth consecutive Winner of Distinction Award from the Better Business Bureau. And every year since 2002, Independent Charities of America has selected SNAP as

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one of the “best charities in America.” We also won a third Top-Rated NonProfit Award from GreatNonprofits based on client reviews. And Charity Navigator gave SNAP its coveted four-star rating for the second year in a row.

- ❖ Interim Executive Director James R. Weedon, D.V.M., retired in April, and former SNAP Board of Directors President David L. Smith was chosen by the board to succeed him. David’s experience includes director level roles for strategy and business development and controller roles in the global energy industry. He has been involved with SNAP since 2003, holding the position of board treasurer before becoming board president.



*Pasadena Mayor Johnny Isbell cuts the ribbon to open the SNAP Pasadena Clinic. Former SNAP Executive Director James R. Weedon, D.V.M.--to the left of the mayor--looks on.*

- ❖ Before stepping down, Dr. Weedon led SNAP in opening a new stationary clinic in Pasadena, Texas, in November to serve all of Southeast Harris County, including local shelters. It has the objective of sterilizing 10,000 animals annually. In honor of Dr. Weedon’s birthday, the Pasadena clinic held a free event on June 28<sup>th</sup>, sterilizing fifty-two animals.

## Impact of FY2013 Activities

- ❖ 4,896 indigent clients, with 8,246 animals, who otherwise would not have been able to have their animals sterilized for either financial or transportation reasons, were empowered to have their companion animals spayed or neutered in our free programs.
- ❖ The birth of 50,982 cats and 55,447 dogs within one year was prevented by all our programs, many of whom might have been born homeless and eventually killed by a shelter or by life on the streets. In seven years, that number jumps to a total of 124,135,537 births prevented by SNAP activities in FY2013.
- ❖ 2,520 community cats, who otherwise would not have been sterilized, were spayed or neutered,

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and as a result 46,886 births were likely to have been prevented within one year and 1,063,566 in seven years.

- \* 11,251 clients with 17,488 animals were able to obtain reduced-cost wellness services (examinations, vaccinations, tests, preventatives, etc.). These clients might not have been able to afford these services at considerably higher-priced private veterinary clinics. Included in this general group were indigent clients in our Animal Aid and Disabled/Older Guardians programs at our Houston Spay-Neuter and Animal Wellness Clinic: two disabled clients, one elderly client, and seventy-six clients HIV/AIDS-affected clients.

## Goals/Activities for FY2014

- \* Performing about 41,000 high-quality sterilization surgeries for dogs and cats to prevent an estimated 129,313 homeless animals from being born within one year, depending on the mix of species, gender, and proportion of community cats
- \* Providing wellness services to dogs and cats to promote the health and well being of 20,000 animals and the community at large
- \* Offering such high-quality service in state-of-the-art clinics by caring, friendly, and professional staff that we have no more than a low 0.10 percent death rate and achieve high client satisfaction of at least 95 percent positive evaluations
- \* Becoming more involved with area TNR programs, completing 300 animals in Allen Parkway Village, sterilizing 800-900 community cats in 77087, working with our shelters on other Houston area zip codes, and working with Best Friends Animal Society on their zip code work in San Antonio
- \* Collaborating with animal rescue groups and shelters in order to increase our impact in the areas we serve, e.g., Friends for Life, Bureau of Animal Regulation and Care, Harris County Veterinary Public Health



### SPAY-NEUTER ASSISTANCE PROGRAM

## Governance

An all-volunteer board of directors, serving without compensation, governs SNAP. The board by the end of FY2013 consisted of the following members:

Neil Sackheim, Board President  
Kate Smargiasso, Board Vice President  
Linné Girouard, Board Secretary  
Nell Turk, Board Treasurer

Catarina Gonzales Cron, Board Member  
Genvieve Luce Eichner, Board Member  
Jason Luong, Board Member  
Terry Blair Sidwell, Board Member  
Sonia Soto, Board Member  
Hector Villarreal, Board Member

## Key Executive Staff

David L. Smith, Executive Director  
Laura E. Welch, Director of Development  
JR Valdez, Director of Finance and Accounting  
Gil Lizalde, Director of Administration



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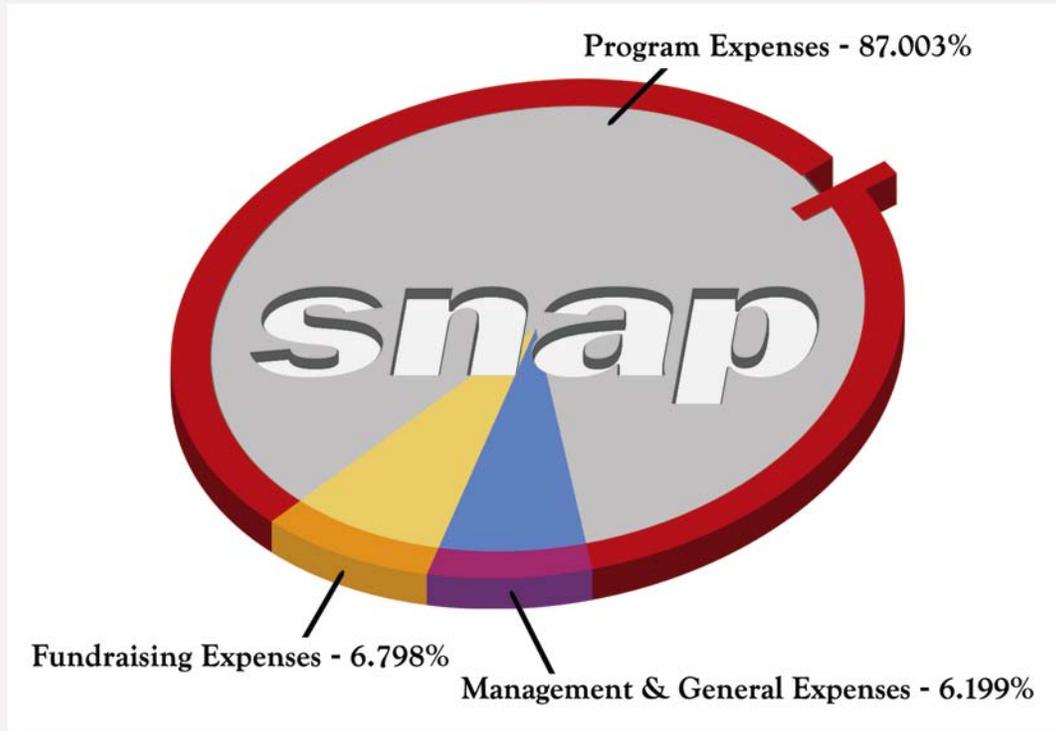
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## FY2012 Financials (2011 IRS Form 990)

Total Revenue	\$4,928,747
Program Expenses	\$4,156,210
Management & General Expenses	\$ 305,530
Fundraising Expenses	\$ 335,082
End of Year Net Asset Balance	\$1,278,831
Expense Ratio of Revenue	13.0%

## FY2012 Expenses

(July 1, 2011 - June 30, 2012)



*Note:* The figures in this chart are calculated as a percentage of revenue. When calculated as a percentage of expenditures, the total expense ratio was 13.35 percent.

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## Foundations, Corporations, and Nonprofits

We thank the following donors and friends for their gifts in FY2013:

### \$100,000+

San Antonio Area Foundation

### \$50,000 - \$99,999

Animal Charities of America  
Best Friends Animal Society  
Brown Foundation  
Houston Endowment  
Kronkosky Charitable Foundation  
PetSmart Charities, Inc.

### \$25,000 - \$49,999

Tapeats Fund

### \$10,000 - \$24,999

Bissell Pet Foundation  
Castroville Nip & Tuck  
Corridor Rescue, Inc.  
Mary M. Diggs Foundation  
Laredo Animal Protective Society  
Petco Foundation  
Selz Foundation  
Vivian L. Smith Foundation  
Tri-City Animal Sanctuary

### \$5,000 - \$9,999

Bunnies on the Bayou  
James A. "Buddy" Davidson Charitable  
Foundation  
Anonymous Foundation  
George and Mary Josephine Hamman  
Foundation  
Albert & Ethel Herzstein Foundation  
Project Companion  
Ray Rowe 1988 Trust for Animals  
Keith & Mattie Stevenson Foundation

### \$1,000 - \$4,999

Broadway Cares/Equity Fights AIDS  
Florence S. Ducey Foundation  
Charles Jago Elder Foundation  
HEB San Antonio  
Jacob and Terese Hershey Foundation  
Huffington Foundation  
Charles E. Kessler Foundation  
Marcia & Otto Koehler Foundation  
Lost Pawses  
Amy Shelton McNutt Charitable Trust  
Pet Hub Rescue of Pearland  
Ryan Newman Foundation  
Pit Bull Rescue Central  
Robertson-Finley Foundation  
David & Betty Sacks Foundation  
Dr. Scholl Foundation  
Scout's Honor Rescue  
Jack & Doris Smothers & Bud Smothers  
Memorial Foundation  
Susman Family Foundation  
Walmart Foundation

### \$500 - \$999

BP Fabric of America  
J. Harry & Winnie Converse Tappan  
Foundation

### Under \$500

Hillcrest Foundation

#### SPAY-NEUTER ASSISTANCE PROGRAM



**Stop The Cycle.**

**No-Birth Is the First Step to No-Kill**