

Fix Them
All

2023

Annual Report of Pay to Spay, Inc. d/b/a Fix Them All
January 1, 2023–December 31, 2023

Annual
Report



Mission

The charitable mission of Fix Them All is to encourage and facilitate the spaying and neutering of owned dogs and cats in order to reduce the number of unwanted animals. To that end, we work throughout North Central Florida to help people overcome barriers to sterilizing their pets. We provide affordable surgery through our low cost spay/neuter voucher program, transportation when possible, and information about the importance of fixing them all.

In 2023, a whopping 3,649 pets were sterilized through our program. That makes 11,497 dogs and cats spayed or neutered since our first year of operation, 2017.

Services

Fix Them All makes arrangements with veterinary practices willing to accept our surgery certificates (vouchers), including a discounted fee schedule, their requirements and limitations, and optional services available. Pet owners can purchase surgery certificates from Fix Them All for a copayment of \$30 per cat and \$50 per dog (increasing to \$45 per cat and \$65 per dog in 2024). Fix Them All covers the difference between the copayment and the negotiated cost of surgery with our own funds, raised through grants and fundraising efforts. All of our providers require a rabies vaccination unless proof of current vaccination status is provided; most charge the pet owner but a few include the vaccination with the cost of surgery.



All of our spay/neuter providers allow pet owners to bring their pets directly to their clinics for surgery. Some also accept transports from underserved locations, which we offer in partnership with other nonprofits. In 2023 we had transports for dogs and cats between Macclenny and the Humane Society of North Central Florida (January – July), between Macclenny and First Coast No More Homeless Pets in Jacksonville (August – December), and between Nassau County and Seaglass Spay/Neuter in Jacksonville; for cats only between Chiefland and Sheltering Hands in Ocala, and for cats only between Keystone Heights and Sheltering Hands.

Spay/Neuter Providers

At the end of 2023, twelve spay/neuter providers were participating in our program. Four of these – First Coast No More Homeless Pets in Jacksonville, The Humane Society of North Central Florida in Gainesville, Sheltering Hands of Ocala, and VOCAL Voices of Change Animal League in Ocala – are non-profit organizations providing high volume spay and neuter among other services. The remainder are private veterinary practices: Cares Affordable Veterinary Clinic in Archer, Melrose Animal Hospital in Melrose, Paw Prints Veterinary Clinic in Ocala, Pet Vet Clinic in Chiefland, Seaglass Spay/Neuter in Jacksonville, Shelton Veterinary Clinic in Interlachen, The Veterinary Center at Hunter’s Crossing in Gainesville, and Trenton Animal Hospital in Trenton. In addition, Access Veterinary Services of Alachua held special clinics in various locations for FTA with their mobile unit.

We are always looking for veterinarians willing to participate in our program, and we do periodic outreach to clinics across north Florida.

Staff

Fix Them All is an all-volunteer organization. Volunteers make arrangements with spay/neuter providers, accept applications and copayments, issue certificates and schedule appointments, communicate with pet owners, pay clinics for surgeries, handle our financial records and reporting, and write and manage grants. Volunteers also do outreach and fundraising, including posting on social media, organizing fund-raising efforts, and tabling at community events.

FTA governance is provided by a Board of Directors consisting of seven people at the end of 2023: Priscilla Caplan (President), Natalie Isaza, DVM (Secretary), Jo Ellen Sullenbarger (Treasurer), and Directors Sharen Ewing, Melissa Glikes, Sharon Nataline, and Lindsay Rist-Smith. Felicia Sternbach retired from the Board in September, after five years of service as Director and Vice President.

Fundraising and Grants

Fix Them All has always been well-supported by funding agencies. In 2023 we were awarded the following grants:

Florida Animal Friend -- \$15,105 for a dog and cat transport program for Baker County pets in partnership with First Coast No More Homeless Pets.



Petco Love -- \$2500 unrestricted funding for spay/neuter through the Access to Care program.

The Wagmore Foundation -- \$15,000 annually for three years, unrestricted funding for spay/neuter.

We were also accepted as a recipient agency for the 2023 University of Florida Campaign for Charities.

American Legion Post 91 presented FTA with a \$10,000 donation with the understanding it would be used for Gilchrist County pets.

An analysis by the Board of Directors in late 2022 showed that both veterinary costs and demand for our services were increasing, leading to a significant budget deficit. Therefore a concerted program of fundraising was initiated in 2023, focusing on fundraising events, tabling at community festivals, and business sponsorships. Events included a "Painting with a Pit" party in Gainesville hosted by Samm Wehman, three yard sales, and our first annual Tri-County Chili Cookoff at the Chiefland Farmers Flea Market.

Tri-County Chili Cookoff

The major FTA fundraising event for the year was a Tri-County Chili Cookoff held on November 11, Veterans Day, at the Chiefland Farmers Flea Market (CFFM). Sixteen chili cooks competed for two People's Choice awards and three Judged prizes. We have many individuals and businesses to thank for the success of this event and if we left anyone out here, our sincerest apologies because we appreciate every single one.



Chili Cats Dave Ashworth and April LeSage (chilicats.com) led our team through the entire process from planning to implementation, answering our questions, meeting with us frequently, and providing advice and sample materials. They also brought everything from generators to trash cans to tiny tasting spoons to the event.

Sam Ireson, the owner of the CFFM, allowed us to use his venue free of charge, and he and events manager Rob DeBoer were generous

with their time and advice. Debbie Busser, the social media manager for CFFM and a fabulous graphics designer, designed our flyers, organized a vendor raffle, and helped in many other ways.

Smith & Associates United Country Real Estate and Seacoast Bank were major sponsors of the event, contributing at our THE BIG FIX level. Other sponsors included: BE THE SOLUTION -- Pet Vet Clinic of Chiefland, Bronson Ace Hardware, and The Veterinary Center at Hunter's Crossing; ITS HIP TO SNIP -- Gulf Coast Auto Parts - NAPA Chiefland, Trenton Animal Hospital, EarthWise Pet of Jonesville, SouthState Bank and The Print Shop Chiefland; NEUTER IS CUTER -- ABC Pizza Restaurant Chiefland, Tri-County Insurance Services, K-9 Cuts, Anneliese Flemming and Jenny Narod.

Stephenson's Septic Tank Services lent us two porta potties for the cost of delivery, and Bounce Away Rentals donated the use of a double bounce house. Nana's Funny Face Painting delighted dozens of children free of charge. Many businesses donated merchandise and gift certificates for our silent auction and raffles, including Fun with Fudge, the Levy Citizen, Debbie's Veggies, Trenton NAPA, The Chief Theater, Beef O'Brady's, Cody Yelton Massage, Earth Pets Gainesville, Cedar Lake Woods & Gardens, Point of View Antiques, The BBQ Shack, Trenton Floral, Douglas McKoy Atty at Law, Pampered Paws, Elle Cochina Restaurant, Chiefland Golf and Country Club, Custom Accessories Chiefland, and GoodNature Pet Store of Gainesville.

Janice Then and Farnell Cole organized amazing live music which was provided all afternoon by Don David, Kerry Gordon and The Gordon Brothers, Neil Lofgren and Rob Lightsey. They all donated their time and talent and even gave us the proceeds of their tip jars.



Finally, the Dream Team of FTA volunteers who planned for months and solicited sponsorships and donations were Janet Clausen, Anneliese Flemming, June Kennedy, Jane Maxwell, and Lucille Rese. Many other FTA volunteers and their friends and family helped to staff the event.

Projects and Partnerships

Animal Rescue Konsortium

FTA entered an agreement with the Animal Rescue Konsortium (ARK) in Crescent City. ARK is transporting puppies to Paw Prints in Ocala and kittens to Sheltering Hands in Ocala for spay/neuter through our program.

Corbin's Corner Pet Transport

In August, in partnership with Paw Paws Pet Rescue and Corbin's Corner Community Pet Pantry, we initiated a pet transport for dogs between Nassau County and Seaglass Spay/Neuter in Jacksonville. By the end of the year, 17 dogs were spayed or neutered through this initiative.

Lily's Kitty Care Fund

The second Celebration in Honor of Lily Mobsby (Lily's Kitty Care Fund) will provide free spay/neuter and rabies vaccination for 20 cats owned by Dixie County residents, funded by Lily's parents Robert and Mitzi Mobsby. Registration was held at Old Town Hardware & Supply on December 2 for surgery to be performed on January 20, 2024.

The London Sanctuary

The wonderful folks at the non-profit hound rescue, The London Sanctuary, coordinated and provided on-site support for the transport between Macclenny and the Humane Society of North Central Florida in Gainesville for the first six months of the year.

Madison County

The Madison County Sheriff's Office Animal Services, Dr. Natalie Isaza's Access Veterinary Services (AVS) and Fix Them All collaborated to bring the AVS Mobile Unit to offer low cost spay/neuter services to Madison County pets. Thirty-one animals (six dogs and 25 cats) had surgery at Madison County Animal Services on December 7.

Nancy Smallbone Community Fund

Once again, long-time animal advocate Nancy Smallbone funded the copayment for Dixie County pets. In-person registration events were held at Old Town Hardware Supply in February

and April. With her gift, 105 dogs and 52 cats were spayed and neutered through the FTA program.

Sheltering Hands

Sheltering Hands is a non-profit with the mission of improving the lives of cats through humane care, low-cost spay/neuter surgery, cat adoption, education, and support services for the community. They are not only a spay/neuter provider for Fix Them All, but they run transports for FTA clients between their clinic in Ocala and locations in Keystone Heights and Chiefland. In 2023, 546 cats were sterilized through the transport program, in addition to the 98 cats taken directly to their clinic by FTA clients.



Twisted Oaks Rescue

Twisted Oaks Rescue in Keystone Heights remained an MVP – Most Valuable Partner! In addition to advertising and promoting our program in Butler, Clay and Putnam Counties, Twisted Oaks volunteers handle reminders and follow-ups for clinics at The Veterinary Center at Hunters Crossing and for the transport between Keystone Heights and Sheltering Hands in Ocala.

The Year in Review

We began the year on a good note, adding Shelton Animal Clinic in Interlachen as a spay/neuter provider. On January 14 we were in Williston taking applications for spay/neuter at the annual Kimberly Morales Memorial Foundation's Snow Party. This is a fabulous family-friendly event benefitting the Kimberly Morales Scholarship Program. Also in January we attended the Sheltering Hands Chili Cook-off, a fundraiser for one of our participating spay/neuter providers. We had such a great time we were inspired to hold a chili cookoff of our own in November.

In February we published our first installment of the monthly column, Pawsome News, in the Levy Citizen, with "Ten Good Reasons to Fix Your Pet". We've had a column every month since then, each of them co-written and vetted (pun intended) by one of our spay/neuter veterinarians.

On February 4 we had a booth at the Kourtney's Hope For the Animals event at the Trenton train depot. Kourtney's Hope is a nonprofit carrying on the animal advocacy work of Kourtney Dunnam who tragically lost her life in a storm at the age of 23. Also in February we signed up 96 Dixie County dogs for spay/neuter funded by the Nancy Smallbone Community Fund.

In March we added a new provider, Seaglass Spay/Neuter in Jacksonville, a newly opened clinic specializing in spay/neuter services. On the 11th we had a booth at the Lower Suwannee Art and Nature Festival at Glen Dyals Park in Suwannee, and on the 12th we held a "Painting with a Pit" party fundraiser at the Trinity United Methodist Church in Gainesville. Local artist Samm Wehman gently led participants in making portraits of their own pets in acrylics.

On April 15 we held registration for 50 Dixie County cats to be spayed and neutered with funding from Nancy Smallbone, a long-time warrior for Dixie County pets. On the 28th we attended the grand opening of the new Williston Animal Shelter.

On Saturday June 10 and Sunday June 11 we held our spring yard, plant and bake sales in Alachua and Old Town respectively.

In July we added our newest spay/neuter provider, The Veterinary Center at Hunter's Crossing. Dr. Lexi Brandenburg and her staff give us appointments every Wednesday and are very popular with our clients.

In August FTA initiated a twice-monthly transport for Baker County animals between Macclenny and First Coast No More Homeless pets, funded by a grant from Florida Animal Friend. Up to 10 dogs are transported on the first Wednesday of each month, and up to 20 cats on the third Wednesday. FCNMHP provides the transport vehicle and on-site staff, while FTA takes applications and schedules appointments. Baker County administration staff help on site and

also issue appointment reminders. By the end of the year, 40 dogs and 77 cats had been sterilized through this initiative.

On September 9 we attended the Trenton Almost Fall Festival with an information table and a raffle.

On October 7 we held a yard sale to items donated by our volunteers and their friends in the Hunter's Crossing neighborhood of Gainesville that raised over \$1400.

On October 14 we had an information table at the Community Center in Old Town and a booth at the always fun McIntosh 1890s Festival. On the 26th we tabled at the Fall Festival in Chiefland. We also had an information table on the 30th at the Old Town Trunk or Treat in Waldo Park.

In November we attended the University Campaign for Charities (UFCC) kickoff as a first-time recipient agency. This program, managed by the United Way, allows UF staff to make donations to recipient agencies by cash, check or a one-time or monthly payroll deduction.

On Veterans Day, November 11, we held the first-ever, hopefully annual, Tri-County Chili Cookoff at the Chiefland Farmer's Flea Market. And on the weekend of November 18-19 we had a booth at the Downtown Festival and Art Show in Gainesville.

On December 2 we took registrations at Old Town Hardware & Supply for a spay/neuter event to be held by Access Veterinary Services on January 20, 2024, sponsored by Lily's Kitty Care Fund. To honor the life of Lily Mobsby, her family pays for the spay or neuter of 20 cats owned by Dixie County residents. The cost to the pet owner is only \$10 for a rabies vaccination if needed.

On December 17 the Tricounty Emergency Veterinary Clinic in Trenton held its grand opening. Run by Trenton Animal Hospital, a long-time spay/neuter provider for FTA, this clinic offers emergency veterinary care on evenings, weekends and holidays, and spay/neuter services on weekdays. We congratulate Dr. Heirs and her staff for providing this much-needed service.

Statistics

In 2023, 1386 dogs and 2263 cats were spayed or neutered through our program, for a total of 3649 pets. The animals came from 25 Florida counties and southern Georgia. The highest numbers of surgeries were for animals from Levy (549), Putnam (543), and Dixie (542) counties.

2023 FTA Surgeries by County

County	Male Dog	Female Dog	Male Cat	Female Cat	Total
Alachua	99	98	99	117	413
Baker	47	59	94	99	299
Bradford	31	53	62	78	244
Brevard	0	1	0	0	1
Citrus	1	1	0	2	4
Clay	41	43	95	117	286
Columbia	20	23	17	36	106
Dixie	75	146	144	177	542
Duval	11	10	2	6	29
Gilchrist	40	81	90	137	348
Hamilton	0	2	1	0	3
Lafayette	4	1	0	6	11
Lake	0	0	0	1	1
Levy	66	91	143	249	549
Madison	3	3	16	9	31
Marion	12	20	14	18	64
Osceola	1	1	0	0	2
Nassau	8	6	0	3	17
Putnam	81	106	127	229	543
St Johns	9	8	1	2	20
Sumter	4	3	0	0	7
Suwannee	11	15	10	16	52
Taylor	0	6	10	17	33
Union	14	20	9	6	49
Volusia	5	4	0	0	9
Georgia	1	1	1	3	6
Totals	584	802	935	1328	3649

2023 FTA Surgeries by Clinic

Clinic	Male Dog	Female Dog	Male Cat	Female Cat	Total
Cares	87	183	88	110	468
FC direct	28	20	6	15	68
HSNCF	114	174	85	135	508
Melrose	35	29	135	116	315
Paw Prints	9	13	1	1	24
Pet Vet	37	61	173	272	543
Seaglass	21	13	10	5	49
SH direct	0	0	36	62	98
Shelton	31	43	27	41	142
Trenton	68	72	32	64	236
TVCHC	90	110	51	68	319
VOCAL	19	26	2	3	50
AVS-Madison	3	3	16	9	31
FC-Baker	20	20	35	42	117
HS-Baker	24	35	38	39	136
SH-CH	0	0	112	174	286
SH-KH	0	0	88	172	260

Cares -- Cares Affordable Animal Clinic in Archer
 FC direct -- First Coast No More Homeless Pets in Jacksonville, direct to clinic
 HSNCF -- The Humane Society of North Central Florida in Gainesville
 Melrose -- Melrose Animal Hospital
 Paw Prints -- Paw Prints Veterinary Clinic in Ocala
 Pet Vet -- Pet Vet Clinic in Chiefland
 Seaglass -- Seaglass Spay/Neuter in Jacksonville
 SH direct -- Sheltering Hands in Ocala, direct to clinic
 Shelton -- Shelton Veterinary Clinic in Interlachen
 Trenton -- Trenton Animal Hospital
 TVCHC -- The Veterinary Center at Hunters Crossing in Gainesville
 VOCAL -- Voices of Change Animal League in Ocala (VOCAL)
 AVS-Madison -- The Access Veterinary Services mobile unit special clinic in Madison County
 FC-Baker and HS-Baker are transports between First Coast and Macclenny
 HS-Baker was a transport between HSNCF and Macclenny
 SH-CH and SH-KH are transports between Sheltering Hands and locations in Chiefland and Keystone Heights respectively

STATEMENT OF INCOME AND EXPENSE, FY 2023

Operations, Unaudited, Cash-only

	<u>Jan - Dec 2023</u>
Ordinary Income/Expense	
Income	
Contributions, Gifts, Grants	
Donations	14,634.74
Grant Income	52,480.00
Chili Cookoff	7,802.03
Other events	3,388.30
Other	<u>147.06</u>
Total Contributions, Gifts, Grants	78,452.13
Interest Earned	16.63
Program Service Revenue	
Vet Extra Services Revenue	1,035.00
Copayments for surgeries	<u>150,609.83</u>
Total Program Service Revenue	<u>151,644.83</u>
Total Income	<u>230,113.59</u>
Expense	
Program Service Expenses	
Veterinary fees for spay/neuter surgeries	281,605.80
Other veterinary costs	<u>5,589.40</u>
Total Program Service Expenses	287,195.20
Fundraising Expenses	
Chili Cookoff	1,430.13
Events	311.02
Total Fundraising Expenses	1,741.15
Gifts and Grants Paid	2,200.00
PayPal Fees	4,251.61
Business Registration fees	138.13
Operations	
Information Technology	564.00
Advertising	214.18
Volunteer Expenses	299.14
Postage, Mailing Service	555.90
Printing and Copying	489.83
Supplies	<u>600.72</u>
Total Operations	2,723.77

Other Types of Expenses	
Contract Services	2,180.00
Insurance - Liability, D and O	<u>1,251.00</u>
Total Other Types of Expenses	<u>3,431.00</u>
Total Expense	<u>301,680.86</u>
Net Ordinary Income	-71,567.27
Other Income/Expense	
Other Income	
Unrealized Gains and Losses	<u>-3,375.95</u>
Total Other Income	<u>-3,375.95</u>
Net Other Income	<u>-3,375.95</u>
Net Income	<u><u>-74,943.22</u></u>