petco foundation

April 7, 2016

Valued partner,

On behalf of everyone at the Petco Foundation, we are pleased to provide you with the enclosed grant award of **$175,000.00**, to be used towards the purpose outlined in your grant application for our May 2016 grant cycle. Please see your approval email for instructions on how to properly acknowledge the Petco Foundation as well as the link to our press kit and logo.

We're thrilled to have your organization benefit from the generosity of Petco Foundation supporters, and we hope you will use this donation to continue the lifesaving work you do for the animals in your community.

Together, with partners like you, we can create a lifesaving nation, where every pet has the chance to find a loving home. We celebrate your commitment to animals and thank you for all that you do on behalf of pets and the people who love and need them.

Petco Foundation grant follow-up instructions:

In order to apply for future funding from the Petco Foundation, we require that your organization to provide a follow-up report of how funds were used as well as an update of your organization information. Please login to your account on our grant site to complete this report. You may access the login page from www.petcofoundation.org on the **Petco Foundation Partners** page by clicking on the blue **"partner login"** button. **Hint:** After signing in scroll down and click **Edit** in the box similar to the one below.

˅ December 2015

Process: Dec 2015 SPCA Humane Soc & other non-profits that provide care & operate a sheltering facility

| Application | Submitted | 09:01 2015 | |
| Decision | Approved | 12 18 2015 | |

Follow-Up Forms

Follow up report for Sheltering & Adoption Org ▌▬▬   Overall Grant   06 30 2016 Assigned   (┊╱∷)
2015

Sincerely,

Susanne M. Kogut

Susanne Kogut
Executive Director
Petco Foundation

requests
  Dashboard
  Apply
tools
  Fax to File
  View Organization History

Application

| Public Profile ✖ ✧ ✱ | 🅐 Application Packet | 🅐 Question List |

Contact: Ms Shelly Simmons
328 Furman Hall Road
Greenville, SC 29609 United States

864-467-3953
misimmons@greenvillecounty.org

> ⓘ **Info:** If your organization information does not appear correct, please contact the funder. Thank you.

Organization: Greenville County Animal Care
328 Furman Hall Road
Greenville, SC 29609 United States

864-467-3953
57-6000356
www.greenvillepets.org or www.greenvillecounty.org/acs

> ⓘ **Info:** Fields with an asterisk (*) are required.

⌄

Grant Cycle*

Decisions are made in May and October for this grant category. If you are seeking a May 2016 decision, name your request **"May 2016 Grant Cycle"**. If you are seeking an October decision date, please wait and submit your application during the next cycle.

May 2016 Grant Cycle

Amount Requested*

Please provide the total amount requested.

$ 175,000.00

Service Area population*

500,000 to 749,999   ▾

Geographic Area*

Geographic region in which funds will be used

MI; OH; WV; VA; NC; SC; MD; DC; DE; PA   ▾

Petco VIN

Please provide 4-6 digit Petco VIN (Vendor Identification Number) if known. <u>If you do not know or do not have a VIN, please leave blank.</u>

\#

Partner Newsletter*

Is everyone in your organization who should be receiving our partner newsletter signed up? If not, please

indicate email addresses below for those that would like to receive important updates regarding grants, adoptions and other exclusive partner information.

○ Yes

● No

Email #1

✉ misimmons@greenvillecounty.org

Email #2

✉ praines@greenvillecounty.org

Email #3

✉ pchurch@greenvillecounty.org

⌄

IMPORTANT: It is imperative that you read the Grant Application Instructions prior to completing this application. Failure to accurately complete the application in accordance with the Grant Application Instructions may result in a denial of your request.

ANIMALS RECEIVED AND OUTCOME INFORMATION FOR 2014

Please indicate the number of animals for 2014 in each category below. *(Yes, we really do want your 2014 data for this application. If your grant is approved you will be asked to provide 2015 data on your follow up report.)*

IMPORTANT: This application is for animal welfare organizations that provide sheltering and adoption services (in addition to other services). Your organization must have data to input in this section in order to proceed.

**We strongly suggest that you access the Excel version of our Animal Data Worksheet OR printout and complete the attached pdf version Animal Data Worksheet prior to completing the section below.

NOTE: For questions requesting a number, please enter one number only. If none, please enter 0. Please do not enter special characters such as dashes or number ranges. You may save your work and complete this section at a later date if necessary.

RECEIVED INFORMATION

On-hand (in care) as of January 1st*

\# 1645

Stray animals*

\# 15580

Owner surrenders*

\# 2603

Transferred in*

Animals transferred in from other organizations

| # | 16 |

Other animals*

Those animals received that do not fit in the categories above

| # | 320 |

TOTAL received/cared for*

Sum of all "received" fields above for the calendar year Jan 1 to Dec 31. *(Remember to include your on-hand / in care as of January 1st in this TOTAL)*

| # | 20164 |

OUTCOME INFORMATION

Adopted*

| # | 5162 |

Returned to owner*

| # | 1016 |

Transferred out*

Animals transferred out to other organizations

| # | 5146 |

Died in care*

| # | 176 |

Euthanized*

| # | 6866 |

Other animal outcomes*

Those animals outcomes that do not fit in the categories above

| # | 823 |

On-hand (in care) on December 31st*

| # | 975 |

TOTAL outcomes*

Sum of the "outcome" fields above for the calendar year Jan 1 to Dec 31. *(Remember to include your on-hand / in-care on December 31st in this TOTAL.)*

| # | 20164 |

VALIDATION*

TOTAL animals received/cared for MUST equal your TOTAL animal outcomes (see instructions).

•Total "Received" includes your in care count at the beginning of the year

•Total "Outcomes" includes your in care count at the end of the year.

Please verify that these two numbers are equal and the values indicated for the various categories add up correctly prior to proceeding.

Yes

ORGANIZATION FINANCIAL DATA

Total 2014 expenses*

Or your last fiscal year. We are looking for the amount for your animal sheltering, care and other services. Please do not provide the entire budget for your municipality or department. If you do not have a published department budget, you will need to provide us your internal operational budget for animal welfare services.

$ 3,660,486.00

Portion of expenses government funded*

Include the amount of all direct funding from government including any contracts, grants or other payments.

$ 3,660,486.00

Total 2014 revenue*

Or your last fiscal year. Revenue will equal funds appropriated/budgeted plus any other revenues (grants, donations, and services fees designated for your use). Revenue should not equal zero but should at least be the amount designated for your operations.

$ 1,529,199.00

Current budgeted expenses*

Total expense amount for your current annual budget

$ 3,933,096.00

OPERATIONAL INFORMATION

Total spay/neuter surgeries*

Total number of spay/neuter surgeries during the year funded by your organization (all types).

\#   6090

Spay/neuter surgeries of shelter animals

\#   5652

Spay/neuter surgeries of public animals

Number of spay/neuter surgeries of public animals performed by your clinic or funded in full or part by your organization.

\#   1995

Feral cat spay/neuter surgeries

Number of feral cat spay/neuter surgeries. Animals released and not otherwise included in shelter or public surgeries.

\#   851

Number of Field Officers on staff*

\#   6

Total number of days CLOSED for adoptions*

During a 365 day-year

| # | 64 |

Extended hours*

Number of weekend hours and weekday hours after 5pm OPEN for adoptions during a typical week (excluding any holiday weeks).

| # | 11 |

Average DOG adoption fees*

| 26-50 | ▾ |

Average CAT adoption fees*

| 26-50 | ▾ |

Adoption promotion*

Do you do adoption promotions, specials or events?

⦿ Yes
◯ No

Adoption time frame*

The typical time period for an animal to be given to adopter after completing the application is:

| Within three days | ▾ |

If not same day, please indicate reason(s)

Check all that apply
☑ Spay/neuter surgery
☐ Home visit
☐ Reference check/Landlord check
☐ Compatibility check with other animals
☑ Other - please indicate below

Other reason not same day

If you selected "Other" above, please specify reason

| We allow customers to view ALL pets in our shelter and pre-adopt if the pet's stray hold is not completed. So ofte |

Adoption approvals*

What is the estimated percentage of adoption applications submitted that are approved?

| Greater than 90% | ▾ |

Satellite adoption centers*

Please indicate total number of satellite adoption centers. Satellite adoption center refers to adoption space inside another business where animals are housed and shown for adoption. For example, cat housing in a Petco store would be considered a satellite adoption center.

| # | 1 |

Location

Please provide business name, city and state of the location of any satellite adoption centers.

| Petco, Greenville, SC 29609 |

[973 characters left of 1,000]

Shelter software*

What shelter software do you use to track your information?

PetPoint	▼

Other software

If you selected "Other" above, please indicate name of shelter tracking software used.

Shelter statistics*

Does your organization annually publish your shelter statistics on your website for total intake, adoptions, euthanasia, transfers, etc.?

⦿ Yes
○ No

PARTNERS AND REFERENCES

Transfers*

Do you transfer animals to other organizations?

⦿ Yes
○ No

Top 3 transfer partners

The partners in which you transferred out the greatest number of animals in the past year, and the approximate number of transferred animals per group. Please provide full name and address of organizations.

Foster Paws Feline Rescue - 552 (FY2015) transferred out
23 N Park Drive , Greenville, South Carolina 29609
323-630-1437

Charlie's Angels Rescue - 260 (FY2015) transferred out
5526 Hendersonville Road , FLETCHER, North Carolina 28732
828-885-3647

Suzie's Zoo Rescue - 208 (FY2015) transferred out
324 Mary Scott Drive , GOOSE CREEK, South Carolina 29445
843-830-7883

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Petco Adoption Partner*

Is your organization an active adoption partner with your local Petco store?

⦿ Yes
○ No

Frequency

If yes, how often do you bring animals for adoption to Petco stores?

We house animals for adoption at a Petco satellite adoption center and do regular adoption events	▼

Adoptions at Petco

If yes, how many adoptions did you do in 2014 at Petco stores?

11 to 50	▼

Interested in partnership?

If not a current adoption partner, are you interested in becoming a Petco adoption partner?

⦿

Yes
○ No

Partnership obstacle

If you are not interested in partnering with your local Petco for adoptions, please advise primary reason why not.This will better enable us to determine how to best assist our partners in an effort to increase pet adoptions.

▼

Other reason

If you selected "Other" above, please provide additional information.

Recommendations*

Please include the names of those that would be willing to provide a recommendation for your organization. Include Petco employees and others. Please include name, organization or company (if applicable), phone number and/or email address.

Dr. Sara Pizano, Target Zero, 954-401-8785, drsarahpizano@target-zero.org
Cameron Moore, Target Zero, 904-422-4773, cameron@target-zero.org
Joe Elmore, CEO, Charleston Animal Society, 843-329-1540, jelmore@charlestonanimalsociety.org

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PURPOSE OF FUNDING REQUEST

Primary Purpose*

Please tell us the primary purpose of your funding request.

Other   ▼

Secondary Purpose

If applicable

Feral cat TNR (includes all costs related specifically to TNR efforts)   ▼

Additional Purpose

If applicable

▼

Other Purpose

If you selected "Other" above, please specify other purpose.

Community Cat Diversion Program for outside cats entering the shelter

Date of Event

If your request is for sponsorship of an event, please provide date of event. List one date only even if event is longer than one day or multiple events.

📅

Amount per Purpose

If you selected more than one purpose, indicate below the amount for each purpose.

$158,000 for Other - Community Cat Diversion Program
$17,000 for Feral cat TNR
$175,000 total requested amount

[4,889 characters left of 5,000]

Use of Investment*

How will your organization utilize the investment made by the Petco Foundation, if granted?

In 2014, only 0.009% of the stray cats entering the Greenville County shelter were returned to their owners, and ultimately 53% of the 9,300 cats that entered were euthanized. Community Cat diversion will be a crucial life-saving tool for the Greenville County community to reach a 90% or higher live release rate. Rather than continuing practices that do not yield much progress, Greenville County Animal Care plans to target the solution and stop the reproduction cycle of outside cats.

Because the population at greatest risk are cats entering through the shelter doors, the bulk of the funding requested will be used to implement a Community Cat Diversion Program to sterilize, ear tip, and vaccinate all outside cats that enter the shelter, and then return those cats to the area from where they came.

It is estimated that up to 85% of the cat population entering shelters are outside cats and eligible for community cat diversion (source: Target Zero). For Greenville County Animal Care, that equates to approximately 7,300 eligible cats that can be spayed or neutered, ear tipped, vaccinated, and returned to their outside homes.

The cost for Greenville County Animal Care's high volume, low-cost spay/neuter clinic to perform 7,300 additional feline sterilization surgeries each year is estimated at $158,000. This assumes the clinic will spend, on average, $21.67 per cat to spay or neuter, ear tip, and vaccinate (FVRCP and Rabies).

Additionally, Greenville County Animal Care wants to offer FREE spays and neuters to citizens in the the community who are actively engaged in feral cat TNR to further reduce the number of community cats and especially kittens entering the shelter each year. The clinic's capacity for public feral cat TNR is 800 cats per year. The cost to spay or neuter, ear tip, and vaccinate 800 feral cats will be approximately $17,000.

In total, Greenville County Animal Care is requesting $175,000 in funding to start up these programs. It is believed that by implementing these two life saving options for cats, Greenville County will successfully achieve a 90% or higher live release rate by the end of 2015.

To sustain the Community Cat Diversion Program and continue to offer FREE spays and neuters to citizens actively engaged in feral cat TNR, Greenville County Animal Care plans to solicit the community for donor support. As these programs mature, fewer and fewer county funds will be needed to house, care for, and make adoptable the sheer number of cats entering the shelter currently. These funds can then be diverted to sustain these two life-saving programs. Greenville County Animal Care believes that it will successfully build a strong donor base and will be able to divert the necessary county funding in place to sustain these programs long-term within a 3-year period. Greenville County Animal Care therefore seeks funding for one year of financial support to implement the suggested programs and also requests that the Petco Foundation will consider funding a second and third year as the shelter is able to show success with the life-saving efforts these programs traditionally yield.

[6,835 characters left of 10,000]

Recognition*

If an investment is made in your organization by the Petco Foundation, please share your ideas of how will you will recognize the Petco Foundation for said investment.

Should the Petco Foundation invest in this large-scale venture to dramatically decrease the number of community cats in the Greenville area and increase the live release rate at the Greenville County Animal Care shelter to 90% or higher, the Petco Foundation may be recognized in any of the following ways:

* Petco Foundation logo and news story on the Greenville County Animal Care website announcing the grant funding received and its purpose.
* Mention of the Petco Foundation's support for life-saving programs on the County Administrator's report submitted to Greenville County Council for the purpose of updating the community at local council meetings on the progress of Greenville's No-Kill efforts.
* Regular mentions on Greenville County Animal Care's social media platforms of the Petco Foundation grant, how the funding is being used, and regular updates on the success of the programs implemented.
* Media coverage of Greenville County Animal Care's strategic plan to achieve a 90% or higher live release rate and the Petco Foundation's financial assistance in those efforts.
* "Made possible through a grant from the Petco Foundation" noted on all applicable brochures, flyers, and signs for the Community Cat Diversion and Feral Cat TNR programs. Petco Foundation logo inserted when possible.
* Any other suggested recognition opportunities provided by the Petco Foundation.

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Other information

Please provide other important information that may be relevant or important to our consideration of your request. *Attachments may be added in the next section.*

Greenville County Animal Care became a Target Zero fellow in December 2015, and is diligently working to implement the proven strategies to achieve a 90% or higher live release rate and the status of a "no-kill community". Additionally, Greenville County Animal Care has been selected as one of the Key Resource Centers for the No-Kill South Carolina project and will be working with Charleston Animal Society and other South Carolina animal welfare agencies to help achieve the goals of that Petco Foundation funded project.

Dr. Sara Pizano and Cameron Moore of Target Zero, and Joe Elmore of Charleston Animal Society have all encouraged Greenville County Animal Care to apply for a Petco Foundation grant with the purpose of increasing life release rates at the Greenville shelter and furthering its success to achieve a No Kill Greenville County.

Greenville County Animal Care operates a state-of-the-art spay and neuter clinic that was designed to and is capable of performing these additional surgeries. Dr. Sara Pizano and Cameron Moore from Target Zero has evaluated the clinic's capacities and agrees with this statement.

Greenville County Animal Care is the only open admission shelter in Greenville and Spartanburg counties. Historically, the shelter takes in 20,000 animals each year. Yearly intake numbers are steadily decreasing with the implementation of surrender prevention, spay/neuter, and other strategies aimed at lowering shelter intake. In 2015, the shelter intake was just over 17,000. Greenville County Animal Care holds ALL animal control contracts with municipal agencies in Greenville County as well as the contract with Spartaburg County to house and care for their county's stray animals.

In 2007, when Greenville County Animal Care began its operations, the local humane society (who at the time was operating the open admission shelter) was reporting a live release rate of 15% or less. Within it's first year of operation, Greenville County Animal Care increased it's live release rate to 59% and has slowly but steadily increased that rate over the years to its current 64% live release rate. The challenge has always been finding life-saving options for cats entering the shelter. With the implementation of a Community Cat Diversion Program, the plateau that this community has been experiencing will end and allow Greenville County to achieve and experience a 90% or higher live release rate for the first time ever in its history. It will also place this state one giant step closer to becoming a No-Kill South Carolina.

One item to note on our spay/neuter statistics. You will notice our "total number of spay/neuter surgeries during the year funded by your organization (all types)" is 6,090, yet the other figures given equal 8,498. This is because some of the surgeries performed in Greenville County Animal Care's spay/neuter clinic are not funded by our organization, but by other non-profit organizations (Speak for Animals, for example, offers vouchers to the public that they can use at our clinic). Knowing how important it is for the data to match up in this application, we wanted to make this clear as to why it may appear as a math discrepancy.

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ATTACHMENTS

REQUIRED FINANCIAL DATA

If your <u>most recent</u> Form 990 is not published on GuideStar, please upload your most recent Form 990, excluding schedules. If you do not file a Form 990, please attach audited financial statements, if available, or otherwise unaudited financials statements. If you are a municipal or governmental entity, please upload your department or divisional budget. *If your document is too large, please include a link to the document below.*

Upload a file   [8 MiB allowed]

Link

You may include a link to information such as your 990 or financial statements here.

🌐

Document or photo related to your submission

If you are a qualified organization and applying for a <u>Lifesaving Impact Award</u>, please upload required document here. If not, other document types or a photo related to your application may also be uploaded here.

Upload a file   [5 MiB allowed]

Petco Foundation Grant May 2016 Cycle Budget.xlsx   [11.6KiB]

Additional document or photo

If you are applying for sponsorship of an event, please upload a listing of <u>all</u> sponsor levels and benefits here. If not, other document types or a photo related to your application may be uploaded here.

Upload a file   [4 MiB allowed]

<u>NOTE</u>: Every application MUST include a W-9 form completed, signed and dated <u>within the last year</u>.

Additionally, if you have never received funds from the Petco Foundation, please also include a copy of your IRS tax-exempt determination letter, section 501(c)(3). If you do not have a 501(c)(3) tax determination letter, the only other way to qualify would be to be a governmental entity and submit the completed Government or Municipal Agency form.

<u>IMPORTANT</u>: The name on the W-9 form must match the name on the 501c3 letter or governmental agency form.

W-9 form*

Please print page one, complete and sign IRS W-9 Form . Scan completed document and save to your computer OR if you need to create a pdf (electronic copy), click on the link "Fax to File" found in the beige margin to the left and follow the directions. This will allow you to create a document that you may upload to your application. Don't forget to include a signature where it indicates, "Signature" on the form.

Upload a file   [2 MiB allowed]

W9- Greenville County.pdf   [358.3KiB]

IRS tax-exempt determination letter

Please upload a copy of your IRS tax-exempt determination letter. If you need to create a pdf (electronic copy) from a hard copy, please click on the "Fax to File" link in the beige margin to the left and follow the instructions. You will be able to create a document that you may upload to your application. (State exemption forms do NOT qualify.)

Upload a file   [2 MiB allowed]

Governmental or Municipal Agency

Please print, complete and sign the Governmental Agencies or Organizations Registration if you are a

government or municipal agency and not in possession of a 501(c)(3) tax determination letter. You may scan and upload this document after signing or if you need to create an attachment, click on the link "Fax to File" found in the beige margin to the left and follow the directions. This will allow you to create a pdf (electronic document) that you may upload to your application. Please check the appropriate boxes that explains your situation.

[Upload a file] [2 MiB allowed]

Govt Agency Form - Petco Foundation- Signed.pdf   [234.8KiB]

Certification*

I certify that I am an officer or authorized representative of the organization submitting this application and that all information on this grant application is true and correct in all material respects. I agree that all funds granted will be utilized as set forth in this application or as otherwise agreed to in writing by the organization and the Petco Foundation. I agree on behalf of the organization that as a partner of the Petco Foundation any public messaging that includes information about the Petco Foundation shall promote a positive message about helping animals and saving lives. The organization agrees that it shall not disparage or speak negatively or take any action intended, or which would reasonably be expected, to harm the Petco Foundation or its reputation or which would reasonably be expected to lead to unwanted or unfavorable publicity to the Petco Foundation.

◉ Yes
○ No

Government or municipal organization certification

If submitting this application on behalf of a governmental or municipal agency, department or division, I hereby certify that any grant funds awarded will be utilized and become part of the funding on the animal control sheltering department and shall not be appropriated to the general funds of the municipality.

◉ Yes
○ No
○ N/A

Address Change?*

Has your organization address changed recently? If so, please indicate "Yes" and complete the "*Update address, contact information or submit W-9*" form that is available at the bottom of our **Grant Application** page. You may access the form from the side bar menu at the top by selecting "**Apply**". The online form and attachments are required to update your address and assure that checks are mailed to the correct address.

○ Yes
◉ No

By submitting this application you consent to receiving emails from the Petco Foundation. You may opt out at any time by using the unsubscribe option on each email.

IMPORTANT: Once you select "Submit Application" you will NOT be able to modify your submission. If you want to review your application, click "Save Application" to review and make any final changes before submitting. *You will be able to view or print the application from your account later, if desired.*

Grant Management Software
provided by   FOUNDANT technologies