The Hidden Benefits

Of Non-Surgical Sterilization

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PetSmart Charities
Beyond the Obvious

I asked a veterinarian what she thought were the benefits of non-surgical sterilization and she looked at me strangely and responded:

“I don’t have to do surgery”

and walked away
Current Trends to Consider in North America

- We are quickly approaching a supply and demand problem
- The pets we need to reach are hard to get to
- The cost of spay/neuter surgery has declined substantially, but it is asset and labor intensive
- We have a labor problem
Intake is Declining
Cats: One Big Complex ......???

- Successful recognition that what we were doing wasn’t working
- The new approaches to cats have rendered traditional measurements like “intake” woefully insufficient
- No agreed upon goal or measure of success
- A mash-up of interests – it’s bigger than the cats
Why is Does This Matter?

✓ More diffuse need for spay/neuter
✓ Not as concentrated of a problem
✓ Harder to service the need from a single fixed location
✓ It’s not a stray animal problem anymore
It has become more about access
Pets-For-Life Data

Percent of People

<table>
<thead>
<tr>
<th>No Vet Experience</th>
<th>No Shelter or AC Contact</th>
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<tbody>
<tr>
<td>75%</td>
<td>100%</td>
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0%  25%  50%  75%  100%
Why Free is Too Expensive

Jerry has a cat

Free = $100 or more

I need time off work for my cat

4 hrs * $15/hr = $60

How do I catch this thing?

Cat carrier $20
Band-Aids $10

Can I borrow your car?

Gas $20
Shortage of Spay/Neuter Surgeons

Veterinarian shortage impeding spay-neuter efforts

Local animal center has veterinary shortage, struggles to keep up

Palo Alto shuts down spay and neuter clinic
City attributes abrupt move at animal shelter to lack of staffing

Veterinarian shortage impedes - Virginia Times

Veterinarian
Philadelphia Animal Welfare Society - Philadelphia, PA
$68,000 - $80,000 a year
The clinic veterinarian is responsible for examining any in-house shelter animals that require medical attention as well as seeing approximately 5 to 10... Easily apply
Sponsored save job

Veterinarian Full Time
Spay Me Clinic - Shelter from the Storm Animal Rescue - Madison, WI
$65,000 - $85,000 a year
Perform high-quality, high-volume, spay and neuter surgeries. We believe in maintaining comprehensive care for each patient, providing spay and neuter services,... Easily apply
Sponsored save job

Spay / Neuter Veterinarian
Planned Parenthood Spay and Neuter Clinic, Humane Soc... - Greensboro, NC 27409
We are a high volume, low cost, spay and neuter clinic. Seeking wellness and high volume spay/neuter veterinarian,... Easily apply
1 hour ago save job more...

Spay/Neuter Veterinarian
National Spay Alliance Foundation - Rome, GA
$75,000 - $80,000 a year
We are seeking a veterinarian to provide spay/neuter surgeries for public and shelter animals. We are looking for a full time veterinarian experienced in high...
A Shortage of High Volume Surgeons

The #1 need for AWO Vets is spay/neutering - 51%
followed by general wellness - 24%

These needs are typically filled by:

- Additional Staff Vets: 47%
- Funding: 47%
- Additional part-time/relief Vets: 42%

QUALITATIVE CONTEXT:
“Spay/neuter is always hard to fill because of the pace, whereas wellness visits is less intimidating..... [spay/neuter] scares them away.”
AWO Non-Vet

“It’s VERY difficult to find high volume spay/neuter Vets.”
AWO Non-Vet

“I think it would be important to know I wouldn’t be doing the same thing every day... I want to be active working with my community and the animals around me.”
Student
Finding a Lower Labor Solution

- Non-surgical sterilization provides the opportunity to operate s/n services in a much lower labor model
- Assuming injectable, it is a much more broadly applicable veterinary skill set
- The physical and emotional demands are reduced
The need for s/n in North America is changing and needs a flexible dispersed model.

The more flexible and lower fixed cost model for a non-surgical solution is better suited for bringing services to the underserved.

Cost needs to be evaluated on a full-cycle perspective; not just the variable cost per surgery.

One of the biggest advantage of non-surgical sterilization is that is a more generalized skill that can be performed by a general practitioner.