



# The Hidden Benefits

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Of Non-Surgical Sterilization

Roger Haston, PhD  
PetSmart Charities



# Beyond the Obvious

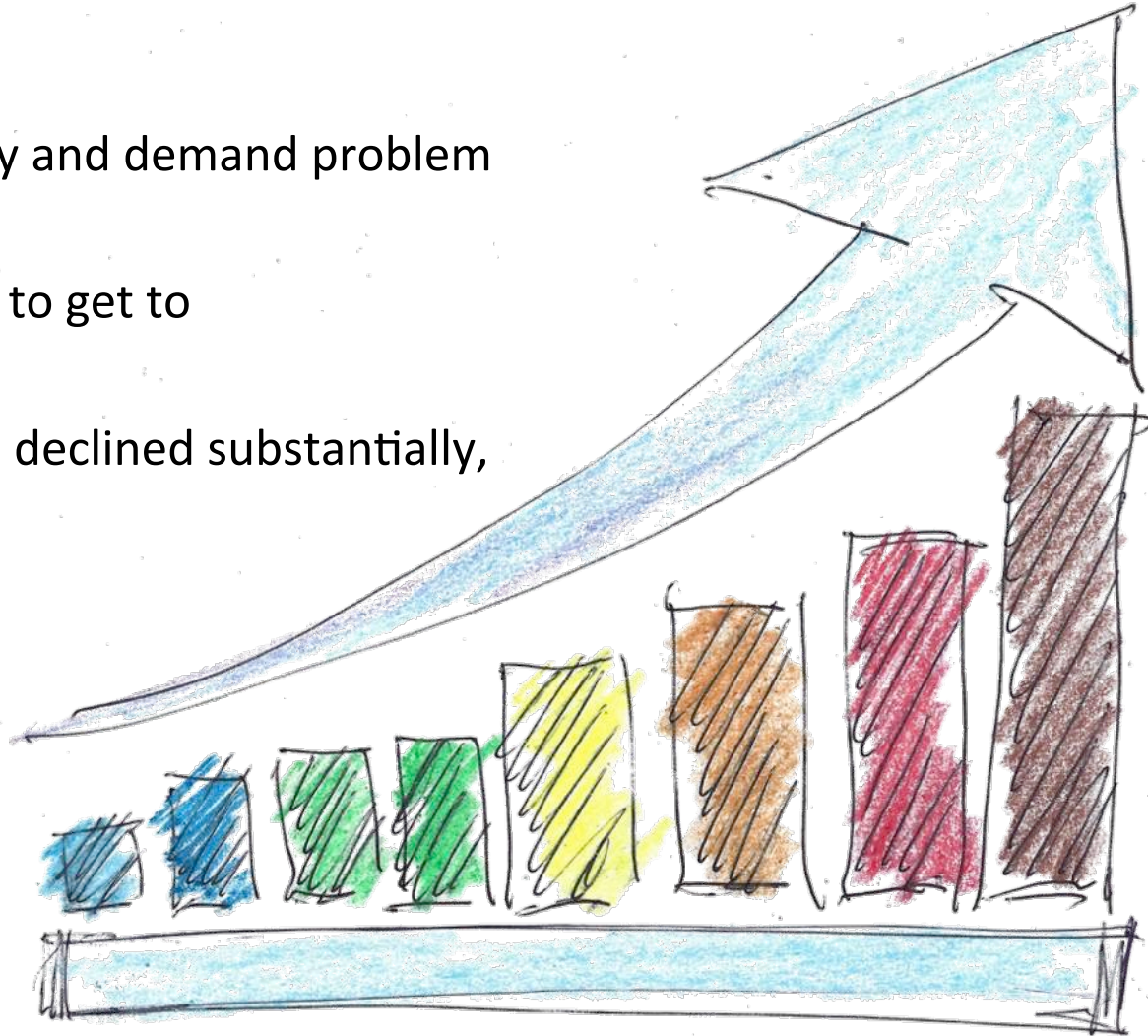
*I asked a veterinarian what she thought were the benefits of non-surgical sterilization and she looked at me strangely and responded:*

*“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

The collage features several news snippets and a sign, all connected by a large red arrow pointing downwards, symbolizing a decline in intake. The articles include:

- The San Diego Union-Tribune**: "Regional animal shelter sees decline" (dated APR. 20, 2017).
- BlueRidgeNow.com**: "Animal shelter sees continued decrease in intake, euthanasia".
- Salisbury Post**: "Bob Pendergrass: Animal welfare is improving in Ro..."
- Another snippet**: "...in cats at animal shelter nuzzles..."
- Another snippet**: "...Are We Running Out of Rescue Dogs?"

A photograph of a sign on a wall reads: "SORRY NO DOGS LEFT 😊".

A large article at the bottom asks: "Empty cages: Where have all of Anchorage's shelter pets gone?"

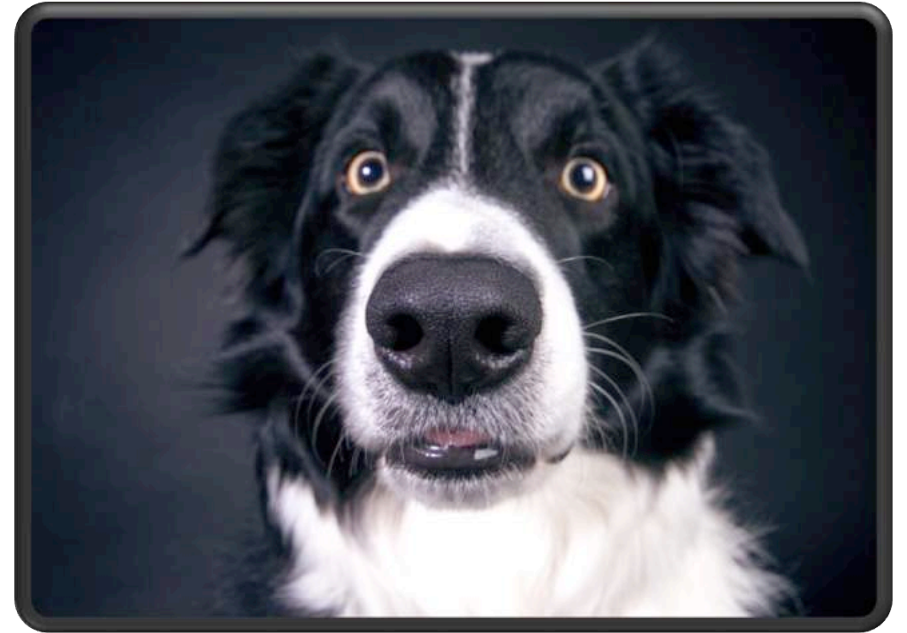
# Cats: One Big Complex .....???

- ✓ 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

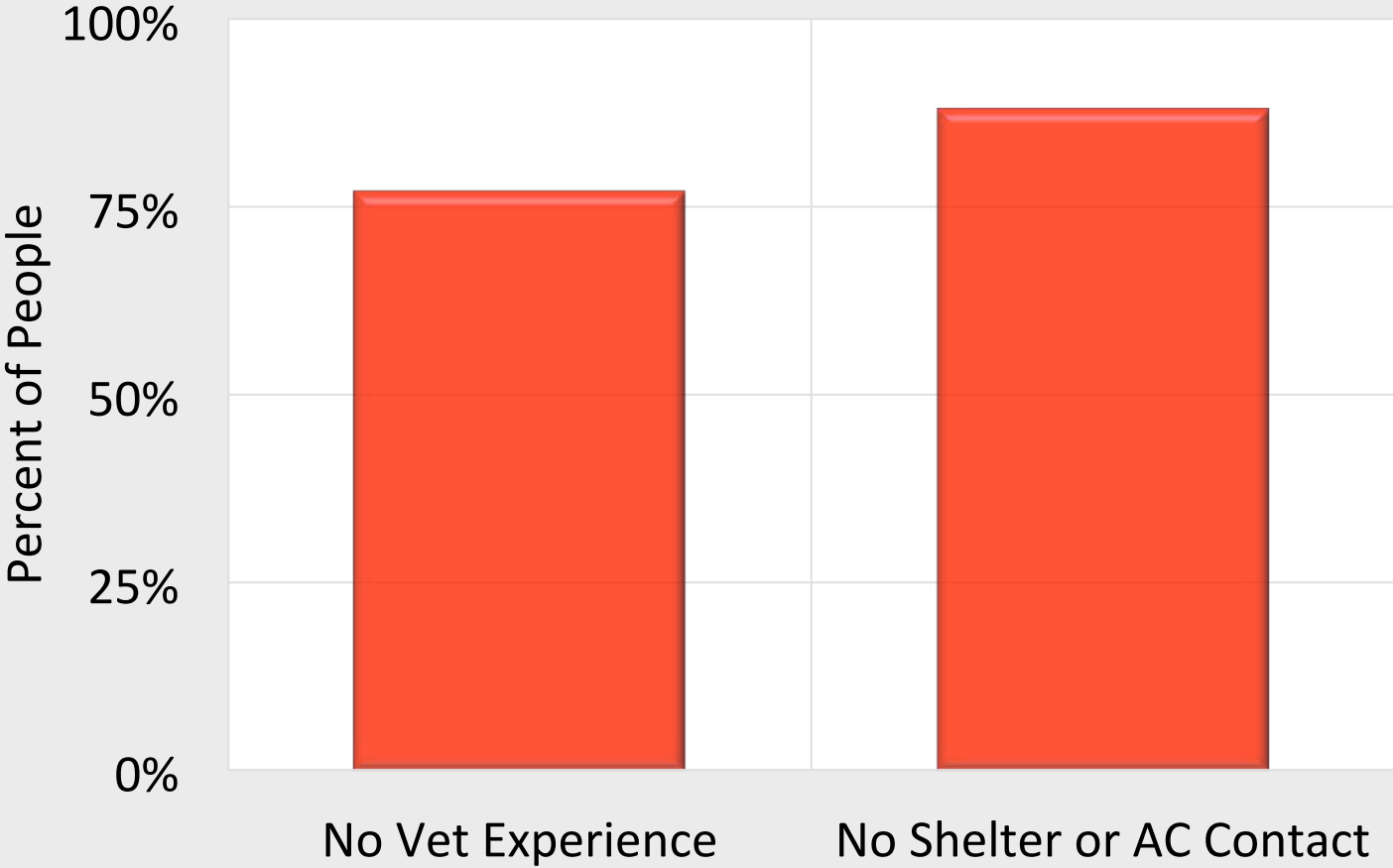


It has become more  
about access



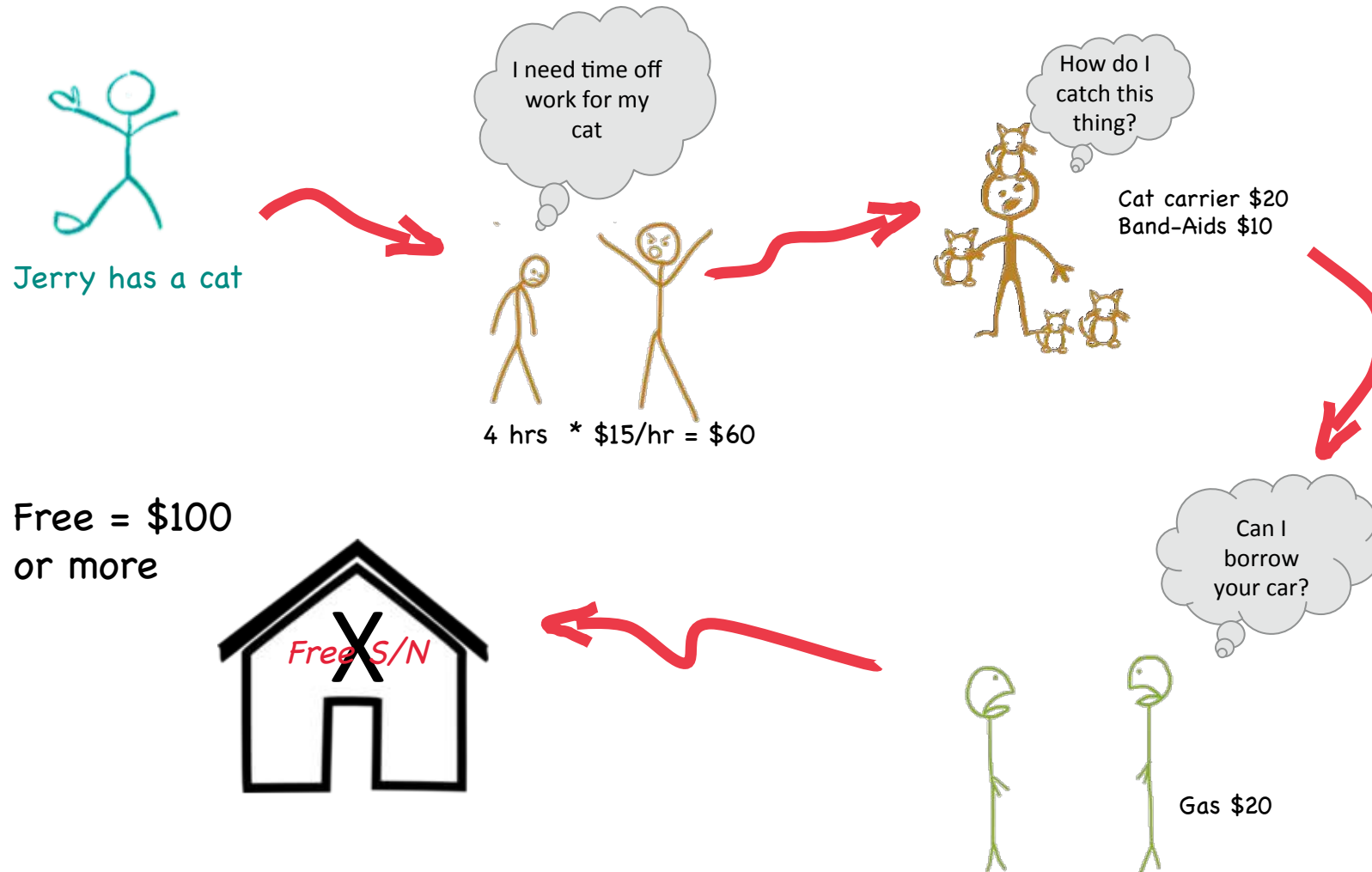
# Pets-For-Life Data

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# Why Free is Too Expensive



# Labor Challenges



# Shortage of Spay/Neuter Surgeons

News

## Veterinarian shortage impeding spay-neuter efforts

BY JAMES BURGER | [jburger@bakersfield.com](mailto:jburger@bakersfield.com) Apr 2, 2016



Tucson animal center has veterinarian shortage, struggles to keep up

Home / Animals / Article

Wiregrass Spay and Neuter Alliance forced to shut their doors

Pennsylvania Times  
online edition

News Sports Opinion Arts Business Outdoors  
Spay, Neuter Clinic Closing - Brevard NC

## NEWS



Uploaded: Mon, Oct 30, 2017, 4:50 pm

## Palo Alto shuts down spay and neuter clinic

City attributes abrupt move at animal shelter to lack of staffing

by Gennady Sheyner / Palo Alto Weekly

Upload your resume - Let employers find you

Page 1 of 143 jobs

Show: all jobs - 12 new jobs

### Surgical Veterinarian for Spay/Neuter Clinic

Help For Animals Inc. - Mississippi State, MS 39762  
\$60,000 - \$100,000 a year

Veterinary clinic, Veterinary hospital, or animal shelter.: Help for Animals Clinic is a non-profit High Volume Spay/Neuter Clinic located in Barbourville West...

[Easily apply](#)

Sponsored [save job](#)

### 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 15 to 20...

[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 - new

Planned Pethood 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](#)

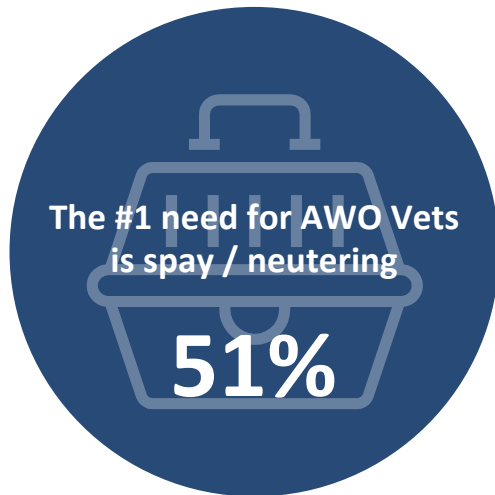
1 hour ago [save job](#) [more...](#)

### Spay/Neuter Veterinarian

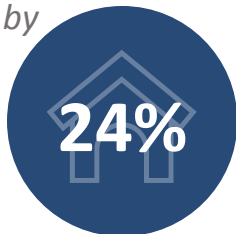
National Spay Alliance Foundation - Rome, GA  
\$75,000 - \$80,000 a year

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



followed by  
general  
wellness



*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."*

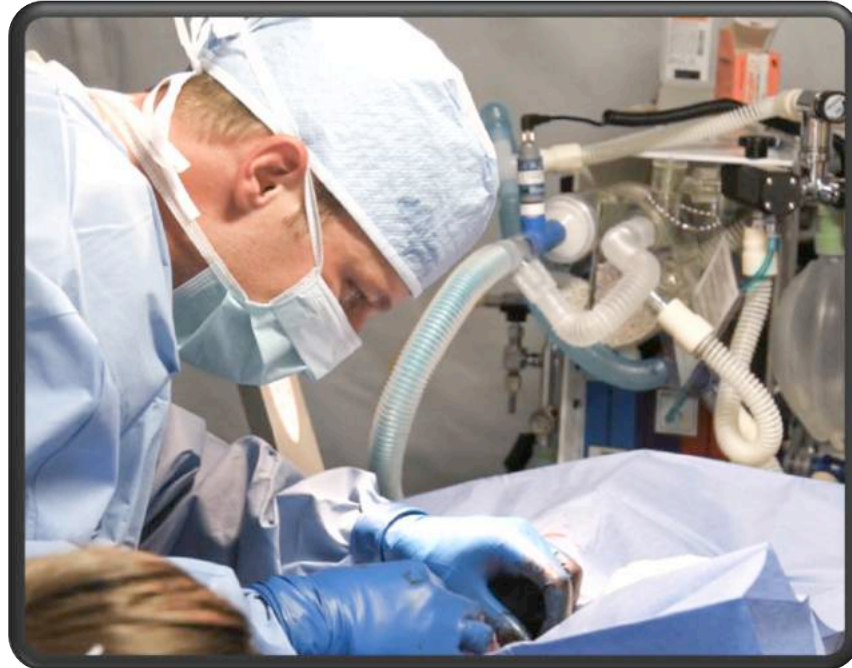
AWO Non-Vet

*"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



# Summary

- ✓ 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.