

East Maui Animal Refuge Summary

Mission: To provide veterinary care/refuge for animals in distress.

Category: Animal Protection

Contact: Sylvan Schwab, Executive Director

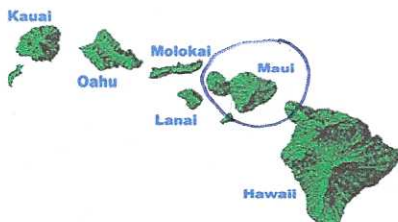
Address: 25 Maluaina Place, Haiku, HI 96708-5361

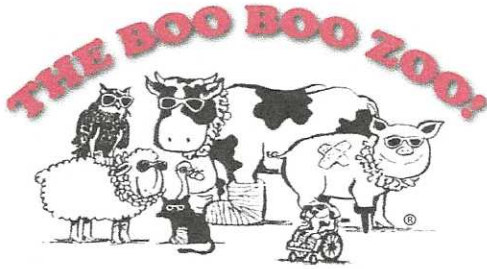
Grant History: N/A

2024 Request:	\$250,000 for construction of rehabilitation barn
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Notes:

- Known as the Boo Boo Zoo.
- Cares for farm and domestic animals unable to be treated elsewhere.
- Received funds from Baron Dorcy during lifetime and at death.
- Plan to build a barn adjacent to a new Community Veterinary Clinic to house animals while they are being treated. This is on same grounds as the existing animal refuge.
- SBA loan for \$500,000.
- Free veterinary services, dependent upon donations for operating expenses.
- Few large animal veterinarians on the island.
- According to Sylvan, the barn needs to be built first in order to make space available to build the clinic. Entire project (barn and clinic) is estimated to cost \$1 million.





THE EAST MAUI ANIMAL REFUGE
25 Maluaina Place
Haiku, HI. 96708-5361
BOOBOOZOO.ORG

Dorcy Hawaiian Foundation.
81 East Seventh Street, Suite 125
St. Paul, MN 55101

18 Jan 2024

Tammy Davis Cownie, JD, MACL
Administrator tel: 651-440-5068
tammy@dorcyfdn.org

*Request is for \$250,000 to
begin construction of the
rehabilitation barn.*

Aloha Tammy;

My name is Sylvan J Schwab, I am the founder and Executive Director of The East Maui Animal Refuge AKA The Boo Boo Zoo. We are a 501c3 organization and we were supported by Mr. Dorcy "The Baron" when he was alive, and we were left a sizeable grant in his will when he passed away.

Our mission, even before its incorporation in 1989 has been to intake and care for any animal, of any species, that is in distress with nowhere else to go. Our goal at present is to establish a Community Veterinary Clinic which would survive by donations and support both the Refuge and the low-income public who cannot afford medical care for their animals.

The building to house the Clinic was built many years ago but the finances to fabricate the infrastructure and support staffing is yet to be established. Last year we took out an SBA loan for over \$500,000.00 towards that goal but the current economy has already significantly eaten away at those project funds.

I am inquiring if the Dorcy Foundation would consider an endowment grant which I would like to submit for consideration by the foundations Board in next year's review process.

I have attached a copy of our Grant request for your review in the coming months and I would greatly appreciate any comments or

assessment you may have towards my submission of a formal grant request for next years consideration by your Board of Directors.

Gratefully Yours,

A handwritten signature in black ink, appearing to read 'Sylvan J Schwab', with a long horizontal flourish extending to the right.

Sylvan J Schwab, Exec/Dir
East Maui Animal Refuge

A Nonprofit Benefiting the State of Hawai'i and Providing
Critical and Compassionate Services for the County of Maui.

THE EAST MAUI ANIMAL REFUGE



Love is Helping the Helpless



Executive Summary

Organization

East Maui Animal Refuge (AKA The Boo Boo Zoo)
25 Maluaina Place, Haiku, HI 96708

Key Contact

Sylvan J. Schwab, Exec Dir/Pres sylvanschwab@gmail.com

Project and Objectives

Our project is to open a Community Veterinary Clinic based in Haiku in Maui County. The clinic will offer a full range of services to the community and will specifically address low-income families who cannot afford pet services at retail prices. We will offer full services on a donation-only basis. Our objective is to provide critical care to those families and animals that otherwise are unable to afford it as well as support the animals rescued daily by our organization.

Products and Services

EMAR takes pride in our dedication to the highest standards in animal care. We will have a full service clinic offering state-of-the-art veterinary medical technology and cutting edge holistic therapies. We will provide donation only, high quality, professional and compassionate veterinary services including:

- Preventative care
- Optimum wellness plans for holistic care
- Internal medicine and surgery
- Emergency care
- Orthopedics
- Dental care
- Skin disorders
- Geriatric care
- Endoscopy
- Reproductive services
- Lab work
- Pharmacy

The East Maui Animal Refuge

The East Maui Animal Refuge, also known as The Boo Boo Zoo, is a nokill, all volunteer-based, nonprofit, rehabilitation sanctuary for any type, domestic, wild or farm animals whether injured, orphaned or otherwise in distress.

We are an operating nonprofit in Maui Hawaii. We provide free services to all of Hawai'i, especially Maui County, for any animal in distress and have done so for over four decades.

Our mission is to provide rescue, medical treatment, ongoing care and housing for any animal in distress, for which there is no other organization or individual that can or is willing to provide such care.

Our Project – EMAR Community Clinic

The EMAR Community Clinic will be based in Haiku in Maui County. The clinic will offer a full range of services to the community and will address low-income families who cannot afford pet services as well as the animals in distress which we intake daily. We will offer full services on a donation-only basis.

East Maui Animal Refuge will build and staff a Community Veterinarian Clinic that provides services to our community on a donation basis. We constantly receive calls from pet owners who are unable to pay for veterinary service. In many cases, it is a life or death emergency and the pet owner is completely distraught because they cannot afford the cost. We often cover the bill for services and medication in full.

Through our community vet clinic we can offer this critical service at a much lower cost to our non-profit. In addition, the community clinic would be on-site at our animal refuge with a 24-hour vet to provide services to our hundreds of rescued animals. This will reduce one of our most significant operating costs, which is veterinary care and medications. It will be a donation only clinic allowing customers to donate whatever they can afford towards the care of their animal in distress. Our clinic will be full service offering Preventive Care, General Surgery, Emergency Care, Treatment Services and Pharmacy for domestic, wildlife and farm animals.

Who Will Benefit

The EMAR Community Clinic will benefit pet owners and their pets and farm animals and their caregivers as well as any wildlife in distress. In particular, it will benefit the most disadvantaged and underprivileged segments of society, including elderly and impoverished pet owners who consider their pets a member of the family and depend on their pets for emotional support. As a donation-only facility we will accept and care for any animal at no cost. For many of our clients, we will be the only option for expensive emergencies that would otherwise result in a traumatic outcome.

EMAR typically receives several calls a week from desperate pet owners in an emergency situation. We also receive "drop-offs" directly at our facility and indirectly from vet clinics. We expect to serve approximately 20 patients per day as well as providing phone consultations of which we currently receive dozens per day.

In addition, we will benefit the entire community, even people who do not own pets, by providing free spay and neutering and proactively supporting trap-neuter-release programs to humanely and compassionately manage the feral cat population. Managing the feral cat population has a direct impact on many native Hawaiian species, such as endangered and rare birds. We offer a humane and compassionate approach to dealing with this statewide dilemma.

The Market

We are acquainted with the exigencies of veterinary care supply and demand in Maui County. There is a great need for an accessible non profit clinic to provide care for Maui's pets and their owners. We are uniquely positioned in the marketplace to provide this care and brand ourselves as the go-to compassionate clinic. Based on this, we will receive an outpouring of clients and their pets.

Through their generosity, those who are able pay for services will provide for patients who are unable to. In addition, we anticipate receiving referrals from clinics that typically reject non-paying clients.

We will save the lives of animals that would otherwise perish. Pet owners will spread the word and catapult awareness of the clinic globally, thereby setting an example for clinics around the world. We will lead the way.

Currently there are 12 veterinarian Clinics serving Maui County but only a few of these provide services and expertise for farm animals such a goats, horses, pigs and ducks. In addition to caring for domesticated pets, our clinic will provide comprehensive services and a rehabilitation environment for all types of animals.

Our community leadership has provided unwavering support for distressed animals for over 40 years. We bring an unsurpassed track record of experience, dedication, and drive to this effort. These three components are essential to success for both startups and small business, of which this clinic will be both.

Centrally located, EMAR will be a 10-20 minute drive from both Central and Upcountry Maui. We will be open every day of the week with extended hours. Most clinics have limited hours, and are not open on Sundays.

Tragically, in 2017 Maui lost one of its most experienced large animal veterinarians, Dr. Brian Atwell, and it has become increasingly difficult to provide regular and emergency services to farm animals of Maui. Historically farm animals have had, and continue to have, minimal rights. Additionally, there are no federal statutes to protect them. These animals are part of the underserved population of Hawai`i.

Competitive Edge

Our competitive edge includes fees, experience, and compassion.

- We will be a donation only facility. Clients unable to pay will be gratis beneficiaries of the generosity of those able to pay and supporters who choose to donate to this compassionate project.
- We are experienced and compassionate caregivers.
- We serve domesticated , farm animals and wildlife.
- We benefit the entire community, even people who do not own pets, by providing free spay and neutering. We support proactive trap-neuter-release programs. These programs humanely and compassionately reduce the feral cat population.
- Being a Non-Profit operation we will be able to solicit philanthropic, tax-deductible support, which for-profit businesses are unable to do.

Marketing and Outreach

EMAR will leverage the existing awareness of our facility, also known as the Boo Boo Zoo. We are renown in Maui County as a life saving refuge and will extend the message of compassion to support our new Community Clinic. Existing marketing channels include:

- Community Bulletin Boards
- Advertising
- Website
- Social Media
- Volunteers
- Word of Mouth
- Grant Requests
- Philanthropists

New marketing initiatives include short videos and a video blog that will be circulated via social media. This creates a viral marketing effect.

We will reach out to media outlets, including newspaper, periodicals, radio and television. We have an ongoing body of content and stories that can be used for marketing. We also provide tours of the facility in order to promote awareness and spread the message of our mission.

Operations Plans

EMAR has funded and built a two-story structure as Phase 1 of The Community Clinic. The future cost basis is approximately \$500,000 for permits, infrastructure, staff support, build-out, and parking. This building is designed to house a full time live in veterinarian upstairs as well as the Community Clinic on the ground floor.

Infrastructure conversion into an operational veterinary clinic will entail:

- Building kennel facilities, exam and surgery rooms, and a lobby/registration area.
- Installing lighting, plumbing and electrical components as a fully operational medical infrastructure.
- Install bathroom and laundry facilities

- Purchase medical equipment i.e.: surgery, x-ray and diagnostic equipment.
- Purchase medical supplies (such as medications and surgical supplies)
- Purchase and install phones, computers and office supplies
- Purchase software for reservations and clinic management
- Hire staff
- Procure fire, liability and theft insurance

Management and Staffing Plan

Executive Director:

Sylvan Schwab has operated EMAR for over forty years and has extensive experience managing volunteers, operations, animal care and facilities. Mr. Schwab has developed a deep and extensive network of veterinarians, volunteers and supporters of animal welfare projects.

President Board of Directors and Volunteer:

Christina Cheney manages and implements strategy and new initiatives for EMAR. In addition to her administrative role as Board of Directors President, she has also

volunteered three full days a week at the facility. Ms. Cheney has founded and operated three Silicon Valley startups. She possesses extensive experience operating and growing successful startup ventures, including recruiting, hiring and training staff.

Onsite Veterinarian:

We have established relationships with many veterinarians. We will target and recruit a veterinarian who is interested in animal rescue and welfare first and foremost over financial gain. We will provide onsite housing and utilities at no cost to the vet. We have already received interest and inquiries by vets who have left their well paying positions in protest over unnecessary euthanizations.

Veterinary Assistants:

We will have three veterinary assistants who provide a combination of paid and volunteers services.

- (1) One of our volunteers is training to be a veterinary assistant. She already provides volunteer services on a weekly basis.
- (2) Volunteer position. - Our farm animal manager who is onsite at least 16 hours per day will provide part-time vet assistant services.
- (3) Full time paid position.

Receptionist:

We will hire a full time receptionist to manage scheduling appointments, answering phones, welcoming clients and office management work. We have already identified potential candidates. Outreach includes word of mouth, job ads on our social media channels and community bulletin boards.

We will leverage our pre-existing experience with recruiting and volunteer training in filling this position. Training will consist of a combination of on-the-job mentoring for the first two weeks and ongoing management towards improving the skill building processes.

Clerical/Bookkeeping:

Our existing bookkeeping volunteer, Tami Johnson, will provide this service. She has provided bookkeeping and clerical tasks for over one year. She is an experienced bookkeeper and does not require training.

Financial Plan

We are seeking funding for the initial startup costs for the first year. In year two the clinic will be more self-sustaining. A financial plan is attached. We will utilize multiple channels for funding this venture:

- Grants – We are applying for various grants from organizations including the Hogan Entrepreneurial Program, the Makana Aloha Foundation, Hawai`i Community Foundation FLEX Grants,.Gov. DBED Development Grants and over 50 Prominent financial supporters of our type of mission.
- Crowd Funding – We have successfully funded individual projects using GoFundMe and will expand our crowd funding platforms to include CrowdRise, Fundly and Pozible.
- Community Donations – We currently receive donations from local businesses. Hotels and retailers such as The Four Seasons and Walmart have donated in the recent past. For this project we will target donations and contributions from business such as Home Depot, Petco, Lowes, and Walmart.
- Financial Planners – We are currently working with two successful insurance managers, one from Hawai`i and one from California, to reach out to top Hawai`i financial planners. They represent our tax deduction benefits to wealthy clients.
- Individual contributors – We are executing a tiered campaign to reach out to our existing contributors and donators.

Budget

Below are the estimated startup costs for the project development.

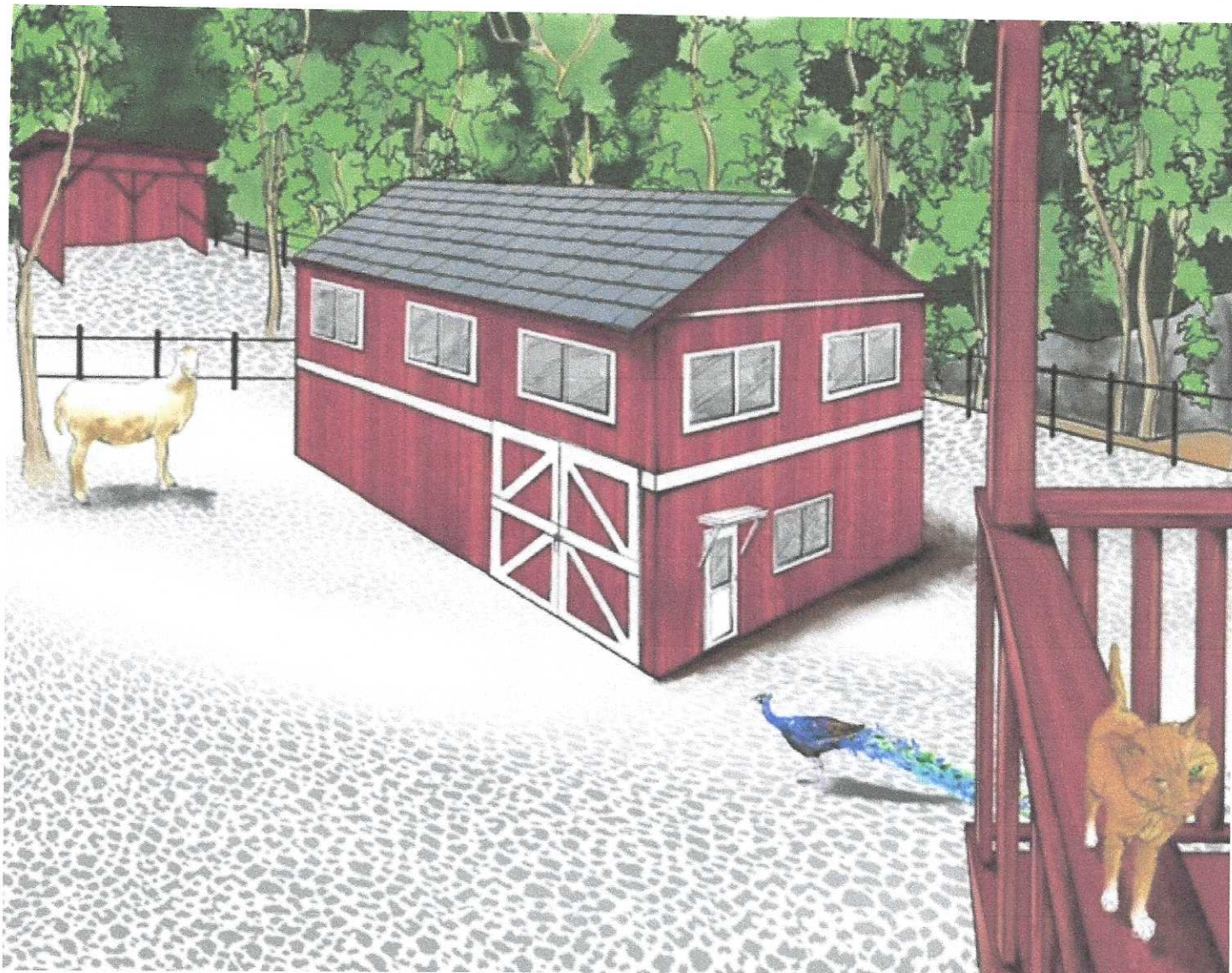
Startup Expenses	
Medical and Surgical Equipment	95,000
Lab Equipment	155,000
Insurance	1,900
Rent (we own the clinic building)	0
Clerical/Bookkeeping (current volunteer)	0
Kennel, Bathroom & Laundry Room Build out & equip	48,000
Examination & Surgical Room Build out	40,000

Electrical, Plumbing & Infrastructure improvements	62,500
Legal	2,000
Stationery & Office Equipment	7,500
Staffing / Annual Compensation	
Veterinarian - total compensation is \$120,000	120,000
Veterinarian Assistant #1	37,500
Veterinarian Assistant #2	37,500
Veterinarian Assistant #3	37,500
Receptionist and Scheduling	27,500
Bookkeeper	0
Total Startup Costs Year 1:	671,900 .00

Social Return on Investment:

The East Maui Animal Refuge Community Clinic will provide free services to the underserved members of our community. We will provide services, strategic vision, and planning for feral animal population management on the islands. This will directly benefit rare and endangered animals and the greater environment.

- Provide a free service to Maui's most underserved communities.
- Provide critical emergency services 24 hours per day when no other options are available.
- Improve the environmental diversity of the State of Hawai'i by compassionately, humanely, and efficiently managing the feral cat population on the island of Maui.
- Provide a model and online training course for other animal organizations to implement.
- Provide immediate emergency care to animals rescued by our staff at any hour day or night.



Rehabilitation Barn 1,200 sq ft

Item	Unit	Unit Cost	Units Amount	Total line Item
Demolition - Not needed, all clear		0	0	\$0
Excavation Not needed, all clear		0	0	\$0
Site Preparation Not needed, all clear		0	0	\$0
Concrete foundation and floor	Cubic yard	200	13	\$26,313
Wood framing	Posts, beams	55,000	1	\$55,000
Carpenter, Setting posts and beams	Hour	70	32	\$6,000
Wood siding	Materials	11,000	1	\$12,000

Roofing	Materials	3,000	1	\$19,500
Carpenter, Roofing	Hour	70	65	\$4,500
Carpenter, Other	Hour	18,000	32	\$57,600
Toilet, shower, large animal cleaning unit	Materials	4,000	1	\$16,000
Plumber	Hour	65	160	\$10,400
Electrical to code, wiring, lighting, five outlets	Materials	500	1	\$5,000
Electrician	Hour	85	30	\$6,700
Sliding barn doors and hardware	Materials	290	1	\$450
Sliding barn doors installation	Hour	70	6	\$250
Deliver and install conveyor system	Hour	12	25	\$300
Conveyor Belt to upstairs storage	materials	21,000	1	\$21,000
Construction Cost				\$241,013
Kickstarter Fee 5%				12,051
Total Cost with Fees				\$253,063

01/08/24

The East Maui Animal Refuge
Profit & Loss
 January through December 2023

	<u>Jan - Dec 23</u>
Ordinary Income/Expense	
Income	
In Kind Donation	789.03
Foundation/Grants	56,915.15
Public Donation	<u>284,829.79</u>
Total Income	<u>342,533.97</u>
Gross Profit	342,533.97
Expense	
Advertising & Marketing	661.51
Animal & Grounds Care	
Operations Management	44,000.00
Services	470.67
Animal & Grounds Care - Other	<u>0.00</u>
Total Animal & Grounds Care	44,470.67
Animal Supplies, litter etc	11,783.31
Automobile Expenses	
Lyft	0.00
Auto Insurance	3,333.35
Gas	1,837.80
Repairs and Maint	1,596.99
Vehicle Registration	<u>2,045.64</u>
Total Automobile Expenses	8,813.78
Bank Fees	
Bank Charges	42.25
Credit Card Interest & Fees	<u>-21.97</u>
Total Bank Fees	20.28
Donation	2,051.28
Dues and Subscriptions	1,788.46
Feed, Milk etc	122,670.73
Insurance	
Commercial Insurance	12,732.93
Work Comp Insurance	<u>564.00</u>
Total Insurance	13,296.93
License and Permits	40.00
Meals volunteers, employees	57.54
Medical expense	25.00
Office	
computer	922.04
office expense	<u>1,244.86</u>

01/08/24

The East Maui Animal Refuge
Profit & Loss
January through December 2023

	Jan - Dec 23
Postal	<u>885.82</u>
Total Office	3,052.72
Printing & Publication	
Newsletter.donation env etc	<u>134.37</u>
Total Printing & Publication	134.37
Rent	62,400.00
Repair and Maintenance	
Tools	1,347.92
Equipment	576.57
Propane	631.04
Property	46,993.63
Supplies & Materials	<u>5,168.69</u>
Total Repair and Maintenance	54,717.85
Sanctuary Supplies	7,236.76
Security	328.21
Taxes	
DOL taxes	361.20
Property Tax	<u>669.18</u>
Total Taxes	1,030.38
Telephone	400.46
Uniforms	36.94
Utilities	
Electric	15,103.86
Internet	3,644.16
Trash	4,119.39
Water Dept	<u>7,836.13</u>
Total Utilities	30,703.54
Vet/Med	
treatment/services	23,685.79
vet/med supply pharmacy	<u>6,339.32</u>
Total Vet/Med	<u>30,025.11</u>
Total Expense	<u>395,745.83</u>
Net Ordinary Income	-53,211.86
Other Income/Expense	
Other Income	
Charity Walk	<u>3,865.28</u>
Total Other Income	3,865.28

01/08/24

The East Maui Animal Refuge
Profit & Loss
January through December 2023

	<u>Jan - Dec 23</u>
Other Expense	
Furniture & Equipment Write off	<u>24,520.97</u>
Total Other Expense	<u>24,520.97</u>
Net Other Income	<u>-20,655.69</u>
Net Income	<u><u>-73,867.55</u></u>
