

National Food Animal Veterinary Institute

“NFAVI”

Neil C. Olson
Ralph Richardson
Trevor Ames



Situational Analysis:

- Declining Food Animal Veterinarians
- Aging State/Federal Vet. Employees
- Protein Demand Increasing with Population
- Image Issues with Public
- One Health/Public Health Issues
 - Safe available food supply
 - Zoonotic Diseases
 - Bio-Terrorism



So what is NFAVI
doing about this
problem?



NFAVI Best Business Practices:

Creating 5 Course (25 Modules) Video Training

1. Personal Financial Literacy
2. Starting your Business
3. Hiring, Enabling, and Motivating and Leveraging Employees for Profit
4. Interacting with Clients
5. Scoring your Business



NFAVI Regulatory /Technical Courses:

TBD- Possible Course Offerings

1. Food Safety
2. Biosecurity
3. Animal Welfare
4. Agroterrorism
 - Dangers
 - Preparedness
 - Detection and Diagnosis
 - Response and Recovery



RFP: Strengthening the National Rural Veterinary Infrastructure - Kansas State University

1. Personal Financial Literacy
2. Starting Your Business
3. Hiring, Enabling and Motivating Employees for Profit
4. Interacting with Clients
5. Scoring Your Business



RFP: Large Animal Food Safety Courses - UC Davis

1. Food-Borne Diseases
2. Central Role of Biosecurity in Modern Production Agriculture
3. Animal Welfare Standards and Audits
4. National Incident Management/Incident Command System
5. Emergency Preparedness and Response
6. “One Health” in Rural America

RedTire

Redefine your Retirement.

*Sustaining the economic wellbeing
and preserving veterinary practices
of rural Kansas*



The Problem

Small/Medium sized businesses are being shuttered due to owner retirement and lack of successor. Rural veterinary practices are especially challenged.

Impact:

- Loss of equity for owner
- Loss of tax base for community
- Loss of essential medical support to the community

Need:

- Educated, trained, mentored replacement management

The Solution

RedTire will act a matchmaker between rural business owners and highly qualified graduates from various KS universities who have the expertise and ambition to run those businesses.

RedTire is a partnership between the K State College of Veterinary Medicine and the KU School of Business, working cooperatively with all Regents Universities in the state of Kansas.

RedTire Function

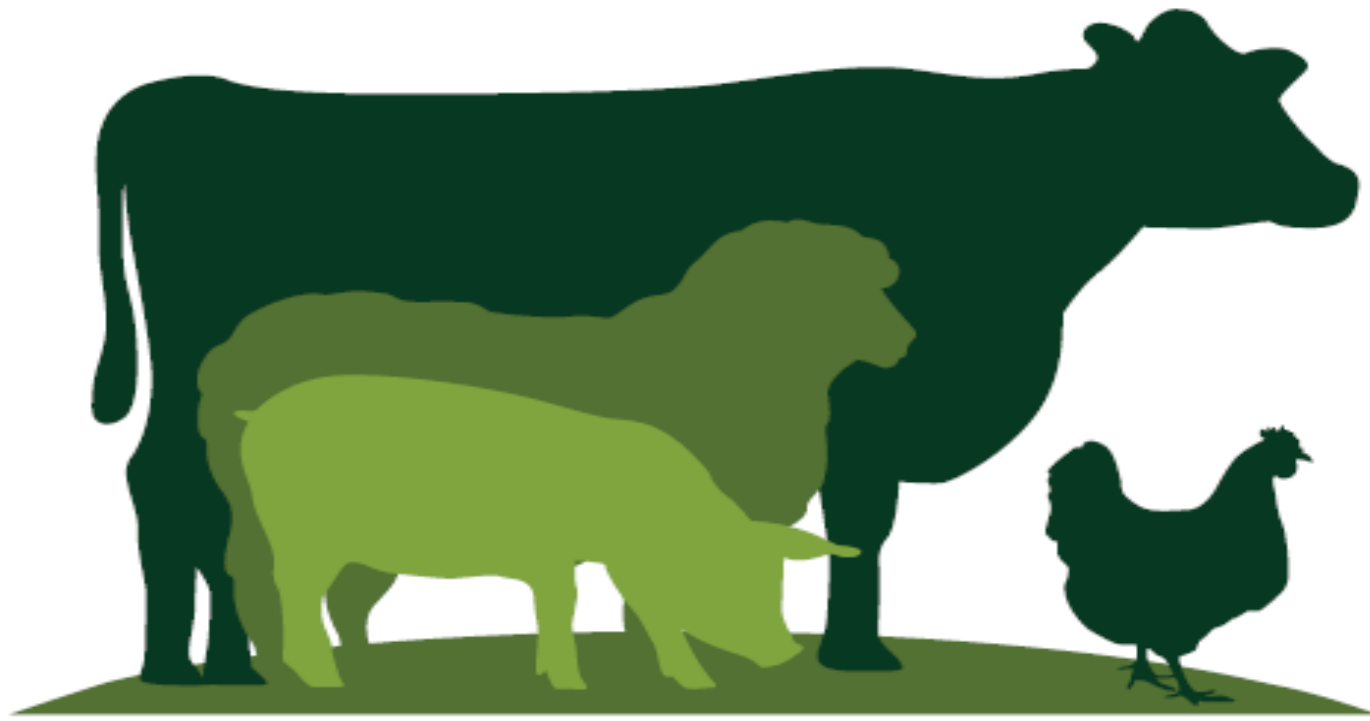
Provides five primary functions:

1. Screen businesses to identify purchase opportunities
2. Screen/evaluate replacement management
3. Match replacement management teams and business opportunities
4. Help navigate ownership transition of new owners
5. Provide on-going mentoring support of replacement management team

Discussion:

- Future Interactions of AAVMC and NFAVI
- Partnering with Existing Centers of Excellence





NEAVI

National Food Animal Veterinary Institute

NFAVI Summary:

- The Needs/Threats Are Real
- Veterinarian - Backbone of Rural America
- The Grant Can Help by Providing “Dialog” for NASDA and Rural Vets
- NFAVI Cost of Operations
- Debt/Debt Service - Reduce Costs



Situational Analysis:

- Debt Service (Avg. Debt \$144K)
 - VMLRP and State Programs
- Vet Schools Budget Pressured
 - Decreased State Funding
 - Increasing Seats for Out of State Students
 - New Schools
- Demographics of Students
 - Rural/Urban
 - Male/Female
 - Companion/FA



NFAVI Business Plan:

1. Best Business Practices (Food Animal Vet.)

Helping the rural vet runs his/her practice more efficiently

2. Regulatory and Technical Courses (NASDA/USDA)

Clearing house for “dialog” and course development



Five Conclusions:

1. Not a True Shortage at this time but a Distribution problem
2. Decline in Funding for Vet Schools, USDA and State Dept. is Jeopardizing Future Capacity
3. ROI is Unsustainable for Veterinarians (Avg. Debt \$144K)
4. Many Veterinary Colleges are Losing Presence in FA Production and Care
5. Global Food Security -One Health

