

Epitome

SPRING 2018

A publication of the Illinois State Veterinary Medical Association

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ISVMA Mission

Advancing the well-being of veterinary
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and the environment.

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Spring Potpourri

by Bob Ebbesmeyer, DVM



All Politics Are Local

Spring is in the air — and that can only mean the fresh aroma of Springfield's legislative bills is in the air. We simply cannot overestimate the importance of our local relationships. Legislators respect our profession, but they may not always recognize our desire to *work with them* to develop and craft legislation

that benefits the animals, animal caretakers and owners, and this profession in which we work so hard. Please make sure to:

1. Monitor bills as they come across in email updates
2. Respond with letters, phone calls and witness slips that may be requested by ISVMA
3. Follow up with thanks to legislators who help in our cause

If you are ever in need of assistance with any of these items, please contact the ISVMA Office.

What's Available in Continuing Education

2018 is a CE renewal year. Illinois veterinarians are required to have 40 hours of approved CE every 24 months, which currently runs from February 1, 2017, through January 31, 2019. Certified veterinary technicians must have 15 hours of CE in that same time period. Are you looking for local opportunities? If so, look no further than member.isvma.org/events/upcoming-events to find gatherings organized by your regions and your state organization.

Please do not forget about our annual conference, November 9 -11, 2018, at the new and expanded Tinley Park Convention Center (www.tinleyparkconventioncenter.net), where you can get 20 hours of CE. Topics are always chosen based on member feedback and requests by your peers. Our cost per CE hour is typically \$18 to \$23 per hour, which is a steal if you do the math. Our new location is easily accessible, will have Wi-Fi access, and has large meeting rooms and a magnificent exhibitor hall. Travel to Tinley Park is easy, just minutes from the intersections of I-80 and I-57, I-294, and I-355. (For those down-staters, that means no tolls).

Getting Involved

The opportunities to get involved in veterinary medicine are always numerous. These opportunities not only benefit veterinary medicine in your state, but they also help develop professional relationships with veterinarians in your region and country. Your regional veterinary medical association is always looking for local members to help, and there is no better way to learn how important local colleagues can be. ISVMA committees would love your input on legislative issues, education, membership, pharmacology, etc., and American Veterinary Medical Association committees have openings at various times to work at the national level. Find an area of interest and jump in — the benefits will always outweigh any work you put into it. 🐾





ISVMA Providing Membership Value

by Deborah Lakamp, CAE, Executive Director



Within a few weeks of the publication of this magazine, ISVMA will be sending out its membership renewal notices. Your membership in ISVMA is vital to our ability to provide continuing education, answers to your day-to-day practice and management questions, representation of the profession in the legislative and regulatory arenas, and more.

Here are the top 10 reasons for veterinarians and CVTs to join ISVMA.

Influence Laws and Regulations

If you don't have time to follow everything going on in the Illinois legislature or regulatory agencies, you can still keep attuned to the legislative and regulatory issues affecting you and your profession. The ISVMA will continue monitoring these pertinent issues and let you know when to take action.

Lifelong Learning Opportunities

No one can match the ISVMA's educational advantages. Through local workshops, seminars, conventions and conferences, and vendor exhibitions, you have a special pipeline to new industry techniques and ideas. Our objective is to provide affordable, accessible and high-quality continuing education programs for veterinarians, certified veterinary technicians and other veterinary practice personnel.

Access to the Experience of Others

Formal education and hands-on experience are invaluable for advancement. However, once you're in the real world, you need to constantly evaluate different perspectives. Knowledge gathered through exchanges beyond your own workplace can let you see things in a different light. Through peer exchange, you get a feel for where you stand in the industry and where you need to go.

Increased Clout

Associations are a great place to raise your level of competence and respect within your profession. Although you may not always feel like you're moving ahead, getting and remaining involved in professional activities will bring you and your profession to another level.

Frequent Updates on Changes in the Profession

As change occurs at a faster pace, keeping track of the latest information will become increasingly difficult. However, through publications like the electronic E-Source Newsletter and the printed *Epitome*, educational sessions and the ISVMA website, you'll hear about the newest innovations



and never question whether you're behind the times. With this information, you can do your job in a more timely and economical manner.

Quality Services

The ISVMA is equipped to handle your questions and calls for specialized help and professional information. No matter the challenge, count on your association to respond quickly and aptly. ISVMA has the advantage of being able to tap into its membership for additional expert advice.

Volunteering Builds Credibility

When you belong to an association, your peers realize you're serious about your future. Association membership provides what you need to advance, and others will take note. As an association volunteer, you show your dedication through action and can venture into areas of expertise.

Find Mentors — or Become a Mentor

As an association member, you can seek out multiple mentors who are more than willing to offer advice and the benefit of their experiences. If you have experience and expertise to share, you might find becoming a mentor to be one of your most rewarding professional experiences.

Connection to the Profession

When you're faced with challenges unique to your profession, it's smart to talk and network with colleagues who have lived your experience. Associations hold the collective wisdom of members of all sizes and financial resources.

Membership is an Investment in Your Future

Day-to-day work experience advances your individual opportunities. Your association advances your profession. 🐾

High-Impact Shelter Medicine Program Adds Community Medicine Component

by Peter Constable, Dean



There are lots of ways to measure impact.

The Illinois shelter medicine program, under the leadership of Dr. G. Robert Weedon, is hitting it out of the park on just about every metric.

- *Scope:* The program delivers on each component of the land-grant mission — research, teaching and service.
- *Volume:* The number of animals sterilized has grown from 1,003 during 2011-2012, Dr. Weedon's first year with the college, to 4,402 in the most recent academic year. The number of students engaged on the shelter medicine rotation each year has grown from 28 to 116.
- *Quality:* Students' surgical proficiency improves dramatically through the instruction and experience on the rotation.
- *Rankings:* Illinois has the fifth most active shelter medicine program among the 30 U.S. veterinary colleges.

As much as I am a data-driven scientist at heart, though, I also recognize that stories can be more powerful than metrics at communicating impact. Here are two student success stories Dr. Weedon shares about his program.



Dr. G. Robert Weedon

A couple of years ago, an Illinois student was asked during a job interview about her surgical experience. "I've done 55 solo surgeries," she said. The interviewer was a little skeptical, so the applicant shared her log sheet from the shelter medicine rotation. Then this somewhat-shy student asked, with no hubris, "Would you like to see what I can do? I brought my scrubs."

The clinic happened to have a cat in for a spay, and the

student successfully completed the procedure in 25 minutes. (She was clocking spays at 20 minutes during the rotation, but she'd been out of practice for a few weeks at the time of the interview.) The clinic's other associate needed 45 minutes for a spay. The Illinois student was offered the job on the spot.

More recently, a student assisted at one of Dr. Weedon's pediatric sterilization workshops for practitioners. As she instructed one of the participants in how to perform a pedicle tie, the two hit it off, and she was eventually hired into his multiple-clinic practice in Pennsylvania. On her first day on the job, the clinic saw a pregnant cat that needed to be spayed. The two established doctors who worked there were at a loss, having never done that procedure. The recent graduate showed them how.

When you have this kind of success, where do you take the program?

The answer, in the case of the Illinois program, is to expand services. With a grant from the Springfield, Illinois-based Sally Lorraine Sedlak Vaughan Irrevocable Charitable Trust, we will launch the Sally Vaughan Community Medicine Program later this year. In conjunction with the low-cost sterilization services currently provided at nine locations within about 80 miles of the college, the community medicine program will offer vaccines, wellness exams, parasite prevention and owner education.

"Our goal is to educate these owners on what their pets need in terms of veterinary care. If they don't have access to mainstream care, they have no way of knowing. We aim to give them resources within their community where further preventive health care can be accessed when needed," Dr. Weedon said.

Like the surgical side of the program, the community medicine efforts will include data collection to better understand the needs of underserved pet owners and their pets. Dr. Weedon says 90 percent of the owned animals sterilized through the shelter medicine program over the past five years had never been to a veterinarian. During this first visit with a veterinarian, the program educates owners about responsible pet health care and directs them to local practitioners for follow-up care, booster vaccinations and parasite prevention.

The Sally Vaughan grant of more than \$500,000 over a three-year period will allow the shelter medicine program to hire a second intern veterinarian and a second certified veterinary technician for the shelter medicine program, as well as to increase the number of veterinary students participating in each rotation. Students will gain experience in aspects of community practice beyond sterilization.

Currently, the program is seeking funding for a second mobile unit from which to deliver the new community medicine services. An additional \$160,000 is needed to purchase a 24-foot mobile clinic equipped with power, water, ventilation, cabinetry and appropriate safety features. I'd like to share one last story from Dr. Weedon about impact, and this is a story he tells about himself.

Years ago, when Dr. Weedon was in private practice, a young couple arrived at his clinic with their puppy, which had eaten a sock. They had no money, but because Dr. Weedon had a student on site who would benefit from the experience, he removed the sock for free. Dr. Weedon's attitude at the time, though, was this: "If you can't afford to have a pet, you shouldn't have one."

Today, his attitude is different. "The benefits of pet ownership are well-documented," he says. "I serve people who have a very limited network of support, and many times their pets provide the only

bright spots in their lives. Who am I to say that these people should not be allowed to enjoy that relationship?"

If you'd like to help the college impact the lives of your future associates in practice and the lives of the pets and people who cannot otherwise afford veterinary care, please contact me to learn how you can support the Shelter Medicine Program at Illinois. 🐾



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Power of Ten Leadership Class Plans Statewide Healthy Pet Week

The 2018 Power of Ten Leadership (POTL) class worked throughout December and January to make April 8-14 Healthy Pet Week for the state of Illinois. This is the first time Illinois has had an official Healthy Pet Week, and the POTL wanted to make it memorable. The group divided into three teams to work on bringing clients and patients into their veterinarian practice for routine care and to enhance public and political knowledge about veterinarians and veterinary medicine.

One group focused on creating a new pamphlet to remind legislators that veterinarians are knowledgeable resources for any animal, environmental, welfare, food safety and public health topics. The brochure focused on the contributions veterinarians have made to modern medicine (both animal and human), the One Health movement, and the quantity and quality of our education. There was also significant value placed on our role in protecting the food supply and promoting public health. This information was provided with encouragement for legislators to continue to fund our state university in support of veterinary programs.

A second group created social media posts that were made available to all ISVMA members and clinics to use on their personal or clinic pages. It emphasized a new topic every day of the week, ranging from getting to know your veterinarian to oral health to food safety. Contained in some posts were fun quizzes and links to more extensive information. If a client posted the answer to the quiz and tagged ISVMA, they were entered into a drawing to win a prize provided by ISVMA. The leadership team felt it was a great way to engage the members and their clients while emphasizing good preventative care. They hoped it would drive clients to share and explore various animal health topics.

The third group created in-depth information on each social media topic. This involved

creating easy-to-read information for clients interested in learning more about specific topics, and encouraging them to take the information and discuss it with their regular veterinarian. The team hoped this would open some communication doors between clients and veterinarians, enhance the esteem of a veterinarian's expertise and give the public a solid resource for animal health.

The POTL's goal was to make Healthy Pet Week accessible for all Illinois pet owners and their veterinarians. With so much information available on the internet, a reliable source for common concerns is imperative. The main goal of Healthy Pet Week was to get people involved with their veterinarians and help start a conversation about how to keep pets at their healthiest and happiest.

The POTL is a leadership program to help emerging veterinary leaders in Illinois sharpen their skills in communication, business acumen, self-awareness, emotional intelligence and interpersonal interactions. The class is composed of 10 recent graduates and is selected each year from a large applicant pool. This group meets five times in locations throughout Illinois. They explore practical leadership, different communication styles and organized veterinary medicine in a supportive

environment that fosters meaningful interpersonal relationships and collaborative, lifelong interactions.

The 2018 POTL Class:

- **Dr. Lisa Coder**, Associate Veterinarian, Chessie Lane Animal Hospital, Ottawa
- **Dr. Trisha Cooper**, Associate Veterinarian, River Ridge Animal Hospital, Dixon
- **Dr. Charlotte Detmer**, Associate Veterinarian, Greenville Veterinary Clinic, Greenville
- **Dr. Derrick Hall**, Lead Assistant Director for Student Initiatives, American Veterinary Medical Association, Schaumburg
- **Dr. Amanda Hampton**, Chief of Staff, Banfield Pet Hospital, Evergreen Park
- **Dr. Kimberly Hsu**, Veterinary Ophthalmologist, Eye Care for Animals, St. Charles
- **Dr. Jennifer Ida**, Associate Veterinarian, Veterinary Specialty Center, Buffalo Grove
- **Dr. Marina Jaworsky**, Associate Veterinarian, Elmhurst Animal Care Center, Elmhurst
- **Dr. Jessica McKinney**, Associate Veterinarian, Effingham Vet Clinic, Effingham
- **Dr. Scott Michels**, Associate Veterinarian, Gill Veterinary Clinic, West Salem 🐾



Healthy Pet Week!

- A week promoting all that you do to keep pets healthy
- Sharable social media posts to get the message out about preventative care, common pet expenses and routine health concerns
- In-depth documents where clients go for more information
- Bringing the spotlight to the importance of veterinary medicine and healthy animals to the legislature

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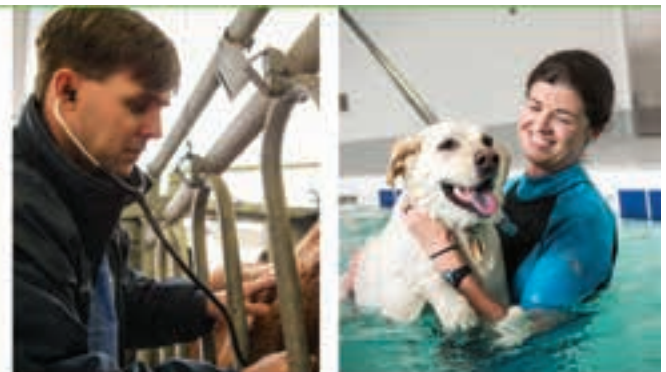


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Illinois Emerging Leaders

Gain Skills at Volunteer Leadership Conference

by Dr. Kevin Collins, Meadowbrook Veterinary Clinic, Peoria



Last month, the American Veterinary Medical Association (AVMA) bravely held the Veterinary Leadership Conference (VLC) in the arctic tundra that is Chicago in January. Despite the impending ice storm that descended on the city that weekend, the turnout was great, with only a few absences in the house of delegates. I ventured to the VLC as an emerging leader sponsored by the Mississippi Valley Veterinary Medical Association (MVVMA) and the ISVMA. I want to give my public and heartfelt thanks to these groups for their support and sponsorship, as the conference was an eye-opening experience and benefited me both personally and professionally.

The weekend began with a caucus of the local state veterinary medical associations (VMAs). I had to look up the definition of "caucus," as well as "plenary" and other legislative jargon over the weekend. A caucus is a meeting of local members of a party. In our case, this involved the Indiana, Illinois and Wisconsin VMAs. It was insightful to see what our neighbor states are planning and the different legislative battles they are addressing. Wisconsin, specifically, at this time is experiencing legislative pressure from a corporation to change certain terms in their practice act regarding surgical procedures. While the complexity of that situation is beyond the scope of this article, it did lead me to review our own practice act in Illinois. After review and discussion with other states, I want to applaud the ISVMA and other key persons who formulated our most recent practice act, as it both protects our profession and gives veterinarians freedom to practice as they deem necessary within the veterinarian-client-patient relationship. A

link to the state rules and regulations for veterinarians in Illinois can be found at: www.isvma.org/rules-and-regulations.

The winter session of the AVMA House of Delegates convened at the Hyatt Regency Chicago. One opinionated topic raised was the impact of corporate veterinary groups on our profession. The discussion that ensued was enlightening, as House members highlighted several viewpoints regarding this polarizing subject. I found it most insightful when a

It was insightful to see what our neighbor states are planning and the different legislative battles they are addressing.

member reminded us all that the AVMA currently boasts a very high membership rate among all veterinarians, dwarfing the rate of other professions, such as the American Medical Association. This unified voice of a majority of our profession is a huge strength on many levels but especially on Capitol Hill. To refuse conversation with corporate entities is to segregate a large number of veterinarians outside the AVMA. After the discussion, a task force was implemented to investigate the future relationship between the AVMA and corporate veterinary groups.

In contrast to this heated topic, the delegate from Puerto Rico stood up during the open session and gave a heartfelt thanks to the AVMA, American Veterinary Medical Foundation and all volunteers who helped their territory in the wake of Hurricane Maria. His comments were met with a standing ovation in what was a very genuine, inspiring moment for

all in attendance. While the news stories have slowed on this disaster, the people of Puerto Rico continue to struggle, picking up the pieces of their lives in the wake of the storm. Please continue to keep Puerto Rico, Dominica and other storm-ravaged areas in your thoughts and prayers.

The impression that has stuck with me since my time in Chicago at the VLC is that organized veterinary medicine, both at the state level and the national level, is not what I had initially imagined. Instead of intangible groups making decisions about abstract issues and policies, I found a group of my peers working to protect the health of animals, humans, our profession and livelihoods. The sponsorship succeeded, as I am strongly considering a position on an AVMA council. There are several ways to volunteer through the AVMA (and ISVMA) that can be found online at www.avma.org/members/volunteer/pages/default.aspx and www.isvma.org.

I extend one more sincere thank-you to the ISVMA and the MVVMA for their support. And thank you to the members of the AVMA House of Delegates, council members and other volunteers who donate their coveted time and efforts in the aid and preservation of our profession.

ISVMA Volunteer Leadership Conference Scholarship Recipients

- **Dr. Kevin Collins**, Meadowbrook Veterinary Clinic, Peoria, Region 4
- **Dr. Bailey Davis**, Animal Emergency Clinic, Springfield, Region 2
- **Dr. Christine Lamont**, Dogwood Pet Hospital, Loves Park, Region 6
- **Dr. Kirsten Plomin**, Kremer Veterinary Service, Lombard, Region 7
- **Dr. Julie Voelker**, Northgate Pet Clinic, Decatur, Region 3 🐾



The 136th ISVMA Annual Convention

Everything You Need!

by Michelle Gundlach, DVM, ISVMA Director of Education



ISVMA is proud to be able to continue offering excellent CE value, with great networking opportunities and plenty of time to visit with exhibitors. We are moving to a new venue for 2018. The convention will remain in the Chicago suburbs and at an easily accessible and affordable location with plenty of area restaurants, bars and family-friendly activities. The Tinley Park

Convention Center offers a greatly expanded exhibit hall, with space for more and larger booths, bright natural lighting, and room to sit and eat or catch up with colleagues. Spacious session rooms are conveniently adjacent to the centrally located exhibitor area. The attached Holiday Inn has comfortable guest rooms, and ample free parking is available. Also, free Wi-Fi will be accessible for your convenience.

2018 Convention Plan Details

We will again have multiple speaker tracks daily, with each day featuring small animal, large animal, technician and practice management sessions. With a total of almost 120 hours of CE offerings, full convention registration as usual will allow you to earn up to 20 hours of CE credit — even more important this year, as DVM licenses renew in January 2019.

Multiple wet lab opportunities will be available, including ophthalmologic surgery for DVMs, and a dental instrument and charting lab for CVTs.

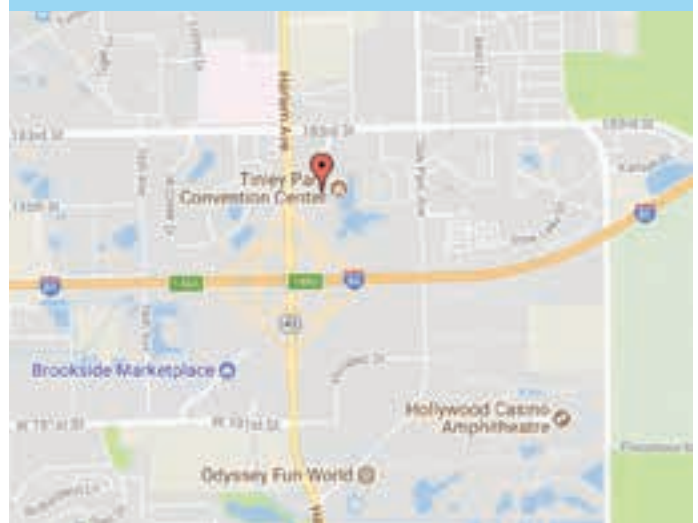
Speakers will include Dr. Craig Webb on gastroenterology, Dr. Tina Wismer on toxicology, Dr. Doug Knueven on alternative medicine, Ms. Jennifer Serling on large animal nursing and the ever-popular USDA accreditation modules with Dr. Suzie Hexum. Special sessions on teamwork, staff relations and personal wellness will also be highlighted.

We are also excited about offering additional entertaining activities, giving you a chance to have fun with friends, network with colleagues, catch up with classmates, mingle with vendors and create memories. The ISVMA annual convention is the perfect mix of top-notch education, quality vendors, and meaningful interactions with friends and colleagues. Registration is just around the corner — keep an eye out for registration details! 🐾



Mark November 9-11, 2018 on Your Calendar Now

ISVMA's Education and Sponsorship Committee has been working hard for the past few months to arrange another excellent continuing education program for the upcoming 136th ISVMA Annual Convention.



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Opioid Shortages

Prompt Alternative Pain Management Protocols

by Dr. Stephanie Keating and Dr. Ashley Mitek,
with contributions from ISVMA



In an effort to combat the opioid epidemic, the U.S. Drug Enforcement Administration (DEA) decreased opioid production by 25 percent in 2017, and plans to continue to decrease production in 2018. As many of the more commonly used full mu agonists, such as morphine, hydromorphone, and fentanyl, become harder to acquire (and remaining supplies are diverted to human hospitals), veterinarians will be challenged to provide adequate pain management to their patients.

At this time, we expect the opioid drug shortages will grow worse before they get better. It is likely that veterinarians will need to alter their current pain management protocols. We've compiled some tips and dosages here.

Quick Tips

- Consider loco-regional anesthesia whenever possible
- Non-opioid injectable medications, such as dexmedetomidine, ketamine and lidocaine, can be analgesic and used as constant rate infusions for painful patients
- Non-opioid oral medications, such as NSAIDs, amantadine and gabapentin, can be beneficial
- Multi-modal analgesia is the practice of administering several different medications that have differing mechanisms of action but, taken as a whole, provide analgesia superior to that of one drug alone. Multi-modal analgesia protocols are recommended whenever possible.
- Remember that acepromazine, trazadone, butorphanol, midazolam,

Local Anesthetics	Dosage	Duration of Action	Comments
Lidocaine	2 mg/kg	1-2 hrs	
Bupivacaine	1 mg/kg	4-6 hrs	Do not inject IV
Adding dexmedetomidine to local anesthetic mixture	1 mcg/mL of local anesthetic	Extends duration of action	
Nocita (liposome-encapsulated bupivacaine)	5.3 mg/kg	May provide up to 72 hours duration	One-time use vial

Other Medications	Dosage	Dosing Frequency	Comments
Gabapentin	5-10 mg/kg	8 hours	
Amantadine	3-5 mg/kg	24 hours	
Carprofen	2.2 mg/kg	12 hours (alternatively 4.4 mg/kg every 24 hours)	Dogs only
Meloxicam	0.1 mg/kg SQ or PO (dogs)	24 hours	
Deracoxib	3-4 mg/kg	Every 24 hours for 7 days, then decrease to 1-2 mg/kg daily	Dogs only
Robenacoxib (Onsior)	2 mg/kg	Daily for up to 3 days	Cats only
Maropitant	1-2 mg/kg IV, IM or PO	Every 12-24 hours	Has analgesic properties with few cardiovascular effects; ideal as an analgesic adjunct

diazepam, propofol and alfaxalone have minimal to no analgesic properties, though other properties of these medications may be beneficial in animals with pain

- Tramadol has limited efficacy
- Although intravenous fentanyl is efficacious in dogs and cats, fentanyl patches have been shown to have variable absorption rates

Examples

- Ring blocks for distal limb procedures (declaws, paw pad laceration, etc.), mass removals, etc.
- Lidocaine or bupivacaine splash blocks for enucleations or ovariohysterectomies
- Line blocks for laparotomy incisions
- Lidocaine/ketamine CRI for fracture repair, limb amputation 🐾

Originally published by University of Illinois, College of Veterinary Medicine at vetmed.illinois.edu/opioid-pain-management-protocols.

If you have additional questions regarding alternative pain management therapies in your patients, please contact Dr. Ashley Mitek at amitek2@illinois.edu, or call the Veterinary Teaching Hospital referral coordinator at (217) 333-5311 to speak with the anesthesiologist on duty.

Intravenous Agents	Dosage	Duration of Action	Comments
Dexmedetomidine (one-time dose)	1 mcg/kg IV, 4 mcg/kg IM (dogs), 8 mcg/kg IM (cats)	<45 minutes	Cardiovascular effects may prevent use in many patients; use as an adjunctive analgesic agent only
Dexmedetomidine CRI	1 mcg/kg loading dose, then 1 mcg/kg/hr		
Lidocaine	2 mg/kg loading dose IV, then 2-4 mg/kg/hr		Do not administer IV in cats
Ketamine	0.5 mg/kg loading dose, then 0.2-0.5 mg/kg/hr		
Buprenorphine	0.02 mg/kg IV or IM	6 hours	Appropriate for mild to moderate pain
Extended-release buprenorphine (Simbadol)	0.24 mg/kg IV or IM	24 hours	Cats only; appropriate for mild to moderate pain



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Sales Tax for **Veterinary Practices**



One of the more frequent questions that ISVMA receives from veterinary practice owners and managers is what taxes and rates must be paid by a veterinary practice. This article will focus on sales and use tax, as it is often the most misunderstood. Illinois treats veterinarians as being primarily engaged in rendering service to their clients, so they fall under the tax rules for servicemen. As medical professionals regulated under the Veterinary Medicine and Surgery Practice Act of 2004 (225 ILCS 115), they typically provide services to persons with whom they have established a veterinarian-client-patient relationship (VCPR). In this role, veterinarians may incur three different types of taxes:

- Use Tax
- Service Occupation Tax (SOT)
- Retail Occupation Tax (ROT)

You must review all bills from vendors that **do not** charge sales tax for taxability in Illinois. This situation generally occurs when your vendor is from outside of Illinois and the vendor sells either tangible personal property or a taxable service.

Use Tax

A use tax is applied on items of tangible personal property that are not transferred to their clients but instead are consumed by them during performing veterinary services, i.e. flea and tick combs, items used for grooming or bathing, such as towels, dryers, or disposable pads, cleaning supplies, tables or chairs, thermometers and hand soap.

Certificate of resale cannot be used for the purchase of these items. Instead, use tax must be either paid to suppliers or, if suppliers are not registered to collect tax, then the veterinarian must self-assess and remit use tax to the department.

Tangible personal property exists physically (i.e., you can touch it) and can be used or consumed. Clothing, vehicles, jewelry, and business equipment are examples of tangible personal property. Sales and use taxes apply when tangible personal property is used or consumed in Illinois.

Service Occupation Tax (SOT)

This is a type of sales tax that is triggered when licensed veterinarians transfer tangible personal property to their clients because the practice of veterinary medicine results in a service transaction. These types of transactions require sales tax to be charged, collected and remitted on a monthly basis.

For a transaction to be a service transaction for the purposes of taxation, several requirements must be met first.

- A licensed veterinarian must have first established a valid VCPR with the service client.
- A licensed veterinarian must have physically examined the animal.
- Medical records must be maintained demonstrating that the animal to which the tangible personal property was transferred was physically examined by the licensed veterinarian no more than one year prior to the date the tangible property was transferred.

The requirements are not intended in any way to affect the requirements of the Veterinary Practice Act concerning the establishment or maintenance of a valid VCPR, but are intended only to establish the type of tax liability that will be incurred by a veterinary practice.

When a valid VCPR has been established, a service transaction occurs under the following circumstances:

- When medicines, drugs and other products are directly applied or administered by a licensed veterinarian during a veterinary examination.
 - Tangible personal property transferred may include but is not limited to vaccines; flea and tick products; shampoos; bandages; ointments; splints and sutures.
- When a licensed veterinarian sells medicines, drugs and other products having a medical purpose.
 - Must be part of the continuing plan for the health and well-being of an animal under their care.
 - These drugs are restricted to use only by prescription from a licensed veterinarian or may be products recommended by the veterinarian under the continuing plan for health and well-being of the animal.
- These transactions can be refills of such drugs, medicines and other medical products that are made over-the-counter without a physical examination of the animal on the date of refill (remember valid VCPR).
 - To document that the qualifying items are transferred as part of the continuing plan of health and well-being, the following must be completed.
 - Must enter a notation in the animal's medical records that the medicine, etc. is a result of an examination or after consultation with the service client.
 - Must sign and date the notation in the animal's medical record.



- Must demonstrate transfer of the items to the animal and examination of the animal no more than one year prior to the date on which the items were transferred.
- A medicine or drug having a medicinal purpose means items ingested or applied to an animal that also cure or treat disease, illness, injury, or pain, or mitigate the symptoms of disease, illness, injury or pain.
 - Items may include, but are not limited to, prescribed medication, nonprescription medicines; vitamins, herbal remedies and dietary and nutritional supplements; medicated shampoos; topical flea and tick products; and flea and tick collars.
 - The following items are not considered to have medicinal purposes: combs; brushes; shears; nail clippers; name tags; nonmedicated shampoo; leashes; collars; toys; odor eliminators; and waste handling products.
 - Animal food is considered to have a medicinal purpose only if its manufacturer restricts its sale to licensed veterinarians.
 - To document the requirement that the manufacturer restrict the sale of animal food to licensed veterinarians, a veterinarian shall annually obtain a letter from the manufacturer representing that the animal food is only sold to licensed veterinarians.
- *Prescriptions for animals are subject to the high rate of tax. (See 86 Ill. Adm. Code 130.310) Application of Service Tax.*

Retail Occupation Tax (ROT)

This is a type of sales tax that is owed when the sale of tangible personal property to clients or the public is outside the scope of a service transaction.

- The following items are considered transferred outside of the scope of a service transaction, regardless of whether a VCPR has been established: combs; brushes; shears; nail clippers; name tags; non-medicated shampoos; leashes; collars; toys; clothing; odor eliminators; and waste handling products.
- ROT liability will be incurred on the sale of any tangible personal property to persons with whom a veterinarian has established a valid VCPR if those items are sold outside the scope of the service transactions.

Tax Rates

Tax rates vary throughout the state of Illinois. The base rate for all taxes is the state of Illinois rate of 6.25 percent, and then a county or municipality can add local taxes. For example, the Will County base rate is .75 percent, the Joliet rate is 1.75 percent and the Illinois rate is 6.25 percent, equaling a total of 8.75 percent sales tax to be paid on a purchase in Joliet.

Another example is Marion, Illinois, where the municipal sales tax rate total is 8.75 percent. This rate is comprised of the Illinois rate of 6.25 percent, Williamson County 1 percent, and Marion, Illinois, 1.5 percent. And, in one last example, New Berlin, Illinois, located in Sangamon County, has a sales tax rate of 6.25 percent because there is no municipal or county sales tax. Each town, county and zip code has its own tax rate. As sales tax rates change in the state of Illinois, ISVMA will be letting our members know via email which tax rates have changed to make sure they are paying and collecting the correct tax.

Example of Use Tax and SOT Tax Combined

A service client discovers that his or her dog has fleas, so the client takes it to the veterinarian for treatment. The veterinarian uses a lice comb to examine for fleas and then applies a nonprescription flea and tick bath to treat the infestation. The veterinarian recommends that the service client purchase additional bottles of the product to ensure that treatment is complete. The service client returns two weeks later to purchase an additional bottle of product.

The veterinarian will incur liability under the SOT on the flea and tick product transferred when treating the dog, as well as on the subsequent sale of the same flea and tick product (provided that the required documentation is maintained). The veterinarian will incur use tax on the flea and tick comb that he or she uses in practice (as well as other items used or consumed in the grooming and bathing of the dog, such as towels, dryers or disposable pads).

- The veterinarian can remit SOT based on the selling price of the tangible personal property transferred incident to service. However, if the annual aggregate cost price of all items



transferred incident to service transactions is less than 35 percent of the annual aggregate gross receipts from service, he or she may elect instead to handle liability by being treated as a *de minimis* serviceman. See 86 Ill. Adm. Code 140.106 for an explanation of the 35 percent threshold. As a *de minimis* serviceman, there are a few points to be aware of.

- o *De minimis* serviceman — the cost ratio is less than 35 percent.
- o If the veterinarian does not make over-the-counter sales subject to ROT (e.g., sales of leashes, clippers or combs), he or she may elect to remit use tax to suppliers on his or her cost price of tangible personal property transferred incident to service (if suppliers are not registered to collect the use tax, he or she must register for the limited purpose of self-assessing and remitting use tax on these purchases). See 86 Ill. Adm. Code 140.108 for further information. The veterinarian cannot provide certificates of resale to suppliers if he or she elects this option.
- o If the veterinarian makes over-the-counter sales subject to ROT, he or she may remit SOT to the department on his or her cost price of the tangible personal property transferred incident to service. See 86 Ill. Adm. Code 140.109 for further information. In this case, the veterinarian should provide certificates of resale to suppliers. He or she must register and file returns with payment of tax to the department.
- If the veterinarian's annual aggregate cost price of all items transferred incident to service transactions is 35 percent or more of annual aggregate gross receipts from service, they cannot elect to be treated as *de minimis*.

To Learn More

ISVMA has formed a partnership with Transaction Tax Resources, Inc., to assist with a four-part webinar tax series in the 2018 calendar year. Each webinar will address different areas of tax issues that veterinarians may face in practice ownership. The remaining webinar dates are May 22, August 14 and December 4. If there is an issue you may like more information on, please contact Alicia Davis-Wade, assistant executive director, at alicia@isvma.org. 🐾



Five Ways CVTs Can Add Value to Veterinary Practices

by Melissa Stacy, CVT



In the last 10 years, the awareness of Certified Veterinary Technicians (CVTs) and the value they can add to the veterinary practice has increased! There is a level of knowledge involved in becoming a CVT that can ease a veterinarian's mind. CVTs can add value to veterinary practices by helping manage time, client education, client relationships, inventory control and staff leadership.

One of the biggest ways that a CVT can add value is by helping manage time, which, in return, helps with overall revenue of the veterinary clinic. For example, while a veterinarian may be seeing rooms, a CVT can be running a fecal, urinalysis or cytology. He or she could also be trimming nails, drawing blood, expressing anal glands, filling medications, and the list can go on. This allows the veterinarian to free up some of their time doing the things only a veterinarian can do!

CVTs also play an important role in client education. If your veterinary clinic staff as a whole has a united front about the importance of pet oral health care, preventative medications, and other important

topics, then the client is more than likely to follow the advice of the staff because they are hearing it from more than one person. This, in turn, helps increase revenue and creates healthier pets!

Over the last 19 years, I have seen client relationships be a huge building block to the veterinary practice. The CVT has a really important role of creating a positive experience and bond with clients and their pets. This creates a lifelong client who will return to your business because they feel that they are connected and that their pet is truly cared for.

CVTs can also play an important role in inventory control. From controlled drugs to everyday items that need to be ordered, a CVT can help save the veterinarian time and also make sure they are meeting regulations with controlled drugs. A CVT can also help set up or run staff meetings, work schedules, develop marketing and educational handouts, and help with any other veterinary clinic goals.

There are many other ways that CVTs add value to veterinary practices all over the world, but these are just a few. CVTs help veterinary clinics work smarter ... not harder! 🐾



Your Ego or Your Wallet

The Bigger One Is, the Smaller the Other Will Be

by Ray Ramirez, DVM

Do you think because you have a prestigious title, like doctor, that goes along with being rich? It turns out it is the opposite!

Many years ago, when I first heard, "You have to choose between your ego and your wallet: the bigger one is, the smaller the other will be," I thought to myself, "There is no way that is true." How could anyone say that? Then, as the weeks went by, I started to reflect on my own daily choices.



As veterinarians, we have crazy days! Isn't it amazing that we can have some days where we see 15 or 20 patients, and it seems like a smooth day? Yet we have other days with only eight or nine appointments. You look up, and it is only 2 p.m., and you think, "It should be 6 by now!" Yet we patiently work through the rest of the appointments, look up in our favorite references (books, journals or online) about that diabetic, or perianal hernia in a cat, or the coughing puppy ... and then we drag ourselves out of the practice to head home.

What are your thoughts on the way home from work those days? "I deserve a break. Let me go through the drive-thru today." Or, "It was a crazy day, so let me take the family out to eat."

Or, earlier in the day, you see out the practice window a client who just declined to do a blood test on their new hyperthyroid cat, driving away in their very nice looking car. You see that, and it just doesn't seem right or fair.

You think, "Dag nabit, I got into veterinary school — only one of six applicants gets in! Why do I have to eat boxed mac-and-cheese, while clients drive away in their Beemer and decline lab tests?" That eats away at our minds and starts to dominate our thinking.

Then you think, "I know, I'll get one of those cars." And we get into a cycle that is difficult

to break — thinking we can borrow our way to prosperity, while thinking that this means "I've made it!"

But what do happy, successful millionaires look like? What is the image of someone who is worth \$1 million? Is what Hollywood shows us correct? In the book *The Millionaire Next Door*, Dr. Tom Stanley uses scientific retrospective analysis to figure out how one becomes wealthy.

Now, I do not mean to imply that money is everything! But I do agree with Zig Ziglar, who said: "Money isn't the most important thing in life, but it's reasonably close to oxygen on the 'gotta have it' scale." As we look at our profession and our own mental health, understanding this is very important. And yet we can't take ourselves too seriously.

So we need to be intentional about the income and outgo of our money. So back to our fellow Americans who have accumulated wealth — what did they find? What they found was shockingly different than what Hollywood believes. What car do you envision someone worth more than \$1 million dollars would drive? Dr. Stanley's research showed that only 23 percent even own a new car; 25.2 percent own a car four years old or older! And the most any of them paid for their car was \$19,000!

When I was first out of school, my goal was to have that new, fancy car I saw some of

my professors and employers drive. After I read *The Millionaire Next Door*, I reflected on my own ego versus wallet and realized if I wanted to actually have money in my bank account (which I did not have with the fancy car), a change was needed.

I needed to have a new pride — such as getting my car to 300,000 miles! My first car after I read the book, my wife made me retire at 276,452 miles. I mean, just because the floorboard was rusted out and my pantleg would get a little rain on it — just because there was a little rust around the quarter panel around the wheels! (OK, I was frugal and did not wash the car after

As veterinarians, we have crazy days! Isn't it amazing that we can have some days where we see 15 or 20 patients, and it seems like a smooth day?

the salty winter roads ... big mistake). I was starting to get into this!

My next car (bought used, with approximately 70,000 miles) I washed after every snow event, and the body was in good shape

at 250,000! I thought, "This is the one!" Then I started having transmission problems and could not get them figured out (ugh), so it only made it to 256,000. So now the latest one for me has 268,000 miles ...

The point of this is, what do you brag about? What gets bigger as you brag — your ego or your wallet? (And, not just with cars.) This applies to each money-spending habit, because the bigger your ego is, the smaller your wallet will be! 🐾

Dr. Ramirez is an ISVMA member, practice owner and practice management speaker at continuing education events throughout the Midwest, including the 2018 ISVMA/ SIVMA Downstate Conference.

IVMF Donations

IVMF welcomes contributions to celebrate or honor the life of a pet as well as to memorialize a loss. Download a donor form from the ISVMA website at www.isvma.org/illinois-veterinary-medical-foundation to submit your memorial. Please indicate whom you are honoring on the form and give an address where the memorial notification can be sent.

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