

MVMA

Minnesota Veterinary
Medical Association™

News

Promoting professional excellence in veterinary medicine, advancing animal well-being, and protecting public health.



Foundation Feature

Highlights from the MVM Foundation

by Brittney Yohannes, Planned Giving & Fundraising Manager

"I realized many of the people I looked up to were wildlife veterinarians."

Therese McNamee, class of 2020, shared her story with me over coffee. Therese already had a master's degree in Conservation Medicine when she moved to MN to pursue the dual DVM/MPH program. "It's the One Health focus that brought me here," she said, neglecting her coffee to speak passionately about the intersection of animal and human health.

It took only a few minutes to realize that Therese finds great fulfillment out of her studies and work. Beyond the four classes she took this summer, she also volunteered at the Wildlife Rehabilitation Center, and worked part time on an ecosystem health research project. It was impossible not to be impressed when she laughed and said, "Summers feel like a break" compared to her workload and student group commitments during the school year.

Students like Therese are the face of our future's community wellness, food security, and animal health. But their pursuits in these increasingly important fields come with barriers, especially financial. "I am relying heavily on loans. The hope is that I'll be making enough to pay them back." She went on to explain that many of her classmates work during the school year and summers, not only to gain important experience, but also to take a stab at what she describes as "looming debt." As an MVMF scholarship recipient, Therese is grateful for the contributions from others in the veterinary community that lighten some of the burden. "[Scholarships] allow me to get the education I want. Thank you for being so generous to offer this to people you don't even know."



Sept/Oct 2018
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Visit our website at www.mvma.org

Presidents Message

I am writing this just a few days before the start of the Minnesota State Fair. This is a very important event for the Minnesota Veterinary Medical Association because the Fair is our biggest public relations event of the year. It is our opportunity to inform the public at the Miracle of Birth Exhibit about animal agriculture and what we do to safeguard the health and wellbeing of farm animals. In the past, people living in the city were only one or two generations removed from farm life. Perhaps their grandparents lived on a farm and the city kids would visit and be exposed to farm animals. Not so anymore. A large percentage have never been on a farm and have never seen a calf, pig, or lamb being born. The small animal surgery suite exhibit also gives the public the opportunity to observe routine surgical procedures that they otherwise would not. It is a wonderful opportunity for us and the groups we partner with to give the public an educational experience unlike any other. On behalf of the MVMA, I thank the many veterinarian volunteers and the committee chairs for their efforts to make this a very successful program.



The opioid problem is affecting us as veterinarians. People posing as clients with pets supposedly in need of pain medications are attempting to use veterinary clinics as a source to obtain these drugs to use for illegal purposes. The Minnesota Legislature last session had several bills introduced in response to this problem. Expect more during next year's session. It has been suggested there are a few procedures we as veterinarians can do to reduce the risk that we will be contributing to the problem. The first is know your client. If they are new to your practice, ask to see and then make a copy of their photo I.D. before dispensing a scheduled drug. Have a clinic policy developed beforehand if they say they left their driver's license at home or some other excuse. Be wary if they ask for a specific drug. If after examining the patient, in your professional opinion, you suggest a drug to be prescribed or dispensed and the owner then specifically requests a different one, hopefully warning bells sound for you. Be suspicious if you have recently dispensed a drug and they come back in too soon for a refill because they lost them or they left the pills at the lake or they are going on vacation or some other reason. That could be a legitimate reason, but a conversation with them might be warranted. Consider microchipping any patient receiving more than a few days supply of a scheduled drug. Remember, as veterinarians we want to be known as part of the solution to the opioid issue, not part of the problem.

Until next time, have a happy and safe fall.

David L. Fell, D.V.M.

David L. Fell, D.V.M., President

Minnesota Veterinary Medical Association

NEWS

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Calendar of Events

FREE Lunch 'N Learn Programs, at the MVMA office (Webinar by video conference), Noon – 1:00 PM. Programs for MVMA members ONLY. Please RSVP at info@mvma.org or call (651) 645-7533. Beverages provided, please bring your lunch. Includes 1 CE credit.

September 11 - Bill Butler, CIC, CISR, Butler & Associates Insurance Agency - Questions Every Veterinarian Must Know to Ensure Their Practice is Protected

October 9 - Dr. Courtney Wheeler, Senior Veterinarian, Minnesota Board of Animal Health - Program of Veterinary Care for Minnesota Licensed Commercial Breeders and Kennels

November 13 - Heather Bantle, Financial Representative, Foster Klima | Rob Borcharding, Business Development Manager, Upper Midwest Market, Wells Fargo - Financial Strategies

December 11 - Dr. Leslie Easterwood, MA, DVM, Clinical Assistant Professor of Equine Community Practice, Texas A&M University - Disaster Preparation and Triage for Horses

September 12, 2018

HSVMA CE Webinar. Veterinary Clinical Trials: Balancing Rewards and Risks for Your Clients and Patients. Presented by Jenna Burton, DVM, MS, DACVIM, and Craig A. Clifford, DVM, MS, DACVIM. More information: <http://www.hsvma.org/webinars>.

September 13, 2018

MVMA Senior Veterinarians Council Fall Event - Tour the Minnesota State Capitol & Minnesota History Center. Visit www.mvma.org or call 651-645-7533 or info@mvma.org for more information. See article and schedule in this newsletter issue on page 18.

September 15-18, 2018

Allen D. Leman Swine Conference, Saint Paul RiverCentre, it is an annual educational event for the global swine industry. For more information: <https://cceeevents.umn.edu/allen-d-leman-swine-conference>.

September 19-20, 2018

79th Minnesota Nutrition Conference has delivered leading-edge, research-based knowledge to advance sustainable production of beef, dairy, equine, poultry and swine. City Center Hotel, Mankato, Minnesota. For more info visit <http://www.mnnutritionconf.umn.edu>.

September 20, 2018

MVMA Academy of Veterinary Medical Practice Seminar. Practical and Value-Added Updates in Anesthesia, Pain Management and the Reduction of Fear, Anxiety, and Stress for Everyone with Dr. Ralph Harvey with Dr. Ralph C Harvey. Held at TIES Conference Center (near U of M CVM campus), Grand Hall, 1644 Larpenteur Ave W. St. Paul, MN 55113. See flyer in this issue. For more information call 651-645-7533 or info@mvma.org.

September 27, 2018

MVMF 9th Annual Clay Shoot. Wild Marsh Sporting Clays facility, Clear Lake, MN. Visit www.MVMFcares.org for more information on shooter and sponsorship opportunities. Look for more information in this newsletter issue on page 9.

October 11-13, 2018

103rd Annual Wisconsin Veterinary Medication Association Convention, Alliant Energy Center in Madison, Wisconsin. More information: www.wvma.org.

November 8, 2018

MVMA Fall Staff Seminar. A Practical Approach to Neurology with Simon Platt, BVM&S, DACVIM (Neurology), DECVN, MRCVS, University of Georgia. Held at Continuing Education & Conference Center, 1890 Buford Avenue Room 135AC, St. Paul, MN 55108. For more information and to sign up, go to www.mvma.org or call 651-645-7533 or info@mvma.org.

December 1, 2018

Arrowhead VMA Seminar. Duluth, MN at the Holiday Inn Downtown. Oncology Tips and Tricks for your Practice - Dr. Sue Ettinger, DVM, DACVIM. For more information and registration contact Dr. Tom Rietveld at 218-333-9010 or arrowheadvma@gmail.com or Dr. Mike Overend 218-834-4234.

February 7-9, 2019

122nd MVMA Annual Meeting at Hilton Minneapolis, MN. Join your colleagues for an inspiring and informative convention. See more about this event in this newsletter issue and on the MVMA website (www.mvma.org). We look forward to seeing you there!

Foundation Feature continued from page 1

24th Annual MVMF Golf Classic

It would take more than a couple showers to dampen the spirits at the MVMF Golf Classic! This year's tournament proved entertaining as ever with competitive play, comradeship, and clowning around in the photo booth. More than \$51,000 in sponsorship was generated. Sponsors entertained the golfers with everything from cornhole to "Cartwheels for Coronas," and their pop up tents and canopies became very popular during the intermittent rain. Thank you to all our sponsors for contributing to the success and entertainment value of this event! For the first time ever, all sponsoring clinics went **BOLD** by pledging to sponsor not only the Golf Classic, but also the upcoming Clay Shoot. This event would not have been possible without the outstanding support of our premiere Full Course Sponsor, Lakefield Veterinary Group! In its 24 year history, the Golf Classic has raised more than \$880,000 for the MVMF, and continues to be one of the most important sources of revenue to fund MVMF scholarships and grants.



Last year's team that tied for the Championship Trophy, but was ultimately beat in the tiebreaker, felt the thrill of a win this year. At 19 under par, our winning team includes Keith Olson, John Howalt, Calvin Olson, and Ben Hanson. Their names will be proudly added to the Championship Trophy displayed in the MVMA office.

The Jim Libby Class Trophy went to the Class of 1985 for the 17th year in a row! Kirk Smith, Jim Winsor, George Theisen, and Tim Krienke will again have their names added to this trophy honoring the first MVMF Golf Classic Committee chairperson, Jim Libby. Their score was 17 under.

The top senior team was 14 under, securing the Brandjord Memorial Trophy for Connie Sillerud, Paul Draheim, Ernie Drager, and Eric Miller. This is the 13th year honoring Steve Brandjord, MVMF Golf Committee Chair from 1999-2003.

Ladies! You have the chance to compete for our Top Women's Award by forming a team of all women. Only one team competed this year, and came out 14 under. Thank you to Krisitin Olson, Miranda Olson, Erika Olson, and Heather Claussen for representing the Olson clan this year.



Thank You Golf Committee and Volunteers

Lukas Wallerich stepped into the position of MVMF Golf Committee Chair last year and did an excellent job coordinating event, even as a new member to the Committee. Lukas first golfed at the Golf Classic as a student on a sponsored student team, and continues to stay engaged with the Foundation in this new role. Thank you to our Golf Committee for all their planning, dedication, and volunteerism:

Lukas Wallerich • Gary Goldstein • John Lillie • Matt Kruse • Jeff Benson • Brittney Brock • Karl Omdahl • John Baillie • Connie Sillerud • Paul Draheim • Jim Winsor • Ashley Russ • Kelly Andrews • Brittney Yohannes

continued on next page

An event of this magnitude could not be pulled off without a team of volunteers. Thank you!

Linda Spengler • Maria O'Connor Vetscher • Andrew Keller • Nancy Peterson
• Bob Dietl • George Ruth • Dan Shebuski • Ben Porter • Sarah Whitely •
Matt Kimmes • Morgan Murff • Stephanie Hendrickson • Brian Hutton •
Alison Midboe • Shailja Ambrose

Thank You Golf Sponsors

These sponsors deserve your support! They have proven their commitment to the future of veterinary medicine, and we thank them for making this fundraiser a success!

Double Eagle Full Course Sponsor



Lakefield Veterinary Group

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Animal Emergency & Referral Center of Minnesota
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Twin Cities Veterinary Surgery
University of Minnesota Veterinary Medical Center

Birdie Sponsors

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Paul Draheim, DVM, Pascal Street Dog
Gateway Bank
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Midwest Cremation Service of MN
Midwest Veterinary Partners
Minnesota Mobile Veterinary Surgery
MWI Animal Health
Scott Build



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Birdie Sponsors continued

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Virbac Animal Health

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Drs. David and Susan Brewer

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Thank You Sponsors

Bold – DOUBLE "BIRDIE" Sponsors support both the Golf Classic and Clay Shoot Events!

Thank you!

Welcome New MVMA Members

Academic

Dr. Joseph Hediger

Active

Dr. Julie Boero

Dr. Jenny Mayaka

Dr. Lisa Mekka

Dr. Darin Meulebroeck

Dr. Wendy Mey

Dr. Anna Mitchell

Dr. Tim Rozendaal

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Graduate Practicing

Dr. Brittney Nelson

**Are you interested in nominating
a veterinarian/animal for one of
our prestigious MVMA Awards?**

Nominations are accepted now





Minnesota Veterinary Medical Association

Capitol Report

by Thomas Hagerty, DVM

August and September are quieter times in the Minnesota State Capitol. Staff members are on vacation and legislators are back home in their districts meeting with and listening to their constituents. This is a great opportunity for MVMA members to schedule clinic visits with their legislators or to simply meet with them when they are available. This is an election year for many legislators which is further incentive for them to want to meet with you.

A very important role that our lobbyists fill is to keep their ear to the ground to determine if we need to be aware of any legislative initiatives or bills starting to be developed that we need to be aware of prior to the start of the legislative session on January 8, 2019. There are many people in the public that would like to do the work we do with animals without the benefit of a veterinary license. We are constantly on alert for proposed legislation that might allow this intrusion of our profession. The next legislative session is also a budget approval year for the U of M College of Veterinary Medicine, MN Board of Animal Health, and more.

The Minnesota State Fair has just ended. The MVMA Surgery Suite and the Miracle of Birth exhibits are among the most popular on the fair grounds. Nearly two million people attend the fair every year and over half of them attend one or both of these exhibits. It takes many MVMA members to staff these exhibits over the 12 days of the fair. This is an excellent educational tool to display the work and care that veterinarians do for animals. Both exhibits are well received by the public. I have also been the state fair veterinarian for a number of years involved in the daily health inspection of livestock coming in and out of the fairgrounds. Due to some health issues I am stepping away from that role this year. With our two exhibits as well as inspecting animals in the livestock barns at the fair, veterinarians play a significant role in this prominent Minnesota event each year. The MVMA appreciates the time and effort expended by the members who contribute to a successful state fair.

On the national scene, the AVMA recently announced that it continues its opposition to the Fairness to Pet Owners Act (HR 5472) which has been introduced in previous congressional sessions but has never been enacted. This proposal directs the Federal Trade Commission to require a veterinarian to provide a copy of the prescription every time a medication is prescribed for a companion animal. In addition, the veterinarian must explain that the client may fill the prescription at the veterinary clinic or an offsite pharmacy and must verify the prescription electronically or as otherwise required by state law. The AVMA believes that this bill is redundant and will cause undue regulatory and administrative burdens on veterinary practices. The AVMA will continue to track this legislation and advise MVMA members if they need to contact their legislators about this issue.

The MVMA's Government Affairs Committee will meet on November 13, 2018 and February 8, 2019 at the MVMA Annual Meeting to prepare and implement the legislative agenda for the 2019 legislative session. The committee will review bills that were introduced but not acted upon during the 2018 session and will look at any new proposals that may be expected in the 2019 session.

Remember that your contribution to VET-PAC helps us access legislators that are important to us to get our message out and to receive hearings in appropriate committees. We encourage MVMA members to contact the MVMA office to have us arrange a legislator clinic or office visit.



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What's New at the U?

*News from the University of Minnesota
College of Veterinary Medicine*



COLLEGE OF
VETERINARY MEDICINE
UNIVERSITY OF MINNESOTA
Driven to DiscoverSM

New international education standards compliance

The University of Minnesota College of Veterinary Medicine and Chiang Mai University are the first veterinary schools to announce compliance with the World Organization for Animal Health's Day 1 Competencies. The standards were established to help fight the increasing risk of global health pandemics involving animal health, and designed to help graduates perform entry-level National Veterinary Service tasks that relate to the promotion of animal and public health.

Defining and promoting wild animal welfare

Half a million wild animals are seen by passionate rehabilitators each year in the United States. The world-renowned Minnesota Raptor Center (TRC) has secured funding for a major three-year initiative, providing the opportunity to raise the bar for wildlife rehabilitation care across all species. TRC is using its 40+ years of experience to strategically build community among rehabilitation centers. It will begin with pilot efforts in seven states.

"The project presents a three-pronged approach," says Julia Ponder, DVM, MPH, executive director of TRC. "We will work directly with wildlife rehabbers; we're working to build more community within clinical wildlife veterinarian medicine and wildlife rehab; and we will help train new clinical wildlife veterinarians."

A network of knowledge

The lab of Jaime Modiano, VMD, PhD, investigates how and why cancer occurs in both dogs and humans and recently added two new cell lines to Boston-based reagent company Kerafast's catalog. Scientists around the world can easily acquire U of MN cell lines to further their own canine cancer

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**Veterinary
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Center**

South Metro



We're now more convenient for the South Metro!

The University of Minnesota Veterinary Medical Center and the newly renovated South Metro Animal Emergency Care are pleased to announce our new **Veterinary Referral Center - South Metro** in Apple Valley.

Additional specialties coming soon with seamless integration into the Veterinary Medical Center's extended specialty services and advanced capabilities.



Jenny Cho
MS, DVM, ACVIM
Internal Medicine



Liz Lafond
DVM, ACVS, ACVSMR
Surgery

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studies. The partnership between the Modiano lab and Kerafast now includes 13 cell lines. So far, the Modiano lab's cell lines have been ordered by scientists in 10 countries across 5 continents.

Veterinary Diagnostic Lab re-accredited

The University of Minnesota's Veterinary Diagnostic Laboratory was recently re-accredited for another five years by the American Association of Veterinary Laboratory Diagnosticians after meeting the organization's stringent standards and outcomes. The seal of quality applies to both the main laboratory in St. Paul and the Minnesota Poultry Testing Laboratory in Willmar, Minn.

The University of Minnesota Veterinary Diagnostic Laboratory annually performs more than 1.2 million procedures, making it one of the busiest labs in the United States.

Faculty news

The faculty of veterinary medicine and animal sciences at the Swedish University of Agricultural Sciences (SLU) will award Cathy Carlson, DVM, PhD, professor in the Department of Veterinary Clinical Sciences, with an honorary doctorate degree on October 6. Carlson will give a lecture in Uppsala on the day before the doctoral award ceremony.

Bruce Walcheck, PhD, professor in the Department of Veterinary and Biomedical Sciences (VBS) and the Microbiology, Immunology, and Cancer Biology PhD Program, received a one-year, \$100,000 grant from the Minnesota Ovarian Cancer Alliance. He is working with Jianming Wu, DVM, PhD, associate professor in the VBS, to produce natural killer cells and other immune cells with enhanced functions for cellular immunotherapies.

Upcoming Events

Class of 2008 Reunion, 6 to 8 p.m., Saturday, Sept. 1, Al and Alma's Boat Cruise, Mound, MN

American Assn. of Bovine Practitioners Alumni Reception, 9 to 11 p.m., Friday, Sept. 14, The Park Street Food Bar, Phoenix, AZ

Fall Buzz 'N Brew, 6 to 8 p.m., Thursday, Sept. 27, BlackStack Brewing, St. Paul, MN



**MVMF SHOOT
FOR THE
FUTURE**

Wild Marsh Sporting Clays
September 27, 2018



Support the MVM Foundation at the 9th Annual Clay Shoot
Enjoy a day of shooting, incredible prizes, games, drawings, and live auction!
Awards given to Top Gun, Leading Lady, and by Lewis Class. All levels welcome!
Register today at mvmfcares.org

Faculty Membership for the U of M College of Veterinary Medicine

The College of Veterinary Medicine (CVM) and the Minnesota Veterinary Medical Association (MVMA) have always enjoyed a mutually beneficial relationship. Our mission, Promoting professional excellence in veterinary medicine, advancing animal well-being, and protecting public health is closely aligned with the CVM and working together is key to our ongoing success. We look forward to adding 115 new CVM faculty to our membership ranks and the wealth of knowledge and information they can bring to the MVMA with its many activities. Currently, the MVMA has all CVM students as members so by adding the faculty we are excited to have 100% member participation by the college. Welcome to MVMA membership!

New CVM Faculty Members

Name	Member Type	Name	Member Type
Matthew Aliota, PhD	Affiliate	Charles Lothamer, DVM	Academic
Sandra Allweiler, DVM	Academic	Hinh Ly, PhD	Affiliate
Pierre Amsellem, DVM	Academic	Scott Madill, DVSc	Academic
Grace Antolik, DVM	Academic	Molly McCue, DVM	Academic
Shiori Arai, DVM	Academic	Alistair McVey, DVM	Academic
Anibal Armien, DVM	Academic	Lindsay Merkel, DVM	Academic
Caroline Baldo, DVM	Academic	James Mickelson, PhD	Affiliate
Emily Barrell, DVM	Academic	Jaime Modiano, VMD	Academic
Fausto Bellezzo, DVM	Academic	Thomas Molitor, PhD	Affiliate
Brady Bergin, DVM	Academic	Michael Murtaugh, PhD	Affiliate
Alexandra Bianco, DVM	Academic	Kaylee Myhre, DVM	Academic
Antonella Borgatti, DVM	Academic	Kakambi Nagaraja, BVSc, PhD	Affiliate
Kathleen Boris-Lawrie, PhD	Affiliate	Noelle Noyes DVM, PhD	Academic
Justine Boschee, DVM	Academic	Christopher Ober, DVM	Academic
David Brown, PhD	Affiliate	Timothy Obrien, DVM	Academic
Erin Burton, DVM	Academic	Michael O'Sullivan, PhD	Affiliate
Luciano Caizeta, DVM	Academic	Devi Patnayak ,BVSc, PhD	Academic
Carol Cardona, DVM	Academic	Edward Patterson, DVM	Academic
Maxim Cheeran DVM	Academic	Katharine Pelican, DVM	Academic
Keum Choi, DVM	Academic	Andres Perez, DVM	Academic
Rosalind Chow, VMD	Academic	David Polzin, DVM	Academic
Christina Clarkson, DVM	Academic	Alexander Primus, DVM	Academic
Sara Collison, DVM	Academic	Srirama Rao, PhD	Affiliate
John Collister, DVM	Academic	Kent Reed, PhD	Affiliate
Michael Conzemius, DVM	Academic	Aaron Rendahl, PhD	Affiliate
Cesar Corzo, DVM	Academic	Michelle Ritt, DVM	Academic
Meggan Craft, PhD	Affiliate	Kerry Romano, DVM	Academic
Rebecca Davies, PhD	Affiliate	Stephanie Rossow, DVM	Academic
John Deen, DVM	Academic	Alberto Rovira, DVM	Academic
Erin Dickerson, PhD	Affiliate	Erin Royster, DVM	Academic
Nicolas Ernst Castro, DVM	Academic	Mark Rutherford, PhD	Affiliate
Anna Firshman, DVM	Academic	Innocent Rwego, BVSc, PhD	Academic
Steven Friedenber, DVM	Academic	Jill Schappa Faustich, DVM	Academic
Eva Furrow, VMD	Academic	Declan Schroeder, PhD	Affiliate
Connie Gebhart, PhD	Affiliate	Davis Seelig, DVM	Academic
Saad Gharaibeh, BVSc, PhD	Academic	Randall Singer, DVM	Academic
Stephanie Goldschmidt, DVM	Academic	Ashok Singh, PhD	Affiliate
Wanda Gordon-Evans, DVM	Academic	Pamela Skinner, PhD	Affiliate
Sagar Goyal, BVSc, PhD	Academic	Christopher Stauthammer, DVM	Academic
Alonso Guedes, DVM	Academic	Matthew Sturos, DVM	Academic
Joseph Hediger, DVM	Academic	Jeffrey Todd, DVM	Academic
Daniel Heinrich, DVM	Academic	Sheila Torres, DVM	Academic
Michael Henson, DVM	Academic	Ferenc Toth, DVM	Academic
Brian Husbands, DVM	Academic	Ava Trent, DVM	Academic
Yinduo Ji, PhD	Affiliate	Troy Trumble, DVM	Academic
Kelly Johnson, DVM	Academic	Kimberly VanderWaal Omondi ,PhD	Affiliate
Timothy Johnson, PhD	Affiliate	Fabio Vannucci, DVM	Academic
Fekadu Kassie, DVM	Academic	Sinisa Vidovic, PhD	Affiliate
Kristina Kiefer, DVM	Academic	Bruce Walcheck, PhD	Affiliate
Whitney Knauer, VMD	Academic	Christie Ward, DVM	Academic
Sandra Koch, DVM	Academic	Scott Wells, DVM	Academic
Sunil Kumar, PhD	Affiliate	Erin Wendt Hornickle, DVM	Academic
Peter Larsen, PhD	Academic	Michelle Willette, DVM	Academic
Roxanne Larsen, PhD	Academic	Tiffany Wolf ,DVM	Academic
Alice Larson, PhD	Affiliate	Jianming Wu, DVM	Academic
Jessica Lawrence, DVM	Academic	Arno Wuenschmann, DVM	Academic
Fang Li, PhD	Affiliate	Zheng Xing, PhD	Affiliate
Yuying Liang, PhD	Affiliate		



MVMA 2018 Fall Staff Seminar

A Practical Approach to Neurology

Thursday, November 8, 2018 | 9:00 am – 4:30 pm

Speaker

Simon Platt, BVM&S, DACVIM (Neurology), DECVN, MRCVS

University of Georgia



Dr. Simon Platt received his veterinary degree from the University of Edinburgh, Scotland, in 1992; following he undertook an internship in Small Animal Medicine and Surgery at the Ontario Veterinary College, University of Guelph, and then spent a 2-year period in private practice in England. Dr. Platt completed a residency in neurology and neurosurgery in 1998 at the University of Florida, and afterwards spent 2 years as an assistant professor of Neurology at the University of Georgia. In 2000, Dr. Platt returned to the UK where he was Head of the Neurology/Neurosurgery service at the Animal Health Trust until 2006; from which time he has been at the Department of Small Animal Medicine and Surgery at the University of Georgia where he is currently a Professor. Dr. Platt is Past-President of the ACVIM Neurology Specialty and Founder member of the South Eastern Veterinary Neurology (SEVEN) group in the USA. Currently, he serves as Editor in Chief of the NAVC journal Today's Veterinary Practice.

Attend Onsite or Online
Go to mvma.org to register

Seminar Location Continuing Education & Conference Center
University of Minnesota St. Paul Campus
1890 Buford Ave, St. Paul, MN 55108, Room 135

This program has been approved for 7.5 hours of continuing education credit in jurisdictions which recognize RACE approval.

Seminar Day

Neurological patients can be a challenge to evaluate in a meaningful way and a greater challenge to investigate and treat. This day of video case-based neurology will aim to present a practical and efficient way to deal with neurological patients from a treatable standpoint. We will specifically focus on using video cases to illustrate a quick and easy approach to the neurological examination, dealing with spinal pain cases, dogs and cats with acute neuromuscular collapse and a how to treat overview of CNS inflammatory cases.

8:00 am - 9:00 am - Registration & Continental Breakfast

9:00 am - 10:15 am - **A Video Tour of the Neurologic Exam**

Video footage will be utilized to review the most important aspects of the neurological examination in order to provide a condensed practical approach to these cases; and help you work toward where the disease could be and what it could be!

10:15 am - 10:30 am - Break

10:30 am - 12:15 pm - **Spinal Pain in Dogs: Causes and Management**

This session will provide a case-based approach to the dog with spinal pain covering the most common causes, which include disc disease, discospondylitis, tumor, trauma and meningitis. We will discuss how to address these cases for the treatable, with medical approaches and their outcomes being the focus.

12:15 pm-1:00 pm - Lunch

1:00 pm - 2:40 pm - **CNS Inflammation in Dogs**

This set of conditions is an extremely common cause of neurological dysfunction in dogs and can be responsible for multiple intracranial signs such as seizures, circling and blindness as well as spinal signs such as pain and weakness. We will address how to investigate these cases, and on a disease by disease basis we will present an overview of the best treatment options and prognosis.

2:40 pm - 2:50 pm - Break

2:50 pm - 4:30 pm - **Acute Neuromuscular Collapse in Dogs and Cats**

Causes of acute neuromuscular collapse in dogs and cats can include myasthenia, botulism, tick paralysis, Coonhound paralysis, organophosphate toxicity, hypokalemia and exercise induced collapse. This session will provide an overview of all of these conditions and present how we can simply differentiate between them using the neurological exam and inexpensive diagnostic tests as well as what the most cost-effective treatment options are for those that are minimally or most severely affected.

Seminar Generously Sponsored by



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In Memoriam

Donald W. Maas DVM, age 87, of Long Lake passed away on Saturday June 30, 2018 at his home. Dr. Maas was born on February 7, 1931 in Watertown, MN

Don and his wife, Geri, met as teenagers at the Minnetrista Baptist church, and were married on August 12, 1960 at the church. Shortly after they were married, Don and Geri moved to Long Lake. He graduated from Watertown High School in 1949. Don attended the University of Minnesota and received a doctorate in veterinary medicine (DVM) in 1960. He worked as a veterinarian for the United States Department of Agriculture, Animal and Plant Health Inspection Service, Veterinary Service until he retired in 1994.

Don enjoyed music and was a member in the Orono Singers. He served as president and was a long-time member of the Park Sportsmen Club in Orono. Don was a lifetime member in the Minnesota Veterinary Medical Association. He loved hunting and fishing.

Donald is survived by his loving family: wife Geri; children Cindy Maas-Moonen of Delano, Sandy (Tim) Swanson of Plymouth, Debbie (John) Bellingham of Minnetonka, as well as many grandchildren.

Memorial Service was held on Saturday July 21, 2018. In lieu of flowers, memorials preferred to the Minnetrista Baptist Church in St. Bonifacius or Ridgewood Church in Minnetonka.

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Practice Sold!

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MVMA Explores a Different Approach to Opioid Reporting

In the 2018 Minnesota legislative session a few legislators were interested in including veterinarians as required reporters of patient prescribed controlled drugs or limit the ability of veterinarians to dispense controlled drugs. The MVMA testified before committees and met with legislators to explain that the current prescription drug monitoring program was not established with veterinarians in mind, consequently the system was not set up to easily accept veterinary patient and owner data. The current PMP is designed for human patient use and related human patient data fields. We were fortunate to have the director of the Minnesota Board of Pharmacy agree with us that the current PMP system is not conducive for veterinary use, consequently he supported our position. In the end, veterinarians were not included in any of the 2018 legislative proposals. Recognizing that in 2019 there will likely be another attempt by legislators to address the opioid abuse issue and possibly seek to require veterinarians to report into the current system. MVMA leaders believe that it may be in our best interest to explore ways to develop a system that would be more compatible for veterinarians to use in recording and monitoring controlled drug information. As one veterinarian pointed out, it is better for veterinarians to develop a solution versus having the legislature dictate how veterinarians should report and monitor patient data.

Two MVMA members, Dr. Jennifer Schurrer, and Dr. Mary Olson, stepped forward last spring with a proposal to the MVMA to design a simple software platform that would be designed by veterinarians, for veterinarians. They requested funding to work with a local tech company in developing a computer program that captures basic information about a pet receiving prescribed controlled drugs. They provided an early glimpse of what the program would look like at the July MVMA board meeting. A critical component of this program is for the pet to have a microchip identifier when receiving a controlled drug prescription. This is necessary in order for the animal to be identified, especially in situations where the owner may be using the pet to obtain multiple prescriptions for the same condition at different clinics ("doctor shopping"). The program would be voluntary for veterinarians although participation will be strongly encouraged. The goal is for veterinarians to have a resource to turn to in checking prescribed controlled drug history on certain pets that come into their office. This program would only apply to controlled drugs being dispensed by veterinarians and not in-clinic use. The program has received legal review.

The next phase of the project is presently beta testing the software program with a small group of MVMA members to determine how well it works and changes needed to improve functionality and usage. Following this careful review and testing process, the MVMA board is expected to receive a report at its October meeting before determining whether the project should continue to be rolled out to the MVMA membership. This project will also be important to share with legislators at some point prior to the 2019 legislative session. Depending on the success of the program's test phase we anticipate sharing this project with AVMA leaders, with it potentially being used by veterinarians in other states. Some state veterinary medical associations have complained that their state's legislative mandated prescription monitoring program has been cumbersome and has not worked well for veterinarians. A special thanks to Drs. Schurrer and Olson for their work on this project as well as the beta testing participants. Look for more information about this project in future newsletter issues.

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MARS – Midwest Animal Rescue Services *Dream Team*

by Kelly Andrews and Camille Bates



In the photo (left to right): Becca Larson (Adoption Team Lead) and her dog Romme, Amanda Swenson (Medical Manager), Dr. Green (Veterinarian), Amy Swenson (Director of Operations), Camille Bates (Community Relations) and her foster Parker, Susan Bates (CEO)

On a spring clinic visit to the Midwest Animal Rescue & Services (MARS) in Brooklyn Park, I had the opportunity to hear a tale of a dream come true. MARS Veterinary Services is a non-profit, low-cost clinic that provides routine and preventative care by Dr. Karen Green for rescue pets, as well as, pets that have already found their forever home. Their vision is to be the leader in innovative companion animal rescue.

This dream started with the first two MARS Alumni: Candi and Cookie, both discards from an Amish Puppy Mill for being “too old” because they were 4 and 6 years of age. Susan, CEO and Founder of MARS, wanted to help these two dogs. This was 2006.

In 2007, the rest of the dream took shape. Midwest Animal Rescue & Services as a result of collaboration between Susan, Amy Swenson, the Director of Operations, and volunteers who met and realized there was a unique and innovative way to do pet rescue. Together, the dream team of innovators was created.

Over 17,000 animals have found their last names and forever homes since then! Many others have also been able to stay in their home with their owners due to services MARS offers such as: low cost vetting, obedience training, grooming, and more to come.

MARS firmly believes that we, as a community, need to take care of both ends of the leash; human and animal.

For example, a senior citizen was facing the difficult decision between either surrendering or euthanizing their beloved Shih Tzu due to a simple, but raging, ear infection and limited funds. With time, care, and low cost vetting services, “Fluffy” was able to stay with his now overwhelmingly grateful parents as they are able to keep their dearly loved companion.

If those serving our animal communities effectively work together, we make a wider reaching, deeper impact to the animals and our communities.

To learn more about MARS and their mission, please visit www.midwestanimalrescue.org. Interested in joining their #MARSCommunity and not quite sure how? Email volunteeratmars@gmail.com. Thank you!

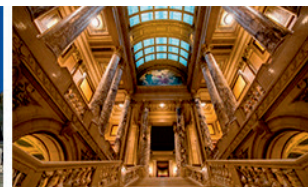
If you are interested in a clinic visit by staff at the MVMA please email kellya@mvma.org or call (651) 645-7533.

MVMA’s Power of Ten Leadership participants and alumni met at Summit Brewery in St. Paul on August 14th to network and enjoy food and beverages along with a fun tour of the brewery. The Power of Ten program is for young veterinarians (0-10 years from graduation) that are interested in receiving free leadership training and education. Most sessions are in the evening with catered food, expert speakers, with participant interaction. Contact the MVMA (dant@mvma.org or 651-645-7533) if you would like to learn more about the upcoming 2019 program.



MVMA Committees and You

MVMF Committees are the backbone of this association and are instrumental in planning our state fair activities, planning our convention and seminar programs, helping train members for natural disasters, determining our legislative priorities at the state capitol, or developing the annual budget. These are examples of just some of the work done by MVMA committees. However, the work of these committees is dependent on member involvement. Please visit our website mvma.org (click on the About Us tab) to review a list of the current MVMA committees, some of which are in need of a chair or co-chair. If you are undecided please give us a call (651-645-7533) or email (dant@mvma.org) to get more information and learn more about getting involved in one or more of our committees. Most committees meet for 2-3 hours 2-3 times a year.



Council of Senior Veterinarians Upcoming Event Tour the Minnesota State Capitol & Minnesota History Center Thursday, September 13th, 2018

Schedule of Day:

- 10:30 am – Meet as a group at Capitol Information and Tour Center (1st floor)
- 11:00 am – 12:00 pm – Tour of Minnesota State Capitol FREE (\$5 suggested donation per person - sponsored by MVMA)
- 12:15 pm – 1:15 pm – Lunch break at Peddlers Pub
- 1:30 pm – Self-Guided Tour of the Minnesota History Center (\$10 for Seniors 65+ paid at the door; Adults \$12)

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ABOUT

The Minnesota Veterinary Institute (MVI) is a collaboration between the University of Minnesota College of Veterinary Medicine, the Minnesota Veterinary Medical Association (MVMA), and the Veterinary Hospitals Association (VHA).

MVI's goals are to elevate the quality and quantity of continuing education programs available to veterinary practitioners and technicians by enabling them to immediately apply newly learned lecture material in hands-on wet labs.



2018 DENTAL SERIES - SINGLE SESSION SCHEDULE

DVMs Only

September 12, 2018

8:00am - 4:30pm

Basic Canine Extractions

LECTURE

- Indications and principles for surgical and non-surgical extractions
- Regional anesthesia for the oral surgery patient
- Dental radiology techniques and interpretation

LAB

- Regional nerve blocks
- Techniques for extraction of the maxillary canine tooth, maxillary fourth premolar tooth, mandibular first molar and others.

September 13, 2018

8:00am - 4:30pm

Advanced Canine Extractions

LECTURE

- Techniques for overcoming complications of extractions
- Surgical techniques for advanced surgical extractions

LAB

- Extraction of maxillary molars and mandibular canine teeth with appropriate flap design and closure
- Surgical extraction of fractured root tips
- Development of large buccal mucosal flaps to close oronasal fistulas

October 10, 2018

8:00am - 4:30pm

Basic Feline Extractions

LECTURE

- Feline specific oral diseases
- Dental radiology techniques and interpretation
- Regional anesthesia for the feline oral surgery patient

LAB

- Regional nerve blocks
- Techniques for extraction of the maxillary canine tooth, maxillary fourth premolar tooth, and mandibular first molar
- Crown amputation techniques

October 11, 2018

8:00am - 4:30pm

Advanced Feline Extractions

LECTURE

- Techniques for maxillary and mandibular quadrant extractions
- Techniques for how to deal with complications of surgical extractions
- Radiographic evaluation and treatment choices

LAB

- Maxillary and mandibular quadrant extractions and development of large mucoperiosteal flaps
- Surgical extraction of fractured root tips
- Development of buccal mucosal flaps to close iatrogenic oronasal fistulas

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Stephanie Goldschmidt,
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Charles Lothamer,
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A Minnesota Veterinarian's Journey to AVMA President-elect

by John Howe, DVM



Being a small to medium sized town mixed animal practitioner had always been my dream. But as my practice grew over the years and after serving as President of the MN VMA, I became interested in the possibilities of serving on Councils and Committees in the AVMA.

While attending a Veterinary Leadership Conference

in Chicago, several people suggested I run for an opening on the AVMA Council on Veterinary Service. I looked into the commitment and thought-- I can do that. Then came the scary part. In addition to the application, resume and CV, I needed to give a two minute speech at the House of Delegates Meeting at the National Convention. The House of Delegates is the body which elects Council members. Three people were running for two positions. Julie Legred (from Minnesota) introduced me to numerous members of the House that she knew from her past involvement. I was elected to a six year Council term. This Council was great preparation for further leadership because it reviews all AVMA policies at their renewal every five years. Thus in five years, the one hundred plus policies covering all aspects of the AVMA were reviewed by me and other council members. I started attending House of Delegates meetings at this time in case any policy questions I could answer arose and because the meetings were very interesting to me.

My next volunteer opportunity was to run for the position representing Councils on the AVMA Governance Performance Review Committee. Committee representatives are elected by the AVMA Board of Directors and I was elected. This Committee evaluates every AVMA Council and Committee regarding their function and performance. This review includes determining if they are fulfilling their charge and if they need any changes to improve. As a result, you learn a lot about every entity in AVMA.

As some of you may recall, Dr. Clark Fobian had been elected to the AVMA Executive Board in 2007. We became good friends and he started encouraging me to think about running for his position when his term was up. Eventually, several past leaders from MN also encouraged me to run for the Board. I knew that was a huge jump from the Councils and Committees. It would involve many meetings, numerous conference calls and visiting every state VMA meeting in District VII to give updates about what the AVMA is currently doing. After much thought, I decided to run. The MVMA was very kind to support me and help

develop my brochures which were ready for the Convention in July. By announcing early, I think I precluded anyone from running against me and I was elected the following March.

I have always been enthusiastic about what I do and what the AVMA does. I like to think that my enthusiasm and encouragement is what led to three candidates running for my former board position this year. While on the Board, we rotate thru councils and committees as liaisons from the Board. By the end of our term, each AVMA Board Member should have served on most of them. Board Members are also liaison to the many allied groups like AAEP, AASV, AABP, etc. Additionally, there are the Board Subcommittees such as the Budget Finance Review Committee, Project Portfolio Management Services, Strategic Management, Nomination Committee, and a host of others. There are also special task forces formed when needed.

My decision to run for President-elect did not come lightly. After a couple of years on the board, once again I had several people ask me to consider running. This included a few college deans, some past presidents and others. I wondered if I was up to the task, if I was worthy of such an office. With all the encouragement of friends and colleagues, I decided to run.

Under AVMA rules, you can't officially campaign until the Candidates Introductory Breakfast the Friday before the AVMA Annual Convention. The Heartland Veterinary Conference that year was in June but it is not really associated with AVMA so my opponent and I began our campaigns there. We each gave speeches and presented our materials. Next was the AVMA Convention in Indianapolis and the Candidate's Breakfast with speeches and brochures. This is the first opportunity to address the AVMA House of Delegates and offer reasons why you are the best candidate for the job. Then the race was on.

After the AVMA Convention, I visited some of the states in my District: South Dakota, North Dakota and Iowa. Election to this position requires sharing your vision for the AVMA with Delegates and Executive Boards of many states. The first stop outside District VII was in September at the New England Veterinary Conference in Portland, Maine. This was followed by a meeting with the leaders of the New York Veterinary Medical Society at West Point. New York is one of the "Big Four" so it was very important to win their vote. The delegate's votes are weighted just like the national electorate so the states with the largest veterinary populations have the most votes. The states in the big four are New York, Texas, Florida and California. Some states allow the delegate to vote

their conscience, others vote the way their Board tells them. New York's leadership tells the Delegate how they want them to vote. The pressure was on.

I scheduled visits with Missouri then Nebraska VMAs. The MVMA meeting in Rochester was shortly thereafter. In March, I was off to Texas to meet with their BOD and Executive Committee. April took me to California to meet with their leadership. In May, there was a Nine States Veterinary Leadership Conference in Santé Fe, New Mexico. Then off to the Heartland Conference in West Virginia to meet with the 13 states involved there. I had planned to go to the New Jersey VMA meeting but a snow storm canceled my flight. After the June 2018 Heartland Conference, I was campaigned out and waited until the AVMA Convention in Denver where I was then elected President-elect by the AVMA House of Delegates.

The support from the Minnesota VMA leadership was invaluable. The Introductory Breakfast speech given by Dr. Joni Scheftel, the nominating speech given by Dr. Sharon Hurley, the help of the MVMA staff and the encouragement of Dan Tjornehoj and the Board will never be forgotten by me. You can see I was encouraged by individuals through every step of my journey. If anything is evident, it is that we need to encourage individuals who we want to represent us in organized veterinary medicine.

I believe my Minnesota background and broad understanding of so many facets of veterinary medicine will serve me well in representing the AVMA nationally and internationally. I can relate to small as well as large practices, regulatory as well as academic veterinarians. I have spent a fair amount of time on the Hill in Washington, DC speaking with Representatives and Senators regarding legislation relating to veterinary medicine.

The ambassador responsibilities of AVMA officers is divided between the three officers (Pres-Elect, President, Past President) each year with the majority of the international travel going to the President. Besides all the anticipated AVMA travel, I will also be chairing the House of Delegates meetings at the VLC in January and the AVMA Convention next year in Washington, DC. I will also be the AVMA Board of Director Liaison to the House Advisory Committee and attending all their meetings. So the journey continues.

I am truly honored to have been elected to this position. I hope I can do the job as well as many of my great predecessors. This will be the pinnacle of my career in the greatest profession that there is. However, I think that after going to the work of getting Certified in Aquatic Veterinary Medicine by the World Aquatic Veterinary Medical Association, that may be my post AVMA career. In this career anything is possible.

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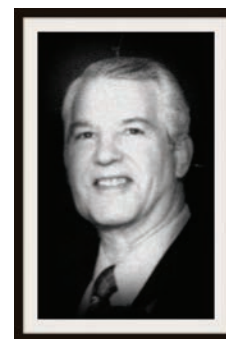
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Minnesota Sales and Use Tax Veterinary Industry Guide

The Minnesota Department of Revenue (Revenue) has updated their Veterinary Practice Guide for the veterinary industry use and sales tax requirements¹. It is important to your business bottom line to review what you are collecting sales tax on, and that your business is filing the correct use tax, especially if you have filed a Minnesota Certificate of Exemption (ST-3) form with a vendor.

A common area of use tax violations is internet purchases, which have had no sales tax collected by the supplier, or are submitted by your clinic as the end user.

Wayfair Court Case – Remote Seller obligations to collect sales taxes

The June 21 U.S. Supreme Court decision in *South Dakota v. Wayfair* allows states like Minnesota to require remote sellers with no physical presence, such as online and mail-order companies, to collect and remit the applicable sales or use tax on sales delivered to locations within their state. *Wayfair* is a U.S. Supreme Court case that was issued on Thursday, June 21st, 2018. In this 5-4 decision, the Court overturned the requirement from its 1992 ruling in *Quill Corp. v. North Dakota*, which held that sellers must have a physical presence in a state before they can be required to collect sales tax there. As a result, this case created the possibility that a company who makes sales into a state, but has no physical presence in that state (a so-called “remote seller”), may now be required to comply with that state’s sales tax laws.

Revenue has stated that Minnesota’s existing sales tax law, which was enacted in 1989, became legally enforceable based on the *Wayfair* Court’s decision. Revenue has stated they will begin enforcing compliance for remote sellers on October 1, 2018.

The impact to your clinic based on the court decision will make your vendors start charging sales tax on all internet sales in State and Out of State taxable, unless you provide a Certificate of Exemption ST-3 form with the vendor. Some vendors may start charging sales tax to protect themselves from audits, until they receive an exemption certificate from the buyers. Whereas before, they could argue the fact that they were not physically in a particular state and not required to collect sales tax.

A common reason for asserting sales tax exemption with your vendor is for reselling a product. This product will most likely have sales tax collected from the client. Professional services are not taxable. For example, a therapeutic nail trim (prescribed by a veterinarian) is not taxable, but a routine nail trim would be taxable. Any grooming services, unless done in a professional capacity, are subject to Minnesota Sales tax to the client.

Provider Story

Per a veterinary clinic, some of their distributors/suppliers are unilaterally collecting sales tax, even if the product being purchased is for resale. The vendors were not allowing the submission of the Certificate of Exemption ST-3 form. This potentially set up a double taxation scenario. If you sell the product, you must collect sales tax from the client, even if the supplier has forced collection from your clinic. There are multiple ways to manage this double taxation. You may make the business decision to discontinue buying from this supplier. Another option is to file for a sales tax refund from Revenue for the tax charged by the vendor. Obviously, the latter solution takes time and resources to do.

What to do now?

- Review your vendor invoices for proper charges of sales tax where appropriate, including local County and City sales tax.
- Some vendors may not currently have the software capabilities to comply with all jurisdictions throughout the country by October 1st or January 1st, 2019 in some jurisdictions. It may take time for remote sellers to adjust their systems and better understand your use or reselling of the items to properly not charge sales tax.
- Given Revenue’s new directive and the impact to your bottom line, it may be advisable to seek advice from a State and Local Tax accountant to help simplify the business management of sales and use tax through the whole cycle of purchases from vendors to collecting from clients.

Tom Hogan, CPA and Casey Badger, CPA both with the accounting firm, CliftonLarsonAllen LLP, and are supporting members of the MVMA. CLAconnect.com or call 888-529-2648.

¹ <http://www.revenue.state.mn.us/businesses/sut/Pages/Veterinary-Practice/Home.aspx>

AVMA Spotlight

Dr. Michael Strobel Elected to the AVMA Council on Biologics and Therapeutic Agents (COBTA)



This Council serves as an informational and advisory resource to government agencies and to other AVMA groups on issues pertaining to veterinary biologics, drugs, and other therapeutic agents. The Council also fosters the proper use of biologic and therapeutic agents in the practice of veterinary medicine. The Council on Biologic and Therapeutic Agents consists of 12 voting members of the Association and are elected by the House of Delegates for two 3 year terms. Dr. Michael Strobel was named as a clinical pharmacology representative to the council.

Dr. Strobel graduated from the University of Minnesota in 1982 with a Doctor of Veterinary Medicine degree and later earned a masters degree in Swine Medicine. He joined Cannon Valley Vet Clinic in 1982 and became part owner in 1983. He and his business partner, Dr. Werner, have founded several other companies, including Veterinary Provisions and Aurora Pharmaceuticals. Dr. Strobel currently spends his time managing and leading these companies, which are located just behind the clinic facilities. He resides in the Northfield area with his wife; they have three adult children and a Golden Retriever named Sunny.

Sarah Neuser Elected to be President of SAVMA

Sarah Neuser (Class of 2019) began her work as president-elect of the Student American Veterinary Medical Association (SAVMA) in March 2017. She will move into the presidency following the induction ceremony in Philadelphia on March 17, 2019.



Neuser says that SAVMA gives her the chance to step back from the day-to-day pressures of school and focus on common issues that all veterinary students face. Some particularly pertinent obstacles that Neuser and her peers must navigate include addressing the student debt crisis, student health and well-being, and empowering students to reach their full potentials. SAVMA aims to support, empower, and inspire all veterinary students in improving their lives, education, and career.

As president of SAVMA, Neuser is ready to launch into her new list of increased duties after a full year of preparation. But perhaps most fulfilling of all will be Neuser's new task to give back to the organization she holds so dear by training the new president-elect.



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- In dogs, methicillin resistant *S. pseudintermedius* infections are not more pathogenic, they are only more tricky to treat.
- Culture lesions while a pet is on antibiotics or was recently on antibiotics as this will select for the resistant organisms, be sure to recheck cases while on antibiotics.
- Combine oral therapy with topical therapy (sprays, bathing 3 x weekly, mousse, ointments) to help prevent bacterial resistance with every infection.

Referrals are easy! Have the client call Pet Dermatology Clinic at 763-210-1177 and we will do the rest!

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Professional Success for Recent Graduates

The MVMA is dedicated to helping recent graduates get quality CE at a GREAT SAVINGS. Recent grads are carrying significant debt, averaging \$188,394 and topping out over \$332,000 for 2017 grads (AAVMC *Public Data*). The challenge for recent grads is clear, and MVMA is committed to lightening the burden by providing discounted CE. Graduate Practicing members receive discounted dues their first three years after graduation followed by two years of MVMA CE vouchers (\$150/year) when they move into Active membership. That adds up to be five years of discounts following graduation as these younger members build their practice and career.

MVMA is also supporting recent grads through professional success initiatives. Benefits and services that support professional success and member needs from career entry to succession are priority for MVMA. A newly formed Professional Success Task Force is leading the charge to develop opportunities for professional connections and engagement, while focusing on work-life balance and health and wellness of members. Watch your inbox and the MVMA calendar for more information on how you can grow your career with peers and mentors!

National Veterinary Technician Week

Veterinary technicians are critical to the day-to-day function of veterinary practices, and play vital roles in preserving animal health and welfare. National Veterinary Technician Week, first celebrated in 1993, takes place in the third week of October each year, October 15-21, 2018, and provides an opportunity to recognize veterinary technicians' contributions.

The MVMA strives to help veterinary technicians maintain their practice skills and knowledge through its Certified Veterinary Technician program and in offering quality continued education throughout the year. Please contact us (info@mvma.org or 651-645-7533) for more information about our CVT program.

Although we value veterinary technicians every day of the year, we take this week to honor their commitment to compassionate, high-quality veterinary care for all animals.

Thank you, veterinary technicians, for all you do!

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QUICK TIP

What are practices selling for?

There is a lot of confusion in the marketplace right now with the prices being offered from corporations.

So, let's talk about **Fair Market Value** versus **Investment Value**.

Fair Market Value is what a hypothetical seller is willing to sell their business for and what a hypothetical buyer will pay.

Investment Value is the value of a specific investment to a particular investor. That means the value is ultimately driven by the investor(s) versus the market.

How is this affecting our veterinary industry?

Corporations are offering Investment Value prices when purchasing hospitals. Independent purchasers are limited to offering Fair Market Value. Independent buyers cannot compete with the corporate prices. Independent buyers usually require financing which is driven by profit where investors have the ability to pay cash allowing them the flexibility to compete at a higher level. In my experience over the last couple of years, the corporate purchase prices are often significantly higher than Fair Market Value.

This is creating some tense situations, especially when owners have been planning to sell their business to an associate(s). They desire to sell internally but this also means taking a cut in price which, in some cases, translates to millions less. Not many people can turn down this kind of money.

Give me a call if you are thinking about selling. I'd be happy to educate you further on what is happening in the marketplace and how I may be able to assist you through the process.

****Remember to visit our website to view all current listings.****



Nikki Nitz, CPA, CMA

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MVMA Classified Ad Policy

MVMA News, Bi-monthly Newsletter:

Schedule: Online classified ads will be processed every Friday.

Deadlines for Newsletter Submission:

2018:

March/April issue: Deadline – Friday, February 16th, 2018

May/June issue: Deadline – Friday, April 20th, 2018

July/August issue: Deadline – Friday, June 22nd, 2018

September/October issue: Deadline – Friday, August 24th, 2018

November/December issue: Deadline – Friday, October 19th, 2018

Classified Ads will be placed online and included in our MVMA News publication. Your payment will cover both the online and newsletter listing per ad. You have the ability to request only online or only newsletter – the fees are not adjusted for this option. To post an ad, email exactly as you wish to have it worded to info@mvma.org. Please review the deadlines & schedule for classified ads below. Classified ads will not be invoiced.

Once placed, your ad will remain active online for two months and will appear in the MVMA News for one bi-monthly newsletter issue.

Classified Ad Fees:

MVMA Members

First 50 words	\$20.00
Additional words	\$1.50 each

Non Members

First 50 words	\$80.00
Additional words	\$1.50 each

The Minnesota Veterinary Medical Foundation (MVMF), a 501 (c) non-profit charitable arm of the MVMA, will accept your tax deductible donation of items over \$300 in value, such as used veterinary equipment. These items will be placed in our online classifieds advertisements with an acknowledgement of your donation and inquiries will be handled by the MVMA staff. Please call Kelly at the MVMA 651-645-7533, to discuss your donation.

Veterinarian Needed

AAHA certified animal Hospital in St. Paul seeking veterinary associate. Our doctors collaborate to diagnose and treat difficult, interesting cases in a warm professional environment. Full IDEXX lab and radiology suite. Medicine, surgery, Acupuncture, exotics, alternative medicine, k-laser. Prosal Compensation. Please send resume to skadronanimalhospitalmn@gmail.com and visit www.skadronanimalhospital.com.

Hopkins Pet Hospital: Full Time Compassionate Veterinarian wanted. We are a clinic located in Hopkins, MN, a growing suburb of Minneapolis. Hopkins Pet Hospital has been practicing medicine since 1952. We have a wonderful established clientele, focusing on small animals with a supportive team and a growing community of new clients. Please send resume to hopkinspethospital@yahoo.com.

THIS JOB IS NOT FOR YOU..... UNLESS you have a strong purpose to help animals, UNLESS you have a heartfelt desire to help people, UNLESS you see veterinary medicine as a challenging game, UNLESS you want to be part of a great team, UNLESS you want to live in God's lake country, UNLESS you are the Rock Star we are looking for. If you still think it's for you, get in touch with us @ petvet@tds.net.

Victoria Veterinary Care is a small animal veterinary clinic in the Southwest suburbs of Minneapolis. We offer our staff a work/life balance by having NO weekend hours, NO emergency on-call. Our ideal candidate must be willing to work as a single doctor and will support our clinic by providing outstanding

medical and surgical care to patients while delivering exceptional service to clients. Please email Resumes to victoriavetjessv@gmail.com.

Small or Mixed animal associate needed at the Long Prairie Veterinary Clinic in central Minnesota. Mentorship, in house labs, digital radiology, excellent staff, great small town community, excellent compensation package, easy buy-in potential. Please contact Jeff at 320-732-6922 or jsauer958@gmail.com.

Part-time small animal veterinarian needed. Progressive, 5-doctor practice in a beautiful northwest suburb. Great staff, high-quality medicine and surgery, no on-call responsibilities. Please contact Rita at Buffalo Companion Animal Clinic. 763-682-2181.

Do you see veterinary medicine as a challenging game? Do you love being part of a great team? Pequot Lakes Animal Hospital is searching for a small animal associate who loves what they do. The "bedside manner" here is high energy, upbeat & loving- for both our clients & their pets and each other! Future ownership/buy in possible. Holistic interest a plus. Send cover letter/resume to petvet@tds.net.

Wanted: Veterinarian for an established, veterinarian owned, 5 doctor small animal practice. Barrington Oaks Veterinary Hospital has clinics in both Elk River and Princeton, MN. Medical, surgical and good communication skills are essential. We are committed to excellent client and patient care. We are fully computerized, have digital X-ray, Ultrasound, in house Abaxis laboratory equipment, therapeutic Laser, and PRP therapy. Visit our website at BOVH.com to learn more about us.

We are a well-established and growing veterinary hospital based in White Bear Lake, MN that offers its employees competitive benefits and a great work-life balance. We have a long-standing staff with the average tenure being 10 years. Birch Lake Animal Hospital has a 30-year reputation in the community and is known for the great care we take with pets, clients, and employees. Our mission is keeping pets happy, healthy, and pain free for as long as possible. Our hospital offers digital dental and full body radiographs, an in-house lab and laser therapy. We're looking for an associate veterinarian to join our team. Our benefit package includes continuing

education funds, life and disability insurance, employer matching retirement savings, 4 weeks paid time off and payment of licensing, AVMA and MVMA dues. Requirements: All staff should be able to communicate in a respectful manner with clients and fellow employees. DVM degree from an accredited university required. Minnesota DVM license, or ability to secure a Minnesota DVM license quickly, is required. Send resume to nicole@birchlakeanimalhospital.com.

The Princeton Animal Clinic is seeking a PT or FT small animal DVM to join us in providing comprehensive preventative, medical, and surgical services to our clients. We have a full in-house lab, digital radiology, dental digital radiology, ultrasound, and are fully computerized. We offer a full benefits package for full time positions including medical, dental, paid CE, PTO, paid association dues, paid liability insurance and relicensure fees. We are located 40 minutes from the Twin Cities, 30 minutes from St. Cloud, and 40 minutes from Mille Lacs lake. Experience preferred, but not required. Please email resumes to pvetclinic@yahoo.com, or call 763-389-2440 and ask for Dr. Craig Knudson or Connie Kent.

Veterinarian: The Animal Clinic of Rapid City & Emergency Veterinary Hospital in South Dakota is looking to add to their team. We pride ourselves in developing strong, well- rounded medical professionals. We offer the perfect level of ER while practicing comprehensive, high-quality medicine in our practice. Send resume to Kelli.Dowhaniuk@nvanet.com.

Associate small animal veterinarian opening in Grand Rapids MN. We are a modern medical facility, practicing predominantly small animal however we do see all species, including exotics. We are looking to add someone interested in internal small medicine to our team of 4 doctors. Send resume to Kelli.Dowhaniuk@nvanet.com.

Kenyon Veterinary Clinic is in need of an additional Veterinarian in our busy, small animal, clinic. We have served Southern Minnesota since 1939 by providing high quality medical, surgical and educational service. We strive for the highest level of integrity and compassion in our interaction with our patients and their human companions. The position available is M & TH 7:20-6 and T & F 7:20-5. No on-call or weekend hours. Contact us today at dqkenyonvet@frontier.com. Come join us: High Tech, High Touch, Kenyon Vet!

WANTED: Veterinarian who wants to educate clients, discuss cases with colleagues, mentor team members as well as be mentored, work a balanced schedule in a busy practice, develop and uphold excellent standards of care, and practice evidence-based medicine. If you answered 'YES' to all of these, then you are perfect for White Bear Animal Hospital in beautiful Minnesota. Our practice is growing (we just moved into our new facility), progressive (we are in the process of becoming AAHA, Fear Free, and Cat Friendly certified), and award winning. We have a great culture and great leadership. If you want to make a commitment to join our team, send your cover letter and resume to WBAH@comcast.net. With our team track record, you'll want to stay for a while! Check us out at www.WhiteBearAnimalHospital.com.

Full time vet needed, starting this fall, for a thriving and GROWING two clinic, five doctor practice in inner-ring Minneapolis suburbs. Established clientele, current equipment, computerized records with home access, supportive staff, family-friendly mentality, collaborative DVM team. Requires general practice interest, including dentistry and surgery. Please email questions / resume to doctorreimann@gmail.com.

Classified Ads

Minnetonka Animal Hospital, an AAHA accredited practice, is seeking an associate veterinarian. The veterinarian will perform all dental and general soft tissue surgeries. Our dentistry standard of care is that each patient has full mouth radiographs (digital) as part of their procedure and post op radiographs are taken after each extraction. Ideal candidate will have advanced surgical tooth extraction skills. Diagnostic excellence and great communication skills with clients, staff, and animals are extremely important. Our tag line is "Integrating the best of Western and Eastern Medicine." An appreciation of integrative medicine is a must. Please include cover letter, resume, and references. Please contact: kaaren.howe@gmail.com.

Small animal veterinarian needed. Busy clinic, great team, great clients. \$100,000 annual salary, CE, AVMA, MVMA, VIN, License fees, vacation policy, health insurance (employer pays 1/2). Minimal drama, well-established practice. Please submit CV or resume to somnvet@gmail.com.

Countryside Veterinary Clinic is seeking a PT/FT Small or Mixed Veterinarian. Our practice is growing and we are looking for a bright, engaged, veterinarian to join our team. Flexible hours and a great opportunity to practice good medicine in a supportive atmosphere in a relatively rural area. Great facility with lots of space for both SA and LA with opportunities to expand. Email resume to dr.anna.countrysidevet@gmail.com. Located between Waconia and Norwood about 30-40 minutes outside the cities. Please contact: dr.anna.countrysidevet@gmail.com.

Signing bonus of \$1500. Recent graduates encouraged to apply. Veterinarian who believes in educating clients, building relationships, and practicing high-quality medicine needed for full or part-time position. Focuses include preventative care, dentistry, and surgery in a progressive and growing fun, friendly environment. Recent graduates encouraged to apply. Send resume to darinm@grandvalleyvet.com, Grand Valley Animal Hospital, Grand Forks, ND.

You tell us how much you want to work! Signing bonus! Access Veterinary Care is an exciting walk-in and urgent care center near Minneapolis that focuses on providing affordable, approachable and accessible care. Our mission is to increase access to care, using our flexible and judgment-free business to reach a diverse client base. We also support a number of non-profit organizations, from rescues to service-dog training organizations. Finding the "right" person is most important to us. For that right person or persons, we are happy to consider any position level: full-time, part-time or relief. Full-time employees receive comprehensive benefits, including health, dental, vision, retirement, disability and PTO. Email cover letter and resume to greg@MyAccessVetCare.com.

A fun, busy mixed animal practice in west central Minnesota is looking to add another veterinarian to our roster of four practitioners. We are a mixed practice in every sense of the word - we cover the sale barn in town, see small ruminants, beef, dairy, equine, camelids, companion animals, and the occasional pocket pet and reptile. We are also involved in the community, local humane societies, and vet several area county fairs. In house Idexx blood machines, digital dental radiology, portable equine radiology, digital small animal radiology, EasiScan bovine ultrasound with goggles, portable Arrowquip chute, Mindray small animal/equine ultrasound are some of the tools that will be at your disposal. Skilled, certified veterinary technicians are available to assist. Four-day work week with shared on-call. We are looking to expand our veterinary staff to accommodate our ever-growing client base. Please come and meet us! hvvet-service@fedtel.net or 320-842-5960.

Blaine Area Pet Hospital, a well established small animal practice is looking for a full-time associate veterinarian. Advanced equipment, competitive pay and benefits, experienced support staff that works as a team and experienced doctors to collaborate with. We pride ourselves in practicing high quality medicine and forming excellent client relationships. All experience levels welcome to apply. If you are a compassionate veterinarian with great medical and communication skills, please email your resume to docepping@gmail.com or fax to 763-754-5482.

Well established small animal practice in fun, urban setting looking for full time associate veterinarian to join our team. Historic, quaint building with modern diagnostics including digital x-rays, dental x-rays, Idexx in-house CBC, chemistry and urine analyzer, Ultrasound machine and Cardell monitoring. We focus on providing exceptional medicine and client education. Devoted, professional support staff and collaboration with 2 other full time DVMs. Highly productive practice resulting in competitive production based pay. Also offers benefits including PTO, 401k with match, CE allowance, health and dental insurance, professional dues and liability coverage. All experience levels considered. Please send resume to drkoppy@lyndaleanimalhospital.com.

Sheboygan Animal Hospital in Sheboygan, WI is looking for a veterinarian to join our multi-doctor clinic that provides care for small animals, avian and exotics. We are equipped with digital x-ray, dental x-ray, surgical laser, anesthesia machines with ventilators, full anesthetic monitoring and orthopedic plating equipment. All levels of experience are encouraged to apply. This is an ideal opportunity for someone interested in developing skills in basic orthopedic surgery and exotic medicine. Mentorship is available from all of our doctors. We are a family of practices with a reputation that separates us from others and support our veterinarians with superior salary,

benefits including health and dental, 401(k), CE allowance, vacation, dues, liability coverage, and a family-friendly atmosphere. To apply, email rkruse@vetcor.com.

Animal Emergency & Referral Center of Minnesota is hiring FT & PT Emergency DVMs. AAHA accredited with specialists in Internal Medicine, Neurology, Critical Care, Cardiology, Dermatology, Surgery, Oncology, & Dentistry. New 25,000 square foot facility with MRI, CT, digital radiology, endoscopy, and more! We are local owned, have a great atmosphere, and great benefits. Email jaydequigley@aercmn.com or fax your resume to 651-501-3843.

Pet Nation Veterinary Care Center is searching for a FT small animal veterinarian. We're a high quality, client-centered clinic located in Albertville, right off 94 by the Outlet Mall, about 15 mins from Maple Grove. We're AAHA-certified with ultrasound, cold laser, digital rads (including dental), and in-house lab equipment. Our experienced CVTs and caring clients will make your job easier. Very competitive pay and benefits, including generous CE, license, liability ins, medical/dental ins, and AVMA/MVMA dues. Motivated, passionate vets of any experience level are welcome to apply. See our website at PetNationMN.com. Come work with us!

Join Oak Knoll Animal Hospital in our new state-of-the-art facility! Our practice is growing; we're seeking an associate DVM with a passion for client education, pain management and partnering with clients. Generous base salary and production bonus, excellent benefits. New graduates and experienced veterinarians are encouraged to apply at <https://goo.gl/forms/2oixx7dwSLd8D0s2s2jpoissant@veterinaryha.org>.

Faribault Veterinary Clinic is looking to hire FT small animal veterinarian. We are a busy, 5 DVM, AAHA accredited, mixed animal practice, just 30 minutes south of the Twin Cities. Potential for partner buy-in. Experienced DVM's as well as new graduates welcomed. Please send resumes to pets@faribaultvet.com.

Full Time Associate Veterinarian wanted in Mendota Heights, MN. We are seeking a full time associate veterinarian for our small animal practice. We are committed to high quality medicine and we ensure that we have the hospital setup to achieve this, including digital dental radiography and excellent certified support staff. We are a great place to work for a compassionate professional with excellent medical and communication skills. We offer a competitive salary with the opportunity to earn even more based on productivity, as well as excellent benefits. Experienced veterinarians and motivated new graduates are encouraged to apply. Please send resumes to practicemanager@mendakotaanimalhospital.com.

Murray Animal Hospital in Blaine, MN is seeking a FT or PT small animal veterinarian to join our team. We have a great team that works well together to provide quality wellness, medical, surgical and dental care to our patients. Flexible hours and mentorship available. We are a well-equipped practice with fully computerized medical records, digital x-ray (full body and dental) and in house diagnostic equipment. Compensation negotiable. Benefits include health, dental, PTO, retirement w/match, CE allowance, professional dues, and liability coverage. All experience levels considered. Please send resume to terriodvm@Hotmail.com.

Full time veterinarian wanted. We are a small animal practice located in the southwest metro area of the Twin Cities (Belle Plaine, MN). Our focus is on caring for all aspects of the client-patient relationship, integrating superior traditional veterinary medicine with holistic healing practices. Prior experience with alternative medicine is not required. Our hospital is fully equipped and we enjoy practicing in a beautiful, well designed facility. Our team of loving, compassionate, inclusive people invites you to apply for the best job you may ever have. Please send your resume to askDrRicci@gmail.com.

• dermatology •



• and allergy •

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Classified Ads

Do you want to practice medicine in a vet clinic renowned for its cutting-edge work in both Western and Eastern Medicine? How about a clinic that has been featured in the Star Tribune, Rochester Post Bulletin, Red Wing Eagle, Wagazine and more? No wonder why people drive 150 miles to bring their pets to The Bluffs Pet Clinic in Red Wing. Want to work in an AHAA accredited clinic that practices the highest veterinary standards? Would you enjoy working in a historic river town in the shadows of Minneapolis/St. Paul? If so, let's talk. We're hiring a PT/FT SA veterinarian who is passionate about practicing exceptional medicine and surgery. We're a full service clinic with electronic medical records, digital x-ray, surgical & therapeutic lasers, in-house lab, dental suite and more. And we're committed to the latest and greatest techniques for improving the lives of our pets. We're now using stem cell therapy, Tui-Na and more. Of course we're also a Certified Cat Friendly clinic with a Fear-Free Certified team. You'll enjoy a 4-day week with rotating half days on Saturdays. And benefits? How about medical & dental insurance, holidays, vacation, CE allowance, life insurance, short term disability, membership dues, 401K, and pet care discounts? But most important, you'll like our staff. We work hard, but we like to have fun. We're a dedicated group with some zany personalities that make coming to work enjoyable. Sound like what you've been dreaming about? Then wake up and give us a call: 651-388-1103!

If you enjoy surgery and want to do more, we'd love to hear from you. We have a need for a Surgeon (or Surgeon in training) that is confident, passionate and cares about aesthetics. Our dedicated team provides basic and advanced surgical and medical care to companion animals from the Twin Cities and surrounding states. This is a great opportunity to do more surgery while earning very competitive salary and benefits. Visit our website at www.lakesvet.net or contact our Manager at mgr@lakesvet.net.

Small animal vet, part-time/full-time, working with a supportive staff in a mixed animal practice, country setting, located SW. of Minneapolis. Our practice focuses on a good work ethic, communications and compassion. We offer competitive salary and hours negotiable. Self-motivated new grads welcome. Contact: Kreuser Veterinary Clinic, 952-492-2725 or email: kreuservet@frontier.com.

PT Small Animal Associate wanted to join the team at our 3 DVM, AAHA accredited practice in La Crosse, WI. We are a well-staffed, well-equipped, progressive practice that focuses on excellent client communication and compassionate care. Experienced DVMs or new graduates are welcome to apply. Please email resume to thompsonamc@centurytel.net.

\$1000.00 Sign on Bonus! The Glacial Ridge Veterinary Clinic is looking for Full and Part-time Associate Doctors! Dr. Jean Hollenstein is an accomplished clinician and enthusiastic mentor for new graduates that are looking for some guidance while getting experience in the field. We offer a competitive salary, excellent benefits, a fully trained staff, and a beautiful venue! Relocation funds are available. If you want to be a part of this amazing team, please send your resume and cover letter to practicemanager@glacialridgevetclinic.com Attn: Kristina.

Spring Harbor Animal Hospital in Madison, WI is looking for a veterinarian to join our practice in a leadership position or as an associate. New grads welcome! We are a full-service, multi-doctor hospital that provides quality care for dogs, cats, and other small companion animals. Our modern, inviting facility is equipped with digital radiography, laser surgery, and laser therapy. To apply, email rkruse@vetcor.com.

We are seeking a fifth small animal veterinarian to add to our practice team! Founded in the 1970s and an AAHA-Accredited practice for nearly 35 years. Our practice is located in beautiful and historic Dubuque, Iowa. The practice has digital radiographs, including dental, and ultrasound. Fulltime associates can expect a 3-day workweek and on call rotating between all 5 veterinarians. For more information about this opportunity, please contact our practice manager at: dvmctah@aol.com.

Veterinary Technician Needed

Animal Eye Specialty Center is looking for a part-time to full time certified veterinary technician to work in a North Metro Ophthalmology specialty clinic. This is a very busy practice, having any Ophthalmology and horse experience is a huge plus but not mandatory. Must have great anesthesia and monitoring skills. Please contact TJ (tjlarocca@comcast.net) for interview, this position is for immediate hire.

Thriving and progressive Northern MN practice seeks motivated FT CVT. Health insurance/uniform/CE stipends, personal pet discounts, IRA, and PTO offered. Experience preferred; students welcome to apply. Email resumes to JR@ccpcmn.com.

Brainerd Lakes Area small animal clinic looking to hire a full time CVT. The position offers 4 day work weeks with no required weekend hours, PTO, paid holidays, and CE/uniform allowance. We are seeking motivated applicants with excellent client communication skills. All experience levels welcome. Please send resumes to brainerdanimahospital@gmail.com.

FT CVT desired for our expanding practice in Hutchinson MN. New grads welcome, experience a plus. We are 1 hour west of the Twin Cities in a growing city of 14,000 with associated amenities. Great parks, schools, trails and lakes. Established clinic with full diagnostic capabilities. Our Technicians get to use the training they received. Benefits, PTO, 401k and bonus incentives. Send resume to animaldr@hutchtel.net or call Katie 320-587-4044.

WANT TO MAKE A DIFFERENCE? MN Spay Neuter Assistance Program (MN SNAP) has a full-time position available for a veterinary technician on our High Volume High Quality Spay/Neuter mobile clinic. Please visit www.mnsnap.org for more information. Send your cover letter and resume to office@mnsnap.org.

IOWA LAKES COMMUNITY COLLEGE is accepting applications for a full-time Veterinary Technician Instructor on our Emmetsburg Campus. Minimum qualifications: Licensed Veterinarian with six thousand hours of recent and relevant work experience. Prior teaching experience at the postsecondary level preferred. View the complete job description and download an application, visit www.iowalakes.edu/jobs. Contact Amanda Fuhrman at 712.362.0409 or afuhrman@iowalakes.edu. EEO/AA Employer.

AAHA Accredited small animal hospital in Roberts WI is seeking a PT/FT certified veterinary technician. We are a 2 doctor growing practice seeking an addition to our current staff. Roberts is an easy commute to the Twin Cities metropolitan area. Check out our practice at bobtownpetclinic.com. We practice quality medicine, have a fun work environment and great clients. Compensation is competitive. Employee benefits include (after probationary period) PTO (vacation, sick, holidays), profit sharing, employee discounts and continuing education. Please send cover letter and resume to info@bobtownpetclinic.com or phone 715-749-4006.

Growing 2 practice clinic in the western suburbs looking for veterinary technician. Certification preferred, but open to new graduates or experienced technicians. Good employee benefits, flexible schedule, and a very family friendly practice. Our practice prides itself on our mission and core values, making it a fun place to work! Please contact: tanyanearygvah@gmail.com.

Maple Lake Veterinary Clinic, part of the Animals, Inc. Veterinary network in central MN has a technician opening! Please email drclarl@animalsincvet.net to send resume and schedule a day to visit!

The Glencoe Veterinary Clinic is a progressive 3 veterinarian, family-friendly, mixed animal practice looking for an experienced PT or FT Veterinary Technician. We utilize digital x-ray, high speed dental unit, and laser surgery. Glencoe is located 45 minutes west of the Twin Cities on Highway 212.

Looking for a full-time Certified Vet Tech to join our AAHA clinic in Cottage Grove, MN. Primary duties will include: obtaining medical history, assist veterinarians as needed, surgery/anesthesia, reception, and other duties as assigned. We offer a variety of benefits that include PTO, CE allowance, professional dues, personal pet care discounts as well as employer contribution on health and dental benefits. Please contact: pgph@parkgrovepethospital.com.

Seeking CVT with great communication, organization and social media skills to work part time with veterinary dermatologist. Learn new skills and experience exceptionally rewarding work. Regional travel is offered, but not required. Hours will depend upon travel option and hourly wage is commensurate with experience. Please call 612-247-7862.

Animal Emergency & Referral Center of Minnesota is hiring Emergency Overnight Technicians, PT ER Technicians, and Triage Technicians. AAHA accredited with specialists in Internal Medicine, Neurology, Critical Care, Cardiology, Dermatology, Surgery, Oncology, & Dentistry. New 25,000 square foot facility with MRI, CT, digital radiology, endoscopy, and more! We are locally owned, have a great atmosphere, and great benefits. Email jaydequigley@aercmn.com or fax your resume to 651-501-3843.

MNpets|DVMcenter is looking for a warm, dependable, professional person to join our Support Specialist team. Help families navigate their pet's end-of-life options, schedule in-home euthanasia visits, and assist with program development. We provide in-depth, ongoing training and support, and we value employee well-being, career advancement, and professional development. Full and part-time positions available, competitive pay, full benefits. Must have some weekend availability. For more information and to apply, visit www.mnpets.com/careers.

Growing vet practice seeking FT CVT and assistant. Kinnick Veterinary Service is located in the great western WI community of River Falls. Searching for a candidate who works well with others, has a positive attitude, and passion for quality veterinary medicine. We emphasize team work and love what we do! Please contact: Dr. Belz at 715-425-5182 or email kinnickvet@yahoo.com.

Arden Shoreview Animal Hospital is looking for a CVT to join our AAHA-certified small animal practice. Candidates should be certified/eligible for certification, have excellent communication and teamwork skills, and have veterinary experience. We offer competitive compensation and benefit packages. Interested candidates should email their resume to staff@ardenshoreviewanimalhospital.com.

Classified Ads

FT technician for small animal practice beautiful Lake Minnetonka area for growing practice. All skill levels are welcome including new graduates. Evenings and Saturdays are shared between all. Competitive salary and benefits including fabulous CE opportunities. \$500 joining bonus after 90 days. Preference given to Minnesota certification. www.westonka.vet Send resume to allina@westonka.vet.

Minnesota Veterinary Hospital in Shoreview is looking for an experienced, reliable, energetic, self-motivated & hard working CVT to work 35-40 hrs per week. Our team is committed to excellence in customer service and client satisfaction. Email Cover Letter, Resume, including references, to jeff@mnvet.com.

Growing vet practice seeking FT CVT and assistant. Kinnick Veterinary Service is located in the great western WI community of River Falls. Searching for a candidate who works well with others, has a positive attitude, and passion for quality veterinary medicine. We emphasize team work and love what we do! Please contact: jenniferbelz22@gmail.com.

Practice For Sale

UNDER CONTRACT! Southwest Side of Minneapolis. Small animal practice for sale grossing \$943,000. Practice and real estate offered at \$925,000. Contact Dr. Kurt Liljeberg - (800) 380-6872, or kurt@tpsgsales.com.

Western Minnesota - Fargo/Detroit Lakes Area. Small animal practice for sale grossing \$624,000. Practice and real estate offered at \$600,000. Contact Dr. Kurt Liljeberg - (800) 380-6872, or kurt@tpsgsales.com.

Northeast of Rochester. Small animal practice for sale grossing \$509,000. Practice and real estate offered at \$525,000. Contact Dr. Kurt Liljeberg - (800) 380-6872, or kurt@tpsgsales.com. Ad posted on 8/24/2018.

When buying or selling a veterinary practice, rely on the expertise of the Total Practice Solutions Group. See our display ad this issue. Contact Dr. Kurt Liljeberg of Total Practice Solutions Group for a free consultation - (800) 380-6872, or kurt@tpsgsales.com.

Practice Owners: There's no better time than today to plan for the future! Partnering with Midwest Veterinary Partners ("MVP") to sell your practice may be the solution you're looking for. MVP is a regional network of hospitals focused within the Midwest. We help hospital owners plan for the future to make sure both your legacy and your people are protected. Contact me to learn about our unique approach that can support your plans for the future. Please contact: cindy.karasek@midwestvetpartners.vet.

Practice where others vacation. Veterinarian in Itasca Park Area looking to retire. Take over Hi-netting existing clientele. 20/15/65%-SA/EQ/BOV. No building or property to buy. Growth limited only by how much you want to work. Owner willing to help during transition if needed. Call Back Roads Vet. Clinic at 218-732-9866 or email at backroad@paulbunyan.net for more info.

Small animal practice and real estate for sale in Metro area. Clinic has been remodeled. Practice and property appraisals complete! Call 763-227-3966.

Northeast of Rochester. Small animal practice for sale grossing \$509,000. Practice and real estate offered at \$525,000. Contact Dr. Kurt Liljeberg - (800) 380-6872, or kurt@tpsgsales.com.

UNDER CONTRACT! Central Minnesota Recreation Area. Small animal practice for sale grossing \$538,000. Contact Dr. Kurt Liljeberg - (800) 380-6872, or kurt@tpsgsales.com.

Western Minnesota - Fargo/Detroit Lakes Area. Small animal practice for sale grossing \$622,000. Practice and real estate offered at \$600,000. Contact Dr. Kurt Liljeberg - (800) 380-6872, or kurt@tpsgsales.com.

NEW! Southwest Side of Minneapolis. Small animal practice for sale grossing \$943,000. Practice and real estate offered at \$925,000. Contact Dr. Kurt Liljeberg - (800) 380-6872, or kurt@tpsgsales.com.

Position Available

A growing & progressive clinic located in the west metro, featuring laser surgery, full dental services, preventative care & more is searching for a part-time vet assistant or vet tech student to work Saturday's from 7:45am-12pm with the possibility of additional hours during the week. Starting at \$12 per hour. Email resume to karik@okah.net.

Camden Pet Hospital is a busy AAHA accredited clinic in Minneapolis looking for an intelligent, focused, and team-oriented CVT or VetTech. We offer great pay, benefits and a \$500 hiring bonus after 90 days of employment for this full time position. Willing to jump in and learn alongside us? Apply today: <https://goo.gl/forms/tEt0R9GbiYeqBnV73>, cynthia@camdenpet.com.

FT/PT CVT with 1+ years' experience in Surgery, Dental, and strong client communication skills. Busy, progressive 5 doctor practice with full inhouse lab, digital diagnostic & dental radiography, and ultrasound. Technicians are fully utilized. Weekdays and EO Saturday, but flexible schedule Salary: \$15.00--\$22.00/hour dependent on experience & skill level. Please contact: dakotapet.js@gmail.com.

Animal Emergency & Referral Center of Minnesota is hiring FT & PT Client Service Representatives. AAHA accredited with specialists in Internal Medicine, Neurology, Critical Care, Cardiology, Dermatology, Surgery, Oncology, & Dentistry. New 25,000 square foot facility with MRI, CT, digital radiology, endoscopy, and more! We are locally owned, have a great atmosphere, and great benefits. Email jaydequigley@aercmn.com or fax your resume to 651-501-3843.

Immediate opening for an Office Manager/Lead Receptionist at VCA Animal Wellness Center in Maple Grove. We are an AAHA accredited 5 doctor practice with a focus on providing fear free veterinary visits. Contact Sue at suzanne.maki@vca.com for further information or to submit a resume.

For Sale

Stainless steel dental wet table for sale. 48" deep, 24.5" wide and 36" in height. Excellent condition. With dental drawer. \$1995 or best offer. please contact: eversman@aol.com.

For Sale: AGFA CP1000 X-ray processor. Good working order. Located in Long Prairie, MN. \$400 OBO. Proceeds of the sale will be donated to the MVMF. For more information, contact Jeff at 320-732-6922.

Equipment for Sale - inquire for price list: 4 x-ray cassettes (14x17 green, regular), 3 IV stands, 2 exam tables, 2 x-ray measuring sticks, 1 exam light, 1 scale, 1 anesthesia machine (isoflurane, ohio vaporizer), 1 controlled substance lock box, 1 x-ray processor (AGFA CP-1000). Please Contact: askdriricci@gmail.com.

2001 Ultima 500 Dental Machine with P5 Suprasson Scaler-Used Working Condition/Well Maintained Has had yearly maintenance and recently several parts replaced including all hand piece tubing, proph hand piece, and regulator. The drill also recently repaired. Scaler has never had problems, so no recent repair history. \$3000.00 OBO. Please contact: dakotapet.js@gmail.com.

Relief Veterinarian Available

Dr. M. Catherine Wisely, DVM, CVA - Over 18 years experience in the busiest small animal clinics. Certified acupuncturist (Chi). Top producer. Top requested doctor. Compassion + communication + hard work = happy clients/patients. Detailed medical records and ever the team player. Twin Cities and surrounding. Contact: 310-497-5261 or drwisely@me.com.

Carrie Rodman, DVM - Experienced small animal veterinarian available for relief work in the Twin Cities and surrounding area. Caring, compassionate, dependable and personable. Contact caron.rodman.dvm@gmail.com or (651) 271-1760.

Jenny Mayaka, DVM - Experienced SA veterinarian for general practice-soft tissue surgery, medicine and dentistry. Enthusiastic, productive and reliable, comfortable working solo. Available for relief work in the twin cities metro and surrounding areas. Contact: 651-334-5162 or jennymayaka@yahoo.com.

Debra Jahnke, DVM - Small animal relief veterinarian available with 15 years experience. Located in Cadott Wisconsin and serving west central Wisconsin. No surgeries. Dr Debbie Jahnke. 651-398-9044 or drdebjahnkedvm@yahoo.com.

Margaret Cory, DVM - Experienced veterinarian available in Twin Cities area. Licensed & insured to work in your clinic. Duties include performing surgery, excluding orthopedics. Please send email: navarre1013@gmail.com or call 612-669-5097. Looking forward to meeting your staff and clients.

Andrea Weidner, DVM - SA DVM licensed in MN & WI. Available for relief surrounding the Twin Cities and NW WI. Reliable, professional and thorough. Over 12 years' experience in soft tissue surgery, dentistry and medicine. Andrea Weidner, DVM (815)751-3735; weidnerdvm05@gmail.com.

Barbara Arend, DVM - Excellent client rapport and high-quality patient care. Small animal clinician based in Eden Prairie available for relief services in the Twin Cities metro area. Proficient with dentistry and routine soft-tissue surgery. Call 612-590-6333 or e-mail dr.barbara.arend@gmail.com.

Robert Skinner, DVM - A relief veterinarian with over 25 years Twin Cities experience in all aspects of SA medicine and surgery. Email bobwskinner@yahoo.com or call 952-201-2902.

Jean Ihnen, DVM - Small animal relief veterinarian serving the Twin Cities and St. Cloud areas since 2007. Email: jmidvm@yahoo.com.

Aubrey Tauer, DVM - Compassionate, energetic small animal & exotic relief vet with 9 years of GP & ER experience. Experienced with soft tissue surgery & internal medicine. Twin Cities metro area & outstate. I will make your clients feel at home! Contact at aubrey.tauer@gmail.com or 612-229-7866.

Victori Ribeiro, DVM - Communicative, productive SA veterinarian available for relief in the Twin cities, surrounding areas and Western WI. Licensed in MN/WI. Experienced in surgery, dentistry, internal medicine. Outstanding customer service, client-building skills. Contact me at neyx0003@umn.edu or 651-503-0482.

Aleda Tysver, DVM - Compassionate, enthusiastic, dependable small animal relief veterinarian. Licensed in MN & WI. Over 15 years experience in relief work. Contact me at 612-991-4730 or email: aledam@juno.com.

Ann Burt, DVM - Small animal relief veterinarian, short or long term, MN or Wisc. Reliable, Enthusiastic, Excellent client communication skills, 25+ years experience. 612-729-6550, poochcrazy1@yahoo.com.

Laurita Halbert, DVM - Experienced small animal veterinarian comfortable with medicine, soft tissue and dental surgery. Available for relief work twin cities and surrounding suburbs. lauritalhalbert@msn.com or 302 438 3361.

Arlice Olson, DVM - Small animal relief veterinarian working to support your clinic's assets. 25+ years experience. (612)616-2317 or arliceo@hotmail.com.

Thank You for Your MVMA Membership!

Renewed by July 31 – Rewarded with CE \$!

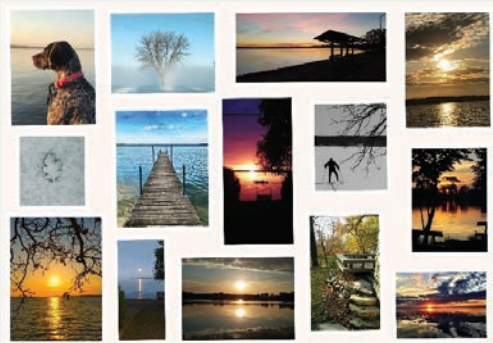
MVMA staff, and your colleagues serving on the MVMA Board or one of the many committees, want to take this opportunity to thank you for your support of the MVMA over the past year. Whether it be negotiating with legislators over critical legislation, fighting for veterinarians on Pharmacy Fee-Splitting and the Prescription Monitoring Program at the State Capitol, or organizing top-notch CE seminars throughout the year, we strive to put together the best product and services for your membership dollars!

\$25 CE vouchers were mailed to members who renewed on time by July 31. This includes our members that chose to pay for two years in 2017, and our life members.

If you have not yet renewed, your membership is in a grace period that allows you to renew online at www.mvma.org/renew-now until the end of August. After that time you will no longer receive member emails, reduced CE pricing, our MVMA News and more. If you have questions about the renewal process or need further details, please contact the MVMA at 651-645-7533 or email info@mvma.org.

Again, thank you for continued support of the MVMA. Together we are promoting professional excellence in veterinary medicine, advancing animal well-being, and protecting public health.

Are you one of the 51%?



According to a recent Pew Research study, 51% of American's want to live in a small town or rural setting, though only 20% do. If you are one of the 51%, we've got great news for you! We are the Glacial Ridge Veterinary Clinic located in the Lakes Area of West Central, MN. We are an established, well managed, growing small animal clinic with an efficient and educated staff. We are looking for associate doctors to add to our awesome team. We are known in the area for our thorough case workups, creative treatment plans and compassionate care.

Come join us where the commute is easy, the housing is affordable, and the clients are above average!

Competitive benefits, four-day work week, sign on bonus and relocation funds available! Please send resumes or contact Kristina for more information by email, practicemanager@glacialridgevetclinic.com or by phone (Mon-Thurs) 320-634-3558!



Emergency & Referral Services More Care Options for Your Patients

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- **Rehabilitation** John Nielsen, CVT, VTS (ECC), CCRP, CVPP

All specialties have appointment availability at Oakdale five days a week. Neurology also offers 24/7 emergency neurosurgical coverage.

Oakdale

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24 Hour ER Care



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Closing Keynote: Kevin Fitzgerald, DVM



Registration

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- VHA Non-Members: \$100

REGISTER

- Online at www.veterinaryha.org/expo by October 26, 2018
- Call your Inside Account Representative at 651.451.6669

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<<<<< Minneapolis Marriott Northwest >>>>>





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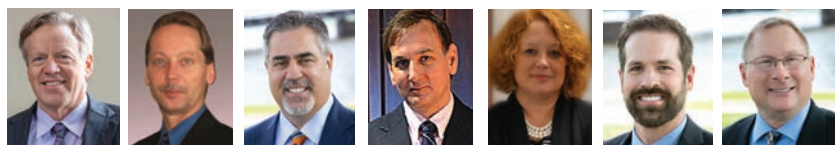
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Available to MVMA members: the attorneys at Sjoberg & Tebelius, P.A., will offer you a free consultation to discuss the purchase or sale of a veterinary practice, business succession planning, estate planning, employment issues, veterinary liens, and other legal concerns.



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office@stlawfirm.com**