OVERVIEW OF COMPANION ANIMAL VETERINARY PRACTICE

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American Veterinary Medical Association (AVMA)
Companion / exotic animal practitioner
AVMA Membership

- > 82,500 veterinarians
- Approx. 83% of U.S. veterinarians

Pie chart showing:
- 61% Companion
- 22% Equine
- Food Animal
- Mixed
- Other/None/None listed

EOY 2011
Number of Pets Owned

Two-thirds (62.4%) of households owned one or more pets in 2011.
Companion Animal Practices

- Approximately 25-27,000 in the U.S.
Diverse Practices

- Size of practice
- Number of veterinarians
- Single species to multiple species
- Rural/suburban/urban
- Mobile clinics to multi-site facilities
- Primary care to specialty care
- Routine care to emergency care
- Private to corporate to NFP to university
Total Veterinary Visits

Dogs & Cats

AVMA U.S. Pet Ownership & Demographic Sourcebook, 2012
Total Veterinary Visits

Birds

Millions

1.5


AVMA U.S. Pet Ownership & Demographic Sourcebook, 2012
Mean Veterinary Visit Per Year

All Pets

Per animal; AVMA U.S. Pet Ownership & Demographic Sourcebook, 2012
Veterinary Pharmacology Education

- Veterinary education: 4y of post-Baccalaureate education
- DVM or VMD degree granted
- Programs accredited by the AVMA Council on Education under USDE
  - Standards for Accreditation
  - Must meet or exceed Standards
  - Standards include curriculum
Veterinarian-Client-Patient-Relationship (VCPR)

- Sufficient knowledge of patient (examination)
- Veterinarian advises client (diagnose/prescribe)
- Client has elected to follow the veterinarian’s advice
- Written records are kept
- Information/options for emergency care are provided
## Pharmacy Revenues as a % of Business Revenues

<table>
<thead>
<tr>
<th></th>
<th>Rx</th>
<th>Non-Rx</th>
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<tr>
<td>Companion Animal (exclusive)</td>
<td>17.1</td>
<td>5.5</td>
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Services at Most Recent Visit (dogs)
Services at Most Recent Visit (cats)
Services at Most Recent Visit (birds)
Supply Chain to Veterinary Practices

Manufacturer

Distributor

Veterinarian
Regulation and Oversight

- State veterinary practice acts
- State veterinary medical boards
  - Enforce state veterinary practice act
  - Examine prospective licensees
  - Set requirements
  - Grant/revoke licenses
  - Define unprofessional conduct
  - Investigate breaches
  - Discipline violators
Receiving Complaints

- State veterinary licensing board
- State veterinary medical association
- State attorney general
- State department of consumer affairs
- Local or state courts
Governing Statutes and Regulation

- State pharmacy acts and boards
  - Licensure, control, and regulation of pharmacy sites and professional practices
- State laws give licensed veterinarians authority to dispense drugs to their patients with VCPR
- U.S. Food & Drug Administration
- Drug Enforcement Administration
Primum Non Nocere

- Veterinarians dispense drugs to ensure the health and welfare of their animal patients.