

# Nashville Veterinary Specialists + Animal Emergency

Hospital expansion & new site build-out

## About

- Founded in 2010
- Joined NVA in 2016
- Located in Nashville & Clarksville, TN
- 2 locations (with plans for more)

## Stats

- Specialty surgery and critical care practice with 29 doctors, including medical experts & staff
- 8,500-sq. ft. facility with 6 exam rooms, 2 surgery suites, on-site CT scan, ultrasound, X-ray; in-house lab
- Open 24/7, 365 days a year

## Specialties

Cardiology, dermatology, internal medicine, neurology, oncology, rehabilitation, surgery

## Values

NVS provides innovative care for patients and clients while maintaining a commitment to environmental responsibility.

The hospital's mission is to honor the human-animal bond by working to improve the care of patients, the experiences of clients and the health of its spec+ER veterinarians.

## Why Nashville Veterinary Specialists joined NVA

“We love what we do and wanted to keep doing more of it, but on a grander scale and at a faster pace,” says Dr. Trey Calfee, founder of Nashville Veterinary Specialists (NVS). “We knew a partner who understood the profession, our unique demographic landscape and personalized needs—with a road map for the future—would be the key in furthering our success.”

## Turning the NVS vision into reality

NVS wanted to do more for their community and sought to expand their potential. Neighboring Clarksville, a city 50 miles south east from the Nashville practice that serves Fort Campbell military base and lacked ER veterinary services and specialty medicine, was the ideal fit for the opportunity.

With NVS leadership and NVA's support, the teams united to develop a plan, identify favorable locations and build their dream—easier, better and faster together—in just a little more than a one-year span.

“We identified nearby communities that were growing exponentially but were underserved—especially by specialty+ER and referral medicine,” Calfee says.

Today, NVS Clarksville proudly serves their military families and greater community. With the help of NVA to expand their vision, the teams joined forces to realize NVS's potential to better serve animals in need and the people who love them.

## NVA helped:

- Identify real estate opportunities
- Provide leasing and financial assistance
- Financially back and replace outdated equipment: MRI, CT, ultrasound and scopes
- Onboard additional DVMs and specialty experts to assist with night and weekend patients
- Cultivate referrals within the community while building a network and relationships with local hospitals
- Create social media buzz with overwhelmingly positive community feedback

## Future plans

- Grow referral doctor relationships to increase appointments and expand hours to accommodate demand
- A specialty outpatient center to double the capacity of the original Nashville site by 10,000 sq. ft.
- 1-2 additional new sites to continue increasing the NVS footprint within the next 2-3 years

## Since Joining NVA

- Doubled size of original hospital by 11K sq. ft.
- Second location launch, 50 miles from original hospital site
- 50 new employees hired, yielding 38% staff growth
- Hired additional ER & specialty DVMs to include Sx, IM and cardio focuses as well as 2 surgeons, the region's first cardiologist and a director of operations
- Revenue growth from 10% in first year of joining NVA to 26% in third year
- NVS has expanded its commitment to environmentally responsible practices, including converting to solar power, irrigating via rainwater collection and installing a rapid hot water pump to reduce water consumption



## Interested in learning more?

Every day, NVA helps practices realize their dreams.  
Contact us for a no-pressure, no-obligation discussion today.

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NVA has more than 1,000 partnerships across the U.S., Canada, Australia, New Zealand and Singapore. Our veterinarians provide a full range of medical and surgical services, while our passionate pet resort leaders embody NVA's entrepreneurial spirit in assisting pet parents with ongoing care. Our mission is to improve the comfort and well-being of animals everywhere by providing progressive and compassionate care, unifying our community by the love of animals and the people who love them.