

**SACRAMENTO SPCA
BOARD OF DIRECTORS' MEETING
6201 Florin Perkins Road
Wednesday, March 21, 2018**

- | | | |
|------------|---|------------------|
| 1. | CALL TO ORDER | Gray |
| 2. | INTRODUCTION OF GUESTS – Janet Crooks (Board candidate) | |
| 3. | APPROVAL OF MINUTES, February 21, 2018 | Gray |
| 4. | PRESIDENT’S REPORT | Gray |
| 5. | CHIEF EXECUTIVE OFFICER’S REPORT
<i>Board packet reports; Cannabis industry; Development staff changes;
Board recruiting.</i> | Altine |
| 6. | COMMITTEES | |
| | A. Finance Committee | Healy |
| | B. Shelter Committee (in writing) | Morgan |
| | C. Board Development Committee | TBD |
| | D. Fund Development Committee (in writing) | Altavilla |
| | E. Marketing Committee (in writing) | Clery |
| 7. | OLD BUSINESS | Gray |
| 8. | NEW BUSINESS | Gray |
| 9. | COMMENTS | Gray |
| 10. | ADJOURNMENT – | Gray |

Next Meeting:
Wednesday, April 18, 2018

Upcoming Events (*mobile adoption events are listed on our website*)

4/28 - 25th Anniversary Doggy Dash

6/21 - Yappy Hour | Bow Wow Luau | Der Biergarten | 6 pm -8 pm

9/20 - Yappy Hour | Oak Park Brew | 6 pm - 8 pm

10/18 - Yappy Hour | Howl-o-ween | Fountainhead | 6 pm- 8 pm

**Items for Board Approval*

MINUTES OF THE MEETING OF THE BOARD
OF DIRECTORS OF THE SACRAMENTO SPCA
FEBRUARY 21, 2018

DIRECTORS

PRESENT: GUTHRIE, MORGAN, CLEARY, CHRISTIE, STARR, PENO,
ALTAVILLA, MUSALLAM, CRAWFORD, GRAY, LELEVIER,
JORDAN, HEALY

ABSENT: NONE

STAFF: SALLE, OEI, ALTINE, LARSON, ARONOW, FOSTER, HANEY

GUEST: JACLYN LUFKINS, HEATHER CANDY

1. CALL TO ORDER:
Jordan, at 6:05 P.M.
2. GUEST:
Jordan introduced Jaclyn Lufkins, our new Customer Care Manager, who described her background and her experience with the shelter thus far. Lelevier introduced Heather Candy, Board candidate, who spoke of her background and interest in the SSPCA; questions and answers ensued.
3. APPROVAL OF MINUTES:
The amended December 20, 2017 minutes and January 12, 2018 minutes were approved without exception.
4. PRESIDENT'S REPORT:
Jordan declared the annual meeting open at 6:07pm for the purpose of elections. Gray moved to re-elect all members up for re-election (Healy, Musallam and Peno); seconded by Christie; approved without exception.
All officers on the ballot were elected; Gray as president; Morgan as Vice President; Healy as Treasurer; Starr as Secretary. Jordan declared the annual meeting closed at 6:11pm.
Altine proposed a toast to Jordan and Guthrie.
Jordan began the discussion on changes to the bylaws. Lelevier moved to return to a one-year term for the president; seconded by Musallam; approved without exception.
Peno spoke of the Finance Committee recommendation to approve the expenditures related to the feasibility study. Altavilla moved to approve; seconded by Guthrie; approved without exception.
5. CHIEF EXECUTIVE OFFICER'S REPORT:
Altine reported on a great wellness clinic yesterday.
Reported that meetings regarding the compensation study will be rolled out next week. Our new Customer Care Manager and Volunteer Recruiter have begun. Our first salon talk is scheduled for March 6th, hosted by Starr in her home. The final papers on the sale of the 16th/E Street property to be signed tomorrow.

6. COMMITTEES:
 - A. FINANCE:

Peno deferred to Oei, who reported highlights.
Peno reported the Finance Committee recommends approval of funds from the sale of the property (noted in item 5) for improvements/repairs to Adoptable Goods and the shelter. Jordan moved to approve up to \$149,500 designated to the shelter; seconded by Altavilla; approved without exception. Lelevier moved to approve up to \$149,500 designated to Adoptable Goods; seconded by Starr; approved without exception.
 - B. SHELTER:

Gray reported highlights. Announced Morgan will be stepping in as the chair of the Shelter Committee.
 - C. BOARD DEVELOPMENT:

Lelevier reported six open positions on the Board. Noted a potential candidate from the construction field. Discussed other options, including past Board members. All are encouraged to submit names of potential candidates.
 - D. FUND DEVELOPMENT:

Altavilla reported highlights; described how the committee is looking forward and planning for a capital campaign.
 - E. MARKETING:

Cleary reported highlights; moving to a monthly meeting schedule and looking for new members. Foster reported on collaboration with 3fold Communications and TrendKite.
7. OLD BUSINESS:

None.
8. NEW BUSINESS:

Cleary commented on the positive FB posts about Amy.
Altine reported on deepening our relationship with UC Davis; Aranow and Larson elaborated.
9. COMMENTS FROM GUESTS, STAFF AND/OR BOARD MEMBERS:

Cleary suggested the Volunteer Recruiter should sit on the volunteer committee to be formed soon; as well as asking Marnie for input as to who else would be good candidates.
10. ADJOURNMENT:

Jordan declared the meeting adjourned at 7:19 P.M., directly into executive session.

Respectfully submitted,

Linda Salle

Shelter Committee Report

March 14, 2018

(Members Present: Bob, Nancy, Barbara, Nabil, Kenn, Karolyn, Jamie, Zack)

Customer Service

Karolyn has started and is doing well on our "Barn Working Cat" Program. This is a program where we accept an application first for feral cats for owners to have, but they must keep them in a confined area, and obviously provide water and food. Due to not put any stress on the cats, we accept the application first, and then provide the feral cat(s).

Stats

Dog Live Release Rate for Feb, '18 is 84.38%, a year ago it was 76.47%.
Cat Live Release Rate for Feb, '18 is 72.97%, a year ago it was 81.37%.
Overall our Combined Release Rate for Feb, '18 is 80.60%, a year ago it was 79.26%. Our goal is to stay at 80% or above.
A complete account of the monthly stats are in the notes.

Strategic Goal

This was stated before, but to remind everyone, the goal is to "construct and staff a medical facility with the capacity to handle spay/neuter services and delivery of affordable veterinary goal".

As was reported in the last shelter report, a soft launch, (not advertised) wellness clinic was going to be offered. On February 21, a Wednesday, we had our first Wellness clinic, and now we are having them every Monday and Tuesday. We have had seven clinics so far as of this writing, and they have been very successful. There are 20 appointments available and an average of 18 appointments are filled. No shows is the reason for not a 100% full appointment schedule. Jamie is already three weeks out in booking appointments.

Otitis, (infection in the ears), and skin problems, pruritis, (itching of the skin), either from parasites or infections of the skin are most of the problems presented to the veterinarians.

The Wellness Clinics are a resounding success, and Jamie is getting numerous phone calls, and emails about the clinics. Every clinic has had a positive cash flow. What we projected in nine months from the start for metrics, we have already surpassed.

Vaccination Clinics

Wait time is now down to 30-45 minutes, whereas prior it was about 2 hours or more. One of the change has been to open the doors once people start lining up, and not waiting until the official open time of 11 a.m. This allows us to get the process started with a trickle of people and not an entire line that has been waiting.

Starting on April 8th, we will be starting our mobile clinic. We will start in our parking lot, and then from there figure out a strategic plan to go to places where we would be most needed.

Medical Facility

Kenn, Jamie, and I have met with the architect four times to go over plans for the new building. Also throughout this process, both Jamie and Kenn have been communicating with the staff on the drawings of the new facility and getting their input. We have what we call CAD drawings, which are computed

system based drawings of our new facility. We are very excited with these drawings, and after we get somewhat of a plan, we will be contacting construction companies for what would be a "ball park" cost to build. We have realized that we will need a bigger facility than what we anticipated. From there, we will know how much money we will need for our capital campaign.

Our high priorities for the facility are spay/neuter, wellness, receiving kennel, and then sick bay.

Respectfully,

Zack

Estate Name	Date Notified	Receivable	Amt. Paid Year-to-Date	Month Paid	Status Update
Barbara Jean Hansen Irrevocable Charitable Remainder Unitrust Agreement (CRUT)	9/13/2005	245,583	-		Expected in 2020; There is a lag of usually one year for the reporting.
Pioneer Natural Resources (from Dracy estate)	Recurring	-	464	Various	
Patricia A. Hagen estate	12/2015	25,707	-		Expected in 2018
Margaret Adams estate	12/2016	100,000	-		Expected in 2018
Madeleine P. Moseley estate	10/2017	5,937	-		Expected in 2018
Louise Hope Lockhart estate	01/2018	-	111,957	01/2018	
Peter Gagliardi estate	03/2018	-	573,368	03/2018	
Scott Family estate (Gordon and Susan)	02/2018	-	10,000	07/2017	
June (Jensen) Thomas estate	02/2018	-	1,000	07/2017	
		<u>377,227</u>	<u>696,789</u>		
	Proof	-	OK	OK	OK

Number of irrevocable estates that we expect to record in the future in addition to above: 26

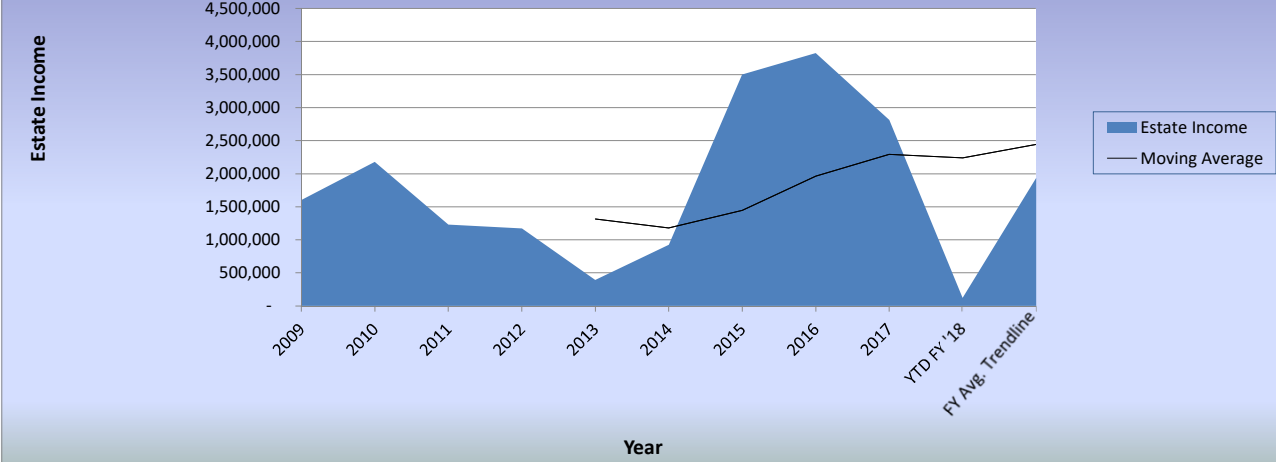
Reconciliation of 'Receivable' to February 2018 Balance Sheet:

'Balance Receivable' total	377,227
<u>Add -- Receivables Paid in March 2018:</u>	
	-
<u>Less -- March 2018 Receivables Outstanding:</u>	
	-
February 2018 Estates Receivable	<u>377,227</u>
Proof	0 (rounding diff.)

Reconciliation of 'Amt. Paid' to YTD February 2018 Income Statement:

'Amount Paid' total		696,789	
<u>Add -- 2018 Receivables Outstanding through February 2018:</u>			
	_____	-	
<u>Less -- Prior Year Receivables Paid or 'Income Recorded after February 2018':</u>			
Peter Gagliardi estate	573,368		
	_____	573,368	
<u>Add -- Write-offs of 2018 Receivables through February 2018:</u>			
	_____	-	
YTD February 2018 Estate Income		<u>123,421</u>	
	Proof	0	(rounding diff.)

10 Years of Estate Income (with FY Average Trendline)



Sacramento SPCA
Balance Sheet
As of February 28, 2018

Feb 28, 18

ASSETS

Current Assets

Checking/Savings

0990 · Paypal Account	2,318
0997 · Community First Bank--CD(s)/MMA	405,302
1011 · Wells Fargo-General Checking	3,147,199
1014 · Wells Fargo-Cafeteria Plan Acct	26,774
1018 · Folsom Lake Bank - Money Market	210,711
1023 · 'Adopt. Goods' SAFE Money Mkt	78,119
1024 · 'Adopt. Goods' SAFE CU Cking	1,456
1026 · 'Adopt. Goods' SAFE Savings	501
1040 · Petty cash	1,980

Total Checking/Savings 3,874,360

Accounts Receivable

1110 · Accounts receivable	182,456
1120 · Estates Receivable	377,227
1215 · Doubtful pledges allowance	(12,215)
1225 · Discounts - long-term pledges	(33,817)

Total Accounts Receivable 513,651

Other Current Assets

1375 · COBRA Receivable	10
1377 · Other Receivables	41,491
1390 · Prepaid expenses	47,505
1500 · MS Short-Term - Investments	892,753
1502 · MS Short-Term Invests. - Cash	919,946
1507 · MS Medium Tranche - Investments	199,055
1509 · MS Medium Tranche - Cash	76,678
1517 · MS Fixed Income - Investments	724,033
1519 · MS Fixed Income Invest - Cash	365,451
1525 · MS Socially Responsible Invests	2,234,585
1527 · MS Socially Resp. Invest. Cash	82,947

Total Other Current Assets 5,584,454

Total Current Assets 9,972,465

Sacramento SPCA
Balance Sheet
As of February 28, 2018

	<u>Feb 28, 18</u>
Fixed Assets	
1610 · Land - operating	1,285,339
1620 · Buildings & Improvs.- operating	10,178,911
1625 · Accum depr - building	(5,099,352)
1640 · Furniture & fixtures	78,996
1645 · Accum deprec- furn & fixtures	(57,306)
1650 · Vehicles	167,844
1655 · Accum deprec - vehicles	(150,644)
1660 · Equipment	583,539
1665 · Accum deprec- equipment	(519,122)
1670 · Software & Systems Dev Costs	107,267
1675 · Accum depr - software & sys dev	(98,097)
1690 · Construction in progress	4,320
Total Fixed Assets	<u>6,481,695</u>
Other Assets	
1360 · Deposits	5,313
1380 · Inventories for sale	30,678
1570 · Bene. Interest in Assets at SRF	9,720
Total Other Assets	<u>45,711</u>
TOTAL ASSETS	<u><u>16,499,871</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts payable	150,510
Total Accounts Payable	<u>150,510</u>
Other Current Liabilities	
2105 · 403B Payable	4,847
2107 · Health Savings Account Payable	7,265
2109 · Flexible Spending Account Pay.	2,700
2110 · Accrued payroll	194
2115 · Sick Bank	15,005
2120 · Accrued Vacation	171,199

Sacramento SPCA
Balance Sheet
As of February 28, 2018

	Feb 28, 18
2150 · Accrued expenses - other	79,102
2310 · Deferred revenue	3,775
Total Other Current Liabilities	284,087
Total Current Liabilities	434,597
Total Liabilities	434,597
Equity	
3000 · Unrestricted net assets	(414,395)
3001 · Opening Bal Equity	11,548,994
3010 · Unrestrict (retained earnings)	4,420,236
3100 · Temporarily restrict net asset	404,395
3200 · Permanently restrict net assets	10,000
Net Income	96,044
Total Equity	16,065,274
TOTAL LIABILITIES & EQUITY	16,499,871

Sacramento SPCA
Profit & Loss Budget Performance
February 2018

	Feb 18	Budget	\$ Over Budget	Jan - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100 · General Donations	152,485	203,263	(50,778)	327,003	366,101	(39,098)	2,660,367
4200 · Grants & Foundations	31,050	9,286	21,764	36,329	16,828	19,501	175,500
4300 · Estate Income	11,464	2,734	8,730	123,421	2,734	120,687	1,600,000
5000 · Program Income							
5009 · City of Citrus Heights Income	9,273	8,583	690	18,881	17,167	1,714	103,000
5011 · City of Folsom Income	6,023	5,500	523	12,144	11,000	1,144	66,000
5016 · City of Rancho Cordova Income	24,381	23,756	625	48,226	47,511	715	285,068
5200 · Vet Clinic Income	98,687	112,095	(13,408)	195,305	221,053	(25,748)	1,378,000
5300 · Surrenders Income	15,775	22,750	(6,975)	38,222	39,792	(1,570)	268,000
5800 · Comm. Svcs. Income							
5803 · Adoptions Income	11,468	15,356	(3,888)	25,572	32,423	(6,851)	155,000
5809 · Humane Education Income	460	1,443	(983)	550	1,687	(1,137)	69,620
5812 · Behavior Income	7,222	5,433	1,789	11,210	12,999	(1,789)	64,560
5813 · Retail Store Income (Net Total)							
5815 · Retail Store Income	4,349	1,360	2,989	7,781	3,031	4,750	21,000
5817 · Cost of Goods Sold	(2,978)	(250)	(2,728)	(5,293)	(1,265)	(4,028)	(18,000)
Total 5813 · Retail Store Income (Net Total)	1,371	1,110	261	2,488	1,766	722	3,000
Total 5800 · Comm. Svcs. Income	20,521	23,342	(2,821)	39,820	48,875	(9,055)	292,180
Total 5000 · Program Income	174,660	196,026	(21,366)	352,598	385,398	(32,800)	2,392,248
5400 · Special Event - Net Inc./(Exp)							
5402 · Special Events Income	50,052	44,972	5,080	110,190	61,706	48,484	595,500
5415 · Special Events - In-Kind Income	0	0	0	0	0	0	51,000
5422 · Spec. Events-Rental Expense	(2,527)	(828)	(1,699)	(5,846)	(950)	(4,896)	(57,315)
5424 · Spec. Events-Event Suppl. Exp.	0	(2,521)	2,521	(255)	(3,538)	3,283	(36,240)
5426 · Spec. Events-Food & Bevg. Exp.	(17)	0	(17)	(17)	0	(17)	(1,850)
5428 · Spec. Events-Design Exp.	0	(195)	195	(2,100)	(195)	(1,905)	(18,100)
5430 · Spec. Events-Printing Exp.	(4,654)	(1,191)	(3,463)	(5,075)	(1,191)	(3,884)	(14,500)
5432 · Spec. Events-Postage Exp.	0	(3,799)	3,799	0	(3,799)	3,799	(5,850)
5434 · Spec. Events-Entertainment Exp.	0	0	0	0	0	0	(1,000)
5436 · Spec. Events-Audio Visual Exp.	0	0	0	0	0	0	(21,000)

Sacramento SPCA
Profit & Loss Budget Performance
February 2018

	Feb 18	Budget	\$ Over Budget	Jan - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
5438 · Spec. Events-Lic. & Bus. Fees	(25)	(5,108)	5,083	(6,513)	(6,541)	28	(21,920)
5450 · Spec. Events- In-Kind Expenses	0	0	0	0	0	0	(51,000)
Total 5400 · Special Event - Net Inc./ (Exp)	42,829	31,330	11,499	90,384	45,492	44,892	417,725
5460 · 'Adoptable Goods' income	29,892	30,000	(108)	53,473	54,000	(527)	339,000
5463 · In-Kind materials/facilities	0	0	0	0	0	0	75,781
5466 · In-Kind professional services	0	0	0	0	0	0	26,200
5700 · Interest/Dividend Income	3,774	1,192	2,582	7,002	3,578	3,424	30,000
5720 · Capital gains/(losses)	0	0	0	(468)	0	(468)	3,300
5740 · Realized gain/(loss) on invests	2,505	4,606	(2,101)	10,758	10,806	(48)	60,500
5750 · Unrealized gain/(loss) on invst	(93,723)	0	(93,723)	57,787	0	57,787	80,000
Total Income	354,936	478,437	(123,501)	1,058,287	884,937	173,350	7,860,621
Gross Profit	354,936	478,437	(123,501)	1,058,287	884,937	173,350	7,860,621
Expense							
6000 · Salaries & Personnel Expenses							
6010 · Executive Salaries	10,823	11,923	(1,100)	21,646	23,846	(2,200)	155,000
6020 · Salaries & Wages - Others	297,206	325,388	(28,182)	584,310	650,776	(66,466)	4,230,045
Total 6000 · Salaries & Personnel Expenses	308,029	337,311	(29,282)	605,956	674,622	(68,666)	4,385,045
6100 · Employee Benefits							
6110 · Retirement plan contributions	5,250	5,250	0	10,500	10,500	0	63,000
6120 · Medical Insurance Expense	24,531	24,293	238	47,843	50,698	(2,855)	292,561
6130 · Dental Insurance Expense	869	2,290	(1,421)	1,812	6,418	(4,606)	41,000
6140 · Vision Insurance Expense	776	698	78	1,312	1,357	(45)	8,500
6150 · Vacation Expense	0	0	0	0	0	0	5,000
6160 · Payroll taxes	22,751	24,922	(2,171)	44,781	49,844	(5,063)	323,988
6170 · State Unemployment Insurance	0	250	(250)	0	500	(500)	12,200
6180 · Worker's Compensation	(1,260)	25,809	(27,069)	(1,260)	25,867	(27,127)	150,700
6100 · Employee Benefits - Other	0	155	(155)	139	155	(16)	1,700
Total 6100 · Employee Benefits	52,917	83,667	(30,750)	105,127	145,339	(40,212)	898,649
6200 · Other Human Resources Costs							
6220 · Staff Training	4,484	1,841	2,643	4,709	3,582	1,127	24,649
6225 · Employee Relations	175	629	(454)	175	1,258	(1,083)	7,550
6230 · Employment Advertising	0	25	(25)	0	50	(50)	300

Sacramento SPCA
Profit & Loss Budget Performance
February 2018

	Feb 18	Budget	\$ Over Budget	Jan - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
6240 · Hiring Expense	854	275	579	1,097	550	547	3,300
6250 · Payroll Fees	2,130	866	1,264	3,371	1,789	1,582	12,955
Total 6200 · Other Human Resources Costs	7,643	3,636	4,007	9,352	7,229	2,123	48,754
7000 · Program-Specific Exps.							
7010 · Outside Vet Services	500	625	(125)	724	1,250	(526)	7,500
7020 · Medical Services	0	2,583	(2,583)	0	5,167	(5,167)	31,000
7030 · Animal Food	1,568	1,503	65	3,454	2,393	1,061	21,200
7040 · Medical Supplies	43,310	26,064	17,246	84,034	66,551	17,483	482,000
7050 · Kennel Supplies	10,484	2,573	7,911	15,740	7,233	8,507	70,500
7060 · Animal Removal	3,623	3,839	(216)	6,942	7,358	(416)	45,000
Total 7000 · Program-Specific Exps.	59,485	37,187	22,298	110,894	89,952	20,942	657,200
8000 · Genl. Oper. Exps.							
8010 · Rent - storage/space	132	109	23	238	217	21	1,400
8020 · Furniture/equip purch-<thresh	503	267	236	687	533	154	3,200
8025 · Equipment leasing/ rental	680	1,089	(409)	1,359	1,759	(400)	18,600
8030 · Bldg. & Grounds Maintenance	5,880	2,607	3,273	16,767	7,959	8,808	93,500
8050 · Equip. & furn. repair	0	396	(396)	385	842	(457)	4,800
8100 · Utilities	16,712	12,509	4,203	31,915	24,806	7,109	183,000
8110 · Telephone	2,960	2,898	62	5,523	4,490	1,033	40,700
8200 · Office Supplies	1,644	1,733	(89)	3,780	3,744	36	27,300
8203 · Food & Beverage	301	1,450	(1,149)	7,068	7,265	(197)	16,850
8205 · Design	49	2,216	(2,167)	240	2,708	(2,468)	20,369
8210 · Printing	318	27,843	(27,525)	318	27,993	(27,675)	234,234
8220 · Postage	5,050	7,480	(2,430)	35,181	10,996	24,185	135,511
8230 · Advertising (agency)	2,754	11,367	(8,613)	2,754	11,691	(8,937)	138,100
8240 · Entertainment	0	25	(25)	125	50	75	300
8245 · Audio-Visual	49	17	32	49	33	16	200
8300 · Computer/Software Expenses	21,248	3,732	17,516	33,243	16,014	17,229	92,185
8410 · Gas & oil - autos	259	228	31	276	419	(143)	2,100
8420 · Auto Repair	184	438	(254)	184	875	(691)	5,250
8430 · Mileage Reimb.	0	225	(225)	6	450	(444)	2,700
8440 · Travel	76	927	(851)	76	1,475	(1,399)	16,825

Sacramento SPCA
Profit & Loss Budget Performance
February 2018

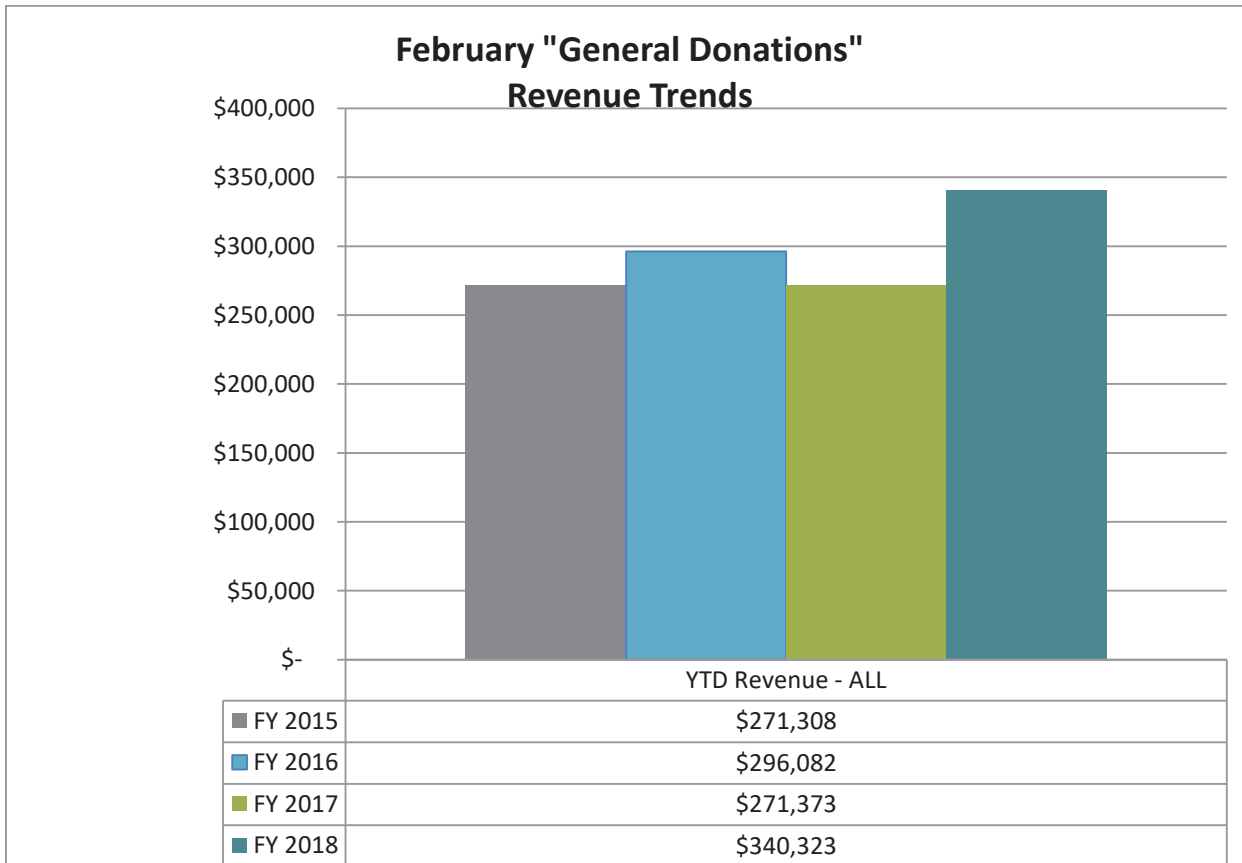
	Feb 18	Budget	\$ Over Budget	Jan - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
8500 · Subscriptions & Dues	2,375	844	1,531	5,960	5,827	133	10,485
8510 · Licenses & bus. fees	1,695	492	1,203	2,319	1,585	734	8,587
8520 · Taxes - Property	0	0	0	0	702	(702)	35,000
8575 · Insurance - non-employee	2,360	8,368	(6,008)	21,144	15,269	5,875	60,000
8600 · Legal fees	0	83	(83)	0	167	(167)	1,000
8610 · Audit fees	0	0	0	0	6,500	(6,500)	28,000
8620 · Outside services	1,130	1,283	(153)	14,451	8,392	6,059	40,850
8700 · Miscellaneous expenses	0	0	0	(54)	0	(54)	0
Total 8000 · Genl. Oper. Exps.	66,359	88,626	(22,267)	183,994	162,761	21,233	1,221,046
8860 · 'Adoptable Goods' Exp ('Other')	2,572	3,284	(712)	4,369	6,948	(2,579)	37,850
8863 · In-Kind Expense (offsets rev.)	0	0	0	0	0	0	101,981
8900 · Financial Fees/Exp.							
8910 · Investment manager fees	4	0	4	7	0	7	28,800
8920 · Bank fees & charges	219	208	11	437	372	65	6,000
8925 · Credit Card Fees	2,897	3,897	(1,000)	2,897	4,029	(1,132)	46,010
8940 · Doubtful Pledges expense	0	333	(333)	0	667	(667)	4,000
Total 8900 · Financial Fees/Exp.	3,120	4,438	(1,318)	3,341	5,068	(1,727)	84,810
9000 · Depreciation & amortization exp							
9010 · Deprec & amort - allowable	33,042	34,227	(1,185)	66,084	68,914	(2,830)	420,537
Total 9000 · Depreciation & amortization exp	33,042	34,227	(1,185)	66,084	68,914	(2,830)	420,537
Total Expense	533,167	592,376	(59,209)	1,089,117	1,160,833	(71,716)	7,855,872
Net Ordinary Income	(178,231)	(113,939)	(64,292)	(30,830)	(275,896)	245,066	4,749
Other Income/Expense							
Other Income							
9700 · Gain on Fix. Asst Disposal/Sale	126,874			126,874			
Total Other Income	126,874	0	126,874	126,874	0	126,874	0
Net Other Income	126,874	0	126,874	126,874	0	126,874	0
Net Income	(51,357)	(113,939)	62,582	96,044	(275,896)	371,940	4,749

Fixed Income Holdings of the Sacramento SPCA -- by Maturity Date

SSPCA Account	Principal Invested	Book Value	Description**	Rate*	Rate Fixed (y/n)	Purchase Date	Maturity Date***	Maturity Term	Est. Maturity Value	Notes
SSPCA GENERAL FIXED-INCOME INVESTMENTS										
0997-Community First Bank - CDs/MMA (now "First Foundation Bank")	402,709	405,302	Community First Bank Money Market account	0.40%	N	3/31/2016	2/28/2018	1	405,302	Yvonne LeMaitre estate funds acct.
1018-Folsom Lake Bank CDs/MMA	203,906	210,711	Folsom Lake Bank Money Market account	0.30%	N	10/1/2010	2/28/2018	1	210,711	
1500-MS Short-Term Investments	300,636	300,629	Pioneer Multi Asset Ultra ShortInc. A (MAFRX) Mut. Fund	-0.01%	N	12/20/2017	2/28/2018	70	300,629	
1500-MS Short-Term Investments	595,500	592,124	iShares Short Maturity Bond (NEAR)	-2.96%	N	12/20/2017	2/28/2018	70	592,124	
1517-MS Fixed Income Investments	544,000	543,647	Certificate of Deposit Portfolio at Morgan Stanley	-0.33%	N	12/19/2017	2/28/2018	71	543,647	
1517-MS Fixed Income Investments	180,392	180,386	Pioneer Multi Asset Ultra ShortInc. A (MAFRX) Mut. Fund	-0.02%	N	12/19/2017	2/28/2018	71	180,386	
	<u>2,227,143</u>	<u>2,232,799</u>		<u>-0.78%</u>	<Weighted-Average Rate		<u>Weighted-Average Maturity (Days)></u>	<u>51.53</u>	<u>616,013</u>	
		Balance Sheet Balance for Acct. #0997	405,302							
		Balance Sheet Balance for Acct. #1018	210,711							
		Balance Sheet Balance for Acct. #1500 (less fair-market value of non-fixed income donated assets)	892,753							
		Balance Sheet Balance for Acct. #1517 (less fair-market value of non-fixed income donated assets)	724,033							
		Fixed Income Portion	(2,232,799)							
		Difference	0							Rounding
SSPCA THRIFT STORE FIXED-INCOME INVESTMENTS										
1023-Thrift Store SAFE Money Market	62,000	78,119	SAFE C.U. Money Market account	0.25%	N	1/21/2010	2/28/2018	1	78,005	
	<u>62,000</u>	<u>78,119</u>		<u>0.25%</u>	<Weighted-Average Rate		<u>Weighted-Average Maturity (Days)></u>	<u>1</u>	<u>78,005</u>	
		Bal. Sheet Bal. for Acct. #1023	78,119							
		Fixed Income Portion	(78,119)							
		Difference	0							Rounding

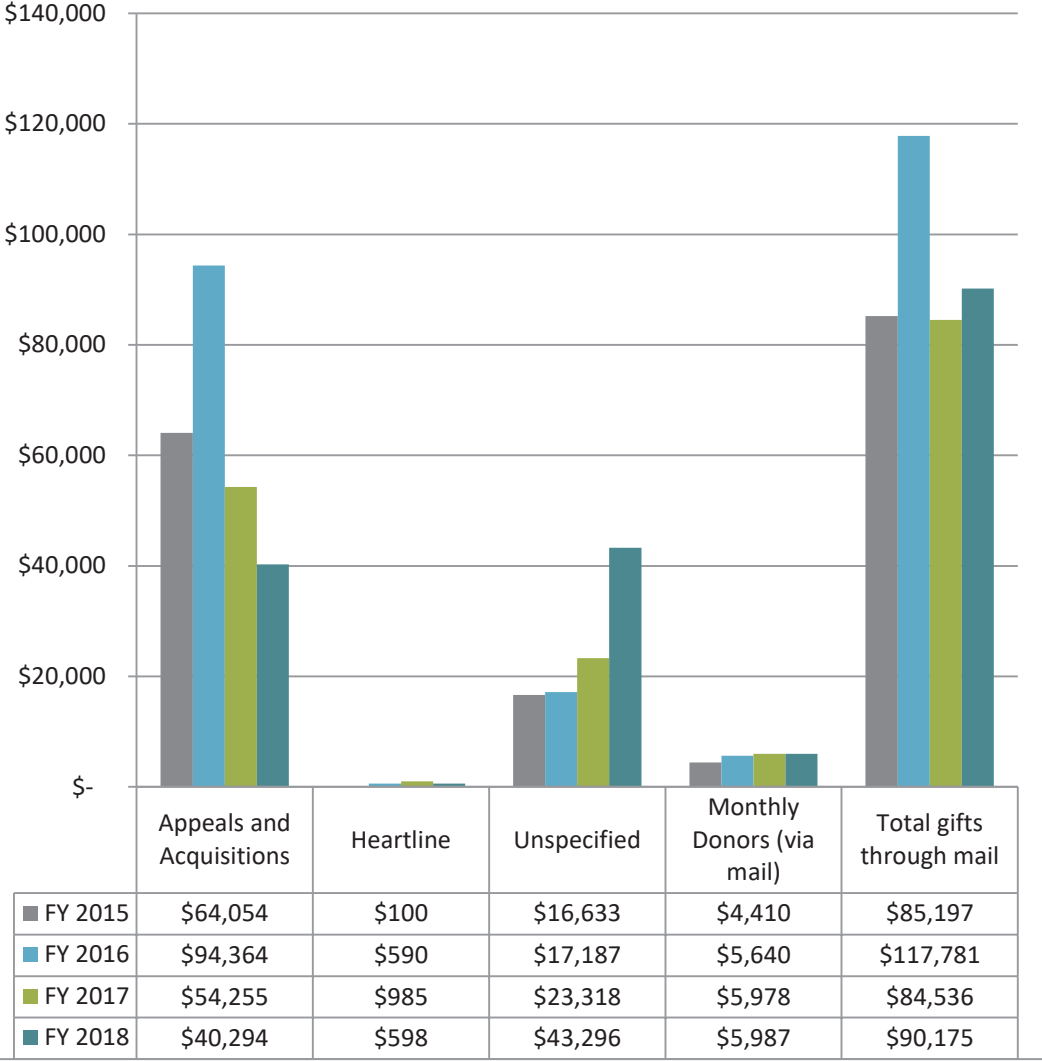
* Bold fonted rates are imputed annualized rates.
 ** Local (Sacramento region) investments are in bold
 *** Bold fonted dates indicate no maturity date applicable but can be withdrawn immediately.

February 2018 Development Department Report



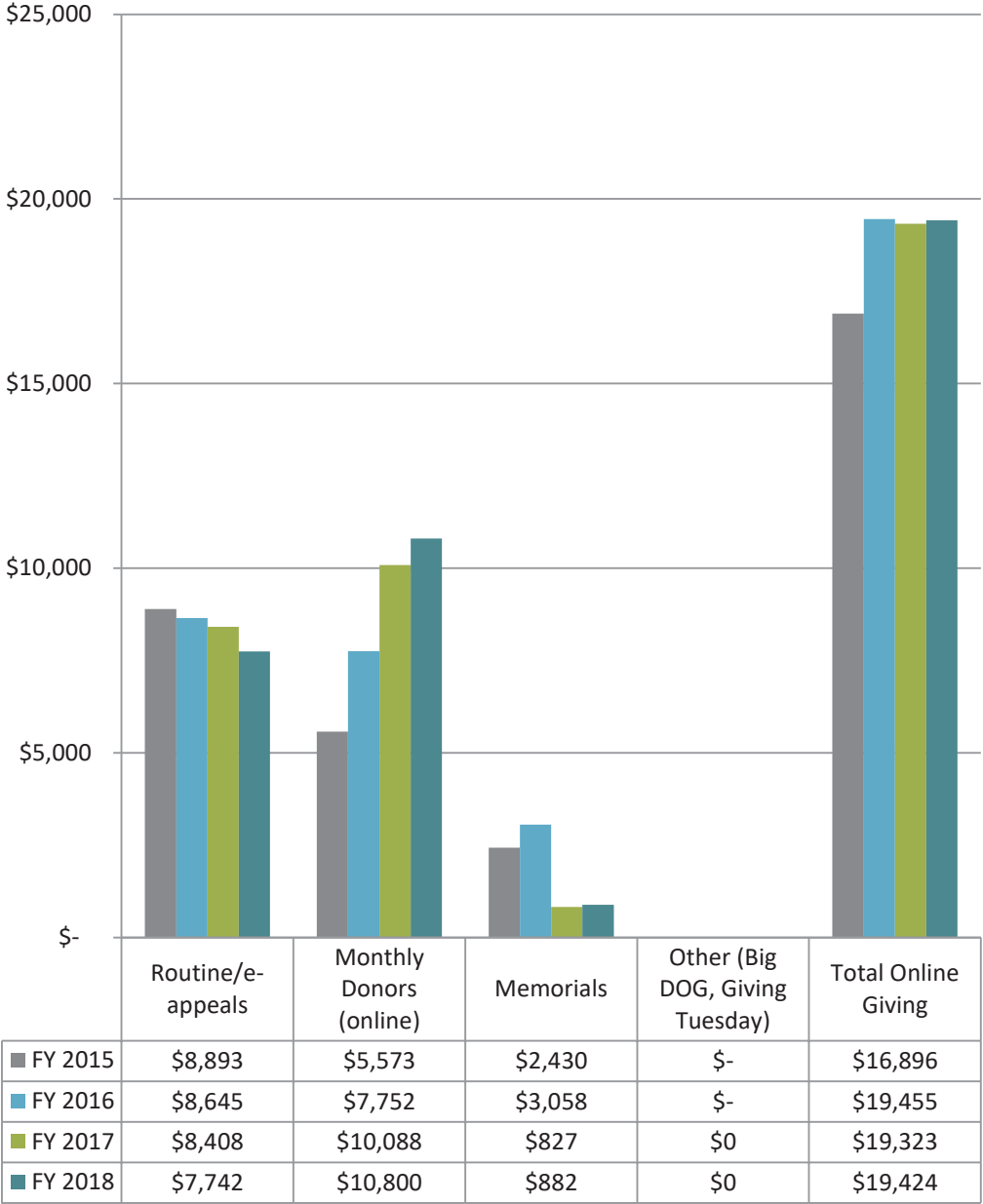
This chart represents "General Donations" Year-to-Date, excluding Bequests, Special Events and Grants.

February "Direct Mail" Giving Trends



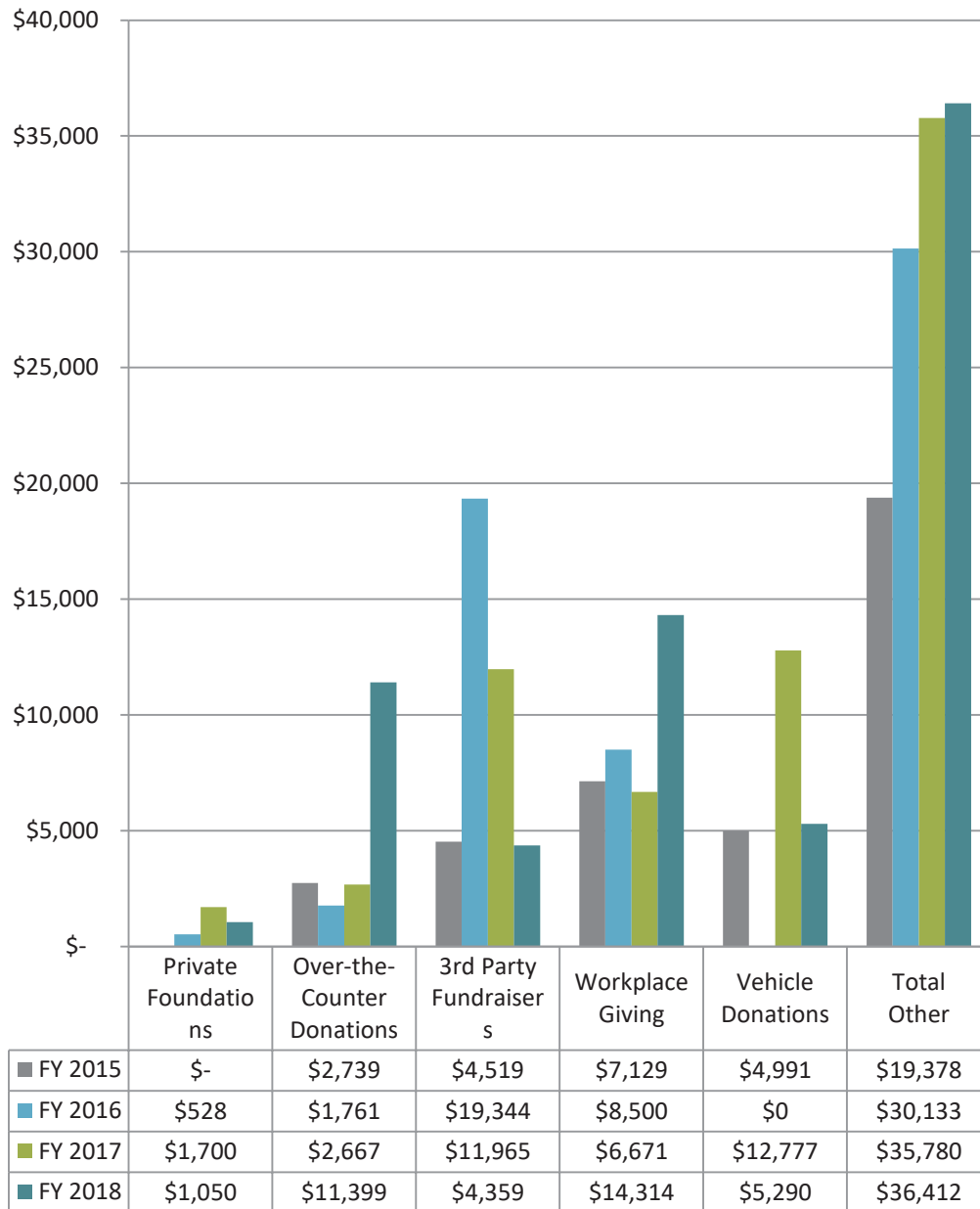
Direct mail revenue was less than previous years for the month. During the month of February, we ran one direct mail campaign: 'Membership Renewal'.

February "Online" Giving Trends



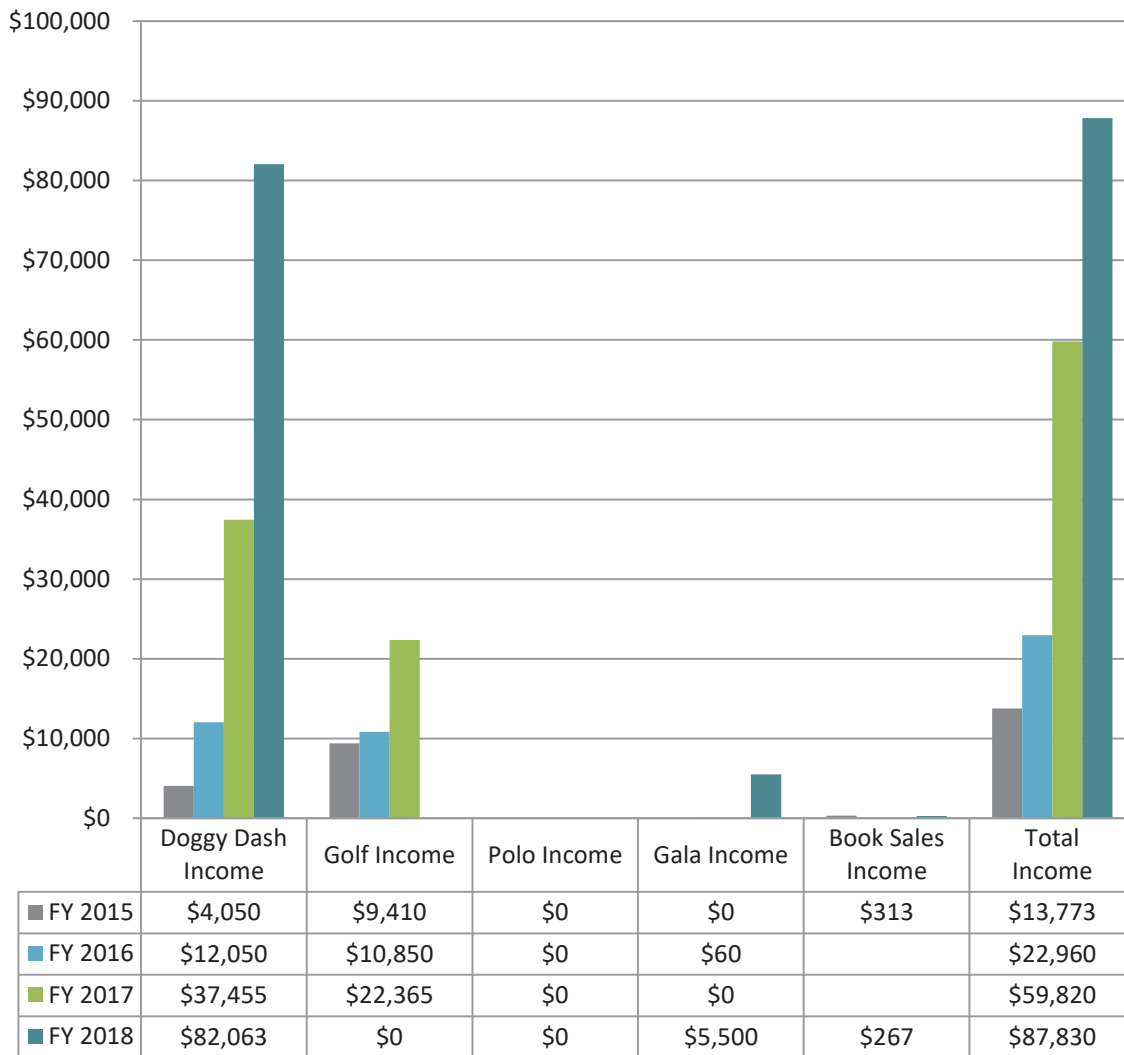
Online giving results were consistent with previous years, as February historically tends to be one of our slower months in terms of online contributions.

February "Other" Revenue Trends



Other revenues are funds generated from a variety of sources besides direct mail or online giving.

Special Events - Income Trends



Doggy Dash continues to track ahead of scheduled revenue! The 2018 Doggy Dash goal is \$257,750. (Numbers are gross, as events are in progress.)

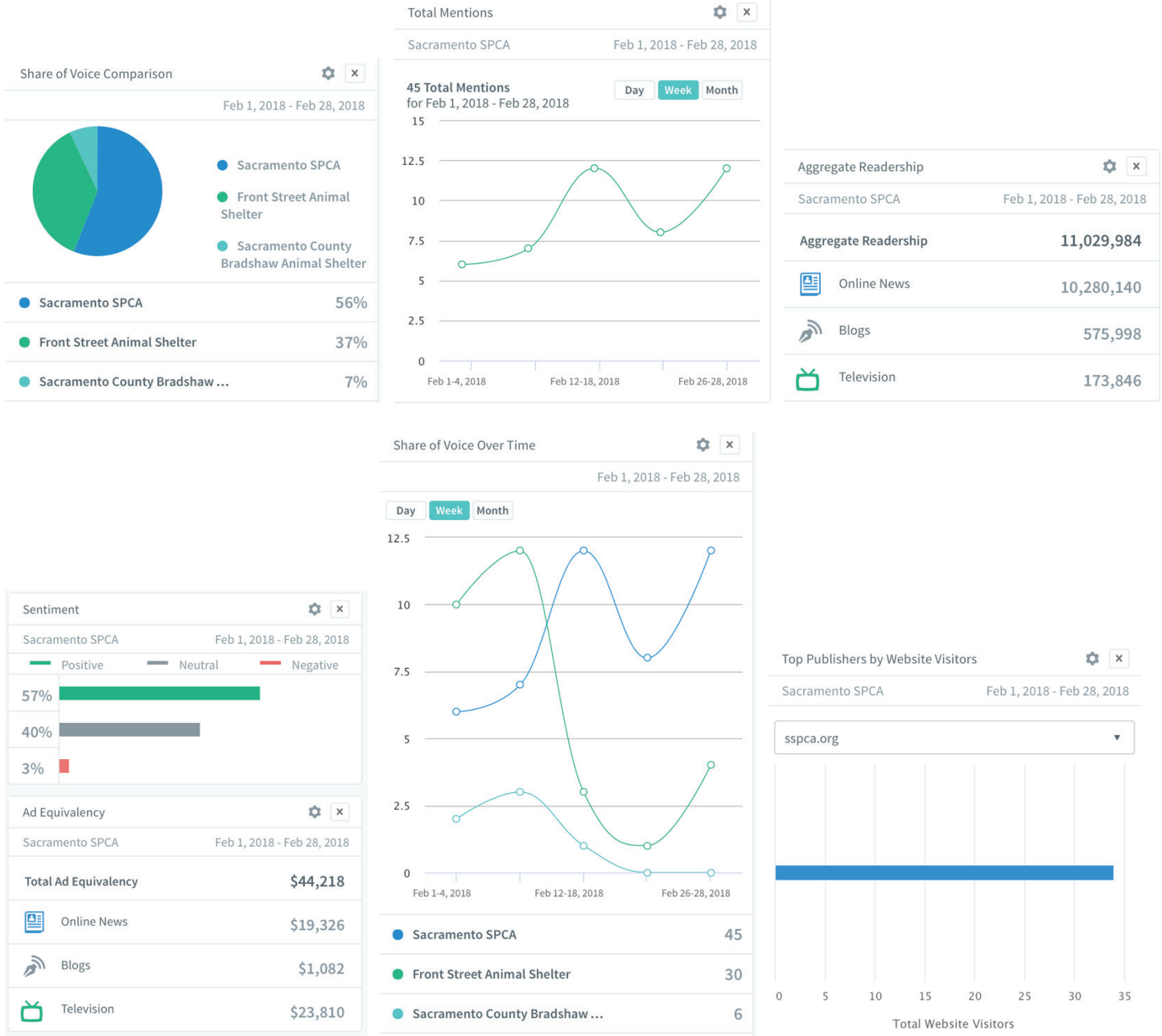
*All totals listed for special events are year-to-date.



COMMUNICATIONS BOARD REPORT – FEB 2018

MEDIA

Trendkite Reporting



PUBLICATIONS

Spring Heartline – Focusing on Wellness! Giving More than Shelter through launching new wellness program, expanded behavior program and opportunities to have fun and exercise with your pets by attending Doggy Dash. Adopted animal features, Taylor Morrison Community Partner Profile, Adoptable Goods ad, Vehicle Donations ad, Memberships, Upcoming Events (Bark in the Ballpark).

eTales Newsletter

February – Behavior & Training seminars and impact of expanded program on shelter animals as well as diverting owner surrenders, Doggy Dash registration, Yappy Hour and upcoming events, Estate Planning Seminar.

Other e-Blasts

- February e-appeal: Furiosa
- Behavior Seminar: Fear & Anxiety
- Doggy Dash Impact & Registration

The Scoop

February – Wellness Clinic Launch, Book Barn Feature, New Staff Intros: Jaclyn, Bailey, Kristen, Madison, & Meagan, Team Ride Event, staff milestones & birthdays, Pancho & Taco Animal Feature, behavior and team collaboration, dog flu vaccines for staff, New Training Team Department Feature, Volunteer Feature: Nancy King, Pet Guardian Program, Staff Feature: Cassandra in Animal Care, Animal Behavior and new treat dispensers.

Website

Low-Cost Vaccinations, Behavior Seminar, Wellness Clinic, Camp Kindness, Vaccine Clinic, Doggy Dash.

SOCIAL MEDIA SUMMARY

FACEBOOK

- 80,893 likes
- Post reach – 353,085
- Video Views – 144,759
- Post engagement – 212,233

INSTAGRAM

- 17,800 followers

TWITTER

- 3,952 followers

DIRECT SERVICE VOLUNTEER REPORT 2017

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Number of Volunteer Orientations	1	1	1										3
Total Attendance at Orientations	41	32	51										124
Total New Vol. Completed Training	25	8											33
Total Active Volunteers In Data Base	2640	2558											/
Number of Vol. Worked This Month	274	280											/
Possible Average Hours <small>(# of volunteers x 8 hrs.)</small>	2192	2240											4432
Actual Direct Service Vol. Hours	3521	3364											6885
Percentage Achieved	161%	150%	#DIV/0!	#DIV/0!	#DIV/0!	133%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
Value of Wages Saved (@ \$17.55) **	\$61,794	\$59,038	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$ 120,832
Number of Mobile Van Events	2	2											4
Number of Street Team Events	0	0											0
Number of Information Tables	0	0											0
													4
<i>Volunteer hours and new volunteer numbers do not include special events, Love on Loan or foster parents</i>													
<i>Volunteers who have completed training includes only dog, cat, small animal socializers and Adoptable Goods volunteers</i>													

Sacramento SPCA

(** Based upon AFP Research Statistics http://www.independentsector.org/programs/research/volunteer_time.html)



**APPLICATION
SACRAMENTO SPCA BOARD OF DIRECTORS**

PERSONAL INFORMATION

Name: Janet Crooks

Address/City/Zip: 1240 Torrey St, Davis 95618

Telephone:

Home: () _____ Office: (530) 753-9657

Cell: (530) 902-2740 Fax: () _____

E-mail: jcrecruit@aol.com

Education/Degree(s)/Institutions: Attended OSU, Technical Associate from Columbus Technical Institute

Personal Interests: Animal welfare, cooking, design + decor

Pets/Type/Names: Oscar | Male brindle boxer + mastiff mix almost 12 years + Bacchus | Male

flashy fawn boxer approx 8 years old; both rescue fosters adopted through NCBR

Most Valued Accomplishment: Time I spent working with NCBR

BUSINESS/PROFESSIONAL INFORMATION

Name of Firm/Company: STA Executive Search

Title: President

Held Current Position Since: Owner | President since 1991

Address: 417 Mace Blvd., J 229, Davis 95618

Business/Professional Affiliations: _____

Worked in Sacramento Since: _____

CIVIC/CHARITABLE ACTIVITIES INFORMATION

Civic Memberships: _____

Clubs: _____

Other Board Memberships/Volunteer Activities/Organizations:

Awards/Merit/Recognition: Outstanding Achievement Award | 2012 M+W Group - For your continued dedication; Outstanding Women Awards | 1996 YWCA
National Leadership Award | 2006 The National Congressional Committee; Outstanding Neighbor | 2005 Oakshade Neighborhood Association

How did you hear about the Sacramento SPCA? I have been familiar with the SSPCA for several years, attending the Doggy Dash for years attending + representing NCBR, various events and recommending to others

Why are you interested in serving as a member of the Sacramento SPCA Board of Directors?

I hope to bring value to help the needs within the Sacramento area, not only for the animals in need, but also to bring awareness to people about options, resources, care and importance of animals in our lives and our responsibility as good stewards to care for them in a healthy and humane manner.

What committees interest you? (Please check all that apply)

- | | | |
|--|---|--|
| <input checked="" type="checkbox"/> Fund Development | <input type="checkbox"/> Finance | <input type="checkbox"/> Audit |
| <input checked="" type="checkbox"/> Strategic Development | <input type="checkbox"/> Shelter | <input type="checkbox"/> Nominating |

Why?

I am open and willing to talk with most anyone and creating new ideas to help enhance and promote the shelter through fund development and strategic development are within the areas I feel I may offer the most value or service.

Please list three references who have knowledge of your prior board experience, community volunteer experience, and/or professional affiliations.

Kris Godfrey 2823 Emerald Bay Drive, Davis 95618 530--757-2567 H

Name	Address	Phone
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Lorraine Turanski 4456 Solano Road, Fairfield 94533 916-708-0400 C

Name	Address	Phone
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Nancy + Richard White 44721 Garden Ct, El Macero 95618 (530) 753-8704 H

Name	Address	Phone
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Janet L Crooks

Signature

1/26/2018

Date

84177.3.99999.007