

Sacramento SCPA Board of Directors

AGENDA

May 16, 2018, 6:00 p.m.

Location: Adoption Building Multipurpose Room, 6201 Florin Perkins, Sacramento CA

1. 6:00 Call to Order
2. 6:01 Approval of the Minutes
3. 6:05 Board President Report - Gray
 - Doggy Dash
 - Volunteer Orientation
 - DA Luncheon
 - Adoptable Goods
 - Compassion Fatigue
 - Exec. Committee Report
4. 6:15 CEO Report – Altine
 - Doggy Dash & Bissell Event
 - Parking Lot Cost Over-runs
 - Compassion Fatigue & Other Training
5. 6:25 Committee Reports
 - Finance - Healy
 - Shelter - Morgan
 - Fund Development – Altavilla
 - Board Development – Crawford
 - Marketing – Cleary
6. 7:20 Old Business
7. 7:25 New Business
8. 7:30 Adjournment

Next meeting date June 20, 2018

UPCOMING EVENTS (*mobile adoption events are listed on our website*)

6/2 - 6/10 - Spring Book Sale @ Sunrise Mall

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

MINUTES OF THE MEETING OF THE BOARD
OF DIRECTORS OF THE SACRAMENTO SPCA
APRIL 18, 2018

DIRECTORS

PRESENT: MORGAN, MUSALLAM, CRAWFORD, GRAY, LELEVIER, HEALY,
CANDY, CHRISTIE, ALTAVILLA, CROOKS

ABSENT: CLEARY, STARR, PENO

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

GUEST: NONE

1. CALL TO ORDER:
Gray, at 6:00 P.M.
2. APPROVAL OF MINUTES:
The March 21, 2018 minutes were approved without exception.
3. PRESIDENT'S REPORT:
Gray explained the reasons for moving to a timed format for the meeting; to provide structure. Spoke of respect for each other's opinions and comments. Gray reported the Board team is only \$1700 from their fundraising goal of \$15K; pledged \$200 and asked for matching; \$1400 pledged by Board members present. Issued a reminder for the \$1,000 annual Board donation and the need for Marketing Committee members.
Gray spoke of contact from C4C (Capacity for Care) and their interest in us; Larson elaborated on the concept. More on this when the details are sorted out.
4. CHIEF EXECUTIVE OFFICER'S REPORT:
Altine reported a status of the rabbits; 50+ to rescue.
Reported on the cancellation of the Citrus Heights contract; described the many problems we have encountered and explained our capacity will increase as we will not be holding kennels open for their custody cases, etc.
The first mobile wellness clinic held on Sunday went well; have received good feedback. Larson elaborated and spoke of the distemper case.
5. STRATEGIC OBJECTIVES:
Morgan presented on the strategic objective to build and staff a clinic for spay/neuter and wellness.
6. COMMITTEES:
 - A. FINANCE:
Healy reported highlights.
 - B. SHELTER:
Morgan reported highlights.

- C. FUND DEVELOPMENT:
Altavilla reported highlights.
Noted Big Day of Giving on May 3rd; Kings event at Bogle Winery on May 5th; considering an event for our big donors at the shelter in the Fall.
Coordinating a meeting of Shelter and Fund Development Committees.
Good discussions with Charlie Ansbach regarding a capital campaign.
 - D. BOARD DEVELOPMENT:
Crawford reported a meeting, but not in writing. The Board has four open spots; two people are currently in conversation.
 - E. MARKETING:
Cleary and Foster absent; no report.
- 7. OLD BUSINESS:
Altine reported on post-bunny apocalypse staff celebration.
 - 8. NEW BUSINESS:
Aronow reported on the Bissell “Clear the Shelters” event on May 5th.
Larson reported on kitten season.
 - 9. ADJOURNMENT:
Gray declared the meeting adjourned at 7:16 P.M.

Respectfully submitted,

Linda Sallé

5/16/18

President's Report

1. Thank you to the Board for their attendance at the DD
 - a. Maybe set next year goal at \$20K
 - b. Kristi and her team did a magnificent job managing this event

2. New volunteer orientation held 5/6/18- attended by (50) prospective volunteers. Bailey and Marnie did a wonderful job. New BOD members might find this event interesting.

3. Community luncheon held 5/4/18 at Doubletree Hotel/Sacramento. SSPCA had a table that included Matt& Irene Campbell, a prospective Board member and her husband (Janette Cruz), Zack and me.

4. Toured Adoptable Goods. Building looks great and noticed the staff had a very customer focused approach. If you have time, please drop by.

5. Compassion Fatigue training for staff at end of month.

6. Exec Committee Report.

We await several accountings from Trustees to be able to record several estates.

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	-	111,307	Various	
Patricia A. Hagen estate	12/2015	14,717	10,990	04/2018	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	
Frank A. Pereira and Amelia K. Pereira estate	03/2018	-	173	03/2018	
Trademann (Horst and Kirsten) Family estate	03/2018	-	5,000	04/2018	
David H. and Ruth L. Gill estate	4/1/2018	-	25,000	04/2018	
Steven J. Otis estate	5/1/2018	-	310,397	05/2018	
		<u>366,237</u>	<u>1,159,191</u>		
	Proof	-	OK	OK	OK

Number of irrevocable estates that we expect to record in the future in addition to above: 24

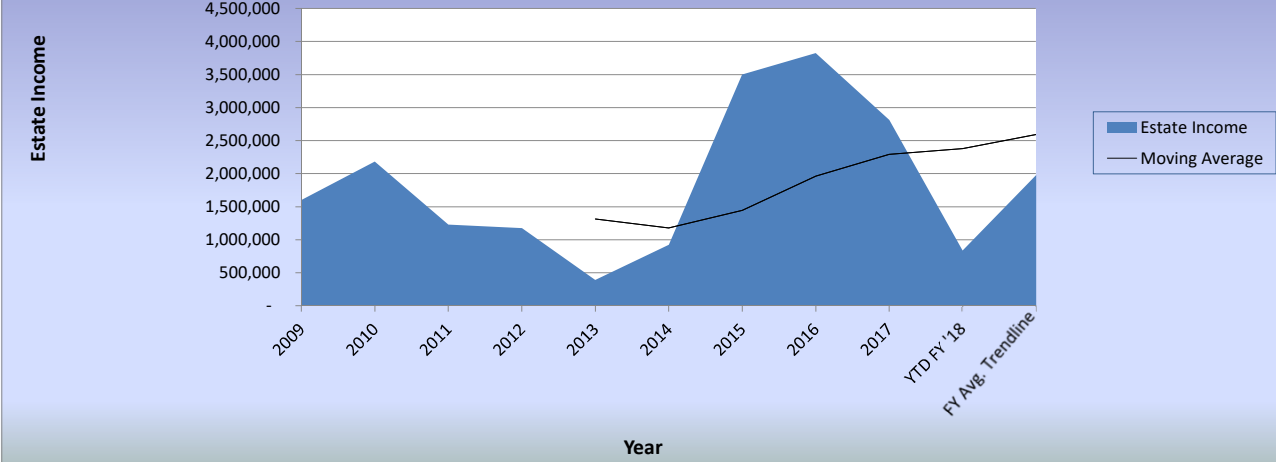
Reconciliation of 'Receivable' to April 2018 Balance Sheet:

'Balance Receivable' total	366,237
<u>Add -- Receivables Paid in May 2018:</u>	
	-
<u>Less -- May 2018 Receivables Outstanding:</u>	
	-
April 2018 Estates Receivable	<u>366,238</u>
Proof	(0) (rounding diff.)

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

'Amount Paid' total		1,159,191	
<u>Add -- 2018 Receivables Outstanding through April 2018:</u>			
	_____	-	
<u>Less -- Prior Year Receivables Paid or 'Income Recorded after April 2018':</u>			
Patricia A. Hagen estate	10,990		
Steven J. Otis estate	310,397		
	_____	321,387	
<u>Add -- Write-offs of 2018 Receivables through April 2018:</u>			
	_____	-	
YTD April 2018 Estate Income		837,804	
	Proof	-	(rounding diff.)

10 Years of Estate Income (with FY Average Trendline)



Sacramento SPCA
Balance Sheet
As of April 30, 2018

Apr 30, 18

ASSETS

Current Assets

Checking/Savings

0990 · Paypal Account	1,604
0997 · Community First Bank--CD(s)/MMA	406,089
1011 · Wells Fargo-General Checking	3,958,559
1014 · Wells Fargo-Cafeteria Plan Acct	13,365
1023 · 'Adopt. Goods' SAFE Money Mkt	78,151
1024 · 'Adopt. Goods' SAFE CU Cking	1,456
1026 · 'Adopt. Goods' SAFE Savings	501
1040 · Petty cash	1,980

Total Checking/Savings 4,461,705

Accounts Receivable

1110 · Accounts receivable	201,770
1120 · Estates Receivable	366,238
1215 · Doubtful pledges allowance	(12,215)
1225 · Discounts - long-term pledges	(23,435)

Total Accounts Receivable 532,358

Other Current Assets

1375 · COBRA Receivable	31
1377 · Other Receivables	45,884
1390 · Prepaid expenses	33,877
1500 · MS Short-Term - Investments	893,544
1502 · MS Short-Term Invests. - Cash	922,305
1507 · MS Medium Tranche - Investments	198,601
1509 · MS Medium Tranche - Cash	77,181
1517 · MS Fixed Income - Investments	656,273
1519 · MS Fixed Income Invest - Cash	434,353
1525 · MS Socially Responsible Invests	2,206,943
1527 · MS Socially Resp. Invest. Cash	82,908

Total Other Current Assets 5,551,900

Total Current Assets 10,545,963

Fixed Assets

Sacramento SPCA
Balance Sheet
As of April 30, 2018

	<u>Apr 30, 18</u>
1610 · Land - operating	1,285,339
1620 · Buildings & Improvs.- operating	10,136,854
1625 · Accum depr - building	(5,113,336)
1640 · Furniture & fixtures	79,792
1645 · Accum deprec- furn & fixtures	(58,131)
1650 · Vehicles	177,638
1655 · Accum deprec - vehicles	(151,501)
1660 · Equipment	588,674
1665 · Accum deprec- equipment	(521,199)
1670 · Software & Systems Dev Costs	74,895
1675 · Accum depr - software & sys dev	(57,500)
1690 · Construction in progress	<u>12,443</u>
Total Fixed Assets	6,453,968
Other Assets	
1360 · Deposits	5,313
1380 · Inventories for sale	30,583
1570 · Bene. Interest in Assets at SRF	<u>10,902</u>
Total Other Assets	46,798
TOTAL ASSETS	<u><u>17,046,729</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Payables	5,418
2010 · Accounts payable	<u>147,885</u>
Total Accounts Payable	153,303
Other Current Liabilities	
2105 · 403B Payable	4,771
2107 · Health Savings Account Payable	13
2109 · Flexible Spending Account Pay.	17
2115 · Sick Bank	15,005
2120 · Accrued Vacation	173,491
2150 · Accrued expenses - other	29,029

Sacramento SPCA
Balance Sheet
As of April 30, 2018

	Apr 30, 18
	<u>4,355</u>
2310 · Deferred revenue	4,355
Total Other Current Liabilities	<u>226,681</u>
Total Current Liabilities	<u>379,984</u>
Total Liabilities	379,984
Equity	
3000 · Unrestricted net assets	(414,395)
3001 · Opening Bal Equity	11,548,994
3010 · Unrestrict (retained earnings)	4,437,279
3100 · Temporarily restrict net asset	404,395
3200 · Permanently restrict net assets	10,000
Net Income	<u>680,472</u>
Total Equity	<u>16,666,745</u>
TOTAL LIABILITIES & EQUITY	<u>17,046,729</u>

Sacramento SPCA Profit & Loss Budget Performance April 2018

	Apr 18	Budget	\$ Over Budget	Jan - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100 · General Donations	135,237	136,623	(1,386)	660,638	691,705	(31,067)	2,660,367
4200 · Grants & Foundations	2,800	9,771	(6,971)	41,689	37,262	4,427	175,500
4300 · Estate Income	140,457	7,911	132,546	837,804	11,296	826,508	1,600,000
5000 · Program Income							
5009 · City of Citrus Heights Income	9,363	8,583	780	38,519	34,333	4,186	103,000
5011 · City of Folsom Income	19,952	5,500	14,452	38,048	22,000	16,048	66,000
5016 · City of Rancho Cordova Income	24,561	23,756	805	97,384	95,023	2,361	285,068
5200 · Vet Clinic Income	122,942	113,595	9,347	455,007	446,742	8,265	1,378,000
5300 · Surrenders Income	18,674	23,260	(4,586)	78,634	86,940	(8,306)	268,000
5800 · Comm. Svcs. Income							
5803 · Adoptions Income	12,138	7,405	4,733	49,969	51,672	(1,703)	155,000
5809 · Humane Education Income	32,116	66,894	(34,778)	36,563	71,302	(34,739)	69,620
5812 · Behavior Income	1,905	4,260	(2,355)	18,423	24,607	(6,184)	64,560
5813 · Retail Store Income (Net Total)							
5815 · Retail Store Income	5,558	4,403	1,155	19,888	9,777	10,111	21,000
5817 · Cost of Goods Sold	(4,999)	(4,360)	(639)	(14,066)	(8,779)	(5,287)	(18,000)
Total 5813 · Retail Store Income (Net Total)	559	43	516	5,822	998	4,824	3,000
Total 5800 · Comm. Svcs. Income	46,718	78,602	(31,884)	110,777	148,579	(37,802)	292,180
Total 5000 · Program Income	242,210	253,296	(11,086)	818,369	833,617	(15,248)	2,392,248
5400 · Special Event - Net Inc./(Exp)							
5402 · Special Events Income	109,290	92,326	16,964	276,707	270,933	5,774	595,500
5415 · Special Events - In-Kind Income	0	0	0	13,293	12,750	543	51,000
5422 · Spec. Events-Rental Expense	(7,051)	(6,745)	(306)	(14,559)	(9,721)	(4,838)	(57,315)
5424 · Spec. Events-Event Suppl. Exp.	(3,241)	(16,214)	12,973	(3,496)	(19,801)	16,305	(36,240)
5426 · Spec. Events-Food & Bevg. Exp.	(156)	(39)	(117)	(172)	(39)	(133)	(1,850)
5428 · Spec. Events-Design Exp.	(2,700)	(5,158)	2,458	(5,400)	(10,042)	4,642	(18,100)
5430 · Spec. Events-Printing Exp.	(3,820)	(2,119)	(1,701)	(8,895)	(7,356)	(1,539)	(14,500)
5432 · Spec. Events-Postage Exp.	(1,649)	0	(1,649)	(1,649)	(4,757)	3,108	(5,850)
5434 · Spec. Events-Entertainment Exp.	0	0	0	0	(372)	372	(1,000)
5436 · Spec. Events-Audio Visual Exp.	0	(3,739)	3,739	0	(3,739)	3,739	(21,000)

Sacramento SPCA
Profit & Loss Budget Performance
April 2018

	Apr 18	Budget	\$ Over Budget	Jan - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
5438 · Spec. Events-Lic. & Bus. Fees	0	(3,265)	3,265	(6,586)	(11,302)	4,716	(21,920)
5450 · Spec. Events- In-Kind Expenses	0	0	0	(13,293)	(12,750)	(543)	(51,000)
Total 5400 · Special Event - Net Inc./(Exp)	90,673	55,047	35,626	235,950	203,804	32,146	417,725
5460 · 'Adoptable Goods' income	28,066	28,000	66	123,301	114,000	9,301	339,000
5463 · In-Kind materials/facilities	0	0	0	19,801	18,945	856	75,781
5466 · In-Kind professional services	0	0	0	8,726	6,550	2,176	26,200
5700 · Interest/Dividend Income	5,865	2,154	3,711	19,164	9,369	9,795	30,000
5720 · Capital gains/(losses)	0	300	(300)	(468)	300	(768)	3,300
5740 · Realized gain/(loss) on invests	2,748	0	2,748	34,627	10,806	23,821	60,500
5750 · Unrealized gain/(loss) on invest	29,404	0	29,404	5,081	20,000	(14,919)	80,000
5920 · Miscellaneous revenue	0	0	0	0	0	0	0
Total Income	677,460	493,102	184,358	2,804,682	1,957,654	847,028	7,860,621
Gross Profit	677,460	493,102	184,358	2,804,682	1,957,654	847,028	7,860,621
Expense							
6000 · Salaries & Personnel Expenses							
6010 · Executive Salaries	11,593	11,923	(330)	59,330	47,692	11,638	155,000
6020 · Salaries & Wages - Others	297,709	325,388	(27,679)	1,167,057	1,301,552	(134,495)	4,230,045
Total 6000 · Salaries & Personnel Expenses	309,302	337,311	(28,009)	1,226,387	1,349,244	(122,857)	4,385,045
6100 · Employee Benefits							
6110 · Retirement plan contributions	5,250	5,250	0	21,000	21,000	0	63,000
6120 · Medical Insurance Expense	27,750	29,239	(1,489)	96,019	105,378	(9,359)	292,561
6130 · Dental Insurance Expense	8,113	431	7,682	11,361	14,438	(3,077)	41,000
6140 · Vision Insurance Expense	791	691	100	2,875	2,729	146	8,500
6150 · Vacation Expense	0	0	0	2,406	1,250	1,156	5,000
6160 · Payroll taxes	22,883	24,922	(2,039)	90,688	99,689	(9,001)	323,988
6170 · State Unemployment Insurance	0	2,550	(2,550)	0	3,300	(3,300)	12,200
6180 · Worker's Compensation	14,157	14,106	51	26,846	54,080	(27,234)	150,700
6100 · Employee Benefits - Other	0	155	(155)	558	464	94	1,700
Total 6100 · Employee Benefits	78,944	77,344	1,600	251,753	302,328	(50,575)	898,649
6200 · Other Human Resources Costs							
6220 · Staff Training	267	1,740	(1,473)	1,486	10,287	(8,801)	24,649
6225 · Employee Relations	0	629	(629)	915	2,517	(1,602)	7,550

Sacramento SPCA
Profit & Loss Budget Performance
April 2018

	Apr 18	Budget	\$ Over Budget	Jan - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
6230 · Employment Advertising	0	25	(25)	0	100	(100)	300
6240 · Hiring Expense	444	275	169	2,727	1,100	1,627	3,300
6250 · Payroll Fees	1,291	863	428	5,970	4,074	1,896	12,955
Total 6200 · Other Human Resources Costs	2,002	3,532	(1,530)	11,098	18,078	(6,980)	48,754
7000 · Program-Specific Exps.							
7010 · Outside Vet Services	0	625	(625)	4,512	2,500	2,012	7,500
7020 · Medical Services	0	2,583	(2,583)	3,280	10,333	(7,053)	31,000
7030 · Animal Food	3,006	2,344	662	8,094	5,960	2,134	21,200
7040 · Medical Supplies	41,954	35,092	6,862	158,995	163,670	(4,675)	482,000
7050 · Kennel Supplies	4,386	11,181	(6,795)	17,834	22,555	(4,721)	70,500
7060 · Animal Removal	4,482	4,050	432	15,585	15,427	158	45,000
7070 · Retail Store Exp	(1,374)	0	(1,374)	0	0	0	0
Total 7000 · Program-Specific Exps.	52,454	55,875	(3,421)	208,300	220,445	(12,145)	657,200
8000 · Genl. Oper. Exps.							
8010 · Rent - storage/space	119	130	(11)	357	458	(101)	1,400
8020 · Furniture/equip purch-<thresh	359	267	92	1,891	1,067	824	3,200
8025 · Equipment leasing/ rental	70	1,949	(1,879)	4,018	5,773	(1,755)	18,600
8030 · Bldg. & Grounds Maintenance	6,817	5,281	1,536	42,547	19,113	23,434	93,500
8050 · Equip. & furn. repair	3,421	396	3,025	4,346	1,633	2,713	4,800
8100 · Utilities	14,682	11,755	2,927	63,218	48,332	14,886	183,000
8110 · Telephone	3,061	3,174	(113)	11,614	10,713	901	40,700
8200 · Office Supplies	2,331	1,942	389	6,344	7,841	(1,497)	27,300
8203 · Food & Beverage	1,168	1,259	(91)	8,961	9,111	(150)	16,850
8205 · Design	17	3,051	(3,034)	2,744	7,948	(5,204)	20,369
8210 · Printing	34,617	18,899	15,718	42,745	70,971	(28,226)	234,234
8220 · Postage	3,146	6,326	(3,180)	41,470	38,596	2,874	135,511
8230 · Advertising (agency)	1,300	10,992	(9,692)	4,097	34,321	(30,224)	138,100
8240 · Entertainment	0	25	(25)	125	100	25	300
8245 · Audio-Visual	0	17	(17)	49	67	(18)	200
8300 · Computer/Software Expenses	7,896	8,972	(1,076)	44,221	35,881	8,340	92,185
8410 · Gas & oil - autos	89	193	(104)	636	725	(89)	2,100
8420 · Auto Repair	65	438	(373)	1,999	1,750	249	5,250

Sacramento SPCA
Profit & Loss Budget Performance
April 2018

	Apr 18	Budget	\$ Over Budget	Jan - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
8430 · Mileage Reimb.	0	225	(225)	6	900	(894)	2,700
8440 · Travel	577	2,528	(1,951)	2,280	6,115	(3,835)	16,825
8500 · Subscriptions & Dues	2,735	628	2,107	8,811	8,053	758	10,485
8510 · Licenses & bus. fees	829	605	224	2,330	3,733	(1,403)	8,587
8520 · Taxes - Property	0	0	0	17,635	18,985	(1,350)	35,000
8575 · Insurance - non-employee	9,841	3,823	6,018	31,795	19,813	11,982	60,000
8600 · Legal fees	0	83	(83)	0	333	(333)	1,000
8610 · Audit fees	0	10,000	(10,000)	0	16,500	(16,500)	28,000
8620 · Outside services	3,680	4,662	(982)	27,622	16,167	11,455	40,850
8700 · Miscellaneous expenses	0	0	0	(54)	0	(54)	0
Total 8000 · Genl. Oper. Exps.	96,820	97,620	(800)	371,807	384,999	(13,192)	1,221,046
8860 · 'Adoptable Goods' Exp ('Other')	1,949	2,395	(446)	9,112	11,273	(2,161)	37,850
8863 · In-Kind Expense (offsets rev.)	0	0	0	28,527	25,495	3,032	101,981
8900 · Financial Fees/Exp.							
8910 · Investment manager fees	8,610	9,182	(572)	8,616	9,182	(566)	28,800
8920 · Bank fees & charges	794	1,221	(427)	1,686	1,803	(117)	6,000
8925 · Credit Card Fees	3,232	4,593	(1,361)	8,812	12,146	(3,334)	46,010
8940 · Doubtful Pledges expense	0	333	(333)	0	1,333	(1,333)	4,000
Total 8900 · Financial Fees/Exp.	12,636	15,329	(2,693)	19,114	24,464	(5,350)	84,810
9000 · Depreciation & amortization exp							
9010 · Deprec & amort - allowable	32,469	34,298	(1,829)	130,533	137,653	(7,120)	420,537
Total 9000 · Depreciation & amortization exp	32,469	34,298	(1,829)	130,533	137,653	(7,120)	420,537
Total Expense	586,576	623,704	(37,128)	2,256,631	2,473,979	(217,348)	7,855,872
Net Ordinary Income	90,884	(130,602)	221,486	548,051	(516,325)	1,064,376	4,749
Other Income/Expense							
Other Income							
9700 · Gain on Fix. Asst Disposal/Sale	0			132,421			
Total Other Income	0	0	0	132,421	0	132,421	0
Net Other Income	0	0	0	132,421	0	132,421	0
Net Income	90,884	(130,602)	221,486	680,472	(516,325)	1,196,797	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	406,089	Money Market account	0.60%	N	3/31/2016	4/30/2018	1	406,089	Yvonne LeMaitre estate funds acct.
1011-Wells Fargo Bank	210,836	210,836	Checking account	0.30%	N	10/1/2010	4/30/2018	1	210,838	Plan to move to another another bank.
1500-MS Short-Term Investments	301,663	301,656	Pioneer Multi Asset Ultra ShortInc. A (MAFRX) Mut. Fund	-0.01%	N	12/20/2017	4/30/2018	131	301,656	
1500-MS Short-Term Investments	595,500	591,888	iShares Short Maturity Bond (NEAR)	-1.69%	N	12/20/2017	4/30/2018	131	591,888	
1517-MS Fixed Income Investments	476,000	475,271	Certificate of Deposit Portfolio at Morgan Stanley	-0.42%	N	12/19/2017	4/30/2018	132	475,271	
1517-MS Fixed Income Investments	181,008	181,002	Pioneer Multi Asset Ultra ShortInc. A (MAFRX) Mut. Fund	-0.01%	N	12/19/2017	4/30/2018	132	181,002	
	<u>2,167,716</u>	<u>2,166,742</u>		<u>-0.42%</u>	<Weighted-Average Rate	<u>Weighted-Average Maturity (Days)></u>		<u>94.51</u>	<u>616,926</u>	
		Balance Sheet Balance for Acct. #0997	406,089							
		Balance Sheet Balance for Acct. #1011	210,836							
		Balance Sheet Balance for Acct. #1500 (less fair-market value of non-fixed income donated assets)	893,544							
		Balance Sheet Balance for Acct. #1517 (less fair-market value of non-fixed income donated assets)	656,273							
		Fixed Income Portion	(2,166,742)							
		Difference	(0)							Rounding
SSPCA THRIFT STORE FIXED-INCOME INVESTMENTS										
1023-Thrift Store SAFE Money Market	62,000	78,151	SAFE C.U. Money Market account	0.25%	N	1/21/2010	4/30/2018	1	78,005	
	<u>62,000</u>	<u>78,151</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	78,151							
		Fixed Income Portion	(78,151)							
		Difference	-							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.

SSPCA Shelter Committee Meeting

May 9, 2018

Members present: Guthrie, Aronow, Candy, Larson, Musallam, Braun, Altine, Field, and Morgan.

Meeting was called to order at 5:31pm

Review of Shelter Statistics:

For the month of April, total live animals taken in 423, a year ago, 2017, 427.

Animals taken in for the year, YTD is 1927, in 2017 animals taken in YTD, 1513. This an increase of 414 intakes so far this year. These are animals that are either surrendered to us, per contract, or transfer animals.

Total adopted animals out for the month was 332, and a year ago the number 262. This is an increase of 70 more animals adopted out for the month of April, and an increase of adoptions for the year of 125.

Animals that were adopted out, YTD, is 1260, last year, YTD 1135.

Euthanasias are approximately the same as last year, YTD is 284, and in 2017, 248. Euthanasias are done for behavioral issues, owner requested.

Our live, combined release rate is at 86.01% for April, and YTD is 81.61%. In April of 2017, 79.64%, and YTD in 2017, 82.07%. Anything over 80% is very good for a live, combined release rate with includes dogs, cats, and "other", which are "exotics", which includes birds, hamsters, rats, guinea pigs, etc.

Other statistics gone over included the spay/neuter clinic. This includes dog and cat spays and neuters, but also last month the rabbits which we found homes for, and feral cats. The rabbit spay and neuters were 32, whereas the feral cats were 248. The total surgeries for the year is 5667, a year ago, the number was 5579.

Dentals so far this year are at 169, a year ago, 137.

As seen by the numbers, for the month of April, our numbers are about the same for surgeries except for a decrease in dog neuters, a drop of 99 compared to April a year ago. However, for the year, we have taken in and adopted out more animals, than last year.

Wellness Clinics are doing very well. Only working two days a week, the clinic did 98 exams last month, 11 rechecks, and 159 vaccines. The clinic is booked out several weeks in advance. Total vaccines given for the SSPCA last month were 1477, as compared to the number last year was 1021. Overall, YTD, we have given more than 1136 vaccines so far as of last year.

We are way ahead of our projections.

Jamie is currently looking at locations, without interfering with other vaccine clinics like VIP. We are looking at specific locations, areas that are at least 3 miles away from a vet hospital, and not regularly visited by vaccine clinics. Once we determine a specific location, we would have a vaccine clinic one day a month, the same day and time. Jamie also found out that such clinics need a permit that is acquired 60 days before the event. It was mentioned that it may not be fea-

sible to do vaccine clinics, however we will determine if it is worth doing after doing a few and the response that we receive. Also it was brought up that a vaccine clinic may join a human clinic at the same time when they go out into the field.

Still trying to get some feedback from the people at Koret. We are still working with them and hopefully we will be selected to plan the shelter of the new hospital.

A tour was given of the receiving area, and the runs, the doors of the runs, and in general the whole receiving area needs to be renovated for the protection of the animals and staff.

Strategic objectives were gone over, and the numbers are the same as reported in last months minutes. Approximately \$350/Sq. Ft. is the going number as of today, and with a approximate 17,000 Sq. Ft. building, the number comes in at around 6M. No word as of yet from the two contractors that we contacted asking for a verbal number to build out the hospital. The number that we came up with are from articles written in vet journals about building a new hospital and the cost.

Bissel, the vacuum company, had a one day for adoptions, which they would pay for the adoptions. This was a competition all over the nation, and 115 shelters competed, and about 15 of those shelters were from California, and we came in first, with 51 adoptions for that day for the state of California. There were about 3200 adoptions done that day throughout the nation. Kudos to the people involved that day.

Karolyn will present a lecture at UC Davis on Ethics and Animal Shelters. Lecture is for undergraduate students.

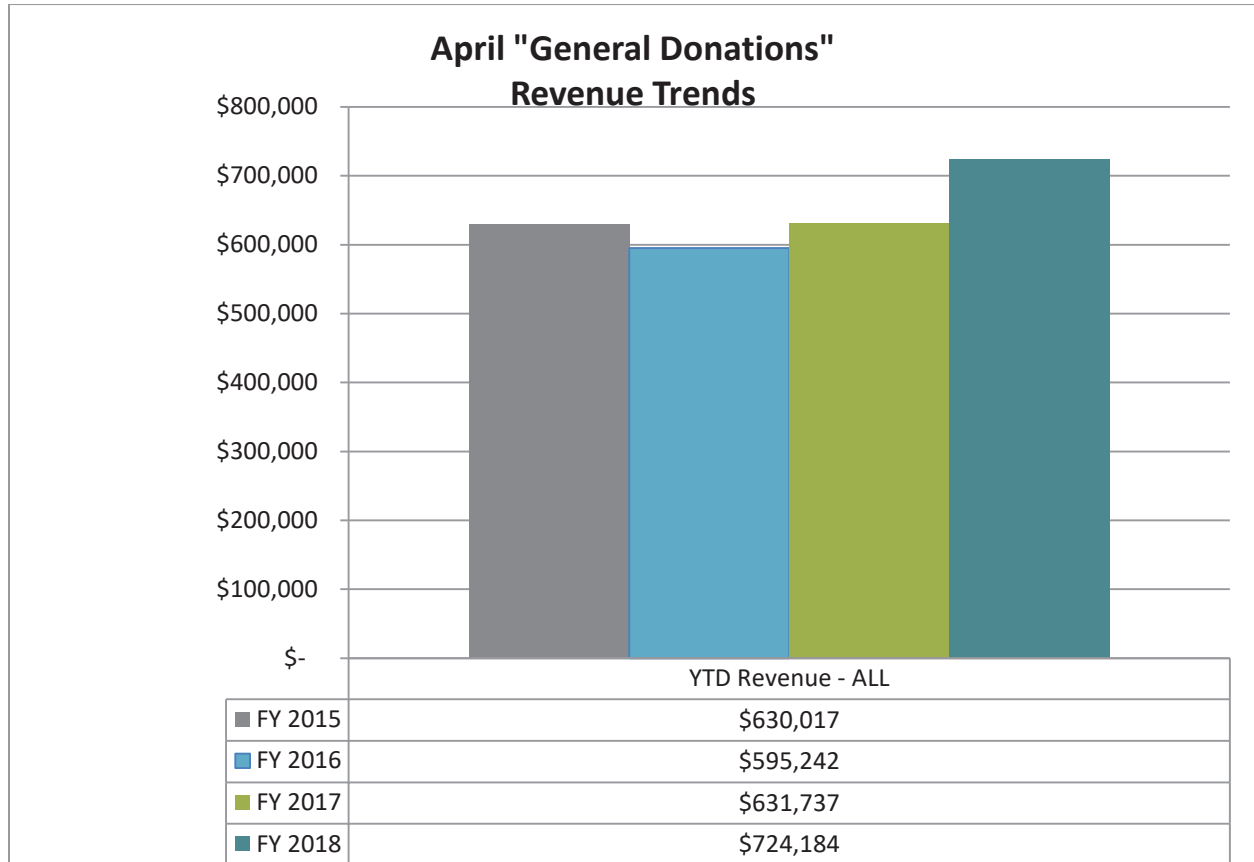
The SSPCA will be closed on May 30th and 31st for training and teaching of the staff. This would include learning about compassion fatigue, team work, management, animal handling, customer service and more. This is the first time we are having this training session for the SSPCA.

Meeting was adjourned at 6:30pm. Next meeting will be June 13, 2018.

Respectively,

Zack R Morgan

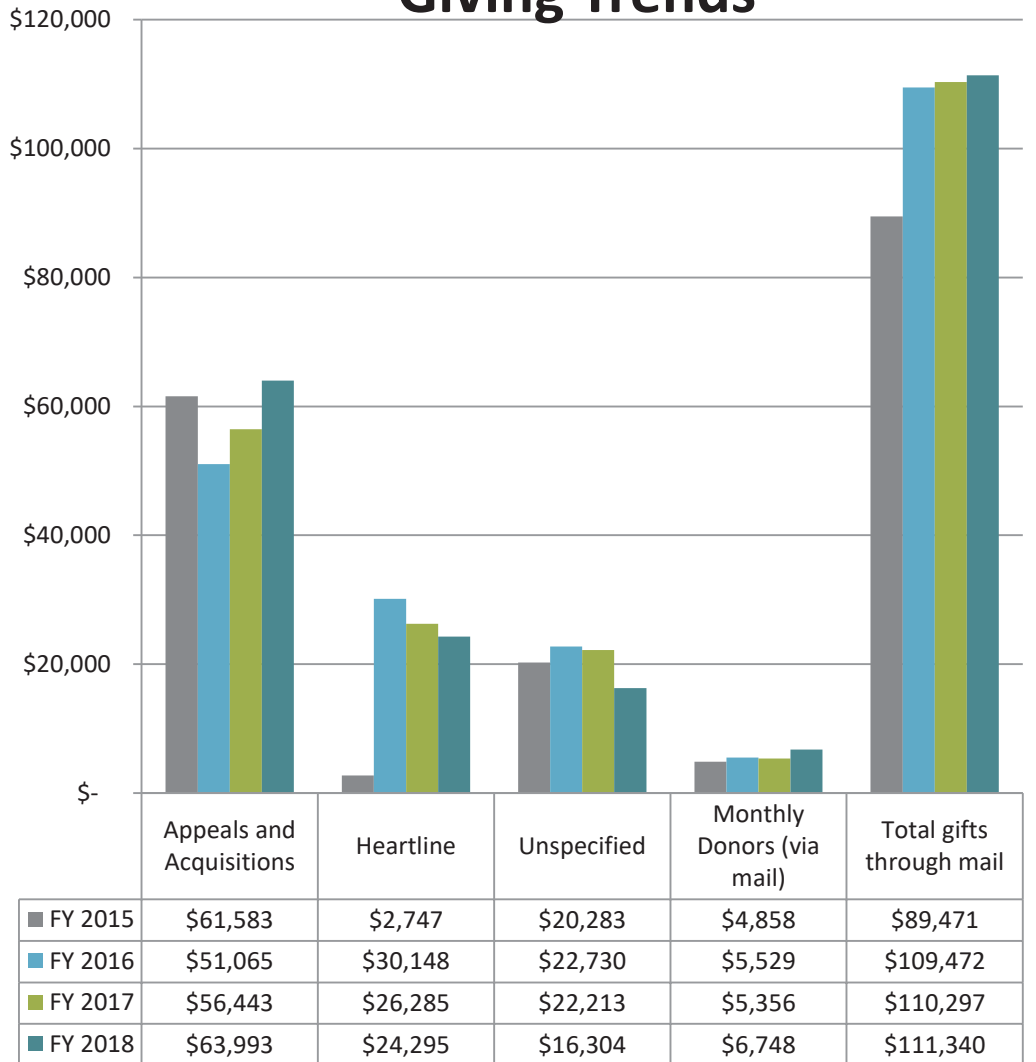
April 2018 Development Department Report



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

We are currently tracking slightly above goal in general donations.

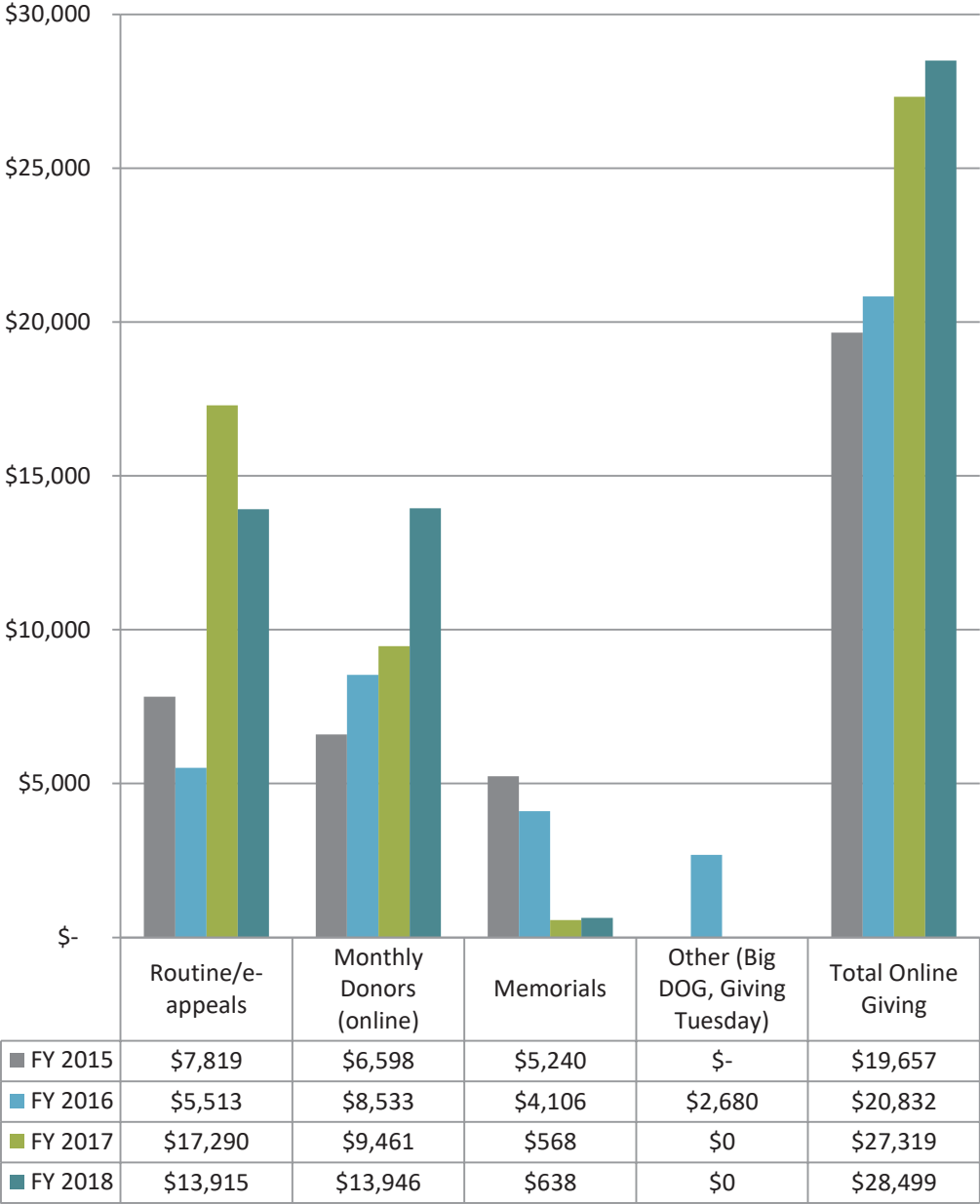
April "Direct Mail" Giving Trends



During the month of April, we had both the 'Spring Challenge Match' mailer and Heartline publication drop, and will continue to receive donations in response to both appeals throughout the month of May.

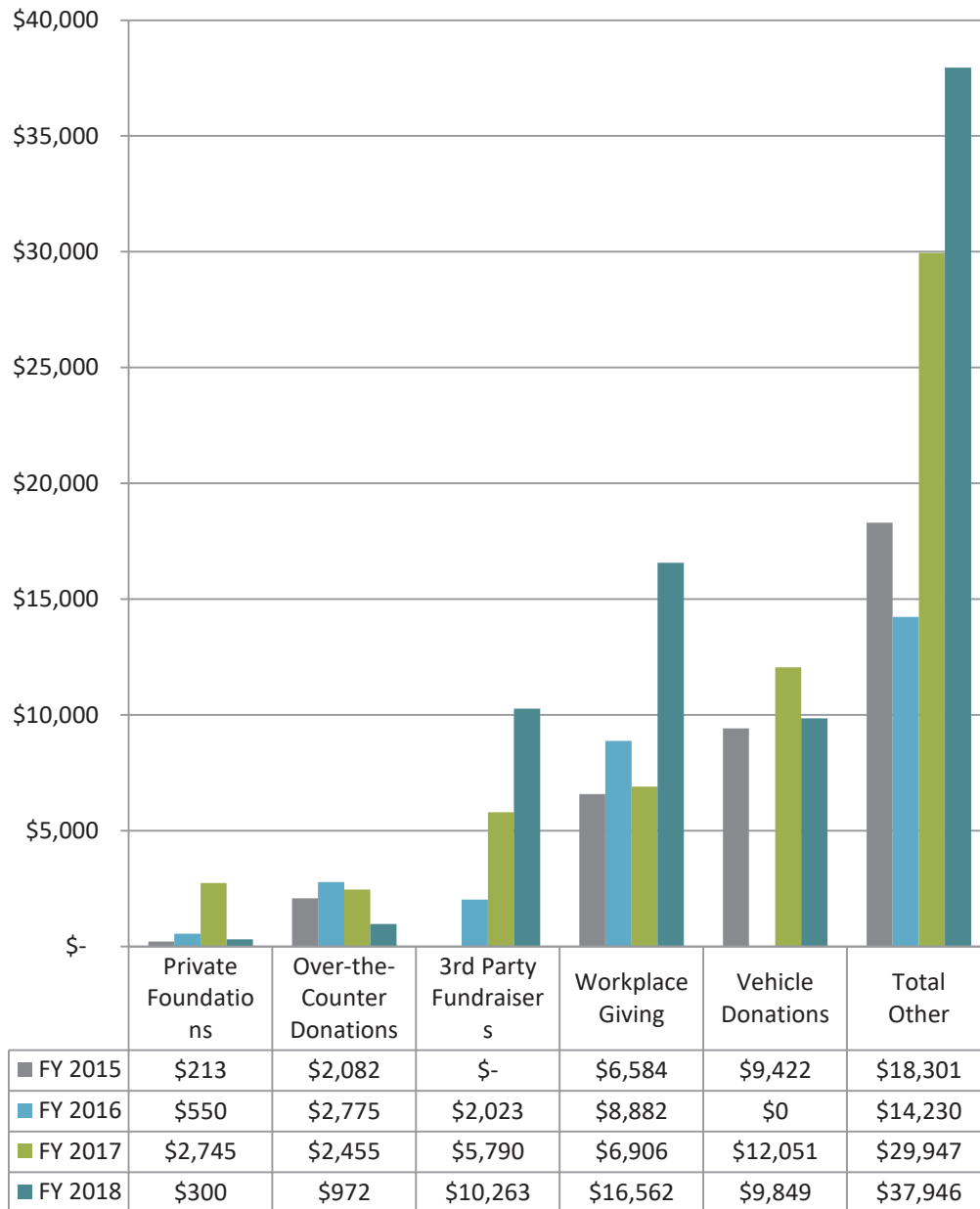
Our monthly donors are a consistent source of revenue for the organization.

April "Online" Giving Trends



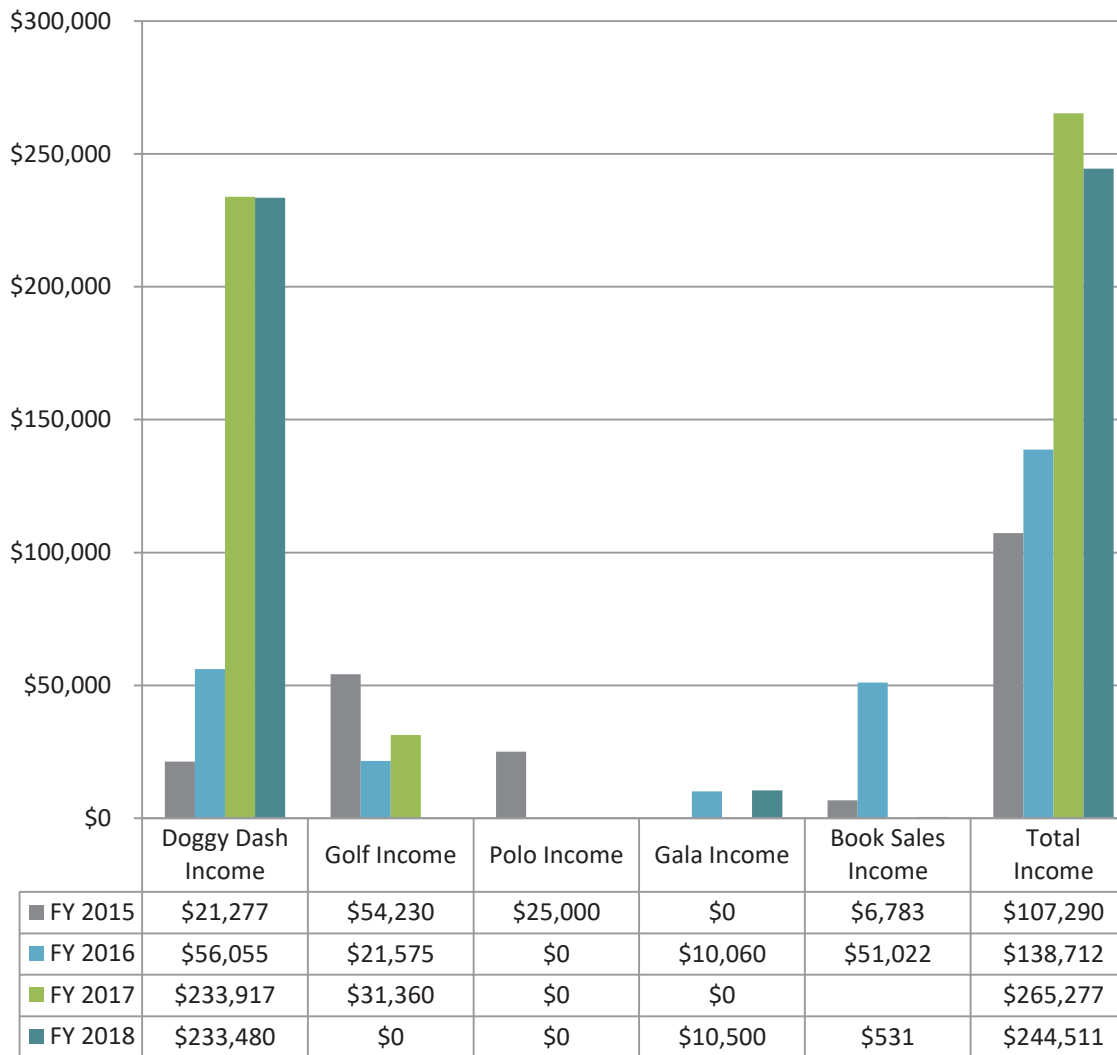
Online monthly donors (or Constant Companions) continue to grow – a great source of unrestricted funding for the organization.

April "Other" Revenue Trends



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

Special Events - Income Trends



(Numbers in chart are gross.)

*All totals listed for special events are year-to-date. All numbers are cash only; committed pledges not included.

The 2018 Doggy Dash goal is \$257,750 gross/\$171,475 net.

At time of report, current net is \$167,510, with funds still coming in.

May 8, 2018

Board Development

Constance Crawford, Mike Cleary, Tom Peno, Linda Starr

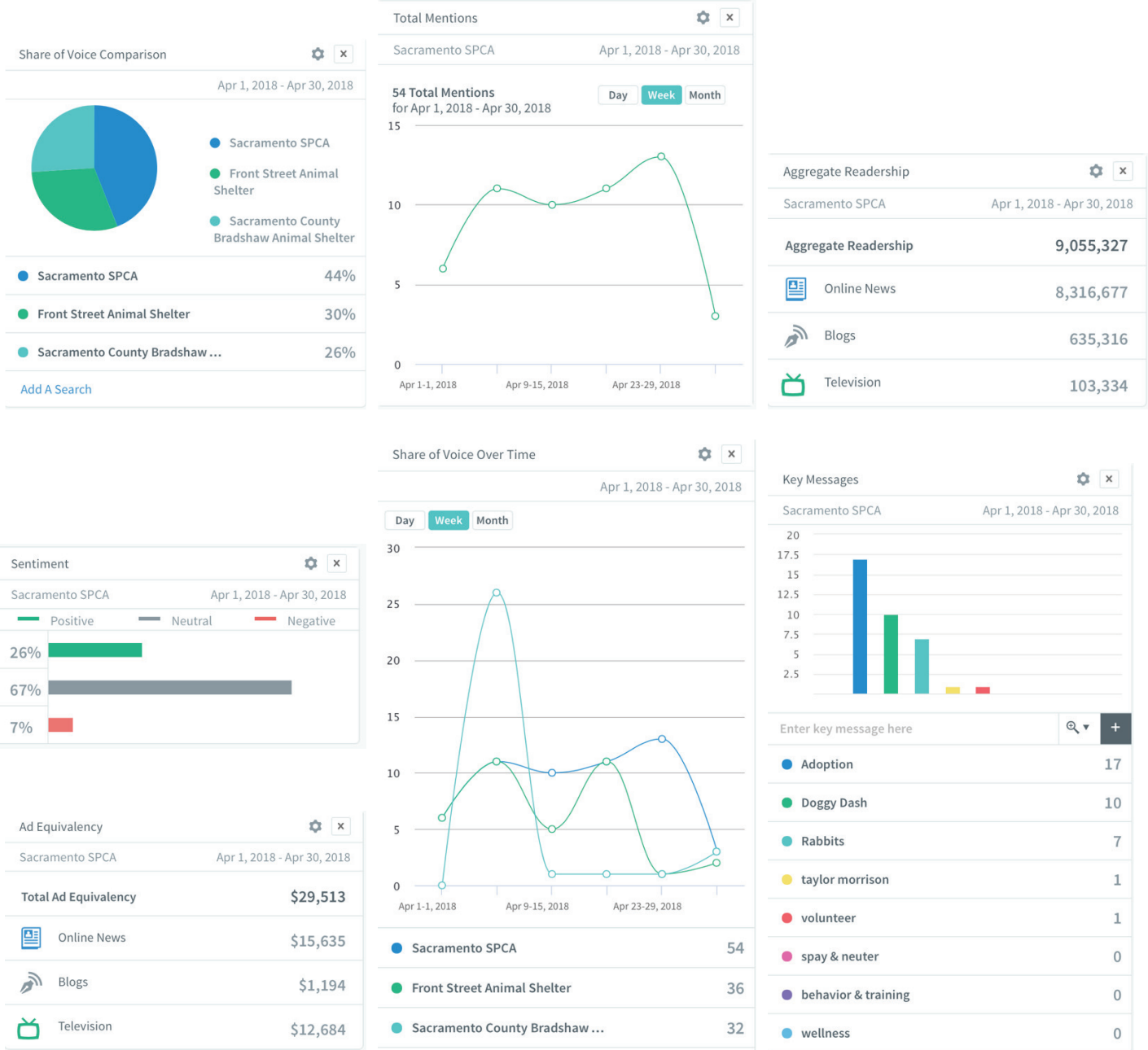
Agenda and notes:

- Review of current [board member tenure](#) (chart) and discussion of terms.
 - Will be sure to communicate clearly with prospective board members about terms perhaps being longer than 4 x2 years.
 - Board Development Chair to check in with board members before automatically renewing at annual meeting.
- Review Board Manual Table of Contents (Mike)
 - Circulate updated table of content to full board for edits

COMMUNICATIONS BOARD REPORT – APRIL 2018

MEDIA

Trendkite Reporting



Main stories that influenced media coverage in April 2018:

- Sacramento SPCA (Doggy Dash)
- Front Street (Homeless Man Reunited with His Dog)
- Bradshaw (Shelter is Full of Dogs – \$15 Adoptions to Make Space)

PUBLICATIONS

Spring/Summer Issue of Heartline – delivered.

Fall/Winter Issue of Heartline - scheduled to drop in October.

Sacramento Magazine – Doggy Dash

Billboards – Doggy Dash

eTales Newsletter

No eTales this month, focusing specifically on Doggy Dash, Big Day of Giving and the monthly gift appeal.

e-Blasts – 7 emails

- Bark in the Ballpark: (April 4)
- April e-appeal: Injured German Shepherd Puppies (April 13)
- BDoG: Schedule Your Gift (April 18)
- Doggy Dash: Fundraising (April 6), Individual Registration (April 13, 21 & 27)

The Scoop

Volunteer Feature: Alex Russell, New Staff: Pooman in Accounting, Pop-Up Vaccination Clinic Announcement, Sacramento A-List Voting, Big Day of Giving Save the Date & Schedule, 80's Prom Yappy Hour, New Staff: Jon in Maintenance, Empty the Shelters Adoption Event, Heartline Spring/Summer PDF, Volunteer Feature (Foster) – The Banana Family, Harry's Adoption Anniversary, Doggy Dash, anniversary & birthday announcements, upcoming events.

Website

Low-Cost Vaccinations, Sacramento A-List, Wellness Clinic, Camp Kindness, Big Day of Giving, Empty the Shelter Adoption Event, Vaccine Clinic, Doggy Dash.

SOCIAL MEDIA SUMMARY

FACEBOOK

- 81,583 likes
- Post reach – 263,910
- Video Views – 125,570
- Post engagement – 144,515

INSTAGRAM

- 18,700 followers

TWITTER

- 4,073 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	1									4
Total Attendance at Orientations	41	32	51	36									160
Total New Vol. Completed Training	25	8	20	17									70
Total Active Volunteers In Data Base	2640	2558	2550	2566									/
Number of Vol. Worked This Month	274	280	273	294									/
Possible Average Hours (# of volunteers x 8 hrs.)	2192	2240	2184	2352									8968
Actual Direct Service Vol. Hours	3521	3364	3561	4025									14471
Percentage Achieved	161%	150%	163%	171%	#DIV/0!	133%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		
Value of Wages Saved (@ \$17.55) **	\$61,794	\$59,038	\$62,496	\$70,639	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$253,966
Number of Mobile Van Events	2	2	7	13									24
Number of Street Team Events	0	0	1	0									1
Number of Information Tables	0	0	1	1									2
													27
<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)