

Sacramento SCPA Board of Directors

AGENDA

July 18, 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
 - Introduction of guests from 3fold Communications
 - Voice of Volunteers proposed committee
 - July 8th New Volunteer Orientation
 - Anonymous letter to Board dated 6/28/18
 - Euthanasia policy change/"Winston" incident
4. 6:50 CEO Report – Altime
 - Compassion Fatigue training
 - RFP Feasibility Study
 - Animal Transfers (PetSmart Van Design, PetSmart Grant, City Transfers)
5. 7:05 Committee Reports
 - Finance - Healy
 - Shelter - Morgan
 - Fund Development - Altavilla
 - Board Development – Crawford
 - Marketing – Cleary
6. 7:20 Old Business
7. 7:25 New Business – Janette Cruz
8. 7:30 Adjournment

Next meeting date August 15, 2018

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

7/19 – Yappy Hour | Fort Rock Brewing | 6 - 8 pm
7/25 – Wet Nose Wednesday | Raley Field | 7 pm
8/9 – Splashy Hour | Animal Den | 7 - 9:30 pm
8/17 – ChipotDay
8/22 – Wet Nose Wednesday | Raley Field | 7 pm
8/29 - Wet Nose Wednesday | Raley Field | 7 pm
9/13 – Major Donor Event | Adoption Center | TBD
9/20 - Yappy Hour | Oak Park Brew | 6 - 8 pm
10/18 - Yappy Hour | Howl-o-ween | Fountainhead | 6 - 8 pm
10/27 – Hound Dog Hop Gala | Shelter | TBD
11/7 – Yappy Hour | Paws Giving @ New Helvetia Brewing Co. | 6 - 8 pm
11/11 – Veterans Day Adoption Event
11/27 – Giving Tuesday
12/8 – Pup Crawl
12/TBD – Taylor Morrison Adoption Event
10, 11 or 12/TBD – Subaru Adoption Event

MINUTES OF THE MEETING OF THE BOARD
OF DIRECTORS OF THE SACRAMENTO SPCA
JUNE 20, 2018

DIRECTORS

PRESENT: MORGAN, GRAY, LELEVIER, CROOKS, CLEARY, STARR, PENO,
ALTAVILLA, CHRISTIE

ABSENT: MUSALLAM, HEALY, CANDY, CRAWFORD

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

GUEST: STEVE OLDS, JANETTE CRUZ

1. CALL TO ORDER:
Gray, at 6:00 P.M.
2. APPROVAL OF MINUTES:
The May16, 2018 minutes were approved without exception.
3. PRESIDENT'S REPORT:
Gray deferred to Oei who introduced Steve Olds of Williams & Olds, who reviewed the 2017 audit draft.
Gray introduced Janette Cruz, who has interest in joining the Board of Directors.
Gray presented a Board resolution to Maryman in recognition of her excellent work on and success of the 2018 Doggy Dash.
Gray reported on the recent customer service training; good feedback.
Reported on the Leslie Peralta complaint and their subsequent meeting, which went well.
Introduced the history of the SSPCA Guild/Adoptable Goods presented by Starr; Peno elaborated.
Gray reported on meeting with the Koret group today; written report to follow next month.
4. CHIEF EXECUTIVE OFFICER'S REPORT:
Altine reported on the recent Compassion Fatigue sessions; continuing in July. The goal is to help staff members build resilience.
Altine reported on the Golden Guardian program. Controls are in place on the Development side; working on the Animal Care side.
5. COMMITTEES:
 - A. FINANCE:
Peno deferred to Oei, who reported highlights. Peno reported a history of our annual audits and commented on the good financial shape we are in.
 - B. SHELTER:
Morgan reported highlights. Copies of the proposed Wellness Clinic layout were circulated. Altine presented the RFP draft; discussion ensued.

- C. **MARKETING:**
Cleary reported highlights; presentation by 3fold at July meeting. Foster reported on staffing/position changes in the Communications department.
 - D. **BOARD DEVELOPMENT:**
Foster spoke of the development of a web-based secure site for Board members to communicate with each other and access documents, information, etc.
 - E. **FUND DEVELOPMENT:**
Altavilla and Haney presented strategic goals.
Spoke of “Lunch and Learn” as a means to engage supporters.
7. **OLD BUSINESS:**
None
8. **NEW BUSINESS:**
Oei reported a meeting of the Audit Committee via phone on 6/19 from 11-11:45am; present were Oei, Olds, Musallam, Starr and Guthrie.
Oei also noted a new resolution naming officers authorized to sign.
Cleary suggested the purchase of equipment that is better able to mow the “back 40”. Altine to research.
9. **ADJOURNMENT:**
Gray declared the meeting adjourned at 7:37 P.M.

Respectfully submitted,

Linda Sallé

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	-	175,561	Various	
Patricia A. Hagen estate	12/2015	14,717	10,990	04/2018	Expected in 2018
Margaret Adams estate	12/2016	-	123,500	Various	
Madeleine P. Moseley estate	10/2017	126	5,811		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	
Sandra D. Roland estate	05/2018	-	5,700	05/2018	
Dolores Wilcox estate	05/2018	-	3,047	05/2018	
Thomas R. Labrie estate	7/2018	-	50,000	07/2018	
		<u>260,426</u>	<u>1,411,503</u>		
	Proof	-	OK	OK	OK

Number of irrevocable estates that we expect to record in the future in addition to above: 28

Reconciliation of 'Receivable' to June 2018 Balance Sheet:

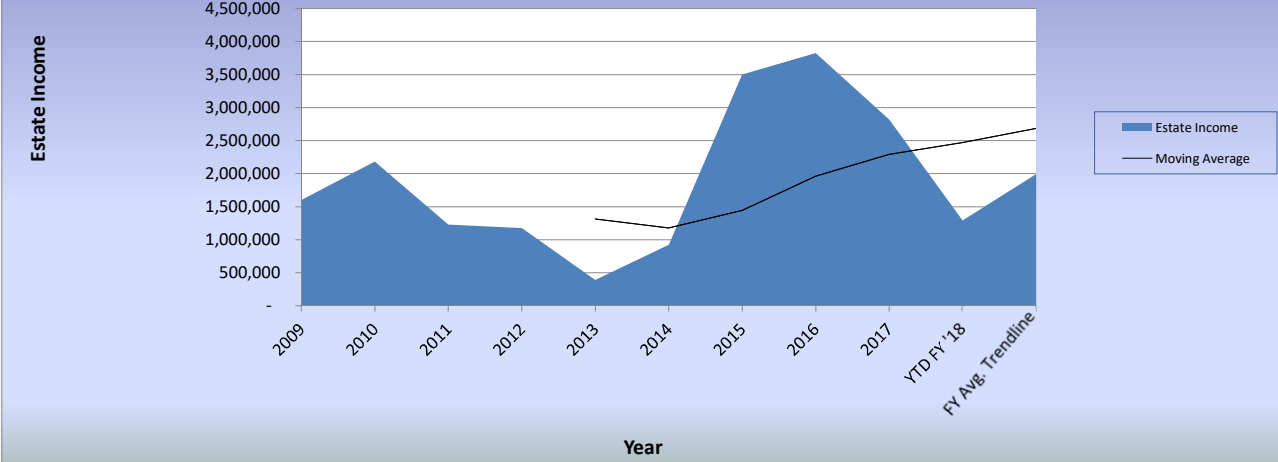
'Balance Receivable' total	260,426
<u>Add -- Receivables Paid in July 2018:</u>	
	-
<u>Less -- July 2018 Receivables Outstanding:</u>	
	-
June 2018 Estates Receivable	260,427
Proof	(0) (rounding diff.)

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

'Amount Paid' total		1,411,503
<u>Add -- 2018 Receivables Outstanding through June 2018:</u>		
	_____	-
<u>Less -- Prior Year Receivables Paid or 'Income Recorded after June 2018':</u>		
Patricia A. Hagen estate	10,990	
Margaret Adams estate	100,000	
Madeleine P. Moseley estate	5,811	
	_____	116,801
<u>Add -- Write-offs of 2018 Receivables through June 2018:</u>		
	_____	-
YTD June 2018 Estate Income		1,294,703

	Proof	(0) (rounding diff.)

10 Years of Estate Income (with FY Average Trendline)



Sacramento SPCA
Balance Sheet
As of June 30, 2018

	<u>Jun 30, 18</u>
ASSETS	
Current Assets	
Checking/Savings	
0990 · Paypal Account	3,124
0994 · North. CA Natl. Bank--CD(s)/MMA	240,184
0997 · First Fdtn. Bank--CD(s)/MMA	406,496
1011 · Wells Fargo-General Checking	3,859,239
1014 · Wells Fargo-Cafeteria Plan Acct	9,396
1023 · 'Adopt. Goods' SAFE Money Mkt	74,583
1024 · 'Adopt. Goods' SAFE CU Cking	4,757
1026 · 'Adopt. Goods' SAFE Savings	501
1040 · Petty cash	1,980
Total Checking/Savings	<u>4,600,260</u>
Accounts Receivable	
1110 · Accounts receivable	166,636
1120 · Estates Receivable	260,427
1215 · Doubtful pledges allowance	(12,215)
1225 · Discounts - long-term pledges	(23,435)
Total Accounts Receivable	<u>391,413</u>
Other Current Assets	
1375 · COBRA Receivable	31
1377 · Other Receivables	45,618
1390 · Prepaid expenses	48,673
1500 · MS Short-Term - Investments	894,466
1502 · MS Short-Term Invests. - Cash	950,058
1507 · MS Medium Tranche - Investments	183,039
1509 · MS Medium Tranche - Cash	94,410
1517 · MS Fixed Income - Investments	587,240
1519 · MS Fixed Income Invest - Cash	505,098
1525 · MS Socially Responsible Invests	2,217,635
1527 · MS Socially Resp. Invest. Cash	147,906
Total Other Current Assets	<u>5,674,174</u>
Total Current Assets	<u>10,665,847</u>

Sacramento SPCA
Balance Sheet
As of June 30, 2018

	<u>Jun 30, 18</u>
Fixed Assets	
1610 · Land - operating	1,285,339
1620 · Buildings & Improvs.- operating	10,238,097
1625 · Accum depr - building	(5,172,480)
1640 · Furniture & fixtures	80,848
1645 · Accum deprec- furn & fixtures	(58,936)
1650 · Vehicles	177,638
1655 · Accum deprec - vehicles	(152,206)
1660 · Equipment	593,004
1665 · Accum deprec- equipment	(524,262)
1670 · Software & Systems Dev Costs	76,050
1675 · Accum depr - software & sys dev	(62,093)
1690 · Construction in progress	12,368
Total Fixed Assets	<u>6,493,367</u>
Other Assets	
1360 · Deposits	5,313
1380 · Inventories for sale	29,735
1570 · Bene. Interest in Assets at SRF	10,902
Total Other Assets	<u>45,950</u>
TOTAL ASSETS	<u><u>17,205,164</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts payable	111,900
Total Accounts Payable	<u>111,900</u>
Other Current Liabilities	
2105 · 403B Payable	8,136
2107 · Health Savings Account Payable	795
2115 · Sick Bank	15,005
2120 · Accrued Vacation	177,869
2150 · Accrued expenses - other	47,849
Total Other Current Liabilities	<u>249,654</u>

Sacramento SPCA
Balance Sheet
As of June 30, 2018

	Jun 30, 18
Total Current Liabilities	361,554
Total Liabilities	361,554
Equity	
3000 · Unrestricted net assets	(6,192,802)
3001 · Opening Bal Equity	11,548,994
3010 · Unrestrict (retained earnings)	4,443,434
3020 · Board-designated net assets	5,791,994
3100 · Temporarily restrict net asset	390,807
3200 · Permanently restrict net assets	10,000
Net Income	851,183
Total Equity	16,843,610
TOTAL LIABILITIES & EQUITY	17,205,164

Sacramento SPCA Profit & Loss Budget Performance June 2018

	Jun 18	Budget	\$ Over Budget	Jan - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4100 · General Donations	230,422	217,178	13,244	1,023,794	1,127,500	(103,706)	2,660,367
4200 · Grants & Foundations	35,000	7,542	27,458	87,626	57,188	30,438	175,500
4300 · Estate Income	114,254	88,000	26,254	1,294,703	144,296	1,150,407	1,600,000
5000 · Program Income							
5009 · City of Citrus Heights Income	11,766	8,583	3,183	60,547	51,500	9,047	103,000
5011 · City of Folsom Income	5,408	5,500	(92)	48,864	33,000	15,864	66,000
5016 · City of Rancho Cordova Income	24,353	23,756	597	146,263	142,534	3,729	285,068
5200 · Vet Clinic Income	125,273	115,095	10,178	680,602	675,432	5,170	1,378,000
5300 · Surrenders Income	18,729	23,323	(4,594)	116,545	136,633	(20,088)	268,000
5800 · Comm. Svcs. Income							
5803 · Adoptions Income	12,206	12,169	37	70,243	77,782	(7,539)	155,000
5809 · Humane Education Income	35	522	(487)	37,418	66,156	(28,738)	69,620
5812 · Behavior Income	5,189	5,085	104	26,687	37,163	(10,476)	64,560
5813 · Retail Store Income (Net Total)							
5815 · Retail Store Income	4,922	1,253	3,669	28,561	13,111	15,450	21,000
5817 · Cost of Goods Sold	(3,410)	(600)	(2,810)	(19,676)	(11,001)	(8,675)	(18,000)
Total 5813 · Retail Store Income (Net Total)	1,512	653	859	8,885	2,110	6,775	3,000
Total 5800 · Comm. Svcs. Income	18,942	18,429	513	143,233	183,211	(39,978)	292,180
Total 5000 · Program Income	204,471	194,686	9,785	1,196,054	1,222,310	(26,256)	2,392,248
5400 · Special Event - Net Inc./(Exp)							
5402 · Special Events Income	56,587	24,407	32,180	331,339	426,107	(94,768)	595,500
5415 · Special Events - In-Kind Income	13,293	12,750	543	26,585	25,500	1,085	51,000
5422 · Spec. Events-Rental Expense	(260)	(1,321)	1,061	(24,355)	(17,162)	(7,193)	(57,315)
5424 · Spec. Events-Event Suppl. Exp.	(4)	2,297	(2,301)	(30,722)	(29,477)	(1,245)	(36,240)
5426 · Spec. Events-Food & Bevg. Exp.	(42)	(1,738)	1,696	(318)	(1,817)	1,499	(1,850)
5428 · Spec. Events-Design Exp.	(297)	(354)	57	(9,287)	(10,764)	1,477	(18,100)
5430 · Spec. Events-Printing Exp.	0	0	0	(10,478)	(9,195)	(1,283)	(14,500)
5432 · Spec. Events-Postage Exp.	0	0	0	(1,649)	(4,757)	3,108	(5,850)
5434 · Spec. Events-Entertainment Exp.	0	(185)	185	0	(594)	594	(1,000)
5436 · Spec. Events-Audio Visual Exp.	0	0	0	(4,891)	(3,739)	(1,152)	(21,000)

Sacramento SPCA
Profit & Loss Budget Performance
June 2018

	Jun 18	Budget	\$ Over Budget	Jan - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
5438 · Spec. Events-Lic. & Bus. Fees	(155)	(4,193)	4,038	(7,686)	(16,670)	8,984	(21,920)
5450 · Spec. Events- In-Kind Expenses	(13,293)	(12,750)	(543)	(26,585)	(25,500)	(1,085)	(51,000)
Total 5400 · Special Event - Net Inc./(Exp)	55,829	18,913	36,916	241,953	331,932	(89,979)	417,725
5460 · 'Adoptable Goods' income	31,854	25,000	6,854	179,591	164,000	15,591	339,000
5463 · In-Kind materials/facilities	19,801	18,945	856	39,602	37,891	1,711	75,781
5466 · In-Kind professional services	8,726	6,550	2,176	17,452	13,100	4,352	26,200
5700 · Interest/Dividend Income	10,564	3,566	6,998	35,698	14,266	21,432	30,000
5720 · Capital gains/(losses)	0	0	0	(468)	1,800	(2,268)	3,300
5740 · Realized gain/(loss) on invests	49,100	5,498	43,602	95,353	16,304	79,049	60,500
5750 · Unrealized gain/(loss) on invest	(38,606)	20,000	(58,606)	4,490	40,000	(35,510)	80,000
5920 · Miscellaneous revenue	0	0	0	0	0	0	0
Total Income	721,415	605,878	115,537	4,215,848	3,170,587	1,045,261	7,860,621
Gross Profit	721,415	605,878	115,537	4,215,848	3,170,587	1,045,261	7,860,621
Expense							
6000 · Salaries & Personnel Expenses							
6010 · Executive Salaries	17,309	17,885	(576)	88,229	77,500	10,729	155,000
6020 · Salaries & Wages - Others	424,941	488,082	(63,141)	1,884,848	2,115,022	(230,174)	4,230,045
Total 6000 · Salaries & Personnel Expenses	442,250	505,967	(63,717)	1,973,077	2,192,522	(219,445)	4,385,045
6100 · Employee Benefits							
6110 · Retirement plan contributions	5,250	5,250	0	31,500	31,500	0	63,000
6120 · Medical Insurance Expense	22,582	12,656	9,926	137,901	154,529	(16,628)	292,561
6130 · Dental Insurance Expense	1,808	3,023	(1,215)	14,109	20,897	(6,788)	41,000
6140 · Vision Insurance Expense	799	1,380	(581)	4,457	4,773	(316)	8,500
6150 · Vacation Expense	4,378	1,250	3,128	6,784	2,500	4,284	5,000
6160 · Payroll taxes	32,641	37,383	(4,742)	146,029	161,994	(15,965)	323,988
6170 · State Unemployment Insurance	0	250	(250)	9,807	3,800	6,007	12,200
6180 · Worker's Compensation	13,949	2,687	11,262	54,743	70,874	(16,131)	150,700
6100 · Employee Benefits - Other	0	155	(155)	836	773	63	1,700
Total 6100 · Employee Benefits	81,407	64,034	17,373	406,166	451,640	(45,474)	898,649
6200 · Other Human Resources Costs							
6220 · Staff Training	300	2,115	(1,815)	1,786	14,067	(12,281)	24,649
6225 · Employee Relations	0	629	(629)	1,533	3,775	(2,242)	7,550

Sacramento SPCA
Profit & Loss Budget Performance
June 2018

	Jun 18	Budget	\$ Over Budget	Jan - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
6230 · Employment Advertising	0	25	(25)	0	150	(150)	300
6240 · Hiring Expense	169	275	(106)	3,566	1,650	1,916	3,300
6250 · Payroll Fees	1,810	849	961	9,043	5,764	3,279	12,955
Total 6200 · Other Human Resources Costs	2,279	3,893	(1,614)	15,928	25,406	(9,478)	48,754
7000 · Program-Specific Exps.							
7010 · Outside Vet Services	444	625	(181)	5,369	3,750	1,619	7,500
7020 · Medical Services	0	2,583	(2,583)	8,358	15,500	(7,142)	31,000
7030 · Animal Food	2,179	2,289	(110)	11,193	9,618	1,575	21,200
7040 · Medical Supplies	(1,419)	45,837	(47,256)	186,380	252,630	(66,250)	482,000
7050 · Kennel Supplies	5,468	13,343	(7,875)	39,066	39,282	(216)	70,500
7060 · Animal Removal	3,029	4,253	(1,224)	22,192	23,535	(1,343)	45,000
7070 · Retail Store Exp	(860)	0	(860)	0	258	(258)	0
Total 7000 · Program-Specific Exps.	8,841	68,930	(60,089)	272,558	344,573	(72,015)	657,200
8000 · Genl. Oper. Exps.							
8010 · Rent - storage/space	129	114	15	1,260	686	574	1,400
8020 · Furniture/equip purch-<thresh	886	267	619	2,804	1,600	1,204	3,200
8025 · Equipment leasing/ rental	2,527	1,691	836	7,225	8,272	(1,047)	18,600
8030 · Bldg. & Grounds Maintenance	9,885	9,553	332	68,803	35,556	33,247	93,500
8050 · Equip. & furn. repair	60	396	(336)	2,263	2,425	(162)	4,800
8100 · Utilities	15,662	16,856	(1,194)	92,583	76,699	15,884	183,000
8110 · Telephone	2,911	3,080	(169)	17,725	16,772	953	40,700
8200 · Office Supplies	2,376	2,296	80	10,943	11,888	(945)	27,300
8203 · Food & Beverage	2,486	950	1,536	12,645	11,181	1,464	16,850
8205 · Design	772	1,091	(319)	6,250	10,561	(4,311)	20,369
8210 · Printing	(2,980)	11,333	(14,313)	74,688	84,851	(10,163)	234,234
8220 · Postage	2	23	(21)	41,482	66,350	(24,868)	135,511
8230 · Advertising (agency)	1,690	11,403	(9,713)	7,087	57,178	(50,091)	138,100
8240 · Entertainment	47	25	22	172	150	22	300
8245 · Audio-Visual	0	17	(17)	49	100	(51)	200
8300 · Computer/Software Expenses	13,461	7,797	5,664	60,677	57,440	3,237	92,185
8410 · Gas & oil - autos	175	184	(9)	1,207	1,061	146	2,100
8420 · Auto Repair	363	438	(75)	2,494	2,625	(131)	5,250

Sacramento SPCA
Profit & Loss Budget Performance
June 2018

	Jun 18	Budget	\$ Over Budget	Jan - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
8430 · Mileage Reimb.	181	225	(44)	208	1,350	(1,142)	2,700
8440 · Travel	1,291	2,004	(713)	3,660	10,044	(6,384)	16,825
8500 · Subscriptions & Dues	948	54	894	9,759	8,162	1,597	10,485
8510 · Licenses & bus. fees	302	399	(97)	3,554	4,547	(993)	8,587
8520 · Taxes - Property	935	0	935	18,570	18,985	(415)	35,000
8575 · Insurance - non-employee	6,242	11,808	(5,566)	42,336	37,041	5,295	60,000
8600 · Legal fees	498	83	415	498	500	(2)	1,000
8610 · Audit fees	0	0	0	12,500	26,200	(13,700)	28,000
8620 · Outside services	0	1,662	(1,662)	29,908	18,662	11,246	40,850
8700 · Miscellaneous expenses	0	0	0	(54)	0	(54)	0
Total 8000 · Genl. Oper. Exps.	60,849	83,749	(22,900)	531,296	570,886	(39,590)	1,221,046
8860 · 'Adoptable Goods' Exp ('Other')	2,055	2,007	48	14,489	15,647	(1,158)	37,850
8863 · In-Kind Expense (offsets rev.)	28,527	25,495	3,032	57,054	50,991	6,063	101,981
8900 · Financial Fees/Exp.							
8910 · Investment manager fees	182	25	157	9,062	9,245	(183)	28,800
8920 · Bank fees & charges	725	43	682	2,707	2,269	438	6,000
8925 · Credit Card Fees	3,194	4,004	(810)	15,906	21,400	(5,494)	46,010
8940 · Doubtful Pledges expense	0	333	(333)	0	2,000	(2,000)	4,000
Total 8900 · Financial Fees/Exp.	4,101	4,405	(304)	27,675	34,914	(7,239)	84,810
9000 · Depreciation & amortization exp							
9010 · Deprec & amort - allowable	35,462	33,957	1,505	198,843	206,205	(7,362)	420,537
Total 9000 · Depreciation & amortization exp	35,462	33,957	1,505	198,843	206,205	(7,362)	420,537
Total Expense	665,771	792,437	(126,666)	3,497,086	3,892,784	(395,698)	7,855,872
Net Ordinary Income	55,644	(186,559)	242,203	718,762	(722,197)	1,440,959	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	55,644	(186,559)	242,203	851,183	(722,197)	1,573,380	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	406,496	Money Market account	0.60%	N	3/31/2016	6/30/2018	1	406,496	Yvonne LeMaitre estate funds acct.
0994-Northern California National Bank	240,000	240,184	Money Market account	0.90%	N	5/1/2018	6/30/2018	1	240,184	
1500-MS Short-Term Investments	302,770	302,460	Pioneer Multi Asset Ultra ShortInc. A (MAFRX) Mut. Fund	2.01%	N	12/20/2017	6/30/2018	192	302,460	
1500-MS Short-Term Investments	595,500	592,006	iShares Short Maturity Bond (NEAR)	1.75%	N	12/20/2017	6/30/2018	192	592,006	
1517-MS Fixed Income Investments	408,000	405,756	Certificate of Deposit Portfolio at Morgan Stanley	1.88%	N	12/19/2017	6/30/2018	193	405,756	
1517-MS Fixed Income Investments	181,672	181,484	Pioneer Multi Asset Ultra ShortInc. A (MAFRX) Mut. Fund	2.01%	N	12/19/2017	6/30/2018	193	181,484	
	<u>2,130,651</u>	<u>2,128,385</u>		<u>1.52%</u>	<Weighted-Average Rate		<u>Weighted-Average Maturity (Days)></u>	<u>134.66</u>	<u>646,680</u>	
		Balance Sheet Balance for Acct. #0997	406,496							
		Balance Sheet Balance for Acct. #0994	240,184							
		Balance Sheet Balance for Acct. #1500 (less fair-market value of non-fixed income donated assets)	894,466							
		Balance Sheet Balance for Acct. #1517 (less fair-market value of non-fixed income donated assets)	587,240							
		Fixed Income Portion	(2,128,385)							
		Difference	-							Rounding
SSPCA THRIFT STORE FIXED-INCOME INVESTMENTS										
1023-Thrift Store SAFE Money Market	58,400	74,583	SAFE C.U. Money Market account	0.25%	N	1/21/2010	6/30/2018	1	78,005	
	<u>58,400</u>	<u>74,583</u>		<u>0.25%</u>			<u>Weighted-Average Maturity (Days)></u>	<u>1</u>	<u>78,005</u>	
		Bal. Sheet Bal. for Acct. #1023	74,583							
		Fixed Income Portion	(74,583)							
		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.

Sacramento SPCA Shelter Committee Meeting

July 11, 2018

Members Present: Candy, Guthrie, Aronow, Larson, Gray, Braun, Altine, and Morgan

5:30pm, meeting called to order.

Review of animal statistics:

“Live intake” numbers are up for both dogs and cats. We are 91 more live intakes this month than a year ago in June, 2017. Total amount of intakes is 2905 this year, as compared a year ago at this time was 2395.

Our “adopted animals out” is low, 354, as compared to 377 a year ago at this time.

Our euthanasias are up, as compared a year ago, this month 106, as compared to 63 a year ago.

Our live release rate is down, 76.96%, however for the year, we are still above 80% at 80.78%. This number may be low due to having a staff short handed, and way to many animals coming in.

Our clinics are doing exceptionally well. We are booked out 3 weeks ahead. One veterinarian has a full schedule which is 17 appointments, with 3 appointments left open for patients that need to be seen earlier.

Our spays and neuters are up by 162 for the year so far. Our vaccines are up by 1822 so far this year and your Wellness clinics are doing very well, 15 more this month than last month. Our mobile clinic has gone out to three different locations, and we are still trying to figure out which locations well be best for the public and the pets. The plan is to go to four different places a month, the same place same day each week, and same week of the month.

We are now transferring every Tuesday animals from the City Shelter, that are adoptable. Last Tuesday, we took six animals. We will be doing this every Tuesday.

A discussion was had on Behavior Euthanasia. This discussion was about what is the definition of a behavioral euthanasia.

Koret came out for a visit on June 26, and a week later told us they would like to work with us and that it would cost between \$15-20,000 to do what they call “Capacity4Care”. We budgeted \$50,000 for Koret, for helping us out on our facility design. This will most likely take us up to the end of the year for their input of designing a facility.

PetSmart donated us \$50,000 for a new van, which will be picked up this Friday, 7/13. Also PetSmart gave us a \$50,000 grant for the improvement of the kennels.

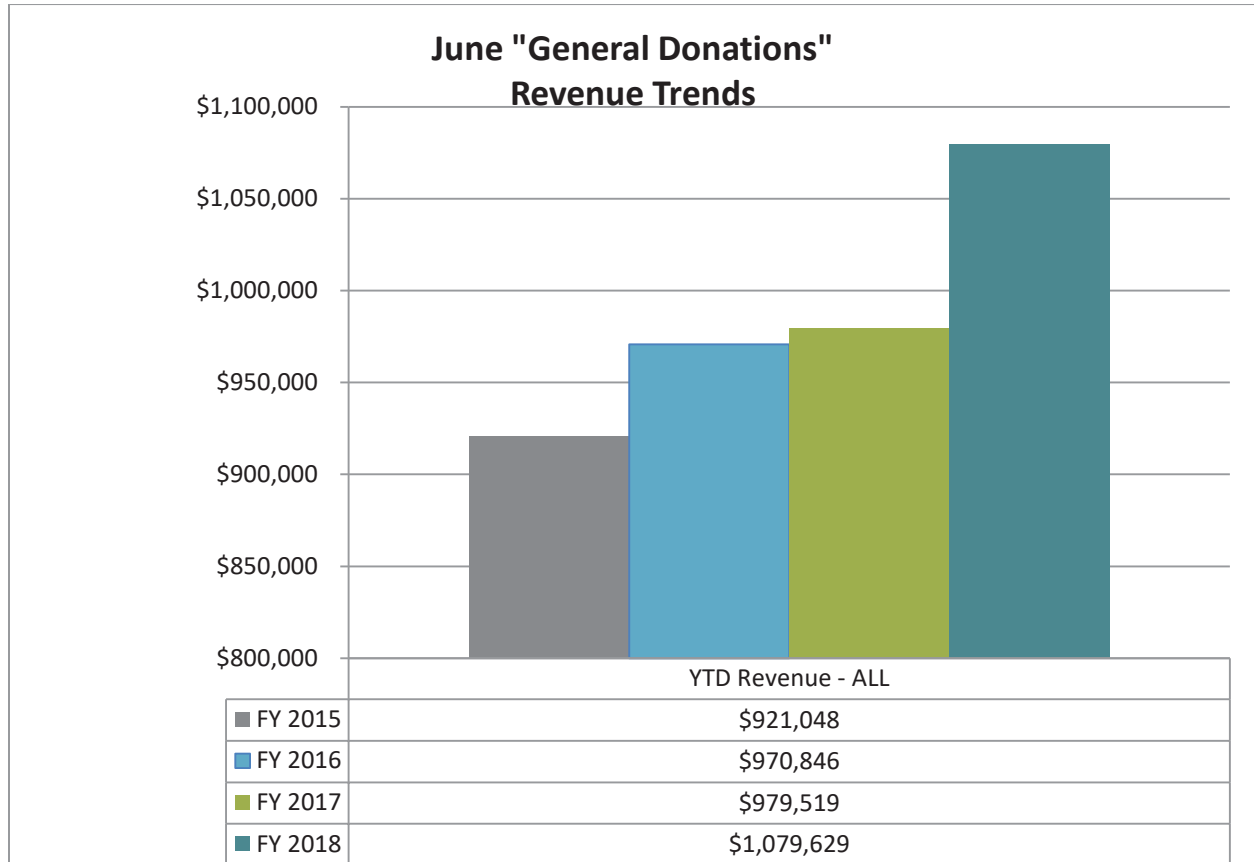
We have contacted six companies to do a feasibility study. This is to determine if we are able to raise \$8-12M for a new hospital. These companies only let us know if it is possible to raise this money. We should hear back from them by August 6.

Meeting adjourned at 6:30pm

Respectively,

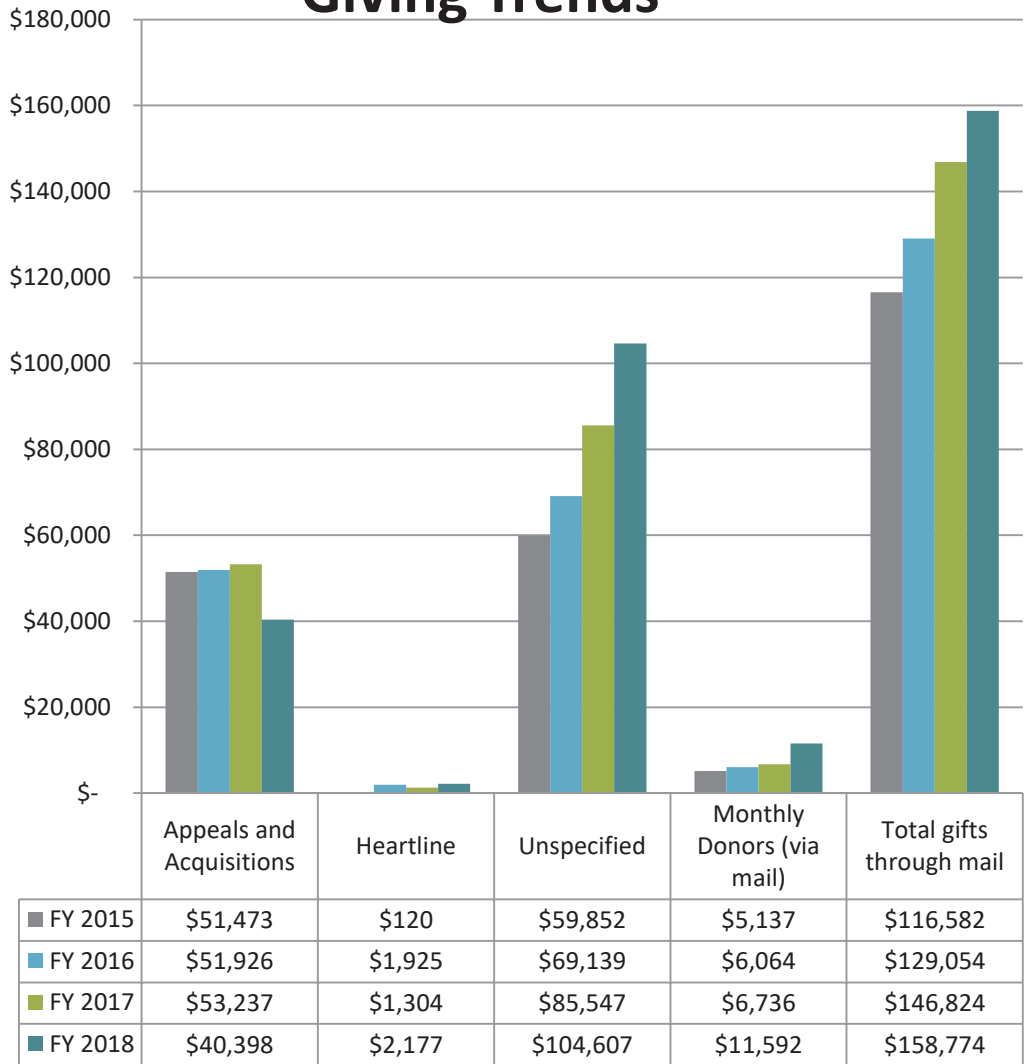
Zack R Morgan

June 2018 Development Department Report



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

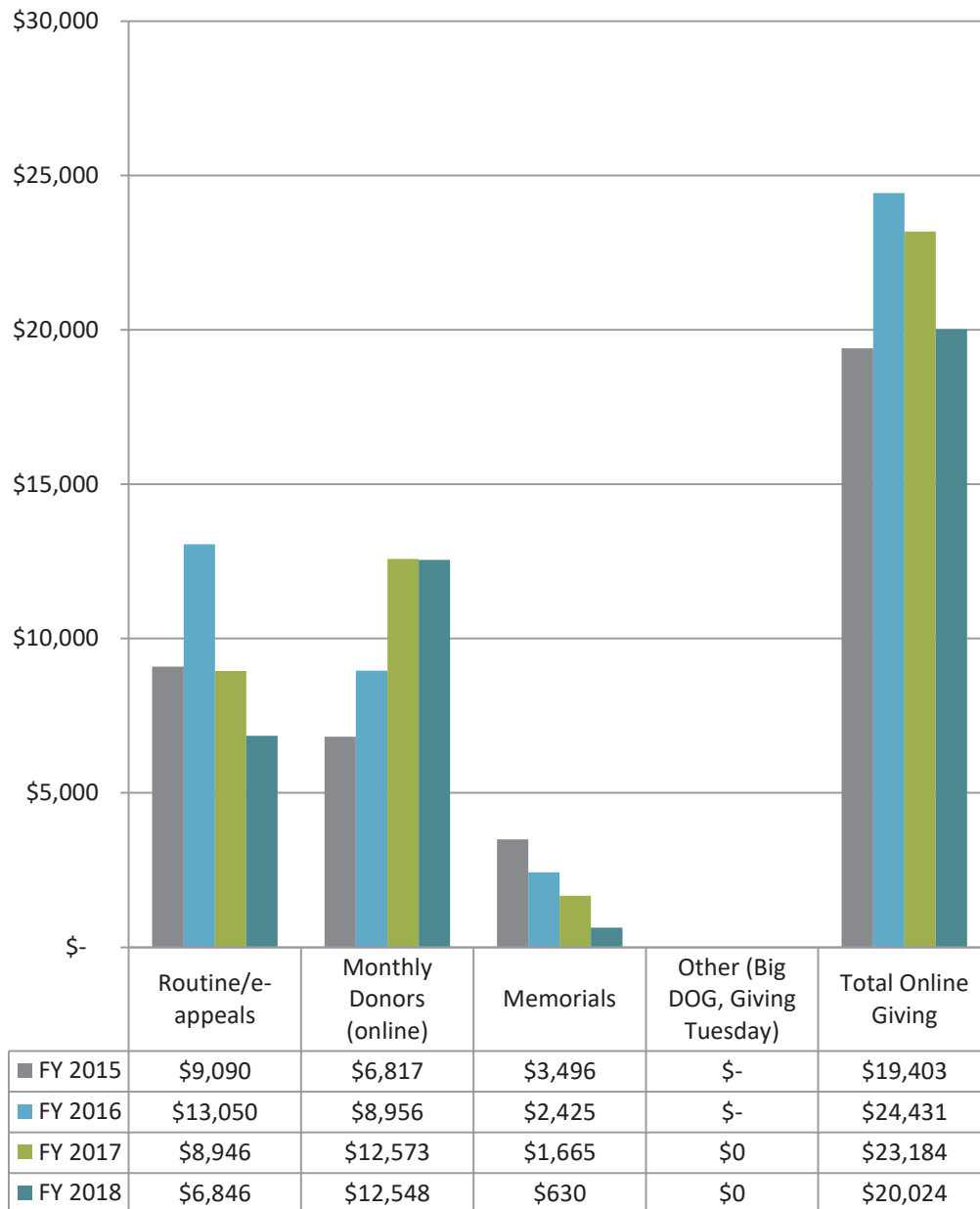
June "Direct Mail" Giving Trends



During the month of June, we saw continued response to the 'Give Them a Hand' mailer which dropped the last week of May, as well as had a new mailing drop the last week of June, 'We Love You', which we will continue to see response to throughout July.

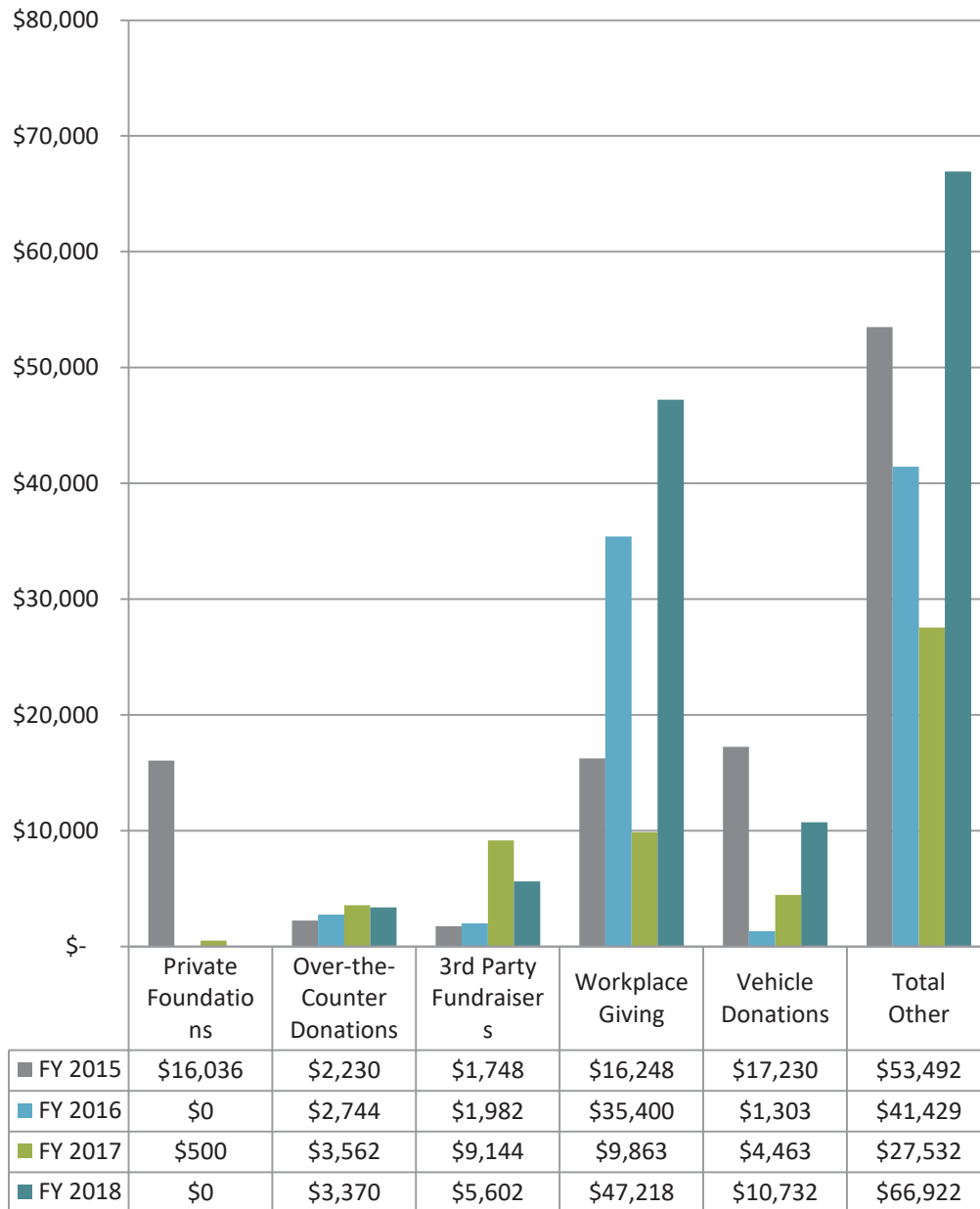
**We received the Big Day of Giving funds from Sac Region Foundation which is included in the 'unspecified' gifts number.*

June "Online" Giving Trends



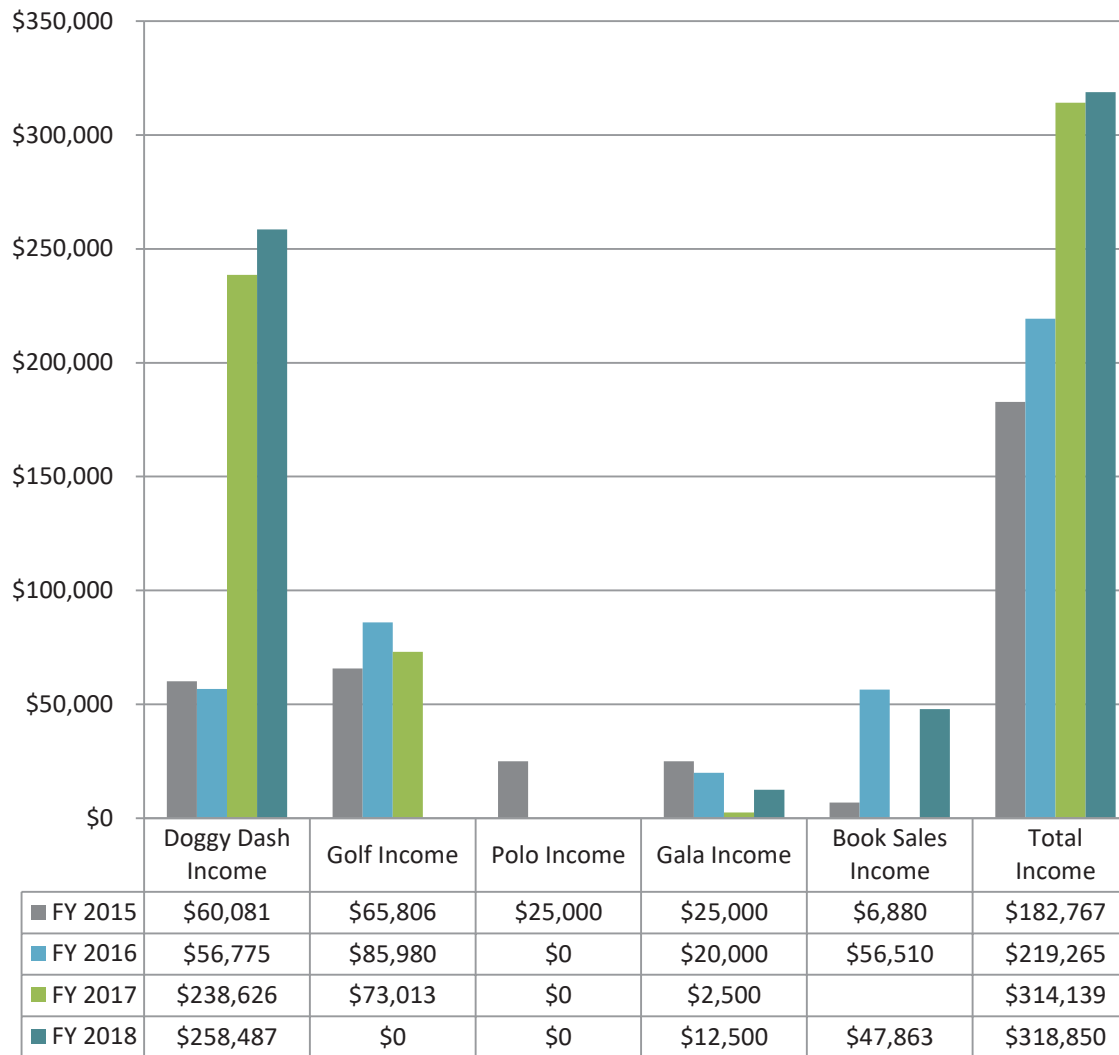
June included the 'Kitten Shower' e-appeal, which traditionally is a high performer (raised \$3,828 this year). The ask also requested product donations via Amazon WishList, so donors are given two options for giving.

June "Other" Revenue Trends



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

Special Events - Income Trends



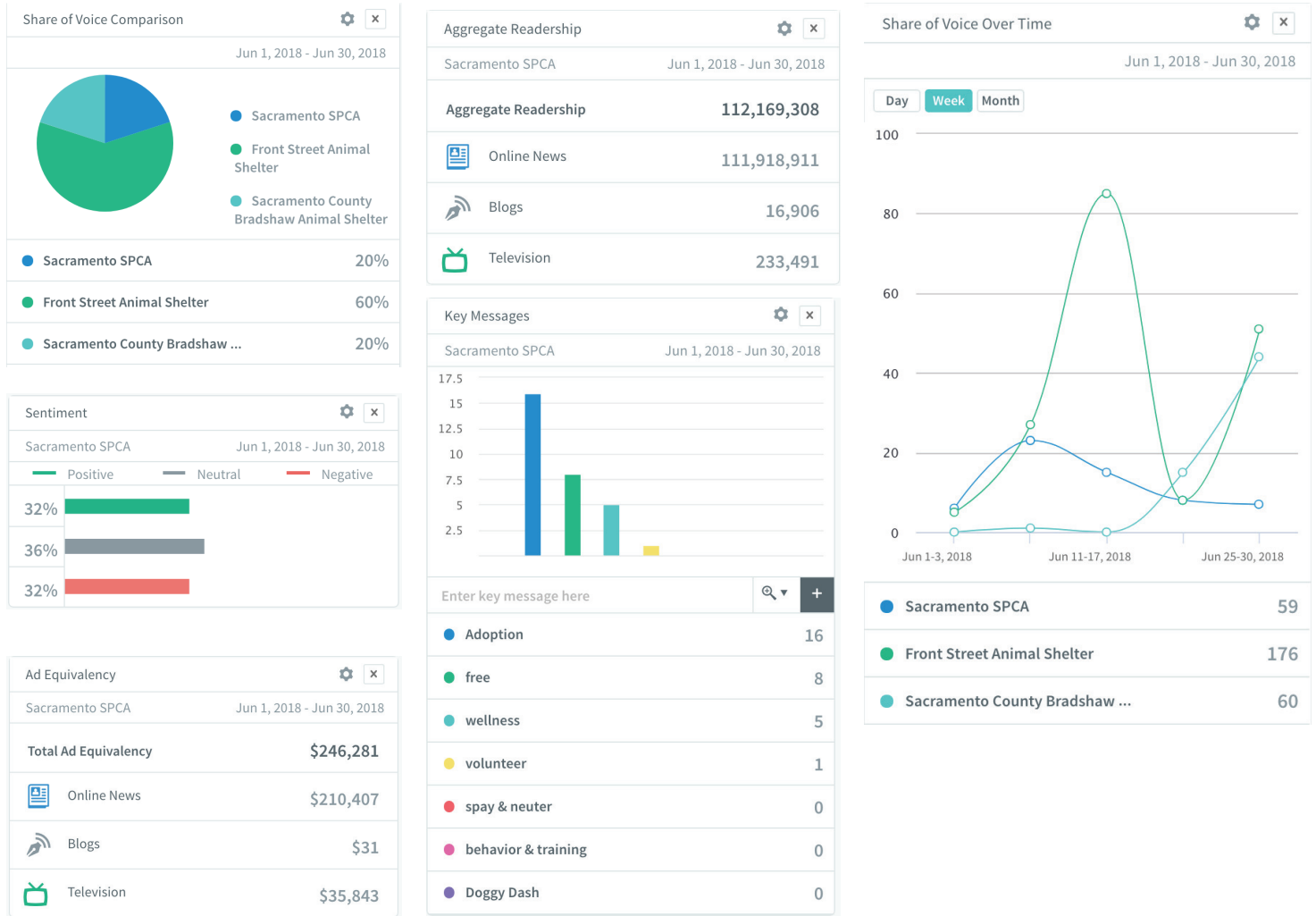
(Numbers are gross.)

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

COMMUNICATIONS BOARD REPORT – JUNE 2018

MEDIA

Trendkite Reporting



Main stories that influenced media coverage in June 2018:

- Sacramento SPCA (Kitten Food Needed at Shelter, SPCA helps other local shelters with transfers, Dutch Bros Fundraiser, dogs on leash in response to dentist fatally injuring loose dog)
- Front Street (Shelter overflowing, free adoptions, Marijuana farm guard dogs seized)
- Bradshaw (Shelter overflowing with dogs, free adoptions)

PRINTED PUBLICATIONS

Fall/Winter Issue of Heartline - Youth Education, Wellness, Mark Drobny (Drobny Law Offices) feature, Fall Gala, other upcoming events - (big focus on community partnerships)

ONLINE PUBLICATIONS

eTales Newsletter

An Exciting Month for the Animals: Big Day of Giving, Empty the Shelters (51 animals adopted), Amy was Adopted!!, reduced adoptions (\$10 for adult animals), Doggy Dash, Spring Book Sale, Wet Nose Wednesdays, Behavior Seminars, Fall Gala Save the Date, Yappy Hour, Shelter Closing (for staff training & shelter maintenance).

e-Blasts - 2 emails

- Kitten Shower e-Appeal: (June 7) - We raised a record \$3,828 in monetary donations. This is an 80% fundraising increase over last years total of \$2,128
- eTales: (June 20) - Big summer fun, promoting pet safety and upcoming SPCA events

The Scoop

New staff members, Yappy Hour at Der Biergarten, Rivercats Foundation Recognition, Camp Kindness Photos, Splashy Hour, current employment opportunities, \$5 adult cat adoption promotion, Mobile Wellness, book sale results, new partnership with the Dodo to promote adoptable animals, adoption sponsorship opportunities, recognizing Kristi Maryman for Doggy Dash success (Board Resolution), pet wellness program for staff members, Volunteer Feature: Joel, and helping animal care with walking dogs.

Website

Kitten Shower, Spring Book Sale, Wellness Clinic, Community Events, Wet Nose Wednesdays, Behavior Seminars, Vehicle Donations.

SOCIAL MEDIA SUMMARY

FACEBOOK

- 82,027 likes
- Post reach - 240,770
- Video Views - 118,787
- Post engagement - 117,486

INSTAGRAM

- 19,300 followers

TWITTER

- 4,306 followers

COMMUNITY OUTREACH

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Mobile Adoption Events	1	0	5	10	7	9							32
Information Tables	0	0	1	2	2	2							7
Love on Loan Visits	10	10	13	12	12	10							67
Street Team Events	0	0	1	0	0	1							2
Yappy Hours Involving Animals	1	2	0	1	1	0							5
Total	12	12	20	25	22	22							113

DIRECT SERVICE VOLUNTEER REPORT 2018

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Total
Number of Volunteer Orientations	1	1	1	1	1	1							6
Total Attendance at Orientations	41	32	51	36	41	27							228
Total New Vol. Completed Training	25	8	20	17	13	18							101
Total Active Volunteers In Data Base	2640	2558	2550	2566	2590	2604							/
Number of Vol. Worked This Month	274	280	273	294	282	283							/
Possible Average Hours <small>(# of volunteers x 8 hrs.)</small>	2192	2240	2184	2352	2256	2264							13488
Actual Direct Service Vol. Hours	3521	3364	3561	4025	3734	3792							21997
Percentage Achieved	161%	150%	163%	171%	166%	167%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		
Value of Wages Saved (@ \$17.55) **	\$61,794	\$59,038	\$62,496	\$70,639	\$65,532	\$66,550	\$0	\$0	\$0	\$0	\$0	\$0	\$386,047
<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)