# South Natomas TMA<sup>TM</sup> Board of Directors Meeting Wednesday, March 4, 2015 Meeting Minutes

#### I. Call to Order

SNTMA Vice-President Matt McNamara called the meeting to order at approximately 7:35AM on Wednesday, March 4, 2015 in the First Floor Conference Room at 2150 River Plaza Drive in Sacramento, CA. Attending were Mary Christian, Jennifer Elwood, Suman Jha, Matt McNamara, Kendra Murray, special guest Khai Tran of ReachLocal and SNTMA staff Stephanie Merten and Jason Vitaich.

## II. Approval of Previous Meeting's Minutes

A motion was made to approve the January 7, 2015 Board Meeting Minutes. The motion was moved by Jennifer Elwood, seconded by Kendra Murray. The motion passed unanimously, 2:0:3, with Mary Christian, Matt McNamara and Suman Jha abstaining.

#### III. New Business

A motion was made by Suman Jha to approve the end of year financials (see attachment "A"). The motion was seconded by Mary Christian. The motion passed unanimously, 5:0.

Executive Director Jason Vitaich delivered the Executive Director's report. Dues collection is going well, with roughly 78% of dues collected as of the end of February.

#### A. Stephanie Merten delivered the following Membership Report:

#### • Commuter Club

o Commuter Club is performing well

## • Campaigns and events promoted through the Commuter Club

- 2/5 Email to all Commute Coordinators regarding SNTMA Annual Meeting, OfficeShare bicycles.
- o 2/12 Email to all Commute Coordinators regarding monthly programs and benefits email

## Programs

- o Delivered two of three cash grand prizes for 2014 Facebook Contest
- o Twelve February Monthly Facebook Contest entries
- Contacted all first place winners of 2014 SNTMA Monthly Facebook Contest for grand prize selection
- o Two hundred eighty "LIKES" on Facebook as of February
- o Thirty-one Carpool subsidies awarded for February
- o Fifteen Low Emissions subsidies awarded for February
- Five AMTRAK subsidies awarded for February
- o Six Bike Maintenance subsidies awarded for February
- o Three Transit subsidies awarded for February

- o Seven Walk subsidies awarded for February
- o One OfficeShare Bicycle awarded
- o 2/19 Commuter Club Luncheon at SHF 18 attendees

## Meetings

o 2/10 TDM Task Force/May Is Bike Month meetings

#### Other

o Two new Board members recruited

## • March Activities

- Deliver sixty-eight subsidy checks, four weekly gas card drawing gift cards, five Facebook Contest prizes
- o Planning May Is Bike Month events
- Plan June Commuter Club Luncheon
   Package and deliver 180 Q1 promotional items for trip diary keepers

# IV. Adjourn

The meeting adjourned at approximately 8:20 AM. The next SNTMA Board meeting is scheduled for Wednesday, April 1, 2015 at 7:30 AM at 2150 River Plaza Drive, Sacramento, CA.

Respectfully submitted,

Matt McNamara SNTMA Vice-President 11:25 AM 01/28/15 Accrual Basis

#### SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN. Statement of Financial Position As of December 31, 2014

	Dec 31, 14
ASSETS	
Current Assets	
Checking/Savings	
10100 · Checking - River City Bank	11,835.63
10200 - Liquid CD - River City Bank	115,265.38
10900 · Money Market - Merrill Lynch	64,638.50
Total Checking/Savings	191,737.51
Accounts Receivable	
11000 - Accounts Receivable	12,026.90
11507 - Tenant Dues 2010	350.00
Total Accounts Receivable	12,376.90
Other Current Assets	
12501 · Prepaid Rent	1,324.00
Total Other Current Assets	1,324.00
Total Current Assets	205,438.41
Fixed Assets	
13000 · Furniture and Equipment	3,660.44
13500 · Accumulated Depreciation	-1,384.39
Total Fixed Assets	2,296.05
Other Assets	
18000 · Merrill Lynch Reserve Account	1,373.88
18007 · CD Goldman Sachs Bk mat.9/15/15	10,000.00
18008 · Discover CD 3/28/16 .8%	18,000.00
18009 - CD 1stbk PrtoRico 3/29/15 0.75%	13,000.00
18011 · CD Bank of China 2/25/15 0.3%	20,000.00
18012 - CD Discover Bank 2/25/16 0.45%	35,000.00
18013 · CD Goldman Sachs 2/27/17 1.0%	25,000.00
18099 · ML Unrealized Net Gain/Loss	-276.18
Total Other Assets	122,097.70
TOTAL ASSETS	329,832.16
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 - Accounts Payable	1,686.07
Total Accounts Payable	1,686.07
Credit Cards	
20210 - Visa Credit Card	586.56
Total Credit Cards	586.56
Other Current Liabilities	
20300 - Accrued Vacation	6,236.78
Total Other Current Liabilities	6,236.78
Total Current Liabilities	8,509.41
Total Liabilities	8,509.41
Equity	
39000 - Net Assets	394,041.88
Net Income	-72,719.13
Total Equity	321,322.75
TOTAL LIABILITIES & EQUITY	329,832.16

4:33 PM 07/24/14 Accrual Basis

# SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN. Profit & Loss Budget Performance October through December 2014

	Oct - Dec 14	Budget	Jan - Dec 14	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
40102 - Tenant Dues	-4,877.20	48,750.00	204,650.28	195,000.00	195,000.00
40103 · Developer Dues	0.00	9,498.00	20,708.63	37,992.00	37,992.00
40105 · SACOG Grant	7,437.00	15,298.00	31,188.00	30,572.00	30,572.00
40107 · SACOG Bike Month Reimbursements	0.00	0.00	0.00	700.00	700.00
Total Income	2,559.80	73,534.00	256,544.91	284,284.00	284,284.00
Gross Profit	2,559.80	73,534.00	256,544.91	264,264.00	264,264.00
Expense					
Administrative Expenses					
Salaries and Wages					
50100 · Salary - Executive Director	26.873.72	18,428.00	80.733.21	73.704.00	73,704.00
50110 - Bonus - Executive Director	0.00	2,000.00	0.00	2,000,00	2,000.00
50120 - Salary - Member Services Mgr	17,193,94	12,294.00	53,128.45	49,176.00	49,178.00
50130 - Bonus - Member Services Mgr	0.00	1,000.00	0.00	1,000.00	1,000.00
50150 - Wages - Trip Planner	0.00	90.00	0.00	360.00	380.00
Total Salaries and Wages	44,087.68	33,810.00	133,861.66	128,240.00	128,240.00
Payroll Expenses					
50300 · Employee Benefits	-3,258.79	2,403.00	8,500.01	9,609.00	9,609.00
50325 · Payroll Fees - Staff Resources	777.50	1,761.00	2,839.61	4,460.00	4,480.00
50350 - Payroll Taxes	3,388.47	2,580.00	11,762.52	17,408.00	17,408.00
50400 - Worker's Compensation Insurance	1,254.00	456.00	3,680.20	1,703.00	1,703.00
Total Payroll Expenses	2,141.18	7,200.00	26,782.34	33,180.00	33,180.00
Total Administrative Expenses	48,208.84	41,010.00	160,644.00	159,420.00	159,420.00
Operating Expenses					
51000 · Automobile Expense	41.00	240.00	122.41	980.00	980.00
51005 · Board Member Gifts	0.00	0.00	0.00	500.00	500.00
51010 · Business Tax	0.00	0.00	10.00	110.00	110.00
51015 · Depreciation	363.50	90.00	995.00	360.00	360.00
51025 · Dues and Subscriptions	0.00	0.00	848.00	1,057.00	1,057.00
51050 · Insurance	135.00	0.00	3,208.00	2,100.00	2,100.00
51700 · Meals and Entertainment	232.91	150.00	593.27	600.00	600.00
51725 · Office Expense	627.63	600.00	2,616.29	2,400.00	2,400.00
51730 · Professional Fees					
53401 - Accounting	1,195.00	1,050.00	4,240.00	4,200.00	4,200.00
53403 - Audit	5,200.00	0.00	5,200.00	600.00	600.00
53404 - Computer Adminstration (IT)	275.00	300.00	275.00	1,200.00	1,200.00

4:33 PM 07/24/14 Accrual Basis

# SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN. Profit & Loss Budget Performance October through December 2014

	Oct - Dec 14	Budget	Jan - Dec 14	YTD Budget	Annual Budget
53405 - Legal	1.077.08	150.00	1,077,08	600.00	600.00
43408 · Bank Service and Finance Fees	4.90	0.00	210.64	0.00	0.00
Total 51730 - Professional Fees	7,751.98	1,500.00	11,002.72	6,600.00	6,600.00
51735 - Rent	1,988.00	1,920.00	7.877.80	7.636.00	7,636.00
51750 - Staff Seminars and Travel	18.00	150.00	30.25	600.00	600.00
52300 · Telephone and Utilities	1,440.60	720.00	4,586.85	3,510.00	3,510.00
Total Operating Expenses	12,598.62	5,370.00	31,888.59	28,433.00	26,433.00
Membership Programs & Outreach					
Subsidies					
51200 - Guaranteed Ride Home	0.00	150.00	334.28	600.00	600.00
51400 · Vanpool Subsidy	0.00	330.00	0.00	1,320.00	1,320.00
51450 · Carpool Subsidy	4,200.00	3,000.00	13,600.00	14,000.00	14,000.00
51475 · RT Pass Subsidy	700.00	2,250.00	2,550.00	10,500.00	10,500.00
51500 - Transit					
51501 - Amtrak	550.00	750.00	2,778.00	3,000.00	3,000.00
Total 51500 - Transit	550.00	750.00	2,778.00	3,000.00	3,000.00
56010 · Bike Subsidy - Purchase	195.35	0.00	3,373.25	3,500.00	3,500.00
59015 · Bike Subsidy - Maintenance	1,400.00	900.00	6,200.00	3,600.00	3,600.00
59055 - Capital Improvements Program	0.00	3,750.00	2,451.00	15,000.00	15,000.00
56066 · Residential Car Charging Subsdy	5,000.00	0.00	7,331.80	10,000.00	10,000.00
59067 · Walking Subsidy	0.00	0.00	1,100.00	500.00	500.00
56068 · High Efficiency Auto Subsidy	1,400.00	3,000.00	3,900.00	12,000.00	12,000.00
56069 · Commuter Bike Subsidy-Purchase	0.00	0.00	8,000.03	8,000.00	8,000.00
Total Subsidies	13,445.35	14,130.00	51,618.38	82,020.00	82,020.00
Programs					
59005 · Bike Safety Clinics	0.00	0.00	700.00	900.00	900.00
59008 · Bike Share Program	0.00	0.00	3,797.50	3,750.00	3,750.00
Total Programs	0.00	0.00	4,497.50	4,650.00	4,650.00
Outreach					
51505 - Property Manager Appreciation	754.25	700.00	754.25	700.00	700.00
51505 · Marketing and Promotion Mat.	5,825.94	2,595.00	13,572.02	11,075.00	11,075.00
51600 - Commuter Club					
51590 - Commuter Club Incentives	505.00	375.00	1,959.90	1,500.00	1,500.00
52541 - CC Website Development	0.00	508.00	851.25	2,000.00	2,000.00
Total 51600 - Commuter Club	505.00	881.00	2,811.15	3,500.00	3,500.00

51804 - Annual Meeting

For Management Purposes Only

Page 3 of 7

South Natomas TMA Board Meeting November 5, 2014 Attachment "A" Page 6 of 9

> 4:33 PM 07/24/14

# SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN. Profit & Loss Budget Performance October through December 2014

	Oct - Dec 14	Budget	Jan - Dec 14	YTD Budget	Annual Budget
51808 - Annual Member Recognition	0.00	0.00	0.00	0.00	0.00
51804 - Annual Meeting - Other	0.00	2,000.00	3,922.54	7,000.00	7,000.00
Total 51804 - Annual Meeting	0.00	2,000.00	3,922.54	7,000.00	7,000.00
52400 · Sponsorship	0.00	0.00	1,080.00	935.00	935.00
56002 - Bike Commute Month	0.00	0.00	616.77	1,000.00	1,000.00
56003 · Quarterly Educational Lunches	243.07	400.00	1,740.45	1,600.00	1,600.00
56070 - Facebook Contests and Incentive	352.00	480.00	1,403.00	1,920.00	1,920.00
Total Outreach	7,680.28	7,058.00	25,900.18	27,730.00	27,730.00
Total Membership Programs & Outreach	21,125.61	21,188.00	82,016.04	114,400.00	114,400.00
Total Expense	79,931.07	67,566.00	274,548.63	300,253.00	300,253.00
Net Ordinary Income	-77,371.27	5,988.00	-18,001.72	-35,989.00	-35,989.00
Other Income/Expense					
Other Income					
40200 - Interest Income	320.51	360.00	1,187.99	1,440.00	1,440.00
Total Other Income	320.51	360.00	1,187.99	1,440.00	1,440.00
Other Expense					
56065 · Major Capital Improvements	0.00	7,500.00	55,408.40	30,000.00	30,000.00
69999 - Loss on Disposition of Asset	499.00		499.00		
Total Other Expense	499.00	7,500.00	55,905.40	30,000.00	30,000.00
Net Other Income	-178.49	-7,140.00	-54,717.41	-28,580.00	-28,580.00
Net Income	-77,549.76	-1,172.00	-72,719.13	-64,549.00	-84,549.00

#### SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN. Quarterly Investment Policy Report As of December 31, 2014

Business Banking Account		Total	Investment Type	Investment Return (APR)	Maturity Date
Cash in River City Checking	\$	11,835.63	Cash/Cash Eqv	0.02%	NA
Business Banking Account SubTotal	\$	11,835.63			
Operating Reserve Account		Total	Investment Type	Investment Return (APR)	Maturity Date
River City Bank Liquid CD	\$	115,265.38	Cash/Cash Eqv	0.31%	Monthly
Merrill Lynch Money Market	\$	64,636.50	Cash/Cash Eqv	0.08%	NA.
Operating Reserve Account SubTotal	\$	179,901.88			
	Г			Investment	Maturity
Capital Investment Account		Total	Investment Type	Return (APR)	Date
Merrill Lynch Reserve Account	\$	1,373.88	Cash/Cash Eqv	NA	NA
GoldmanSachs CD 9/21/15 1.15%	\$	10,000.00	Fixed	1.15%	9/15/2015
CD Discover Bank 3/28/16 0.8%	\$	18,000.00	Fixed	0.75%	9/20/2015
CD DISCOVER BUILD S/25/10 0.00			FIXEU	0.7376	37 207 2023
CD Firstbank Puerto Rico 3/20/15 0.75%	\$	13,000.00	Fixed	0.80%	3/28/2016
		13,000.00 20,000.00			
CD Firstbank Puerto Rico 3/20/15 0.75%	\$		Fixed	0.80%	3/28/2016
CD Firstbank Puerto Rico 3/20/15 0.75% CD Bank of China 2/26/15 0.3%	\$	20,000.00	Fixed Fixed	0.80% 0.30%	3/28/2016 2/26/2015
CD Firstbank Puerto Rico 3/20/15 0.75% CD Bank of China 2/26/15 0.3% CD Discover Bank 2/26/16 0.45%	\$	20,000.00 35,000.00	Fixed Fixed Fixed	0.80% 0.30% 0.45%	3/28/2016 2/26/2015 2/26/2016
CD Firstbank Puerto Rico 3/20/15 0.75% CD Bank of China 2/26/15 0.3% CD Discover Bank 2/26/16 0.45% CD Goldman Sachs 2/27/17 1.0%	\$	20,000.00 35,000.00 25,000.00	Fixed Fixed Fixed	0.80% 0.30% 0.45%	3/28/2016 2/26/2015 2/26/2016

Total	\$ 313,835				
		Asset Allocation Guidelines			
Account	Total (\$)	Percentage	Minimum	Target	Maximur
Cash/Cash Equivalent	\$ 192,835	61%	50%	75%	100%
Fixed Income	\$ 121,000	39%	0%	25%	40%
Equity	\$ -	0%	0%	0%	10%
Total	\$ 313,835				

9.0

Total (\$)

\$ 11,836

Business Banking Account Operating Reserve Account Target

Average Monthly Revenue Estimate \$ 21,378.74 Average Monthly Expense Estimate \$ 20,000.00 11:28 AM 01/28/16

# SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN. A/R Aging Summary As of December 31, 2014

_	Current	1 - 30	31 - 60	81 - <b>90</b>	> 80	TOTAL
American income Life incurance (	0.00	0.00	0.00	0.00	350.00	350.00
Bevan & Bevan & Associates	0.00	0.00	0.00	0.00	1,050.00	1,050.00
Bowman & Associates	0.00	0.00	0.00	0.00	436.80	436.80
Dan Parrich Incurance Services	0.00	0.00	0.00	0.00	350.00	350.00
Dequine & Associates	0.00	0.00	0.00	0.00	350.00	350.00
Greve, Clifford, Wengel & Paras	0.00	0.00	0.00	0.00	131.30	131.30
Johanson & Associates	0.00	0.00	0.00	0.00	1,050.00	1,050.00
Parsons Brinokerhoff	0.00	0.00	0.00	0.00	204.10	204.10
PG & E	0.00	0.00	0.00	0.00	2,405.10	2,405.10
PG & E Natomas Park	0.00	0.00	0.00	0.00	525.00	525.00
Presidio (fmrty INX)	0.00	0.00	0.00	0.00	524.90	524.90
Ratto Law Firm	0.00	0.00	0.00	0.00	262.50	262.50
Shergili Law Firm	0.00	0.00	0.00	0.00	1,400.00	1,400.00
Sierra West Group	0.00	0.00	0.00	0.00	175.00	175.00
Sutter Suite 100	0.00	0.00	0.00	0.00	1,210.20	1,210.20
Austin Cooper	0.00	0.00	0.00	0.00	700.00	700.00
_	0.00	0.00	0.00	0.00	1,252.00	1,252.00
TOTAL	0.00	0.00	0.00	0.00	12,378.90	12,376.90

11:29 AM 01/28/15

# SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN. A/R Aging Detail As of December 31, 2014

	Туре	Date	Num	P. O. 6	Name	Terms	Due Date	Aging	Open Balance
Current									
Total Current									
1 - 30									
Total 1 - 30									
31 - 60									
Total 31 - 60									
1000 31 -00									
61 - 90									
Total 61 - 90									
> 90									
	Invoice	01/01/2010	105		Johanson & Associates	Due Upon Receipt	01/01/2010	1,825	350.00
	Invoice	01/04/2011	155		Shergill Law Firm	Due Upon Receipt	01/04/2011	1,457	350.00
	Invoice	01/02/2012	16		Thanh T. Foxx, Inc. & W. Austin Cooper	Due Upon Receipt	01/02/2012	1,094	350.00
	Invoice	01/02/2012	20		Bevan & Bevan & Associates	Due Upon Receipt	01/02/2012	1,094	350.00
	Invoice	01/02/2012	103		Johanson & Associates	Due Upon Receipt	01/02/2012	1,094	350.00
	Invoice	01/02/2012	150		Shergill Law Firm	Due Upon Receipt	01/02/2012	1,094	350.00
	Invoice	01/02/2012	163		Sutter Suite 100	Due Upon Receipt	01/02/2012	1,094	1,210.20
	Invoice	01/01/2013	342		Bevan & Bevan & Associates	Due Upon Receipt	01/01/2013	729	350.00
	Invoice	01/01/2013	457		Shergill Law Firm	Due Upon Receipt	01/01/2013	729	350.00
	Invoice	01/01/2013	480		Sierra West Group	Due Upon Receipt	01/01/2013	729	175.00
	Invoice	06/18/2013	503		PG & E Natomas Park		06/18/2013	561	175.00
	Invoice	01/01/2014	515		American Income Life Insurance Company		01/01/2014	384	350.00
	Invoice	01/01/2014	523		Thanh T. Foxx, Inc. & W. Austin Cooper	Due Upon Receipt	01/01/2014	364	350.00
	Invoice	01/01/2014	530		Bevan & Bevan & Associates	Due Upon Receipt	01/01/2014	364	350.00
	Invoice	01/01/2014	534		Bowman & Associates	Due Upon Receipt	01/01/2014	364	438.80
	Invoice	01/01/2014	573		Dan Partish Insurance Services	Due Upon Receipt	01/01/2014	364	350.00
	Invoice	01/01/2014	578		Dequine & Associates	Due Upon Receipt	01/01/2014	364	350.00
	Invoice	01/01/2014	599		Greve, Clifford, Wengel & Paras	Due Upon Receipt	01/01/2014	384	131.30
	Invoice	01/01/2014	612		Presidio (fmrly INX)	Due Upon Receipt	01/01/2014	384	524.90
	Invoice	01/01/2014	616		Johanson & Associates	Due Upon Receipt	01/01/2014	384	350.00
	Invoice	01/01/2014	640		Persons Brinckerhoff	Due Upon Receipt	01/01/2014	384	204.10
	Invoice	01/01/2014	642		PG&E	Due Upon Receipt	01/01/2014	384	2,405.10
	Invoice	01/01/2014	643		PG & E Natomas Park		01/01/2014	384	350.00
	Invoice	01/01/2014	657		Shergill Law Firm	Due Upon Receipt	01/01/2014	384	350.00
	Invoice	01/01/2014	676		Truven Health Analytics	Due Upon Receipt	01/01/2014	384	1,252.00
	Invoice	04/03/2014	698		Ratto Law Firm		04/03/2014	272	262.50
Total > 90									12,376.90
TOTAL									12,376.90