# South Natomas TMA<sup>TM</sup> Board of Directors Meeting Wednesday, November 11, 2020 Meeting Minutes

#### I. Call to Order

SNTMA President Bill Vanderslice called the meeting to order via telephonic conference call at approximately 8:04AM on Wednesday, November 11, 2020 in Sacramento, CA. Attending were Eduardo Cavazos, Martin Christian, Jennifer Elwood, Lupita Ruiz, Bill Vanderslice and SNTMA staff Stephanie Merten and Jason Vitaich.

# II. Approval of Previous Meeting's Minutes

A motion was made to approve the October 14, 2020 SNTMA Board Meeting Minutes. The motion was moved by Bill Vanderslice, seconded by Jennifer Elwood. The motion passed unanimously, 5:0.

#### III. New Business

A motion was made to approve the annual paid time off payouts to staff, per SNTMA policy. The motion was made by Jennifer Elwood, seconded by Eduardo Cavazos. The motion passed unanimously, 5:0.

A motion was made to approve the 2021 SNTMA Budget (See Attachment "A"). The motion was made by Eduardo Cavazos, seconded by Jennifer Elwood. The motion passed unanimously, 5:0.

At approximately 8:32, the SNTMA Board went into Executive Session via Zoom Breakout Room to discuss the awarding of annual bonuses to staff as allocated in the 2020 SNTMA budget. The following action was reported out of Executive Session by SNTMA President Bill Vanderslice:

A motion was made to approve the annual bonuses for staff, as allowed for in the 2020 SNTMA budget. The motion was made by Eduardo Cavazos, seconded by Jennifer Elwood. The motion passed unanimously, 5:0.

Executive Director Jason Vitaich delivered the following report:

• 2020 dues collection is going well overall, with over 91% of budgeted membership having been collected as of November.

Stephanie Merten delivered the following Membership Report:

### Commuter Club

- o Continuing to identify enhancements
- Campaigns and events promoted through the Commuter Club (October)
  - o 10.20.2020 Programs & Benefits email to all member companies

# • Programs (October)

- o 50 telecommute subsidies awarded for the month of October
- o 13 carpool subsidies awarded for the month of October
- o 6 Low Emissions subsidies awarded for the month of October
- o 1 Transit subsidy awarded for the month of October
- o 0 Amtrak subsidies awarded for the month of October
- o 3 Bike Maintenance subsidies awarded for the month of October
- o 1 Walk subsidy awarded for the month of October
- o 482 Facebook "Likes"; 502 followers
- o Monthly Facebook Contest eight entries/eight people; sent 1 DoorDash and 7 Amazon Gift Cards

### Meetings

 10/27 Virtual Discussion – SACOG Telework in Sacramento Region – 14 RSVPs

#### Annual

- Acquiring tenant lists from Property Managers and preparing for 2021 invoicing
- Scheduled Annual Meeting via Zoom for March 10, 2021. Jess Avila, Caltrans, Keynote Speaker

# • SNTMA Activities (November)

- Mail October subsidies, Facebook monthly prizes, weekly Amazon drawing gift cards, Facebook "like" winner and Q1 promo item Go Pockets to top trip diary keepers
- May is Bike Month paid for 15 \$25 Natomas Bike Shop gift cards and "stragglers" continue to roll in with them

## IV. Adjourn

The meeting adjourned at approximately 8:44AM. The next SNTMA Board meeting is scheduled for Wednesday, December 9, 2020 at 8:00 AM via teleconference in Sacramento, CA.

Respectfully submitted,

Lupita Ruiz SNTMA Secretary

															TOTAL
			Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan - Dec 21
Ordinar	y Inc	ome/Expense		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		.,				7.44		-			54.11
ln	come	в													
	401	02 · Tenant Dues	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	300,000.00
	401	03 · Developer Dues	3,166.00	3,166.00	3,166.00	3,166.00	3,166.00	3,166.00	3,166.00	3,166.00	3,166.00	3,166.00	3,166.00	3,174.00	38,000.00
To	tal Ir	ncome	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,174.00	338,000.00
Gros	s Pro	ofit	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,166.00	28,174.00	338,000.00
E	pen	se													
	Adn	ninistrative Expenses													
	S	salaries and Wages													
		50100 · Salary - Executive Director	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	6,743.73	80,924.76
		50110 · Bonus - Executive Director	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00	4,000.00
		50120 · Salary - Member Services Mgr	4,499.49	4,499.49	4,499.49	4,499.49	4,499.49	4,499.49	4,499.49	4,499.49	4,499.49	4,499.49	4,499.49	4,499.54	53,993.93
	Ц	50130 · Bonus · Member Services Mgr	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
	Т	otal Salaries and Wages	11,243.22	11,243.22	11,243.22	11,243.22	11,243.22	11,243.22	11,243.22	11,243.22	11,243.22	11,243.22	11,243.22	17,243.27	140,918.69
	P	ayroll Expenses													
		50300 · Employee Benefits	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	1,370.00	16,440.00
		50325 · Payroll Fees - Staff Resources	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	3,300.00
		50350 · Payroll Taxes	859.58	859.58	859.58	859.58	859.58	859.58	859.58	859.58	859.58	859.58	859.58	859.62	10,315.00
		50425 · 401(k) Match	337.05	337.05	337.05	337.05	337.05	337.05	337.05	337.05	337.05	337.05	337.05	337.05	4,044.60
		50400 · Worker's Compensation Insurance	138.00	138.00	139.00	138.00	139.00	139.00	138.00	139.00	139.00	152.00	152.00	152.00	1,703.00
	Т	otal Payroll Expenses	2,979.63	2,979.63	2,980.63	2,979.63	2,980.63	2,980.63	2,979.63	2,980.63	2,980.63	2,993.63	2,993.63	2,993.67	35,802.60
	Tota	al Administrative Expenses	14,222.85	14,222.85	14,223.85	14,222.85	14,223.85	14,223.85	14,222.85	14,223.85	14,223.85	14,236.85	14,236.85	20,236.94	176,721.29
	Ope	erating Expenses													
	5	1000 · Automobile Expense	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	50.00	50.00	500.00
	5	1005 - Board Member Gifts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	5	1010 · Business Tax	0.00	0.00	0.00	0.00	0.00	110.00	0.00	0.00	0.00	0.00	0.00	0.00	110.00
	5	1015 · Depreciation	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,200.00
	5	1025 · Dues and Subscriptions	950.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,100.00
	5	1050 · Insurance	0.00	0.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
	5	1700 · Meals and Entertainment	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	360.00
	5	1725 · Office Expense	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
	5	1730 · Professional Fees													
	$\perp$	53401 · Accounting	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	4,200.00
	Щ	53403 · Audit	0.00	0.00	0.00	0.00	0.00	3,500.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00
	$\perp$	53404 · Computer Adminstration (IT)	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,200.00
		53405 · Legal	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00
$\perp \!\!\! \perp$		43406 · Bank Service and Finance Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
$\perp \!\!\! \perp$	Т	otal 51730 · Professional Fees	500.00	500.00	500.00	500.00	500.00	4,000.00	500.00	500.00	500.00	500.00	500.00	500.00	9,500.00
	5	1735 · Rent	730.72	730.76	730.80	730.72	730.72	730.72	730.72	730.72	730.72	730.72	730.72	730.72	8,768.76
	5	1750 · Staff Seminars and Travel	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	50.00	50.00	500.00
	5	2300 · Telephone and Utilities	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	4,800.00
	Tota	al Operating Expenses	2,170.72	2,170.76	2,170.80	2,170.72	2,170.72	9,170.72	2,170.72	2,170.72	2,170.72	2,170.72	2,180.72	2,180.72	33,068.76

		embership Programs & Outreach													
$^{\dagger}$															
+	Ħ	Subsidies													
+	H	51200 · Guaranteed Ride Home	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600
+		51400 · Vanpool Subsidy	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	1,320
+	H	51450 · Carpool Subsidy	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	18,000
+		51500 · Transit	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	375.00	4,500
+	H	51501 · Amtrak	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	1,200
+		56010 · Bike Subsidy - Purchase	0.00	0.00	0.00	14,400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14,400
+	H	56015 · Bike Subsidy - Maintenance	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	600.00	7,200
+	H	56055 · Capital Improvements Program	5,000.00	5,000.00	5,000.00										15,000
+		56066 · Residential Car Charging Subsidy	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.67	5,00
+	H	56067 · Walking Subsidy	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,00
+	Ш	56068 · High Efficiency Auto Subsidy (Low Emis	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	9,00
4	Ш	Telework	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	18,00
1		Total Subsidies	12,401.67	10,401.67	10,401.67	19,801.67	5,401.67	5,401.67	5,401.67	5,401.67	5,401.67	5,401.67	5,401.67	5,401.67	96,22
		Programs													
	Ш	56005 · Bike Safety Clinics	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10
_		56008 · Bike Share Program	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10
	∐.	Total Programs	200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20
	П	Outreach													
T		51505 - Property Manager Appreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	700.00	70
T	П	51595 · Marketing and Promotion Mat.	2,135.00	135.00	135.00	2,135.00	135.00	2,135.00	135.00	135.00	135.00	2,135.00	135.00	135.00	9,62
T		52550 Ice Cream Social	2,100.00	100.00	100.00	2,100.00	0.00	0.00	0.00	0.00	100.00	2,100.00	100.00	100.00	3,02
+			2 425 00	135.00	135.00	2.425.00		2,135.00	135.00		425.00	2.425.00	135.00	135.00	
$^{\dagger}$		Total 51595 · Marketing and Promotion Mat.	2,135.00	135.00	135.00	2,135.00	135.00	2,135.00	135.00	135.00	135.00	2,135.00	135.00	135.00	9,620
$^{+}$	H	51600 · Commuter Club													
+	H	51590 · Commuter Club Incentives	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	1,500
+		52541 · CC Website Development	2,000.00												2,000
+		Total 51600 · Commuter Club	2,125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	125.00	3,50
+		51804 · Annual Meeting													-
+		51808 · Annual Member Recognition	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,800.00	1,80
+	H	51804 · Annual Meeting - Other	0.00	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,00
4		Total 51804 - Annual Meeting	0.00	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,800.00	2,80
1		52400 · Sponsorship	0.00	0.00	0.00	275.00	160.00	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	1,43
1		56002 · Bike Commute Month	0.00	0.00	1,500.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,00
$\perp$	Ш	56003 · Quarterly Educational Lunches	0.00	300.00	0.00	300.00	0.00	0.00	0.00	300.00	0.00	300.00	0.00	0.00	1,20
$\perp$		56070 · Facebook Contests and Incentive	610.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	2,37
		Total Outreach	4,870.00	1,720.00	1,920.00	2,995.00	1,080.00	2,420.00	420.00	720.00	1,420.00	2,720.00	420.00	2,920.00	23,62
	Tot	otal Membership Programs & Outreach	17,471.67	12,121.67	12,321.67	22,796.67	6,481.67	7,821.67	5,821.67	6,121.67	6,821.67	8,121.67	5,821.67	8,321.67	120,04
Т		Expense	33,865.24	28,515.28	28,716.32	39,190.24	22,876.24	31,216.24	22,215.24	22,516.24	23,216.24	24,529.24	22,239.24	30,739.33	329,83
		ary Income	-5,699.24	-349.28	-550.32	-11,024.24	5,289.76	-3,050.24	5,950.76	5,649.76	4,949.76	3,636.76	5,926.76	-2,565.33	8,16
		me/Expense				,						1			-,
		ncome													
Т		0 · Interest Income	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	1,44
			120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	1,44
		ther Income	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	1,44
Т		xpense					+ +								
		5 · Major Capital Improvements (a )		+ +			+ +								
Total Other Expense		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
		Income	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	120.00	1,44
con	ne		-5,579.24	-229.28	-430.32	-10,904.24	5,409.76	-2,930.24	6,070.76	5,769.76	5,069.76	3,756.76	6,046.76	-2,445.33	9,60
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$\downarrow$	+														