



## INSPIRING & EMPOWERING TOMORROW'S CREATIVE LEADERS.

### The SAY SI Ecosystem 2018 - Confidential

#### SAY SI: An Opportunity to Commit to Our Community

***From the SAY Sí Strategic Plan 2017-2021: What do we want to see in place in 5 years as a result of our actions?***

Practical Vision: Expanded **sustainable funding** to achieve our mission; provide **Equitable access** to arts opportunities; **Adequate staff** with expert skills; **Alumni success** as creative leaders; Commitment to **meaningful collaboration**; **Strong and engaged volunteer leadership**; **Inspired and safe spaces** to serve the community; Trusted non-profit with **high global recognition**.

#### Current Analysis:

While SAY Sí continues to advance its work and programs, it continues to struggle with cash flow issues, difficulty in gaining additional support, and a facility, while inspirational, that is constantly in need of rehabilitation and or maintenance. Its largest and most important asset is this facility, in many ways it is not maximized to its full potential. The organization has been presented with a significant offer to purchase the building with a 2 year, no cost, lease back to allow for a transition into new, larger facilities.

A new facility has been found on S. Brazos St and it is owned the San Antonio Housing Authority. The 98,000 square foot facility is in the city's TIRZ Westside Map and part of the Federal Empowerment Zone. Fundraising, New Market Tax Credits and Tax Increment Financing is part of a new focus, as it will allow the organization to receive public funds to support infrastructure improvements. Additionally, the zip code 78207 is the poorest in the city of San Antonio and is significantly underserved. SAY Sí is committed to be an inspirational anchor for innovative sustainable urbanism.

### Current Leverage Opportunities:

- ❑ We are a national and international model.
- ❑ A progressive mayor and council who understands our commitment to creative youth and are committed to this plan.
- ❑ Capacity support from The HEB Family Foundation.
- ❑ Discussions with similar, mission driven nonprofits interested in long-term need for space.
- ❑ Strengthened board that will allow a focus on growth.
- ❑ Private family Foundation interested in a full Facility naming opportunity.

### Direction Opportunities Moving Forward:

Leadership Council: Liz and Bill Chiego have agreed to be the honorary chairs of the building committee. Julian and Erica Castro are interested in supporting the initiative and a meeting is scheduled with them. Drs. Ricardo and Harriett Romo will be helping behind the scenes. Other prominent members of our advisory committee have agreed to support the campaign as well.

Board Leadership: The current board Ad-hoc group consists of Mike Schroeder, Billy Lambert, Jason Moran and Jon Hinojosa, new board member Mary Ann Beach, Former Strategy VP for Frost Bank and the recent past Board president of the Botanical Center (that just completed new facilities) will join this committee.

Thought Leaders Council: Jeanne Russell, Lady Romano, Ryan Lugalia-Hollon, Jessica Weaver and Martha Martinez-Flores are members. The focus of this council is to be a sounding board, idea generator and to review and provide input on new programs and initiatives for SAY SI. More members will be added as needed, but the council will remain small.

Cultural Committee: Dr. Thomas Ybarra Frausto, Dr. Ellen Rojas Clark and Elaine Degan have agreed to serve. The committee will support our organization's commitment to preserve, and promote the Mexican American/Latinx heritage and culture of our community, and to facilitate and encourage a greater appreciation of Mexican American/Latino cultural arts through education, research, and cultural programming.

### Program Structure: Creative Youth Development

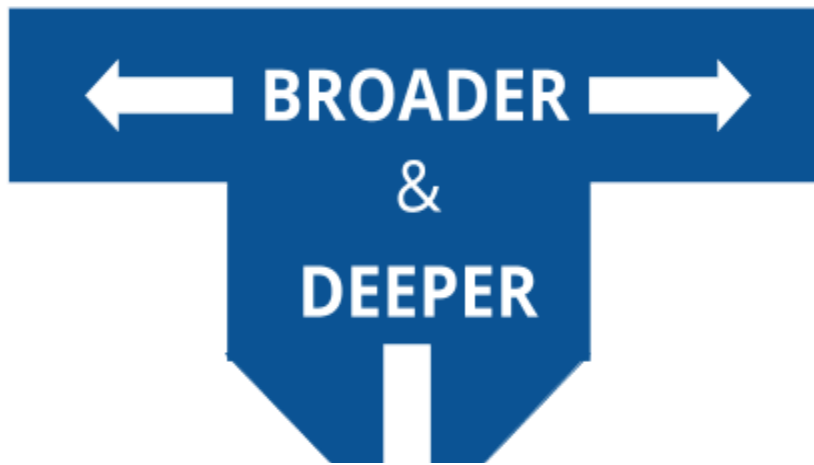
SAY Sí's tuition-free onsite programs serves 250 students annually, primarily from low income families, ranging in age from 10-19. Currently students attend 9 schools districts in San Antonio, in addition to charter, private and homeschool youth. We serve an additional 2,500 youth in offsite community programs. Organizational: updating mission, vision and values statement to outwardly state our internal beliefs in equality, inclusion and social justice issues as our values and work.

Track Record of Success: 100% of our student graduate from high school and are accepted into a college or university, 98% attend college, with a majority of them 1st generation college students.

### Current Programs:

**VA - Visual Arts:** a comprehensive visual arts program.

**WAM - Working Artists and Mentors:** a multidisciplinary year-round program for middle school youth. High school senior students work



as instructors providing peer-to-peer mentoring.

**MAS - Media Arts Studio:** an innovative program that provides a focus in filmmaking and digital design.

**ALAS - Activating Leadership, Art and Service:** a theatre program empowers youth to create and perform original work that addresses community concerns, challenges prejudices and social injustice.

**ABC - Artists Building Communities:** Alumni facilitate weekly art workshops for children and youth served by title one schools and human service organizations.

**HIVE - Home for Innovation and Video Ecology:** the program allows our youth to focus on new media, coding and game design. Our programs build technical, technological, artistic, cognitive, social, and linguistic skills suitable for our current and future workforce.

Programs: we will be adding expanded opportunities in printmaking, radio broadcasting, blogging, music,, movement, expanded community programs and a new alumni led filmmaking commission program.

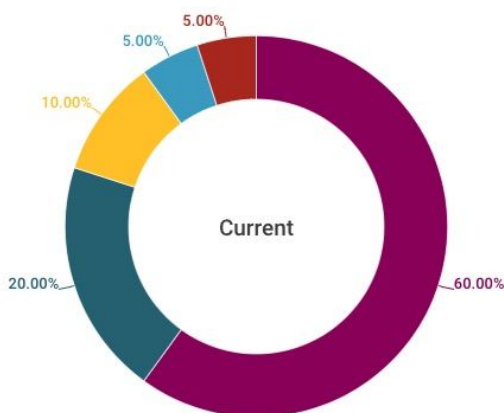
**Opportunities for New Programs:** Based on the success of starting new programs as pilots, and evaluating them with internal and external measurements for success, the organization will do the same with new programs or initiatives including:

- ❑ Youth-focused Journalism, Literary Arts, and Culinary Arts;
- ❑ Community-based Teacher Training and In School Programs;
- ❑ Initiatives focused on Emerging Artist of Color and Emerging Cultural Leaders of Color.

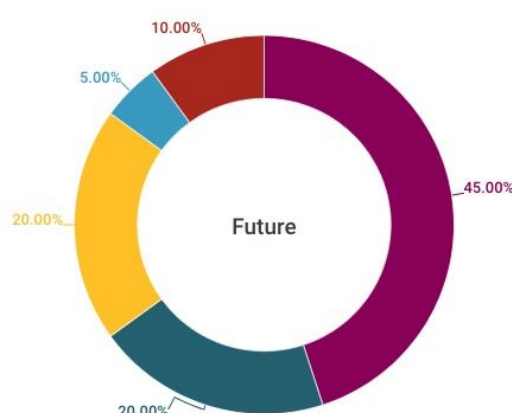
While we currently have a diverse source of funding, our goal is to focus on bolstering individual giving, specifically monthly giving, and expand earned income opportunities that would include rental income from a shared space scenario with like-minded smaller organizations, have a facility large enough to provide event rental opportunities, and derive income from an expanded gift store and a new restaurant that will be the new culinary arts laboratory.

**Public/Private Model:**

**Current Funding:**



**Future Funding:**



- Private Foundation ● Public Dollars ● Earned Income
- Corporate ● Individuals

**78207 Potential Community Partners:**

**SAHA****SAISD – specifically Lanier HS, Tafolla MS, Brackenridge ES.****Edgewood ISD****The Guadalupe Cultural Arts Center****Maestros Program – Hispanic Chamber of Commerce****Good Samaritan****SA Christian Hope Resource Center****Inner City Development****San Anto Cultural Arts Center****The Printeria****Alamo Community College District****Westside Development Corporation****Communities in Schools****Family Service Association****UTSA****Avenida Guadalupe****House of Neighborly Service****Teach for America****The United Way****Voices For Children****Avance****Girls Inc.****GREEN:** already committed or highly likely**BLUE:** need to reach out**Resources****Programs:**

826 National - Literary Arts

<https://826national.org/about/>

Youth Radio - Journalism

<https://youthradio.org/>

CultureStrike - Social Justice

<http://www.culturestrike.org/about>

Cafe Momentum

<http://cafemomentum.org/>**City Wide initiatives:**

Urban Gateways - Chicago

<http://urbangateways.org/>

Urban Arts Partnership - NY

<http://www.urbanarts.org/>

Creative Action - Austin

<https://creativeaction.org/>

Big Thought - Dallas

<https://www.bigthought.org/>

Arts for LA - LA

<http://www.artsforla.org/>

**Artist Live Work Initiatives:**

The Crucible - Oakland

<https://thecrucible.org/>

ArtSpace - Minneapolis, MN

<http://www.artspace.org/>

Free Word Centre - UK

<https://www.freewordcentre.com/>

MATCH - Houston

<https://matchouston.org/>