



Board Meeting

Friday, June 3, 2022 12 PM – Hybrid [In-Person Encouraged)

***SAY Si ignites the creative power of young people as forces of positive change.
We value artists, empower marginalized communities and advance culture.***

AGENDA	NOTES
12 PM Check In: Jason	
12:05 PM Approval of March Minutes: Claudia	
12:10 AM: VamosAbrazos & Building Campaign Update: Jon	
12:30 PM: Financial Report & Approval of YTD Financials: Anahí & Stephen/Nicole	
12:45 PM: Development Report: Javier	
12:55 PM: Small Scale Event Update: Eve, Melanie, Barry	
1:10 PM: Remaining Committee Updates	
1:15 PM: Announcements + Time with Exhibition	
1:30 PM: Adjournment	

To: SAY Si Board
From: Stephen Garza-Guzman
Date: March 25, 2022

Subject: Hybrid- Virtual & In-Person Board Meeting

Board Members Present:

Billy Lambert, Clarissa Ramon, Ricardo Romo, Mae Escobar, Ana Cude, Barry Middleman, Mario Moreno, Eve Hernandez, Claudia Guerra, Jason Moran, Melanie Mendez-Gonzales **Board Members Absent:** Paula Cantrell, Agosto Cuellar, Marcella Dalmau, Paola Fernandez, Andres Gonzalez, Sobia Khan, Kelly Kljajic-Powers, Greta McFarling, Jim Mendiola, Ricardo Salazar, Michael Schroeder **Staff Present:** Nicole Amri, Stephen Garza-Guzman, Anahí González, Javier Morales, Jon Hinojosa, Ashley Perez

Meeting called to order at 12:05 pm

March 2022 Minutes

Board Secretary, Claudia Guerra, confirmed that all board members received the shared Board Minutes document and reviewed for edits. After confirmation that there were no edits to the minutes, Barry Middleman motioned to approve, followed by a second from Mae Escobar. All board members voted in favor of approving the board minutes.

Financial Report

Operations Manager, Anahí González provided an overview of the balance sheet as of February 28, 2022. She noted that the PayPal balance will be moved to the operating account in March. She also mentioned that there was a little bit of a loss in January and February in stocks in SAY Sí's brokerage account. Most of the open invoices amount in the accounts payable accounts are for the renewal of the general liability policy. The amount is being paid off in installments and should be paid off at the beginning of April. Anahí provided an overview of the budget vs. actuals in January through February 2022. She explained that the marketing and event expenses include the invoice paid to South Texas Press in January specific to the year-end appeal. The board asked about a return on investment of the \$3,937.26 used for marketing expenses. Stephen mentioned that the overall campaign brought in \$25,000. Anahí reviewed the financial snapshot and noted the increase in WAM Mentors. For financials, Mae Escobar put in a motion to approve, followed by a second by Melanie Mendez-Gonzales. All approved.

Development Report

Development Director, Javier Morales, presented the development report of March 2022 (Quarter 1). He confirmed that we are expecting a gift from National Endowment for the Arts of \$150,000.00. Javier and Jon Hinojosa met with the Kronkosky Foundation, and decided to wait to apply for operational funding, and Jon will apply for the capital campaign instead. The same situation applies for the Greeley Family Foundation. For events, he shared that they have been aiming to increase Corazon Memberships through Cafecito by inviting past donors. Javier went over the upcoming development submissions for April and shared that they are setting up a meeting with United Way of San Antonio to request their 3-year grant funding.

Ricardo Romo asked about the San Antonio Foundation of 200,000 on the report, and Stephen clarified that this amount is recorded on the capital campaign.

Committee Reports

Nicole Amri shared that they are communicating with the Programs committee on monitoring and responding to family changes and after-school time changes so that they are in touch with the data as well as the calendar.

As of Spring Break, all students who are vaccinated in the high school studios are invited to the building directly after school, from 3:30 PM to 7:30 PM from Mondays and Tuesdays. The Programs committee is working to understand student engagement. SAY Sí staff and program directors are having ongoing conversations about potential parameters for programs. Since last summer, middle school sessions have been separated into two, and middle school students are now coming into the building on Wednesdays and Thursdays.

Stephen also shared that they had a committee meeting last month and focused on determining three goals for the year. The goals are to increase attendance of live events and create master communications plans for SAY Sí.

Stephen shared that the Resource committee focused on looking at the full calendar year, going over fundraising opportunities, and planning how board members can support fundraising efforts. He also mentioned that they are working on creating a committee that specifically focuses on Small Scale. Small Scale - Big Change is an event with exhibitions and auctions on over 100 pieces of artwork. Nicole stated that they are looking for experienced PR/Marketing people who will also attend the event to be in the committee.

Announcements

The board discussed either moving board meeting scheduling around an event to engage with the show and students or moving board meetings to be held during studio hours to interact with students, but they were open to ideas.

Nicole shared some upcoming events such as SAY Sí Night Live (SSNL), with the ALAS Youth Theatre Company sharing two performances for the opening of National Poetry Month, to coincide with two receptions for the latest all-studio showcase, Let Me Tell It.

The meeting was adjourned at 1:30

April 2022 SAY Sí Westside Campus Update



Primary Contact: Jon Hinojosa, SAY Sí President and Chief Innovation Officer (210-273-6366)

SAY Sí's campaign for a new facility consists of the following phases that includes acquisition, rehabilitation, and furnishings:

Phase 1 - Completed

Construction of 20,000 SF for temporary student programming has been completed through the generosity of Bexar County, the Charles Butt Foundation and David and Deborah Rogers.

Phase II: \$10.6 Million for the rehabilitation of the program spaces, lease spaces and exterior.
New Market Tax Credits (NMTC): \$4.2M (US Treasury grant funds, no payments, just 7 years reporting)
Blue Hub Bridge Loan: \$4.4M (to be paid from committed City TIRZ funds)
7 Year Term Loan: \$2M (to be paid from lease space rent, payments being Jan. 2024)

Committed Capital Campaign Support

- \$3M in City of San Antonio Funds TIRZ, exterior renovations (Bridge Loan repayment)
- \$200,000 in Naming from the San Antonio Area Foundation: Santikos
- \$250,000 in unrestricted funds from David and Deborah Rogers
- A County \$1.5 M capital grant from ARPA funds is also being considered.

Upcoming Capital Campaign Support (All Highly Likely)

- \$500,000 - Greehey Family Foundation, trustee meeting in May 2022
- \$750,000 - Kronkosky Foundation, trustee meeting in June 2022
- \$100,000 – Pryor Foundation, trustee meeting in May 2022
- \$750,000 - Mays Family Foundation – trustee meeting in Aug. 2022
- \$250,000 – Hurd Foundation, trustee meeting in Sept. 2022

Campaign Team:

Capital Campaign Committee: Chairs, Liz and Bill Chiego (Director Emeritus of the McNay Art Museum), Members include Drs. Ricardo and Harriett Romo (former President, UTSA), Dr. Mike and Martha Flores (Alamo Community College District Chancellor), Mary Ann Beach, board president, Mike Schroeder, Founder, and Margaret and Fred Schulenburg. Staff Leadership: Jon Hinojosa, President.

Vamos Abrazos (NMTC) Committee Structure: Mary Ann Beach, Bill Chiego, Mike Schroeder, Harriett Romo and Jon Hinojosa are the initial members of the Brazos Community Development Committee, an affiliate non-profit for SAY SI that will oversee the project.

Upcoming: By the NMTC closing (end of June), Vamos Abrazos will need a signed resolution from the SAY SI Board secretary on the joint relationship with SAY SI on the project. Following the closing, the executive committee is working on an MOU to be signed by each party dealing roles and responsibilities of the partnership.

SAY Sí
Balance Sheet
As of April 30, 2022

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	100,063.68
5056 Frost Payroll	635.19
9655 Frost Capital	519,457.10
PayPal	0.00
Petty Cash	184.58
Total Bank Accounts	\$ 620,340.55
Accounts Receivable	
Receivables	346,417.81
Total Accounts Receivable	\$ 346,417.81
Other Current Assets	
Employee Receivables	19,443.87
Frost Brokerage Account	159,728.74
Undeposited Funds	0.00
Total Other Current Assets	\$ 179,172.61
Total Current Assets	\$ 1,145,930.97
Fixed Assets	
Assets	
Frost-CD	3,777,982.45
Frost-CD	0.00
Total Fixed Assets	\$ 3,777,982.45
TOTAL ASSETS	\$ 4,923,913.42
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	375,645.16
Total Accounts Payable	\$ 375,645.16
Credit Cards	
Credit	58,465.96
Total Credit Cards	\$ 58,465.96
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-965.64
Frost Bridge Loan	1,460,025.00
Line of Credit/Business Loan 2019	0.00
Line of Credit/Term Loan 2014	0.00
Line of Credit/Term Loan 2017	0.00
Payroll Liabilities	2,630.76
PPP Loan	0.00
Student Scholarships Payable	-3,445.03
Texas State Comptroller Payable	1,148.87
Total Other Current Liabilities	\$ 1,459,393.96
Total Current Liabilities	\$ 1,893,505.08
Long-Term Liabilities	
Frost Construction Loan	0.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 0.00
Total Liabilities	\$ 1,893,505.08
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	1,617,813.01
Net Revenue	-475,785.29
Total Equity	\$ 3,030,408.34
TOTAL LIABILITIES AND EQUITY	\$ 4,923,913.42

SAY SI
Budget vs. Actuals: 2022 Budget
March- April 2022

	Total				YTD % of Annual Budget
	March-April Actuals	Year-to-Date Actuals	Bi-Monthly Budget	Annual Budget	
Ordinary Revenue/Expenditures					
Revenue					
1 Donations	20,298.64	38,085.14	23,250.00	139,500.00	27%
2 Grants	64,899.90	72,392.12	158,750.00	952,500.00	8%
3 Sales & Commissions	12,771.70	13,031.70	6,958.34	41,750.00	31%
4 Facility Rental	-	-	583.34	3,500.00	0%
5 Event Income	-	-	6,503.34	39,020.00	0%
Total Ordinary Revenue	97,970.24	\$ 123,508.96	196,045.02	1,176,270.00	11%
Expenditures					
1 Program Expenses	19,280.68	26,541.34	19,526.70	117,160.00	23%
2 Payroll & Benefits	137,789.39	222,469.76	131,768.33	790,610.00	28%
3 Administration and Overhead	13,580.72	26,912.12	16,583.33	99,500.00	27%
4 Facility & Maintenance	14,642.79	32,793.26	20,333.34	170,000.00	19%
5 Marketing & Event Expenses	4,639.73	8,706.21	7,833.34	47,000.00	19%
Total Expenditures	\$ 189,933.31	\$ 317,422.69	\$ 196,045.05	\$ 1,224,270.00	26%
Net Ordinary Revenue	-\$ 91,963.07	-\$ 193,913.73	-\$ 196,045.05	-\$ 48,000.00	
Other Revenue/Expenditures					
Other Revenue					
7 Reserve Fund (Building Capital Campaign)	250,400.00	252,200.00	\$ -	\$ -	-
Total Other Revenue	\$ 250,400.00	\$ 252,200.00			
Other Expenditures					
3 Capital Expenditures	\$ 408,986.33	\$ 472,356.28			
Total Other Expenditures	\$ 408,986.33	\$ 472,356.28			
Net Other Revenue	-\$ 158,586.33	-\$ 220,156.28			
Gross Profit	-\$ 250,549.40	-\$ 414,070.01			

SAY SI
Year-to-Year Comparison
March-April 2021 & 2022

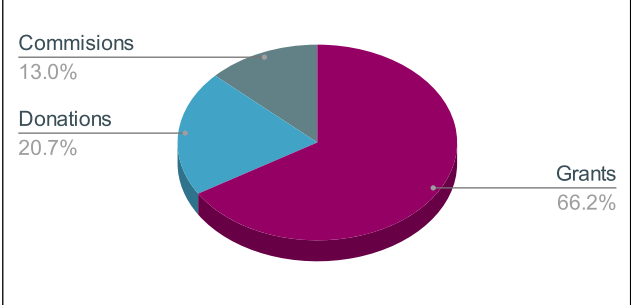
	March-April 2021	March-April 2022	YTD 2021	YTD 2022
Ordinary Revenue/Expenditures				
Revenue				
1 Donations	142,128.54	20,298.64	167,509.31	38,085.14
2 Grants	5,636.49	64,899.90	104,112.43	72,392.12
3 Sales & Commissions	37,905.17	12,771.70	60,093.67	13,031.70
4 Facility Rental	-	-	-	-
5 Event Income	4,081.00	-	4,081.00	-
5 PPP Loan	-	-	120,000.00	-
Total Ordinary Revenue	189,751.20 \$	97,970.24	455,796.41	123,508.96
Expenditures				
1 Program Expenses	12,636.16	19,280.68	39,230.98	26,541.34
2 Payroll & Benefits	118,470.55	137,789.39	204,636.74	222,469.76
3 Administration and Overhead	26,047.03	13,580.72	41,742.93	26,912.12
4 Facility & Maintenance	20,435.90	14,642.79	45,317.36	32,793.26
5 Marketing & Event Expenses	3,293.96	4,639.73	4,722.01	8,706.21
Total Expenditures	\$ 180,883.60	\$ 189,933.31	\$ 335,650.02	\$ 317,422.69
Net Ordinary Revenue	\$ 8,867.60 -\$	91,963.07 \$	120,146.39 -\$	193,913.73
Other Revenue/Expenditures				
Other Revenue				
7 Reserve Fund (Building Capital Campaign)	666,666.00	250,400.00 \$	666,666.00 \$	252,200.00
Total Other Revenue	\$ 666,666.00	\$ 250,400.00	\$ 666,666.00	\$ 252,200.00
Other Expenditures				
3 Capital Expenditures	\$ 501,805.45	\$ 408,986.33	\$ 527,012.74	\$ 472,356.28
Total Other Expenditures	\$ 501,805.45	\$ 408,986.33	\$ 527,012.74	\$ 472,356.28
Net Other Revenue	\$ 164,860.55 -\$	158,586.33 \$	139,653.26 -\$	220,156.28
Gross Profit	\$ 173,728.15 -\$	250,549.40 \$	259,799.65 -\$	414,070.01

March-April 22 Financial Snapshot

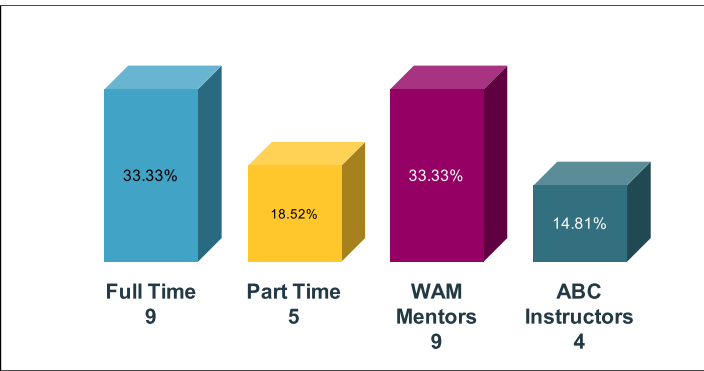
Summary



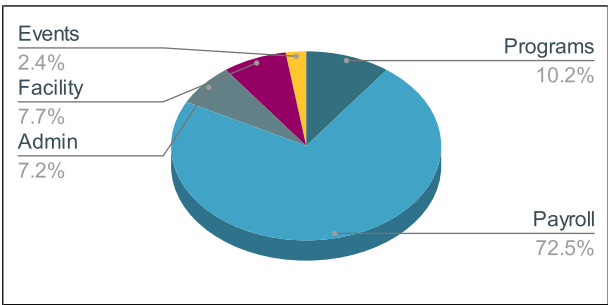
Income Breakdown



Employee Breakdown



Expenses Breakdown



Income



	Planned	Actual	Diff
Totals	\$ 196,045	\$97,970	\$ (98,075)
Grants	\$ 158,750	\$64,900	\$ (93,850)
Donations	\$ 23,250	\$20,299	\$ (2,951)
Commissions	\$ 6,958	\$12,772	\$ 5,813
Facility Rental	\$ 583	\$ -	\$ (583)
Events	\$ 6,503	\$ -	\$ (6,503)

Expenses



	Planned	Actual	Diff
Totals	\$ 196,045	\$ 189,933	\$ (6,112)
Programs	\$ 19,527	\$ 19,281	\$ (246)
Payroll	\$ 131,768	\$ 137,789	\$ 6,021
Admin	\$ 16,583	\$ 13,581	\$ (3,003)
Facility	\$ 20,333	\$ 14,643	\$ (5,691)
Events	\$ 7,833	\$ 4,639	\$ (3,194)

May 2022 Development Report

Recent Awards/Decisions	<i>Received</i>	<i>Asked/Grant Total</i>	<i>Date Received</i>
RCF - Renaissance Charitable Foundation	\$5,000.00	-	<i>April 5</i>
Texas Cavaliers	\$15,000.00	-	<i>April 8</i>
NEA - Rescue (Paid in Reimbursable Installments)	\$47,649.90	\$150,000	<i>April 27</i>
COSA DAC	\$73,931.00	\$73,931.00	<i>May 3</i>
Mid-America Arts Alliance (Remainder of 2021 Grant)	\$12,780.00	\$12,780.00	<i>May 11</i>
Bexar County CARES Act (Remainder of 2021 Grant)	\$36,292.80	\$36,292.80	<i>May 23</i>
Total	\$190,653.70	\$273,003.80	
Fee For Service			
	<i>Update</i>	<i>Goal/Expected</i>	
Methodist Healthcare Ministries, Airport Breast Cancer Awareness Project	Received	\$6,000.00	
Musical Bridges Around the World, Fiesta Medal Competition	Received	\$600.00	
SAISD Partnership	Received	\$5,041.20	
Children's Chorus of San Antonio: Sounds in Color Performance	Received	\$600.00	
MindPOP Facilitation: Moving the Needle on Equity Goals	AR	\$3,000.00	
Total		\$87,219.00	
Event/Campaign-Based Funding			
	<i>Update</i>	<i>Goal/Expected</i>	
Small Scale fundraising event - Gross Revenue	Pending	\$20,000.00	
Back to School Art Supply Drive (3M sponsorship)	Nominated & Approved	\$3,000.00	
Total		\$20,000.00	
Submitted			
	<i>Update</i>	<i>Goal/Expected</i>	<i>Answer Expected</i>
Impact SA - Outfitting Journalism Studio	Application Submitted	\$100,000.00	<i>July - August</i>
NEA - Rescue Monthly Payments	Payment Requested	\$16,719.00	<i>June</i>
The Walt Disney Company	LOI Submitted	\$500.00	<i>July</i>
Brooks Gives Back	Application Submitted	\$20,000.00	<i>August</i>
Causality Brand Grant	Application Submitted	In-Kind Support	<i>TBA</i>
Moody Foundation - Operations - Submitted letter for consideration	LOI Submitted	\$50,000.00	<i>October</i>
		\$187,219.00	
Upcoming Development Submissions for June - Q3			
	<i>Update</i>	<i>Goal/Expected</i>	
TCA - Arts Respond - Cultural District Project	June 15 Deadline	Pending	
ARPA Funds for the Arts	July Deadline	\$117,000	
Alice Kleberg Reynolds Foundation - draft	June - August Cycle	\$25,000	
Meadows Foundation - Programs - Submitted letter for consideration	September Cycle	\$100,000.00	
Total		\$242,000.00	