



Board Meeting
Wednesday, May 25, 2016
4:30 PM @ SAY Si Central
1518 South Alamo

Serving San Antonio's youth, SAY Si is a year round, long-term, multidisciplinary arts program that provides students opportunities to develop artistic and social skills in preparation for higher educational advancement and professional careers.

AGENDA

- 4:30 P.M. **Welcome and Board Vice President Remarks**
- 4:35 P.M. **Action Items:**
- 2016 April Minutes
 - 2016 YTD Financials
 - Vote to accept the resignation of Michael Guarino
- 4:55 P.M. **Strategic Initiatives:**
- Special Events Committee Report – Melissa Levine
 - Development Committee Report – Mike Schroeder
 - Organizational Report and Resource Update – Jon
 - Best Practices Update - Staff
- 5:50 P.M. **New Business:**
- New Business from the Floor
 - Board Strategic Planning Dates: Aug. 26 & 27
- 5:55 P.M. **Announcements:**
Wednesday, June 22, 4:30 PM, Board Meeting
Friday, July 1, 6-9 PM, Stories Seldom Told Opening
Thursday, July 7, 6-9 PM, Hello Goodbye Graduation
- 6:00 PM **Adjourn**

To: SAY Si Board
From: Secretary, Melissa Levine
Date: April 27, 2016
Subject: Board Meeting Minutes

Meeting called to order at 4:33 p.m. with 92% of Board present.

Board Members Present:

Molly Shafer, Dora Verde, Richard Davis, Melissa Levine, Jason Moran, Mike Schroeder, Victoria Suescum, Jenee Gonzales, Lindsey Johnson, Bruce McMillian, and Laurie Posner.

Board Member Absent: Michael Guarino

Staff Present: Jon Hinojosa, Gustavo Garcia, Stephen Guzman

Dora Verde, Board President, called the meeting to order.

Board President Remarks:

Emphasized Executive Committee reviewed 2015 Financials with Jon prior to Board Meeting due to CPA absence.

Action Items:

2015 Financial Review Presentation: Roger Harris, CPA

- In-depth discussion and understanding of unrestricted, temporarily restricted and permanently restricted funds.
- Expenses have not grown as programming has expanded.
- 2015 990 will be sent to all Board Members for review.

Motion: Bruce M. moved to approve 2015 Financials, Lindsey J. seconded, unanimously approved.

2016 February Minutes

- Correction: The Motion was approved for Bruce McMillian to act as Treasurer, not Executive Committee Treasurer. Minutes are approved with correction.

Motion: Mike S. moved to approve February minutes, Richard D. seconded, unanimously approved with above mentioned correction.

2016 YTD Financials

Motion: Jenee G. moved to approved 2016 YTD Financials, Bruce M. seconded, unanimously approved.

Proposed By-Law Revision for Section 3.02 Regular Meetings

- Board meetings will take place at a pre-arranged date and time.
Motion brought forward by Molly S. as Chair of Governance and Nominating Committee.

Strategic Initiatives:

- Each committee discussed their goals for the year and the future of their committee
- Challenges of Small Scale were discussed. Event falling on Good Friday and lack of underwriting were major challenges to be remedied for 2017 event.
- Board Strategic Planning was discussed. Planning will take place in the fall. Jon will send out date options. Staff, leadership council, funders and parents will be considered to take part in planning sessions. Capacity and programing are areas of discussion.
- The upcoming Big Give Big Ten Van Campaign was discussed in-depth. Board was encouraged to find 10 donors to donate during the 5:00 Power Hour.

Meeting adjourned at 6:18 p.m.

SAY SI
Balance Sheet
As of April 30, 2016

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	229,235.56
5056 Frost Payroll	5,060.90
9655 Frost Capital	9,680.89
Petty Cash	220.11
Total Bank Accounts	\$ 244,197.46
Accounts Receivable	
Receivables	87,135.00
Total Accounts Receivable	\$ 87,135.00
Other current assets	
Receivables	-655.59
Undeposited Funds	0.00
Total Other current assets	-\$ 655.59
Total Current Assets	\$ 330,676.87
Fixed Assets	
Assets	2,156,686.84
Total Fixed Assets	\$ 2,156,686.84
TOTAL ASSETS	\$ 2,487,363.71
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	31,286.44
Total Credit Cards	\$ 31,286.44
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	0.00
Term Loan Payment	41,106.24
Payroll Liabilities	5,458.63
Student Scholarships Payable	6,527.42
Texas State Comptroller Payable	-1,087.49
Total Other Current Liabilities	\$ 52,004.80
Total Current Liabilities	\$ 83,291.24
Long-Term Liabilities	
Frost Construction Loan	534,455.38
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 534,455.38
Total Liabilities	\$ 617,746.62
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	174,148.92
Net Revenue	-192,912.45
Total Equity	\$ 1,869,617.09
TOTAL LIABILITIES AND EQUITY	\$ 2,487,363.71

SAY SI
Budget vs. Actual: 2016 Budget
 January - April, 2016

	Actual	Budget	Total over Budget	% of Budget
Revenue				
1 Donations	19,387.48	43,332.00	-23,944.52	44.74%
2 Grants	82,511.31	328,332.00	-245,820.69	25.13%
3 Sales & Commissions	34,163.73	28,332.00	5,831.73	120.58%
4 Facility Rental	6,950.00	5,000.00	1,950.00	139.00%
5 Event Income	24,142.00	36,664.00	-12,522.00	65.85%
6 Reserve Fund		8,332.00	-8,332.00	0.00%
Total Revenue	\$ 167,154.52	\$ 449,992.00	-\$ 282,837.48	37.15%
Gross Profit	\$ 167,154.52	\$ 449,992.00	-\$ 282,837.48	37.15%
Expenditures				
1 Program Expenses	44,205.90	88,320.00	-44,114.10	50.05%
2 Payroll & Benefits	192,819.99	238,328.00	-45,508.01	80.91%
3 Administration and Overhead	52,740.61	36,660.00	16,080.61	143.86%
4 Facility & Maintenance	55,305.29	58,324.00	-3,018.71	94.82%
5 Marketing & Event Expenses	14,995.18	16,664.00	-1,668.82	89.99%
6 Building Reserve Fund Expenses		11,664.00	-11,664.00	0.00%
Total Expenditures	\$ 360,066.97	\$ 449,960.00	-\$ 89,893.03	80.02%
Net Operating Revenue	-\$ 192,912.45	\$ 32.00	-\$ 192,944.45	-602851.41%
Net Revenue	-\$ 192,912.45	\$ 32.00	-\$ 192,944.45	-602851.41%