



Board Meeting
Wednesday, September 28, 2016
4:30 PM @ SAY Sí Central – WAM Studio
1518 South Alamo

Serving San Antonio's youth, SAY Sí 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 President Remarks**
- 4:35 P.M. **Action Items:**
- 2016 August Minutes
 - 2016 YTD Financials
- 4:50 P.M. **Strategic Initiatives:**
- Strategic Planning Implementation Timeframe Update
 - Organizational Report and Resource Update – Jon
 - Special Events Committee Report – Melissa Levine
 - Nominating and Governance Committee Status – Molly Shafer
- 5:50 P.M. **New Business:**
- New Business from the Floor
 - Executive Director Evaluation and Compensation
- 5:55 P.M. **Announcements:**
Wednesday, October 26, 4:30 PM, Board Meeting
October 3-5, 10th Anniversary of Muertitos Fest
- 6:00 PM **Adjourn**

To: SAY Si Board
From: Secretary, Melissa Levine
Date: August, 24 2016
Subject: Combined Board & Advisory Council Meeting Minutes

Meeting called to order at 6:21 p.m. with 80% of Board present.

Board Members Present:

Molly Shafer, Melissa Levine, Jason Moran, Mike Schroeder, Victoria Suescum, Dora Verde, Jenee Gonzales and Bruce McMillian.

Board Members Absent: Lindsey Johnson & Richard Davis.

Staff Present: Jon Hinojosa, Stephen Guzman & Gustavo Garcia.

Leadership Council Present: Rose Mary Fry, Liz Chiego, Dan Naranjo & Kaye Lenox.

Dora Verde, Board President, called the meeting to order and thanked all for attending. Rose Mary Fry and Dora Verde spoke of the dedication all attending have to Say Si.

Board and Leadership Council Introduction:

Each member provided a brief introduction and spoke of their favorite Say Si event.

Committee Updates

Special Events Committee

- Provided an update on Board Underwriting for Muertitos Fest. Thanked the below Board Members and their spouses for their contributions; Harry & Molly Shafer, Mark & Melissa Levine, Lindsey Johnson, Jason Moran and Dora & Henry Verde. Encouraged all to continue reaching out to prospective donors to reach the individual board member goal of raising \$650 for Muertitos Fest. Total raised by board to date is \$3,850. Challenged Leadership Council to same goal.
- Announced Board Open House to take place on Thursday, October 13 from 6:30-7:30 p.m. Event is designed to attract new audiences and donors to Say Si. Event is driven and run by the Board. Each Board Member was challenged to bring 3 guests to the Open House who have never been to Say Si.

Governance Committee

- Provided update on Board Recruitment. Prospective Board Members are currently being interviewed and given tours. Leadership Council was encouraged to nominate prospective Board Members.

Development Update

- Gustavo provided a comprehensive list of grants Say Si has recently received and applied for.

Artistic Executive Director Update

- Jon spoke to the commitment of Adobe
 - As part of the Adobe Project, students from India will be visiting Say Si during Muertitos Fest, participating in the event with a dance movement.
 - When Say Si is visiting Mexico they will have the opportunity to participate in the Oaxaca film festival in October.
 - Virtual reality equipment is in development to be provided.

Meeting adjourned at 7:07pm.

SAY SI
Balance Sheet
As of August 31, 2016

| | Total |
|--|------------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 4122 Frost Operating | 79,656.85 |
| 5056 Frost Payroll | 7,629.58 |
| 9655 Frost Capital | 2,861.89 |
| Petty Cash | -35.50 |
| Total Bank Accounts | \$ 90,112.82 |
| Accounts Receivable | |
| Receivables | 249,510.00 |
| Total Accounts Receivable | \$ 249,510.00 |
| Other current assets | |
| Employee Receivables | -1,375.59 |
| Undeposited Funds | 0.00 |
| Total Other current assets | -\$ 1,375.59 |
| Total Current Assets | \$ 338,247.23 |
| Fixed Assets | |
| Assets | 2,131,020.20 |
| Total Fixed Assets | \$ 2,131,020.20 |
| TOTAL ASSETS | \$ 2,469,267.43 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable (A/P) | 0.00 |
| Total Accounts Payable | \$ 0.00 |
| Credit Cards | |
| Credit | 17,420.53 |
| Total Credit Cards | \$ 17,420.53 |
| Other Current Liabilities | |
| Accrued Expenses | 0.00 |
| AIE Scholarships Payable | 0.00 |
| Employee Retirement Withholding | 0.00 |
| Line of Credit/Term Loan | 38,453.28 |
| Payroll Liabilities | 8,247.54 |
| Student Scholarships Payable | 6,086.47 |
| Texas State Comptroller Payable | -1,052.19 |
| Total Other Current Liabilities | \$ 51,735.10 |
| Total Current Liabilities | \$ 69,155.63 |
| Long-Term Liabilities | |
| Frost Construction Loan | 534,455.38 |
| Vehicle Loan | 0.00 |
| Total Long-Term Liabilities | \$ 534,455.38 |
| Total Liabilities | \$ 603,611.01 |
| Equity | |
| Opening Balance Equity | 1,888,380.62 |
| Retained Earnings | 174,148.92 |
| Net Revenue | -196,873.12 |
| Total Equity | \$ 1,865,656.42 |
| TOTAL LIABILITIES AND EQUITY | \$ 2,469,267.43 |

SAY SI
Budget vs. Actual: 2016 Budget
 January - August 2016

| | Actual | Total | | % of Budget |
|----------------------------------|-----------------------|----------------------|-----------------------|--------------------|
| | | Budget | over Budget | |
| Revenue | | | | |
| 1 Donations | 43,801.52 | 86,664.00 | -42,862.48 | 50.54% |
| 2 Grants | 385,021.02 | 656,664.00 | -271,642.98 | 58.63% |
| 3 Sales & Commissions | 40,628.27 | 56,664.00 | -16,035.73 | 71.70% |
| 4 Facility Rental | 13,500.00 | 10,000.00 | 3,500.00 | 135.00% |
| 5 Event Income | 29,320.25 | 73,328.00 | -44,007.75 | 39.99% |
| 6 Reserve Fund | | 16,664.00 | -16,664.00 | 0.00% |
| Total Revenue | \$ 512,271.06 | \$ 899,984.00 | -\$ 387,712.94 | 56.92% |
| Gross Profit | \$ 512,271.06 | \$ 899,984.00 | -\$ 387,712.94 | 56.92% |
| Expenditures | | | | |
| 1 Program Expenses | 78,803.13 | 176,640.00 | -97,836.87 | 44.61% |
| 2 Payroll & Benefits | 391,108.64 | 476,656.00 | -85,547.36 | 82.05% |
| 3 Administration and Overhead | 101,512.52 | 73,320.00 | 28,192.52 | 138.45% |
| 4 Facility & Maintenance | 118,459.50 | 116,648.00 | 1,811.50 | 101.55% |
| 5 Marketing & Event Expenses | 19,260.39 | 33,328.00 | -14,067.61 | 57.79% |
| 6 Building Reserve Fund Expenses | | 23,328.00 | -23,328.00 | 0.00% |
| Total Expenditures | \$ 709,144.18 | \$ 899,920.00 | -\$ 190,775.82 | 78.80% |
| Net Operating Revenue | -\$ 196,873.12 | \$ 64.00 | -\$ 196,937.12 | -307614.25% |
| Net Revenue | -\$ 196,873.12 | \$ 64.00 | -\$ 196,937.12 | -307614.25% |

Resources/Development:

| Institution | Grant/Report Type | Deadline | Status | Request Amount |
|---------------------------|---------------------------------|----------------------|-----------|----------------|
| Valero Benefit Children | Support | Period | Committed | \$10,000.00 |
| City of SA- DCCD | 2016-2017 Operating | Oct 16 - Sept. 17 | Committed | \$223,000.000 |
| King William Association | Operating | 2016 | Committed | \$15,000 |
| Mission Trail Rotary Club | Project: ALAS September Show | 2016 | Committed | \$2,000 |
| SAAF | Community Grant | 2016-2017 | Submitted | \$30,000 |
| NEA | Artworks Grant | 2017 | Submitted | \$20,000 |
| SAAF | Capital & Naming | 2016 | Declined | \$500,000 |
| Rackspace | Project - Community | 2016-2017 | Committed | \$15,000 |
| Valero Foundation | Operating | 2016-2017 | Submitted | \$75,000.00 |
| Yelp Foundation | Project | 2016 | Submitted | \$5,000.00 |
| Dickson-Allen Found. | Operating | 2016 | Submitted | \$15,000.00 |
| SA Junior Forum | Project - Community | 2016 | Submitted | \$2,500 |
| Greehey Foundation | Operational | 2016 | Started | \$25,000 |

Programs:

- All programs are focused on completing artwork for our upcoming exhibit and performances: [Cuentos y Culturas](#) opening on Friday, September 23, 6-9 PM. Please check your weekly program update for other items.
- [Amalia Ortiz](#), a well respected playwright and performer has been hired as our new Theatre Instructor.
- SAY SI will be one of 10 featured galleries at the McNay Museum's [Art to the Power of Ten](#) event on September 16th. We will be showcasing alumni and student work for sale.

Leadership:

- I will be presenting to some national federal/governmental leaders in Washington DC on Monday, September 19th as part of the national Creative Youth Development initiative.
- I will be lecturing as part of the McNay's Docent training on Tuesday, Sept. 27th - the focus of the lecture will be "Youth and their Creative Passions".
- I was invited and agreed to join the board of [Texans for the Arts](#), it is a non-partisan statewide arts advocacy organization that organizes advocacy efforts in order to protect and increase public funding for the arts.

Facilities:

- Due to the recent storms, I filed an insurance claim for our roof. A claims adjustor has completed the inspection and will provide us his finding in 3 weeks.