



Board Meeting

Thursday, January 22, 2015

4:30 PM @ SAY Si Central

1518 South Alamo

AGENDA

4:30 p.m.

Welcome:

- President's Comments: **Dora Verde**

4:35 p.m.

Action Items:

- 2015 Budget Review and Adoption: **Dora & Jon**
- Board Committee Structures, Members & Determining Meeting Dates: **Dora**

5:00 p.m.

Strategic Initiatives:

- Best Practices Organizational Initiatives: **Jon**
Programs & Community: **Nicole**
Communications & Visitor Experience: **Stephen**
Resources & Relationships: **Gustavo**

5:25 p.m.

Discussion & Scheduling of Strategic Planning: **Dora**

5:35 p.m.

New Business:

- Fundraiser Update: Veinte & Small Scale 2014
- Other New Business from the Floor

5:45 p.m.

Announcements:

Scholastic Exhibit & Award Ceremony: Thurs., Jan. 30 6 PM

Veinte Celebration Event: Thursday, Feb. 5, 6 PM

Next Board Meeting: Thurs., Feb. 26, 4:30 PM

Small Scale Preview & Award Night: Mach 5, 7 PM

Small Scale Auction: Fri. March 27, 7 PM

Operational Budget DRAFT	2015	NOTES / Rationale
Income		
Commissions & Sales	\$ 25,000.00	increase based on 2014 actuals
Earned Income - rentals	\$ 15,000.00	based on committed rentals for 2015
Donations	\$ 125,000.00	increase based on 2014 actuals & budget
Grants	\$ 683,000.00	slight decrease, see list
Special Events	\$ 110,000.00	slight increase
Building Fund [reserve]	\$ 25,000.00	line item based on capital projects [board initiative]
Income	\$ 983,000.00	2.5% increase based on 2015 actuals & budget
Income Total		
	\$ 983,000.00	
Program Expense		
Art Supplies	\$ 12,000.00	slight decrease
Media Art Materials/Supplies	\$ 14,000.00	slight decrease
Theatre Supplies	\$ 6,000.00	slight increase
Community Program Supplies	\$ 5,000.00	decrease based on 2014 actuals
Equipment Lease	\$ 20,000.00	increase based on new leases
Visiting Artists	\$ 14,000.00	slight increase
Board, Staff & Student Development	\$ 20,000.00	Increase based on strategic planning
Total: Program Expense	\$ 91,000.00	Program expense total same as 2014
Payroll		
Payroll Expense	\$ 470,000.00	addition PT positions + merit/market rates
Payroll Service Fee	\$ 3,500.00	same
Payroll Tax Expenses	\$ 40,500.00	slight increase
Employee Benefits/Medical/Retirement	\$ 40,000.00	increase
Total: Payroll Expense	\$ 554,000.00	increase from 2014 budget
Overhead		
Bank & Finance Charges	\$ 12,000.00	based on 2014 actuals
Insurance	\$ 19,500.00	slight increase
Postage and Delivery	\$ 3,000.00	slight decrease
Professional Fees	\$ 14,000.00	slight increase based on 2014 actuals
Supplies: Building, Office, Ref.	\$ 37,000.00	slight increase based on 2014 actuals
Vehicle/Mileage	\$ 4,500.00	based on 2014 actuals
Travel	\$ 6,500.00	same
Total: Admin. Expense	\$ 96,500.00	slight increase based on 2014 actuals & budget
Facility		
Building Loan Fees	\$ 55,000.00	slight increase based on loan
Facility Maintenance/Repairs	\$ 10,000.00	decrease based on 2014 actuals
Contract Labor	\$ 28,000.00	same
Utilities	\$ 70,000.00	increase based on actuals
Capital Equipment/Furnishings	\$ 5,000.00	decrease
Total: Facility Expense	\$ 168,000.00	slight decrease based on 2014 actuals & budget
Marketing		
PR/Dues/Resources and Art Aqu.	\$ 10,000.00	same
Special Event's	\$ 35,000.00	same
Printing and Reproduction	\$ 3,500.00	decrease based on 2014 actuals
Total: Marketing Expense	\$ 48,500.00	slight decrease based on 2014 actuals & budget
Total Expense	\$ 958,000.00	
Expense Total	\$ 958,000.00	increase based on 2014 budget & actuals

2015 Income Projections	2015 Income
Commissions & Sales	\$ 25,000.00
Earned Income	\$ 15,000.00
Donations	\$ 120,000.00
Grants	\$ 683,000.00
Special Events	\$ 110,000.00
Total Income	\$ 953,000.00

Grants 2015:	
City of San Antonio [HMTF]	\$ 218,750.00
Kronkowsky Foundation	\$ 75,000.00
TX Commission on the Arts	\$ 8,000.00
Valero Foundation	\$ 50,000.00
Chase Foundation	\$ 6,250.00
The Fund [local united arts fund]	\$ 2,500.00
National Endowment for the Arts	\$ 10,000.00
Surdna Foundation	\$ 75,000.00
Wallace Foundation	\$ 75,000.00
King William Assoc.	\$ 12,000.00
Dickson-Allen Foundation	\$ 10,000.00
Starbucks Foundation	\$ 20,000.00
Rackspace Foundation	\$ 15,000.00
San Antonio Area Foundation	\$ 30,000.00
Local Small Found & Corp Support	\$ 15,000.00
Pryor - Frost Bank	\$ 10,000.00
Greehy Family Foundation	\$ 20,000.00
Target	\$ 2,500.00
TG	\$ 75,000.00
Grant Total	\$ 730,000.00



SAY Sí Committees

2015

Executive Committee: The Executive Committee shall be composed of the President, Vice President, Treasurer, Secretary, Advisory Chair, Michael J. Schroeder, and Executive Director. The Executive Committee shall preview and set the Board agenda for all regular and special meetings, review progress of all committees, serve as the primary consultant to the Executive Director, and provide an annual performance evaluation of the Executive Director and compensation recommendation to the Board.

Members: Dora Verde - President, Molly Shafer - VP, Victoria Suescum - Secretary, Open - Treasurer, and Mike Schroder, Founder.

Finance Committee

Focus: The Finance Committee shall be composed of at least two (2) Directors. The Committee shall review financial needs of the agency with respect to its present and future programs. It shall also recommend, approve, and present the budget to the Board for approval; review the current fiscal year's operations; submit any relevant reports to the Board; and maintain the Corporation's financial policies. On an annual basis, the Finance Committee shall engage a certified public accountant to audit the financial records and transactions of the Corporation and submit an independent audit report to the Board of Directors. The Finance Committee shall also review, monitor, and direct all investments and maintain the Corporation's Investment Policy.

Chair:

Members:

Governance and Administration

Focus: The Governance and Administrative Committee shall be composed of at least two (2) Directors. The Committee shall be responsible for Board development and maintenance of the Corporation's organizational documents. The Governance and Administrative Committee shall present a slate of nominees for election to the Board of Directors at the December meeting and individual nominees for election throughout the year consistent with Section 3.01. It shall further be the duty of the Governance Committee to prepare a slate of Directors to be elected as officers. Nominations for officers will be considered at the Board's November meeting. The Governance Committee shall then present a slate of officers for election at the Board's December meeting. The Governance Committee shall also maintain the organizational documents and any governance policies of the Corporation and review such documents annually to determine if changes are necessary. The Committee shall make recommendations to the Board if any changes are necessary.

Chairs:

Members:

Development Committee

Focus: Development Committee. The Development Committee shall consist of at least two (2) Directors. This Committee provides oversight for fund development, marketing and public relations. The Committee shall formulate plans and programs directed toward ensuring continued financial support of the Corporation, including grants and special gifts from individuals, groups, foundations, and governmental bodies. It shall also be the duty of this Committee to seek out and develop marketing and public relations opportunities to help increase awareness of, and support for, the Corporation.

Chair:

Members:

Special Events Committee

Focus: Special Events Committee. The Special Events Committee shall consist of at least two (2) Directors. The Chair of the Committee may establish subcommittees and, with the approval of President of the Board, may appoint members to such subcommittee. The purpose of the Special Events Committee is to facilitate any special events and special fundraising programs. The Special Events Committee shall also be responsible for soliciting sponsorships and obtaining board participation for such events.

Chair:

Members:



Board Meeting

Thursday, Feb. 26, 2015
4:30 PM @ SAY Si Central
1518 South Alamo

AGENDA

- 4:30 p.m. **Welcome:**
- President's Comments
- 4:35 p.m. **Consent Items:**
- January 2015 Minutes
 - 2015 YTD Financials
- 4:45 p.m. **Action Items: Board Committee Activities/Reports**
- Executive Committee: Dora
 - Governance and Administration: Molly
 - Development: Jenee
 - Special Events: Victoria
- 5:15 p.m. **Resource Development**
- Veinte Update
 - Leadership Council Update
- 5:30 p.m. **Operational:**
- Directors Report and Resource Update: **Jon**
- 5:45 p.m. **New Business:**
- New Business from the Floor
- 5:50 p.m. **Announcements:**
- Small Scale Preview & Award Night: Mach 5, 7 PM
Private VIP Preview: March 19, 6-9 PM
Next Board Meeting: Thurs., March. 26, 4:30 PM
Small Scale Auction: Fri. March 27, 7 PM
- 6:00 p.m. Adjournment

Internal Memorandum

To: SAY Si Board of Directors
From: Secretary, Victoria Suescum
Date: January 22, 2015
Subject: Board Meeting Notes

Date: 1/22/2015 4:30 p.m. 100% present

Committee Members Present: Jenee Gonzales, Melissa Levine, Mike Mazzei, Laurie Posner, Mike Schroeder, Molly Shafer, Victoria Suescum, Pablo Veliz, Dora Verde,
Staff Present: Executive Director, Jon Hinojosa, Nicole Amri, Stephen Guzman, Gustavo

Dora Verde, President of the Executive Committee, called the meeting to order.

Board President Remarks

- Welcome to new Board Members.

Action Items

Board Committee Structures, Members & Determining Meeting Dates

- Executive Committee: Dora Verde, President; Molly Shafer, Vice President; Victoria Suescum, Secretary; Mike Schroeder, Founding Member; Treasurer, open. Staff liaison: Jon Hinojosa.
- Finance Committee: collapsed into Executive Committee
- Governance and Administration: Molly Shafer, chair; Laurie Posner, Pablo Veliz. Staff liaison: Jon Hinojosa and Nicole Amri.
- Development: Jenee Gonzales, chair; Mike Mazzei, Dora Verde. Staff liaison: Gustavo Garcia.
- Special Events: Victoria Suescum, chair; Mike Schroeder, Melissa Levine. Staff Liaison: Stephen Guzman.

- Jon will attend as many committee meetings as possible.

- All committees are asked to meet before February 26 Board Meeting, are asked to set two to three goals and to set dates of meetings for entire year.

- Debt Reduction and Operation Costs should be a big goal for every committee.

2014 Budget Review and Adoption

- Jon provided a review of the 2015 annual budget. There is no significant increase from 2014.
- Currently there are 12 staff members of which 9 are employed full time.
- 403B Retirement plan (3% of employee contribution to be matched by SAY Si) and Health Benefits plans discussed.
- 3% Merit increases will be disbursed.

- **MOTION:** Michael Mazzei moved to approve the budget pending clarification if Principal of building loan is included in line item on Facilities. Pablo Veliz seconded, approved unanimously.

Strategic Initiatives

- Jon distributed Strategic Plan Outline and reviewed the section titled Operations & Financial Management.
- Gustavo reviewed section titled Resources.
- Stephen reviewed section titled Communications.
- Nicole reviewed section titled Programs.
- Dora asked staff to provide metrics such as timelines, how are goals going to be achieved and suggested quarterly reports.
- Dora asks staff not just to be tactical but to also identify strategies.

Discussion & Scheduling of Strategic Planning

- Board needs to update Mission statement and make it relevant to 2020.
- All committees are asked to consider strategies and tactics proposed by staff.
- Strategic Planning session to update Mission statement scheduled for February 27, 5:00-10:00 p.m. SAY Si staff will attend.
- Executive Committee will meet with Jon to structure the Strategic Planning session.
- Board members are asked to visit <http://www.saysi.org/board/> and read CCAT report.

New Business

Fundraiser Update: Veinte & Small Scale 2014

- Veinte Committee meeting is scheduled for January 27.
- Dora wants 100% Board participation in debt reduction to match Kronkosky Foundation challenge.
- Currently, Marcia and Mark have raised \$41,000 for Veinte celebration and Board has raised \$21,000.
- Veinte celebration is scheduled for February 5, 6:00-9:00 p.m.
- Board members are asked to contribute to Small Scale 2014 Operational costs.

Next Board meeting is scheduled for Thursday, February 26, 4:30 p.m.

Meeting adjourned at 6:40 p.m.

SAY SI
Statement of Financial Position
As of January 31, 2015

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	157,857.37
5056 Frost Payroll	812.21
9655 Frost Capital	144,046.81
Petty Cash	164.45
Total Bank Accounts	\$ 302,880.84
Other current assets	
Other Receivables	495.00
Undeposited Funds	7,572.53
Total Other current assets	\$ 8,067.53
Total Current Assets	\$ 310,948.37
Fixed Assets	
Assets	2,327,717.95
Total Fixed Assets	\$ 2,327,717.95
TOTAL ASSETS	\$ 2,638,666.32
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Credit	30,174.29
Total Credit Cards	\$ 30,174.29
Other Current Liabilities	
Scholarships Payable	8,136.00
Lines of Credit	180,205.65
Payroll Liabilities	4,224.93
Texas State Comptroller Payable	907.50
Total Other Current Liabilities	\$ 193,474.08
Total Current Liabilities	\$ 223,648.37
Long-Term Liabilities	
Frost Construction Loan	454,163.10
Vehicle Loan	4,942.62
Total Long-Term Liabilities	\$ 459,105.72
Total Liabilities	\$ 682,754.09
Equity	
Retained Earnings	1,939,189.00
Opening Balance	0.00
Net Revenue	16,723.23
Total Equity	\$ 1,955,912.23
TOTAL LIABILITIES AND EQUITY	\$ 2,638,666.32

SAY SI
Budget vs. Actuals: 2015 Budget
Jan-15

	Total		
	Actual	Budget	% of Budget
Revenue			
1 Donations	9,940.92	125,000.00	7.95%
2 Grants	17,850.00	683,000.00	2.61%
3 Sales & Commissions	-1,885.00	25,000.00	-7.54%
4 Facility Rental	1,000.00	15,000.00	6.67%
5 Event Income	4,317.66	110,000.00	3.93%
6 Event Underwriting	36,350.00		
7 Reserve Fund		25,000.00	0.00%
Total Revenue	\$ 67,573.58	\$ 983,000.00	6.87%
Gross Profit	\$ 67,573.58	\$ 983,000.00	6.87%
Expenditures			
1 Program Expenses	1,087.01	91,000.00	1.19%
2 Payroll & Benefits	40,927.36	554,000.00	7.39%
3 Administration and Overhead	2,494.13	96,500.00	2.58%
4 Facility & Maintenance	12,931.99	168,000.00	7.70%
5 Marketing & Event Expenses	782.49	48,500.00	1.61%
Total Expenditures	\$ 58,222.98	\$ 958,000.00	6.08%
Net Operating Revenue	\$ 9,350.60	\$ 25,000.00	37.40%
Net Revenue	\$ 9,350.60	\$ 25,000.00	37.40%

Board Committee Goals and Dates for 2015

Special Events

Members: Victoria, Chair; Melissa and Mike S. members; Stephen Guzman, staff Liaison

Goals

Goal #1: Strengthen capacity for resources. Raise net profit for events by 25%.

Goal #2: Strengthen capacity for resources through relationships.

Meeting dates

Dates to meet in person at 5 PM at SAY Si: 3/10, 5/12, 8/11, 10/12

Conference call meetings 10:30 AM: 4/14, 6/9, 9/14, 11/16

Governance and Administration

Members: Molly, Chair; Laurie and Pablo members; Jon staff liaison

Goals

Goal #1: Support leadership for SAY Sí in the recruitment of new Board members.

Goal #2: Support and partner with staff as they provide revisions to policies and procedures.

Meeting dates

The meetings will be on a bi-monthly basis at 5:30 PM at SAY Si: 3/9, 5/14, 8/12, 10/14

Development

Members: Jenee, Chair; Dora and Mike M. members; Gustavo, staff liaison

Goals

Goal #1: Bolster Board development & fundraising

Goal #2: Monthly Development Reports (Beginning March)

Meeting dates

Every 3rd Wednesday of the month up to June: 3/18, 4/15, 5/20

Executive Committee

Members: Dora President; Molly VP; Victoria, Secretary; Mike S., Founder; Jon staff liaison

Goals

Goal #1: Lead by setting robust agendas for all regular and special meetings.

Goal #2: Work in partnership with the Executive Director to advance our programs.

Goal #3: Focus on the Financial Capacity for the organization

Meeting dates

Meeting dates are 4:30 PM at SAY Si: 2/19, 3/17, 4/16, 5/21, 6/16, 8/19, 9/16, 10/21, and 11/9

SAY Sí Development and Administrative Updates – February 2015

<u>Recently Submitted:</u>	<u>Amount:</u>	<u>For:</u>
TCA	\$ 1,500	July Event
Kronkosky Foundation	\$ 75,000	Operational
BofA Foundation	\$ 30,000	HS Programs
The Fund/Bexar County	\$ 3,500	Intern

Recent completed funding reports include: Starbucks Foundation, Edouard Foundation, City of San Antonio, and the San Antonio Area Foundation.

Upcoming Grants:

Target, The Texas Cavaliers, Tesoro, SAAF Hispanic Fund, TCA, and The NEA.

Leadership Council Update:

The first 2015 meeting of the leadership council was held on Feb. 12: A focus of the meeting was supporting opportunities for SAY Sí and growing the council. A new web portal was created for the member to access pertinent organizational information.

Administrative Update:

Our focus on adaptive change continues to move forward and our strategy to strengthen our commitment & focus on the following core initiatives and opportunities continues to grow: Operations & Financial Management, Resources, Communications, Programs, Community, and Leadership.

Programs Update:

In addition to your weekly program update, we continue to strengthen our commitment to our students in the areas of building a college going culture and building on their capacities to be life long learners. Our team as been working with our seniors in both the matriculation focus, and also their senior thesis exhibit and presentations – we currently have 24 seniors on our roster for graduation. Our partnership with the Las Casa Foundation is moving forward with our youth attending “once in the next 2 weeks and participating in the Las Casas scholarship competition. Our partnership with Palo Alto College for a dual credit program continues with our youth participating in a drawing call held here for the spring semester.

Community Relationships & Leadership Update:

This past Wednesday, we hosted 70 members of the Masters Leadership class of 2015 in our spaces, I participated in a panel on youth and the arts, and they also watched a performance from our theatre students at the end of their visit.

On Thursday morning I attended a press conference as members of the recently formed Excel Beyond the Bell collective Impact group signed a memorandum of Understanding in strengthening opportunities for San Antonio Youth in the out of school time. I serve as on the local co-chairs of the group.

National Profile Opportunities:

I have been requested and have agreed to make a presentation at the Americans for the Arts conference in June to be held in Chicago. I was also recently requested to help adjudicate the awards for the Presidents Committee on the Arts and Humanities. In 2002, SAY Sí was given the award.

As a reminder, I serve on the following national boards:

- The National Guild for Community Arts Education – I serve as a national trustee and head the Creative Youth Development Committee. The Guild supports and advances lifelong learning opportunities in the arts.
- Creative Youth Development Initiative – I serve in the National Advisory Committee. A consortium led by the Presidents Committee on the Arts and Humanities, The National Guild, Americans for the Arts and The Massachusetts Cultural Council.
- National Teaching Artists Guild – I serve in the National Advisory Committee. A national, member-driven organization committed to the professionalization, visibility and impact of artists who teach.



Board Meeting

Thursday, April 23, 2015
4:30 PM @ SAY Si Central
1518 South Alamo

AGENDA

- 4:30 p.m. **Welcome:**
- President's Comments
- 4:35 p.m. **2014 Financial Review, presented by Roger Harrison, CPA**
- 4:45 p.m. **Consent Items:**
- February 2015 Minutes
 - 2015 YTD Financials
- 4:55 p.m. **Action Items: Board Committee Activities/Reports**
- Special Events: Victoria
 - Executive Committee: Dora
- 5:15 p.m. **Operational:**
- Directors Report and Resource Update: **Jon**
- 5:30 p.m. **New Business:**
- New Business from the Floor
- 5:45 p.m. **Announcements:**
- "Wanderlust" Senior Thesis Opening: Fri., May 1, 2015, 6 PM
"Wanderlust" Meet the Artists Big Give S.A. Reception: Tue., May 5, 2015, 5 PM
The Big Give S.A.: Tuesday, May 5, 2015
Senior Thesis Presentations: Fri., May 8 & Sat., May 9, 6:30 PM
Next Board Meeting: Thurs., May 28, 4:30 PM
- 6:00 p.m. Adjournment

Internal Memorandum

To: SAY Si Board
From: Secretary, Victoria Suescum
Date: February 26, 2015
Subject: Board Meeting Notes

Date: 2/26/2015 4:40 p.m. 78% present

Board Members Present: Jenee Gonzales, Melissa Levine, Laurie Posner, Mike Schroeder, Molly Shafer, Victoria Suescum, Dora Verde

Absent: Mike Mazzei, Pablo Veliz

Staff Present: Jon Hinojosa

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

Board President Remarks

- Pleased all committees have met & expressed gratitude to Board for success of Veinte event.

Consent Items

- Motion: Laurie moved to approve minutes, Molly seconded, unanimously approved.
- Motion: Mike S. moved to approve 2015 YTD Financials, Jenee seconded, unanimously approved.
- Roger Harrison, CPA will come to SAY Si in mid March to review 2015 Financials and attend April Board meeting.

Action Items: Board Committee Activities/Reports

- Executive Committee: Dora
 - Jon will submit a self evaluation by February 28.
 - All Board members will be provided with a survey, only 2014 Board Members will vote on E.D. evaluation. Same process as previous year.
 - Salary increase will be based on performance.
- Governance and Administration: Molly
 - Committee decided Bylaws are in good shape.
 - Determined that we need four new Board members.
 - Determined timeline for bringing in new Board members: Submit names by June Meeting, Potential Board members will be interviewed in August.
 - By March 9 meeting Jon will provide Molly with skillsets that we are looking for in new members to improve diversity and reflect community.
 - Laurie asks Board to revisit new member expectations. Currently our board requires a minimum of 18 meetings, attendance to events and fundraising. In her opinion this is much more than is required in most organizations. Board should consider: are expectations calibrated to people in the community we want to attract.

- Development: Jenee
 - Jenee will meet with Gustavo to discuss creating “Development 101” for Board, which will explain what it means to fundraise and how to cultivate donors. Gustavo will report their conclusions to the Board in March.
- Special Events: Victoria
 - Will coordinate a joint meeting with Jenee of Special Events and Development committees to learn how to fundraise.
 - Jon distributed envelopes with 10 Small Scale tickets & talking points.
 - Jenee asked committee to update underwriting goals by email ASAP.

Resource Development

- Veinte Update
 - Veinte netted a total of \$57,838 with \$5,182 in expenses.
 - 100% Board support netted \$21,425
 - Total revenues equal to \$79,263 plus \$25,000 in Kronkosky Foundation grant produced over \$100,000 in debt reduction.
 - Board chooses not to close out Kronkosky campaign until May 15 as to sustain the possibility of using Kronkosky challenge as leverage for additional debt reduction.
 - SAY Si will pay down \$50,000 by next week.

Leadership Council Update

- Leadership Council meeting was very well attended and a great success.
- Board needs to seek to expand number of Leadership Council members.
- Board members will be provided with Leadership Council meeting dates so they may attend.

Operational

- Jon underscored that SAY Si programs make a difference in the life quality of youth far beyond visual media.
- SAY Si provides students with a voice, community and surrogate family.

New Business

- None

Announcements

- Board asked to attend Small Scale events on
 - March 5, 7 p.m. (Preview and Awards Night)
 - March 19, 6-9 p.m. (Private VIP Preview)
 - March 27, 7 p.m. (Auction)

Next Board Meeting scheduled for Thursday, March 26, 4:30 p.m. at SAY Si

Meeting adjourned at 5:55 p.m.

SAY SI
Balance Sheet
As of March 31, 2015

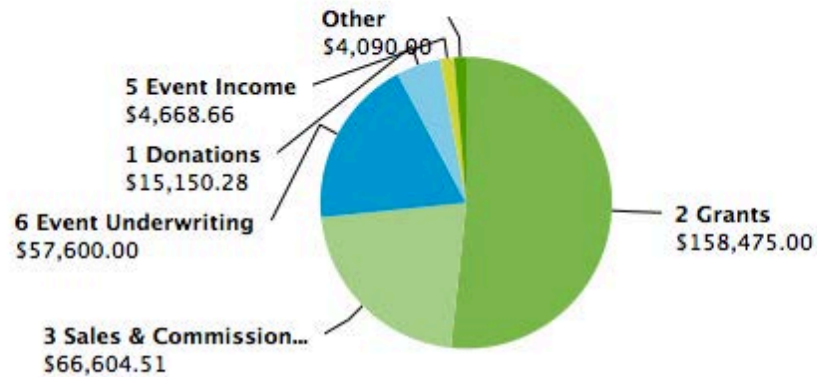
	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	140,087.07
5056 Frost Payroll	846.94
9655 Frost Capital	30,689.49
Petty Cash	12.75
Total Bank Accounts	\$ 171,636.25
Accounts Receivable	
Accounts Receivable	330.00
Total Accounts Receivable	\$ 330.00
Other current assets	
Receivables	2,505.00
Undeposited Funds	97.43
Total Other current assets	\$ 2,602.43
Total Current Assets	\$ 174,568.68
Fixed Assets	
Assets	2,308,467.97
Total Fixed Assets	\$ 2,308,467.97
TOTAL ASSETS	\$ 2,483,036.65
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	1,039.02
Total Accounts Payable	\$ 1,039.02
Credit Cards	
Credit	25,201.71
Total Credit Cards	\$ 25,201.71
Other Current Liabilities	
Frost Gift Card - Petty Expenses	0.00
Line of Credit	213,613.95
Payroll Liabilities	3,039.73
Texas State Comptroller Payable	-126.36
Total Other Current Liabilities	\$ 216,527.32
Total Current Liabilities	\$ 242,768.05
Long-Term Liabilities	
Frost Construction Loan	454,163.10
Vehicle Loan	4,942.62
Total Long-Term Liabilities	\$ 459,105.72
Total Liabilities	\$ 701,873.77
Equity	
Opening Balance Equity	1,785,069.46
Retained Earnings	-457.02
Net Revenue	-3,449.56
Total Equity	\$ 1,781,162.88
TOTAL LIABILITIES AND EQUITY	\$ 2,483,036.65

SAY SI
Budget vs. Actuals: 2015 Budget
 January - March, 2015

	Total			
	Actual	Budget	over Budget	% of Budget
Revenue				
1 Donations	13,868.16	125,000.00	-111,131.84	11%
2 Grants	83,475.00	683,000.00	-599,525.00	12%
3 Sales & Commissions	52,742.91	25,000.00	27,742.91	211%
4 Facility Rental	3,000.00	15,000.00	-12,000.00	20%
5 Event Income	62,067.66	110,000.00	-47,932.34	56%
	0.00	0.00	0.00	0%
6 Reserve Fund	0.00	25,000.00	-25,000.00	0%
Total Revenue	\$ 215,153.73	\$ 983,000.00	-767,846.27	22%
Gross Profit	\$ 215,153.73	\$ 983,000.00	-\$ 767,846.27	22%
Expenditures				
1 Program Expenses	6,789.41			
2 Payroll & Benefits	118,437.02	91,000.00	27,437.02	130%
3 Administration and Overhead	40,945.12	554,000.00	-513,054.88	7%
4 Facility & Maintenance	36,381.97	96,500.00	-60,118.03	38%
5 Marketing & Event Expenses	16,049.77	168,000.00	-151,950.23	10%
Total Expenditures	\$ 218,603.29	48,500.00	170,103.29	451%
Net Operating Revenue	-\$ 3,449.56	\$ 958,000.00	-\$ 961,449.56	0%
Net Revenue	-\$ 3,449.56	\$ 25,000.00	-\$ 28,449.56	-14%

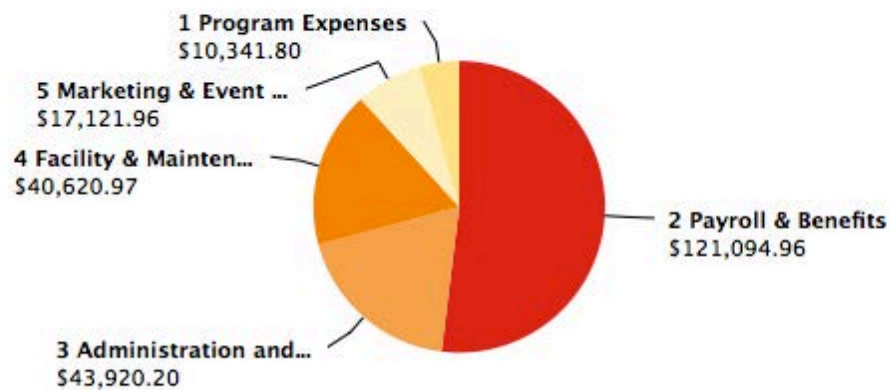
SAY SI: Company Snapshot January-March 2015

SAY SI Revenue By Category



%	Category	(\$)Amount
51.69%	2 Grants	158,475.00
21.72%	3 Sales & Commissions	66,604.51
18.79%	6 Event Underwriting	57,600.00
4.94%	1 Donations	15,150.28
1.52%	5 Event Income	4,668.66
1.33%	Other	4,090.00

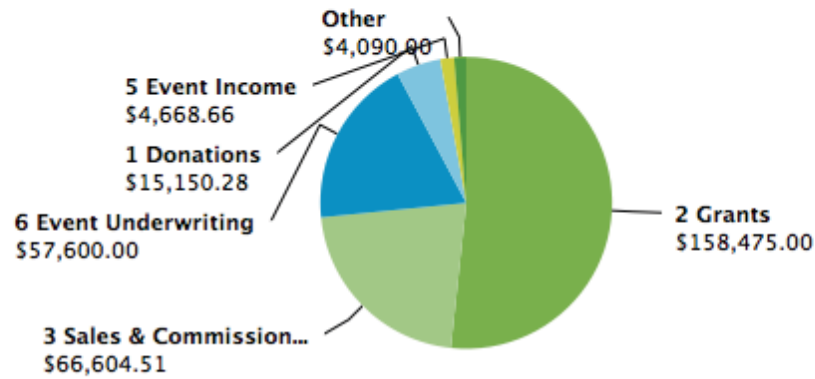
SAY SI Expenditure By Category



%	Category	(\$)Amount
51.95%	2 Payroll & Benefits	121,094.96
18.84%	3 Administration and Overhead	43,920.20
17.43%	4 Facility & Maintenance	40,620.97
7.35%	5 Marketing & Event Expenses	17,121.96
4.44%	1 Program Expenses	10,341.80

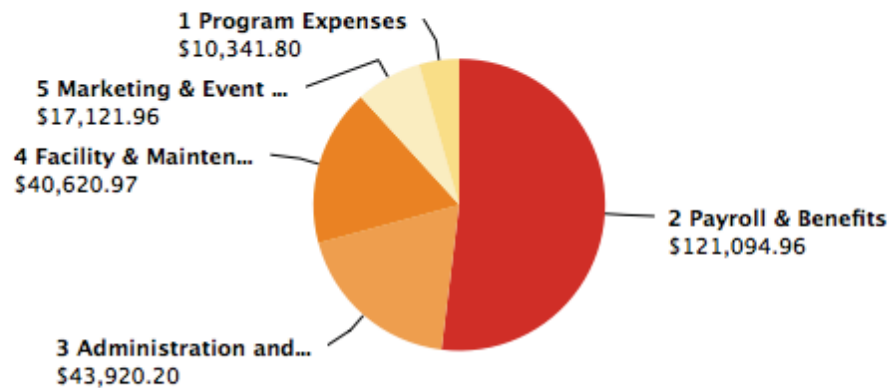
SAY SI: Company Snapshot January-March 2015

SAY SI Revenue By Category



%	Category	(\$)Amount
51.69%	2 Grants	158,475.00
21.72%	3 Sales & Commissions	66,604.51
18.79%	6 Event Underwriting	57,600.00
4.94%	1 Donations	15,150.28
1.52%	5 Event Income	4,668.66
1.33%	Other	4,090.00

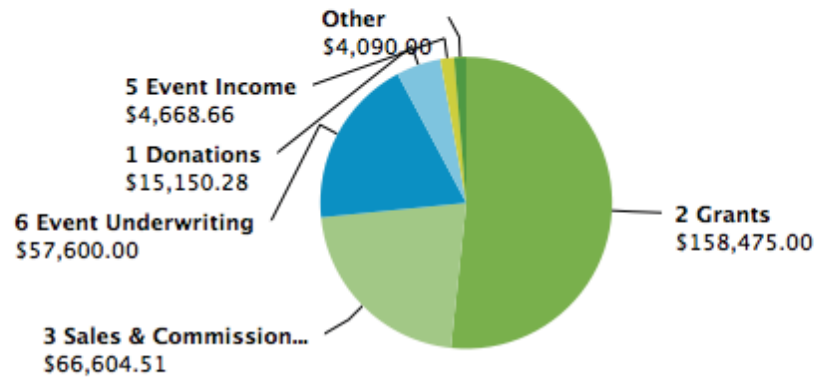
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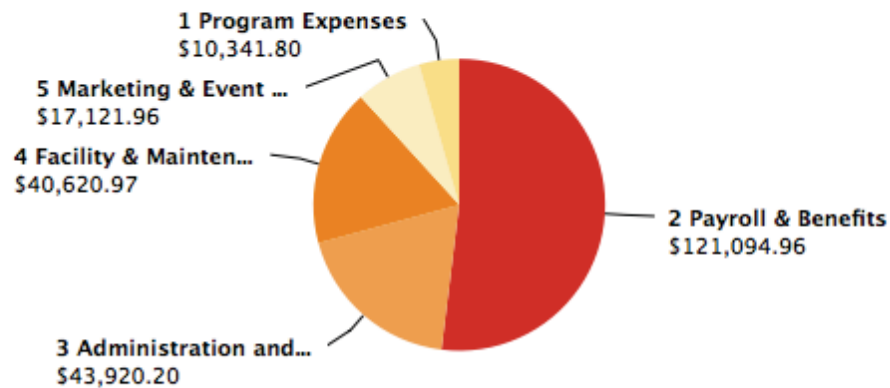
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R. D. Harrison, CPA

Certified Public Accountant

Member American Institute of Certified Public Accountants



SAY Si

FINANCIAL STATEMENTS

December 31, 2014

SAY Sí
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December 31, 2014

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Statement of Activities.....	3
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Statement of Cash Flows	5
Notes to Financial Statements.....	6

R. D. Harrison, CPA

Certified Public Accountant

Member American Institute of Certified Public Accountants
Registered with the Public Company Accounting Oversight Board

INDEPENDENT ACCOUNTANT'S REVIEW REPORT

To the Board of Directors
SAY Sí
San Antonio, Texas

I have reviewed the accompanying statements of financial position of SAY Sí (a non-profit organization) as of December 31, 2014 and 2013, and the related statements of activities, functional expenses, and cash flows for the years then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Organization management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, I do not express such an opinion.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of American and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

My responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require me to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. I believe that the results of my procedures provide a reasonable basis for my report.

Based on my reviews, I am not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.



R. D. Harrison, CPA
San Antonio, Texas

March 31, 2015

SAY Sí
 Statements of Financial Position
 December 31, 2014 and 2013

	<u>2014</u>	<u>2013</u>
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 156,373.	\$ 232,156.
Accounts receivable	3,107.	3,261.
Grants receivable	<u>153,125.</u>	<u>159,021.</u>
Total Current Assets	312,605.	394,438.
Property and equipment (net of accumulated depreciation of \$647,493 and \$570,021, respectively)	<u>2,259,353.</u>	<u>2,327,718.</u>
TOTAL ASSETS	<u><u>\$ 2,571,958.</u></u>	<u><u>\$ 2,722,156.</u></u>
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable	\$ 21,610.	\$ 107,763.
Current portion of long-term debt	17,500.	18,776.
Line of credit payable	<u>49,646.</u>	<u>49,646.</u>
Total Current Liabilities	88,756.	176,185.
Long-Term Liabilities:		
College Fund payable	11,118.	11,118.
Long-term debt, less current portion	<u>583,703.</u>	<u>574,897.</u>
Total Long-Term Liabilities	<u>594,821.</u>	<u>586,015.</u>
Total Liabilities	683,577.	762,200.
Net Assets:		
Unrestricted	1,713,646.	1,672,859.
Temporarily restricted	<u>174,735.</u>	<u>287,097.</u>
Total Net Assets	<u>1,888,381.</u>	<u>1,959,956.</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 2,571,958.</u></u>	<u><u>\$ 2,722,156.</u></u>

See accompanying notes and independent accountant's review report.

SAY Sí
 Statements of Activities
 For the Years Ended December 31, 2014 and 2013

	<u>2014</u>	<u>2013</u>
Changes in Unrestricted Net Assets:		
Revenue:		
Contributions and grants	\$ 505,440.	\$ 377,990.
Special events (net of direct expenses of \$15,162 and \$22,403 for 2014 and 2013, respectively)	71,086.	58,258.
Other income	40,873.	31,789.
Net assets released from restrictions	<u>333,177.</u>	<u>853,617.</u>
Total Revenue	950,576.	1,321,654.
Expenses:		
Program	767,644.	628,602.
Management and general	111,601.	109,514.
Fundraising	<u>30,544.</u>	<u>23,712.</u>
Total Expenses	<u>909,789.</u>	<u>761,828.</u>
Increase in Unrestricted Net Assets	40,787.	559,826.
Changes in Temporarily Restricted Net Assets:		
Contributions and grants	-	227,480.
Local government grants	220,815.	175,000.
Federal government grants	-	485,734.
Net assets released from restrictions	<u>(333,177)</u>	<u>(853,617)</u>
Increase (Decrease) in Temporarily Restricted Net Assets	<u>(112,362)</u>	<u>34,597.</u>
Increase (Decrease) in Net Assets	(71,575)	594,423.
Net assets at beginning of year	<u>1,959,956.</u>	<u>1,365,533.</u>
NET ASSETS AT END OF YEAR	<u>\$ 1,888,381.</u>	<u>\$ 1,959,956.</u>

See accompanying notes and independent accountant's review report.

SAY Sí
 Statements of Functional Expenses
 For the Years Ended December 31, 2014 and 2013

	<u>Program</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Year ended December 31, 2014:				
Salaries and benefits	\$ 420,768.	\$ 44,920.	\$ 20,623.	\$ 486,311.
Depreciation	69,725.	7,747.	-	77,472.
Insurance	15,105.	1,298.	-	16,403.
Interest	35,294.	16,180.	-	51,474.
Professional fees	6,500.	15,513.	-	22,013.
Marketing and public relations	2,554.	-	3,359.	5,913.
Occupancy	55,278.	6,142.	-	61,420.
Postage and printing	3,934.	492.	492.	4,918.
Repairs and maintenance	31,054.	3,450.	-	34,504.
Supplies	99,254.	15,859.	6,070.	121,183.
Travel	<u>28,178.</u>	<u>-</u>	<u>-</u>	<u>28,178.</u>
TOTAL EXPENSES	<u>\$ 767,644.</u>	<u>\$ 111,601.</u>	<u>\$ 30,544.</u>	<u>\$ 909,789.</u>

	<u>Program</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Year ended December 31, 2013:				
Salaries and benefits	\$ 346,683.	\$ 65,844.	\$ 17,635.	\$ 430,162.
Depreciation	52,408.	5,823.	-	58,231.
Insurance	11,358.	2,102.	-	13,460.
Interest	39,833.	11,894.	-	51,727.
Professional fees	6,500.	2,484.	-	8,984.
Marketing and public relations	4,475.	-	2,153.	6,628.
Occupancy	56,202.	6,245.	-	62,447.
Postage and printing	5,352.	669.	669.	6,690.
Repairs and maintenance	39,880.	4,431.	-	44,311.
Supplies	51,829.	10,022.	3,255.	65,106.
Travel	<u>14,082.</u>	<u>-</u>	<u>-</u>	<u>14,082.</u>
TOTAL EXPENSES	<u>\$ 628,602.</u>	<u>\$ 109,514.</u>	<u>\$ 23,712.</u>	<u>\$ 761,828.</u>

See accompanying notes and independent accountant's review report.

SAY Sí
 Statements of Cash Flows
 For the Years Ended December 31, 2014 and 2013

	<u>2014</u>	<u>2013</u>
Cash Flows from Operating Activities:		
Change in net assets	\$ (71,575)	\$ 594,423.
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation	77,472.	58,231.
(Increase)/Decrease in accounts receivable	154.	7,190.
(Increase)/ Decrease in grants receivable	5,896.	18,479.
Increase/ (Decrease) in accounts payable	(86,153)	35,896.
Increase in college fund payable	-	<u>235.</u>
NET CASH PROVIDED/ (USED) BY OPERATING ACTIVITIES	(74,206)	714,454.
Cash Flows from Investing Activities:		
Building construction and equipment purchase	<u>(9,107)</u>	<u>(648,553)</u>
NET CASH USED BY INVESTING ACTIVITIES	(9,107)	(648,553)
Cash Flows from Financing Activities:		
Advances on line of credit	29,000.	147,990.
Payments on long-term debt	<u>(21,470)</u>	<u>(15,594)</u>
NET CASH PROVIDED BY FINANCING ACTIVITIES	<u>7,530.</u>	<u>132,396.</u>
NET INCREASE/ (DECREASE) IN CASH	(75,783)	198,297.
Cash and cash equivalents at the beginning of year	<u>232,156.</u>	<u>33,859.</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 156,373.</u>	<u>\$ 232,156.</u>
Interest paid in cash	<u>\$ 51,474.</u>	<u>\$ 51,727.</u>

See accompanying notes and independent accountant's review report.

SAY Sí
NOTES TO THE FINANCIAL STATEMENTS
December 31, 2014 and 2013

NOTE A – ORGANIZATION

SAY Sí, San Antonio Youth YES!, is a year-round, long-term visual and media arts program for students from San Antonio’s urban high schools and middle schools, which provides opportunities for students to develop artistic and social skills in preparation for higher education advancement and professional careers. SAY Sí’s activities are centered on its five main programs:

- SAY Sí VA (Visual Arts): a visual arts program for students in grades 9 – 12.
- Project WAM (Working Artists and Mentors): a year-round visual and media program that takes place every Saturday for talented middle school students.
- SAY Sí MAS (Media Arts Studio): a creative multimedia studio where students utilize technology to continue to further develop their artistic voices and to develop technology-based skills.
- SAY Sí ALAS (Activating Leadership, Art and Service): a theatre program that empowers youth to create work that addresses community concerns, challenges prejudices and injustice, and celebrates diversity.
- SAY Sí ABC (Artists Building Communities): Alumni facilitate weekly art workshops for children and youth served by inner-city public schools and health and human service organizations.
- SAY Sí HIVE (Home for Innovation and Video Ecology): a new game design studio program that allows us to turn STEM into STEAM, creating the bridge between Science, Technology, Engineering, Math, and the Arts.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accompanying financial statements are presented on the accrual basis of accounting. SAY Sí reports information regarding its financial position and activities according to two classes of net assets: unrestricted and temporarily restricted.

Net Assets

Net assets and revenue, gains, expenses, and losses are classified as unrestricted or temporarily restricted, as follows:

- Unrestricted net assets are available for the operations of SAY Sí
- Temporarily restricted net assets are subject to specific donor-imposed stipulations that can be fulfilled by actions of SAY Sí pursuant to those stipulations or that expire by the passage of time

Cash and Cash Equivalents

For purposes of the statements of cash flows, SAY Sí considers cash and cash equivalents to be unrestricted cash balances and all highly liquid unrestricted investments purchased with an initial maturity of three months or less. Carrying value approximates fair value.

SAY Sí
NOTES TO THE FINANCIAL STATEMENTS
December 31, 2014 and 2013

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

Property and Equipment

Property and equipment are recorded at cost, or at fair market value at the date of the gift if acquired by donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets, which range from 3 to 39 years. Purchases of capital items in excess of \$500 are recorded as capital assets.

Donated Goods and Services

Donated goods and services that can be measured and meet certain other requirements are recorded in the financial statements as contributions and expenses of a like amount. The value of the time of unpaid (unskilled) volunteers who have donated significant time to the organization is not reflected in these financial statements.

Federal Income Taxes

SAY Sí is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Organization has no uncertain tax positions which require disclosure and its Form 990 is subject to examination by the IRS generally for three years after they are filed.

Use of Estimates

The preparation of financial statements in accordance with United States generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results may differ from those estimates.

Date of Management Review

Subsequent events have been evaluated through March 31, 2015, the date the financial statements were available to be issued.

NOTE C – GRANTS RECEIVABLE

Grants receivable at December 31st are all expected to be received within the current year. Discounting to present value, the amounts due in future years is considered immaterial to these financial statements.

SAY Sí
NOTES TO THE FINANCIAL STATEMENTS
December 31, 2014 and 2013

NOTE D – PROPERTY AND EQUIPMENT

Property and equipment at December 31st consist of the following:

	<u>2014</u>	<u>2013</u>
Building	\$ 750,000.	\$ 750,000.
Building Improvements	1,896,861.	1,887,754.
Computers	90,312.	90,312.
Equipment	120,082.	120,082.
Furniture and fixtures	7,100.	7,100.
Vehicles	<u>42,491.</u>	<u>42,491.</u>
Total	2,906,846.	2,897,739.
Less: Accumulated depreciation	<u>(647,493)</u>	<u>(570,021)</u>
Property and Equipment, Net	<u>\$ 2,259,353.</u>	<u>\$ 2,327,718.</u>

NOTE E – LONG-TERM DEBT AND LINE OF CREDIT

SAY Sí's long-term debt as of December 31 consists of the following:

	<u>2014</u>	<u>2013</u>
Note payable to bank in the original amount of \$22,194. Principal and interest are due in monthly payments of \$430 at 5.99% interest through November 2014. Secured by vehicle.	\$ -	\$ 4,942.
\$400,000 construction line of credit payable to bank with interest payable monthly at prime plus 1%. Outstanding balance of \$193,508 at July 1, 2014 was combined with the mortgage to bank.	-	164,568.
Mortgage payable to bank in the original amount of \$739,000. Principal and interest are due in monthly payments of \$4,437 at 6.2% interest through November 2024. The balance of \$375,000 is due at that time. Secured by real estate.	<u>601,203.</u>	<u>424,163.</u>
Total Long-Term Debt	601,203.	593,673.
Less: Current portion of long-term debt	<u>17,500.</u>	<u>18,776.</u>
Net Long-Term Debt	<u>\$ 583,703.</u>	<u>\$ 574,897.</u>

SAY Sí
 NOTES TO THE FINANCIAL STATEMENTS
 December 31, 2014 and 2013

NOTE E – LONG-TERM DEBT AND LINE OF CREDIT, continued

Estimated future principal payments on the long-term debt:

2015	\$	17,500.
2016		18,750.
2017		20,500.
2018		22,750.
2019		25,500.
Thereafter		<u>496,203.</u>
	<u>\$</u>	<u>601,203.</u>

The Organization has a \$50,000 operating line of credit, which bears interest at prime plus 1.25 percent. The balance outstanding at December 31, 2014 and 2013 was \$49,646.

NOTE F – TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of the following:

	<u>2014</u>	<u>2013</u>
Grants Receivable – time restriction	\$ 153,125.	\$ 122,500.
Equipment	21,610.	33,162.
Expanded program operating costs	<u>-</u>	<u>131,435.</u>
	<u>\$ 174,735.</u>	<u>\$ 287,097.</u>

NOTE G – CITY OF SAN ANTONIO GRANTS

The Organization receives thirty-five percent of its annual funding from the City of San Antonio. There is no guarantee that this level of funding will be continued in the future. This funding is dependent on City resources being available and being allocated to “cultural and arts programs”. The level of funding may also be affected by the number of other local organizations applying for such funding.

NOTE H – COLLEGE FUND PAYABLE

The Organization allows its students to display and sell their art work at the annual fundraising event. Proceeds from the sale of each student’s art are held by the Organization and provided to them upon their enrollment in college.

**SAY Si
Special Events Committee Meeting Minutes
Tuesday, April 14, 2015
10:30 a.m. via conference call**

Attendance: Stephen Guzman, Melissa Levine, Mike Schroeder, Victoria Suescum

Committee Chair Remarks

At this meeting, let's concentrate on our first goal: "Strengthen capacity for resources. Raise net profit for events by 25%." Let us use the Small Scale Income information provided by Stephen for the years 2011-2015 to analyze the profitability of Small Scale this year versus previous years and determine areas where we can impact the 25% rise in profitability in ways other than underwriting.

Work on Goal #1: brainstorm on how to increase revenue of Small Scale by 25%

2012 was the most profitable year because Auction Presale and attendance were largest.

Strategies suggested to repeat this scenario included:

- increase attendance
- target buyers and collectors and reach out to new young art buyers by hosting special receptions
- get board tickets out earlier
- make it possible for Board members to sell tickets online, not just in paper form.
- Increase BUY IT NOW sales
- Increase Increments of minimum bids to \$10-\$25 & Increase minimum bid
- Shift focus of event to encourage attendees to "bid up" for benefit of program rather than to get a bargain.

Introduce Big Give : Stephen Guzman

- A 24-hour day of giving on May 5. Last year SAY Si set a goal of \$5,000 and earned \$8,000. This year the goal is \$10,000. Supporters are encouraged to make donations during our Power Hour of 5:00-6:00 p.m. in hopes that SAY Si will win matching funds.
- A reception for seniors is scheduled between the hours of 5:00-7:00 p.m.
- *SAY Si seeks matching grants, which must be submitted by Friday, April 24. Stephen will provide a toolkit so that all Board Members can help SAY Si find matching grants.*

Introduce May Senior Exhibit: Stephen Guzman

It is titled "Wanderlust" and is scheduled for May 1st between the hours of 6:00-9:00 p.m. Senior Presentations will be held Friday, May 8 and Saturday, May 9 at 6:30 p.m. in which students will discuss how they have grown as artists at SAY Si and where they want to go from here.

New Business

Committee wishes to discuss at another time the possibility of Board members hosting events. Board members would be encouraged to share with friends that they are hosting the event and invite them to attend.

Committee wishes to spend a portion of each meeting on Small Scale and Muertitos fest so that we can increase profitability by 25%.

11:20 a.m. meeting adjourned



Board Meeting

Thursday, May 28, 2015
4:30 PM @ SAY Si Central
1518 South Alamo

AGENDA

- 4:30 p.m. **Welcome:**
- President's Comments
- 4:35 p.m. **Consent Items:**
- April 2015 Minutes
 - 2015 YTD Financials
- 4:45 p.m. **Action Items: Board Committee Activities/Reports**
- Governance and Administration: Molly
 - Special Events: Victoria
- 4:55 p.m. **Operational:**
- Directors Report and Resource Update: Jon
- 5:10 p.m. **Executive Director Evaluation:**
- Review and Approval of Changes: Dora
- 5:30 p.m. **Resource Development**
- Development 101: Jenee
- 6:00 p.m. **Announcements:**
Invisible Threads, Alumni Exhibit, Friday June 5, 6-9 PM
Next Board Meeting: Thurs., June 25, 4:30 PM
- Adjournment

Internal Memorandum

To: SAY Si Board
From: Secretary, Victoria Suescum
Date: April 23, 2015
Subject: Board Meeting Notes

Date: 4/23/2015, 4:30 p.m. 66% present

Committee Members Present: Jenee Gonzales, Melissa Levine, Mike Schroeder, Molly Shafer, Victoria Suescum, Dora Verde

Absent: Mike Mazzei, Laurie Posner, Pablo Veliz

Staff Present: Nicole Amri, Erin Frisch, Gustavo Garcia, Stephen Guzman, Jon Hinojosa and also present, Roger Harrison, CPA

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

Board President Remarks

2014 Financial Review, presented by Roger Harrison, CPA

- Motion: Mike moves to approve 2014 Financial Review, Molly seconds, unanimously approved.

Consent Items

- Motion: Molly moved to approve minutes, Jenee seconded, unanimously approved.
- \$50,000 was paid towards debt reduction, which will be reflected in next months financials.
- Creation of an annual info graphic and annual report, which clearly communicates that SAY Si, spends 16 cents on the dollar on administrative fees and the rest on programming was discussed.
- Motion: Jenee moved to approve 2015 YTD Financials, Mike seconded, unanimously approved.

Action Items: Board Committee Activities/Reports

Special Events Committee: Victoria

- Committee is exploring manners to increase profitability of Small Scale by 25% in areas other than underwriting and will prepare a report for the Board in June.

Executive Committee: Dora

- Dora is in conversation with Rosemary Frye to organize a joint Leadership Council and Board meeting in August at the home of Lainey Berkus at 4:30 followed by a social at 5:30.
- Board members are not encouraged to attend regular meetings of the Leadership Council as this would change the dynamics of their meetings.

Operational

- Nicole Amri provided an extensive program update till July.
- Gustavo discussed the Big Give S.A. Board is asked to encourage people to donate during power hour (5-6 p.m.) on May 5.
- Goal is to raise \$10,000.
- Stephen is preparing a video to be released on April 24.
- Board is encouraged to share the video as much as possible, the Big Give video with the most views will receive a cash award.
- Melissa encouraged Board members to have ten \$10 pre-donation forms ready to submit for the power hour, the organization with the most donors will receive \$1000 cash award.
- Stephen worked with Gustavo and were awarded a grant from Causality to improve the SAY Si brand. The brand will be gathered into a document (5 page booklet) which Causality will design and print and which will include an annual report.
- SAY Si is developing a new website with Tiny Roar Creative which will be launched before fall and includes an info page re: annual report.
- Stephen described various partnerships which generate revenues for SAY Si.
- Nicole and Stephen received scholarships to attend the American for the Arts conference in Chicago at which Jon is speaking about Creative Youth Development.

New Business

- None

Announcements

Board asked to attend:

- Senior Thesis Presentation on Fri May 8 & Sat May 9, 6:30 p.m.
- Big Give S.A. reception May 5, 5:00-7:00 p.m.
- And most especially, Hello Goodbye

Next Board Meeting: Thursday May 28, 4:30 p.m.

Meeting adjourned at 5:58 p.m.

SAY SI
Balance Sheet
As of April 30, 2015

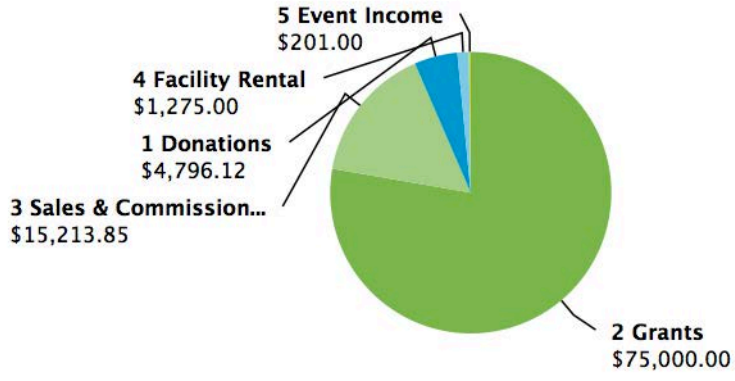
	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	149,092.89
5056 Frost Payroll	2,644.92
9655 Frost Capital	30,689.49
Petty Cash	-565.05
Total Bank Accounts	\$ 181,862.25
Accounts Receivable	
Accounts Receivable	157,600.00
Total Accounts Receivable	\$ 157,600.00
Other current assets	
Receivables	4,496.43
Undeposited Funds	10.00
Total Other current assets	\$ 4,506.43
Total Current Assets	\$ 343,968.68
Fixed Assets	
Assets	2,183,686.76
Total Fixed Assets	\$ 2,183,686.76
TOTAL ASSETS	\$ 2,527,655.44
 LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	980.49
Total Accounts Payable	\$ 980.49
Credit Cards	
Credit	35,797.19
Total Credit Cards	\$ 35,797.19
Other Current Liabilities	
Line of Credit	48,811.67
Payroll Liabilities	5,186.70
Texas State Comptroller Payable	-1,010.33
Total Other Current Liabilities	\$ 52,988.04
Total Current Liabilities	\$ 89,765.72
Long-Term Liabilities	
Frost Loan	544,423.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 544,423.00
Total Liabilities	\$ 634,188.72
Equity	
Opening Balance Equity	1,749,678.93
Retained Earnings	-686.07
Net Revenue	144,473.86
Total Equity	\$ 1,893,466.72
TOTAL LIABILITIES AND EQUITY	\$ 2,527,655.44

SAY SI
Budget vs. Actuals: 2015 Budget
 January - April, 2015

	Total			
	Actual	Budget	over Budget	% of Budget
Revenue				
1 Donations	18,664.28	125,000.00	-106,335.72	14.93%
2 Grants	158,475.00	683,000.00	-524,525.00	23.20%
3 Sales & Commissions	60,364.33	25,000.00	35,364.33	241.46%
4 Facility Rental	4,275.00	15,000.00	-10,725.00	28.50%
5 Event Income	4,668.66	110,000.00	-105,331.34	4.24%
6 Event Underwriting	57,600.00		57,600.00	0.00%
7 Reserve Fund		25,000.00	-25,000.00	0.00%
Total Revenue	\$ 304,047.27	\$ 983,000.00	-\$ 678,952.73	30.93%
Gross Profit	\$ 304,047.27	\$ 983,000.00	-\$ 678,952.73	30.93%
Expenditures				
1 Program Expenses	15,255.24	91,000.00	-75,744.76	16.76%
2 Payroll & Benefits	161,631.84	554,000.00	-392,368.16	29.18%
3 Administration and Overhead	66,920.69	96,500.00	-29,579.31	69.35%
4 Facility & Maintenance	52,370.43	168,000.00	-115,629.57	31.17%
5 Marketing & Event Expenses	19,155.21	48,500.00	-29,344.79	39.50%
Total Expenditures	\$ 315,333.41	\$ 958,000.00	-\$ 642,666.59	32.92%
Net Operating Revenue	-\$ 11,286.14	\$ 25,000.00	-\$ 36,286.14	-45.14%
Net Revenue	-\$ 11,286.14	\$ 25,000.00	-\$ 36,286.14	-45.14%

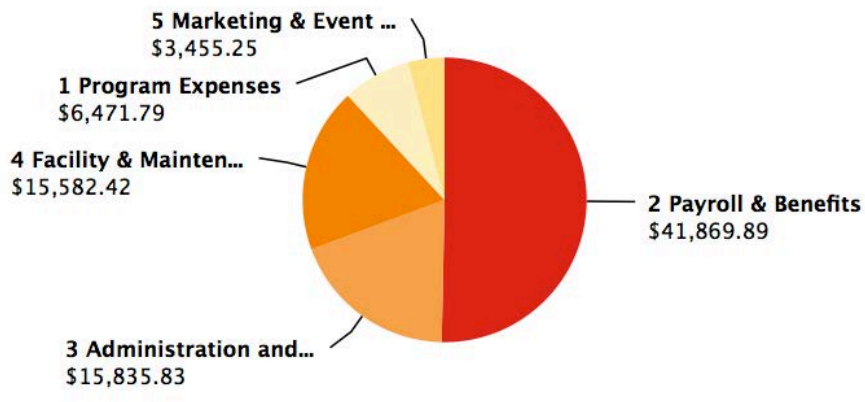
SAY Sí: Company Snapshot April 2015

**SAY SI
Revenue By Category**



%	Category	(\$) Amount
77.73%	2 Grants	75,000.00
15.77%	3 Sales & Commissions	15,213.85
4.97%	1 Donations	4,796.12
1.32%	4 Facility Rental	1,275.00
0.21%	5 Event Income	201.00

**SAY SI
Expenditure By Category**



%	Category	(\$) Amount
50.32%	2 Payroll & Benefits	41,869.89
19.03%	3 Administration and Overhead	15,835.83
18.73%	4 Facility & Maintenance	15,582.42
7.78%	1 Program Expenses	6,471.79
4.15%	5 Marketing & Event Expenses	3,455.25

Notes from Governance Committee Mtg. 5/11/15

Molly Shafer, Pablo Velíz, Laurie Posner and Nicole Amri (Staff Liaison)

Governance committee met to review current board needs including self-review/assessment, board recruitment and more specifically forms that could be used to aid in these processes. Board members reviewed forms, the need for it, the intent of asking these questions, which would be helpful or not and finally how to move forward with implementing.

Important points/issues brought up:

- Form should be transferred to online survey/google form
- The uncertainty of whether board can ask staff to do things as prime example of need to strengthen board "orientation"
- Evolving the bylaws because to be more reflective of our specific organization
- The need to give board members a chance to voice their opinions
- The need to assess to find out what gaps are in the board and board recruitment/orientation process
- Need to choose documents that will work for us and meet again

SAY Si Special Events Committee Meeting Minutes

Tuesday, May 12, 2015, 5:00 p.m. Meeting called to order at 5:00 p.m.

Board Attendance: Melissa Levine, Mike Schroeder, Victoria Suescum Stall
Liaison: Stephen Guzman

Committee Chair Remarks: At this meeting, let's concentrate on our first goal: "Strengthen capacity for resources. Raise net profit for events by 25%..." *focusing on Small Scale*. Let us use the spreadsheet of Small Scale winning bids provided by Stephen, sheet with purchases sorted by increment and sheet with attendees sorted by zip code both provided by Victoria to further assist analysis.

Study Spreadsheet to analyze bidding practices

- Mike figured out that:
 - 31 pieces valued at \$100 or less earned \$1160. 98 pieces valued at \$101 -300 earned \$8,585. 38 pieces valued at \$301-500 earned \$5,000 11 pieces valued at \$501 or more earned \$3710
- *After studying the minutiae of the purchases this committee agreed that the minimum bid should not be increased.*
- *This committee will recommend to the Board that the bid increments increase from \$5 to \$10*

Attendance

- GOAL: This committee wishes to increase attendance of purchasing public, not just attending public.
- Most purchasers came from 78209, 78210 and 78212 zip codes.
- 78210 and 78212 currently have street banners advertising event.
- Melissa can procure fabrication of two new street banners.
- GOAL: At next meeting committee is going to decide in which two other zip codes would it be strategically intelligent to locate banners to increase purchasing attendees.

Increasing Public Awareness of Event

- GOAL: The committee seeks to increase public awareness of value of artwork they are purchasing.
- The committee believes SAY Si needs to promote and advertise value of artwork and that donations are going towards a cause.
- Stephen is going to procure a list of current advertising practices for Small Scale to Melissa, who is going to analyze these practices with these goals in mind and report back to the Committee in June.

Participating Artists

- GOAL: The committee seeks to increase number of participating artists by 20 to bring number back to where it was in 2014.
- Victoria will spearhead this effort.

Brainstorming for Ideas for other money making efforts

- Increase price of tickets.
- Showcase one full size portrait of a celebrity by a celebrity artist, with 50% of proceeds going to SAY Si, 50% proceeds going to artist.

- Create an exhibition of miniature paintings by artists within a drive-able distance of San Antonio with subject matter that sells.
- Hold a competition between SAY Si and YAYA students.
- Showcase 200 portraits of public figures by students (let that be their Small Scale project) and invite those public figures to attend Small Scale.

New Business

- Mike will not be available to meet between August 19 and September 15.
- Melissa and Victoria debated whether committee should remain focused on Small Scale for the remainder of the year and focus on Muertitos next year.
- Stephen was asked: “What does Board need to accomplish in order to support Muertitos Fest this year?”
- This committee wishes to ask Jon to issue a memo with Stephen’s answer to the Board as soon as possible.
- Committee will submit report to General Board Committee in September

Meeting adjourned 6:07

What is being asked of board members?

- Time (volunteer, being educated), Talent (personal expertise), Treasure (give or get)

I. Annual Giving (online/social media)

- a. Crowdsourcing
 - i. Big Give SA
 - 1. April-May
 - ii. Summer Movie
 - 1. June-August
- b. End of Calendar Year (direct mail)

II. Events

- a. Small Scale
 - i. December-March
- b. Dia de Los Muertos
 - i. September-November
- c. Student Activities
 - i. Ongoing
- d. Open House
 - i. Quarterly First Fridays

III. Corporate/Foundation Gifts (ongoing)

- a. Research
- b. Reporting

IV. Giving Cycle

- a. Qualification (Identification/Discovery)
- b. Cultivation
- c. Solicitation
- d. Stewardship
 - i. Love-a-Donor
 - ii. Thanksgiving
 - iii. Birthday

V. What does donor database look like?

- a. Types of Donors
 - i. New donors/first time donors
 - ii. Loyal donors/consistent
 - iii. Monthly donors club
 - iv. Birthday giving
- b. Levels of Donors
 - i. Major Gift Donors – what dollar does that start at?
- c. Demographics of Donors (Constituency)
 - i. Students
 - ii. Alumni
 - iii. Parent
 - iv. Staff
 - v. Artists
 - vi. Educators
 - vii. Foundations
 - viii. Corporations
 - ix. Board Member
 - x. Leadership Council Member

VI. Communication Plan

- a. Impact/Testimonials/Success Stories



Board Meeting

Thursday, June 25, 2015
4:30 PM @ SAY Si Central
1518 South Alamo

AGENDA

- 4:30 p.m. **Welcome:**
- President's Comments
- 4:35 p.m. **Consent Items:**
- May 2015 Minutes
 - 2015 YTD Financials
- 4:45 p.m. **Action Items: Board Committee Activities/Reports**
- Governance & New Members: Molly
 - Special Events: Victoria
- 5:00 p.m. **Development 101 Update:** Jenee
- 5:15 p.m. **Operational:**
- Update on 2015 Best Practices: SAY Si Admin Staff
- 5:35 p.m. **Announcements:**
Stories Seldom Told Exhibit, Friday July 10, 6-10 PM
Hello/Goodbye: Thurs., June 16, 6 PM
No July Board Meeting
- Adjournment

SAY SI
Balance Sheet
As of May 31, 2015

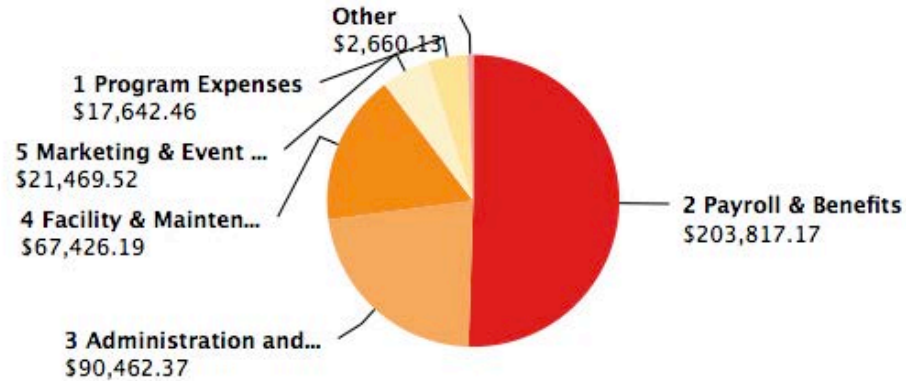
	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	136,283.62
5056 Frost Payroll	2,435.94
9655 Frost Capital	30,689.49
Petty Cash	-579.13
Total Bank Accounts	\$ 168,829.92
Accounts Receivable	
Accounts Receivable	250.00
Total Accounts Receivable	\$ 250.00
Other current assets	
Receivables	6,345.84
Undeposited Funds	30.00
Total Other current assets	\$ 6,375.84
Total Current Assets	\$ 175,455.76
Fixed Assets	
Assets	2,227,270.10
Total Fixed Assets	\$ 2,227,270.10
TOTAL ASSETS	\$ 2,402,725.86
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	3,191.47
Total Accounts Payable	\$ 3,191.47
Credit Cards	
Credit	31,772.63
Total Credit Cards	\$ 31,772.63
Other Current Liabilities	
Frost Gift Card - Petty Expenses (deleted)	0.00
Line of Credit	48,604.81
Payroll Liabilities	4,982.82
Texas State Comptroller Payable	-868.43
Total Other Current Liabilities	\$ 52,719.20
Total Current Liabilities	\$ 87,683.30
Long-Term Liabilities	
Frost Construction Loan	554,423.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 554,423.00
Total Liabilities	\$ 642,106.30
Equity	
Opening Balance Equity	1,789,678.93
Retained Earnings	-234.87
Net Revenue	-28,824.50
Total Equity	\$ 1,760,619.56
TOTAL LIABILITIES AND EQUITY	\$ 2,402,725.86

SAY SI
Budget vs. Actuals: 2015 Budget
 January - May, 2015

	Actual	Budget	Total over Budget	% of Budget
Revenue				
1 Donations	21,050.14	52,080.00	-31,029.86	40.42%
2 Grants	208,475.00	284,580.00	-76,105.00	73.26%
3 Sales & Commissions	63,249.33	10,415.00	52,834.33	607.29%
4 Facility Rental	5,710.00	6,250.00	-540.00	91.36%
5 Event Income	4,668.66	45,830.00	-41,161.34	10.19%
6 Event Underwriting	57,600.00		57,600.00	
7 Reserve Fund		10,415.00	-10,415.00	0.00%
Total Revenue	\$ 360,753.13	\$ 409,570.00	-\$ 48,816.87	88.08%
Gross Profit	\$ 360,753.13	\$ 409,570.00	-\$ 48,816.87	88.08%
Expenditures				
1 Program Expenses	17,024.86	37,900.00	-20,875.14	44.92%
2 Payroll & Benefits	200,886.88	230,825.00	-29,938.12	87.03%
3 Administration and Overhead	85,658.63	40,200.00	45,458.63	213.08%
4 Facility & Maintenance	63,880.59	69,990.00	-6,109.41	91.27%
5 Marketing & Event Expenses	20,624.24	20,200.00	424.24	102.10%
Total Expenditures	\$ 388,075.20	\$ 399,115.00	-\$ 11,039.80	97.23%
Net Operating Revenue	-\$ 27,322.07	\$ 10,455.00	-\$ 37,777.07	-261.33%
Other Expenditures				
Capital Expenditures	1,502.43		1,502.43	
Total Other Expenditures	\$ 1,502.43	\$ 0.00	\$ 1,502.43	
Net Other Revenue	-\$ 1,502.43	\$ 0.00	-\$ 1,502.43	
Net Revenue	-\$ 28,824.50	\$ 10,455.00	-\$ 39,279.50	-275.70%

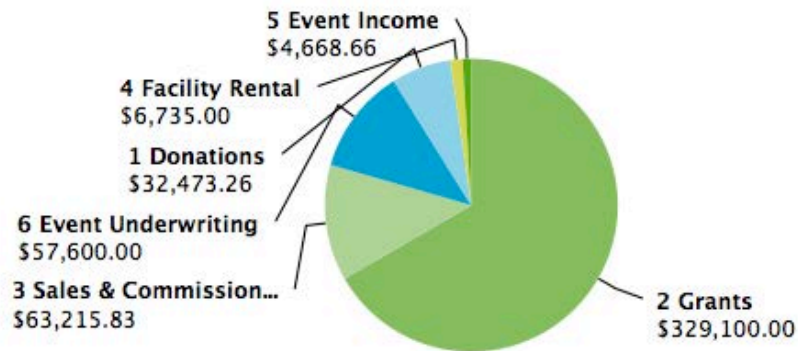
SAY Sí: Snapshot YTD, January-May 2015

SAY SI Expenditure By Category



%	Category	(\$)Amount
50.52%	2 Payroll & Benefits	203,817.17
22.42%	3 Administration and Overhead	90,462.37
16.71%	4 Facility & Maintenance	67,426.19
5.32%	5 Marketing & Event Expenses	21,469.52
4.37%	1 Program Expenses	17,642.46
0.66%	Other	2,660.13

SAY SI Revenue By Category



%	Category	(\$)Amount
66.65%	2 Grants	329,100.00
12.80%	3 Sales & Commissions	63,215.83
11.66%	6 Event Underwriting	57,600.00
6.58%	1 Donations	32,473.26
1.36%	4 Facility Rental	6,735.00
0.95%	5 Event Income	4,668.66

Internal Memorandum

To: SAY Si Board
From: Secretary, Victoria Suescum
Date: May 28, 2015
Subject: Board Meeting Notes

Date: 5/28/2015 4:30 p.m. 75% present

Committee Members Present: Jenee Gonzales, Melissa Levine, Laurie Posner, Molly Shafer, Victoria Suescum, Pablo Veliz, Dora Verde

Absent: Mike Mazzei, Mike Schroeder

Staff Present: Jon Hinojosa

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

Consent Items

- Motion: Molly moved to approve minutes, Laurie seconded, unanimously approved.
- Re: 2015 YTD Financials, Laurie suggests reformatting financials so board can easily see how we are doing and take action.
- Suggested changes: Let financial statement reflect comparison to prior year, YTD pie charts and management analysis.
- Motion: Jenee moved to approve YTD Financials, Molly seconded, unanimously approved.

Action Items: Board Committee Activities/Reports

Governance and Administration: Molly

- Are working on a Board assessment tool.

Special Events Committee: Victoria

- Committee is focusing on Small Scale this year, will have a report ready for Board in September.
- Emphasis on Muertitos Fest is to increase attendance.

Executive Director Report

- Jon provided a handout.
- A quarterly report will be available next month.
- Program updates are available weekly online.
- Summer program begins June 8.
- SAY Si is piloting a two- week tuition based summer camp with scholarships available; in addition to Sunflower House for indigent children.
- Valero Donated \$50,000.
- Bank of America donated \$5000 and is planning a visit.
- Jon's 2015 Strategic Partnerships at the local level include Excel Beyond the Bell which brings tremendous exposure and visibility to SAY Si which translates into

board building, among other assets. At the national level Jon will be on a panel with Tracy Slater at the Americans for the Arts Conference.

- Facility: The roof leaks in four places.

Executive Director Evaluation

- Five out of six board members who served in 2014 evaluated Jon.
- The Executive Committee recommends Jon receive a 3% increase to Jon's salary effective June 1, 2015.
- Motion: Victoria moved to approve 3% raise, Pablo seconded, unanimously approved.
- Jon will present a retirement plan to the Executive Committee by July 31st with a match of 3%.
- Jon will provide Board with a status report of Best Practices by year end.

Resource Development

Development 101: Jenee, [Gustavo Garcia in Development joined the meeting].

- Jenee provided the board members with a handout showcasing the work that she, the development staff and committee did to create the document.
- Board members are asked to give or get three resources: time, talent and treasure.
- The document [in the organizational board binder] showcases the various elements of resources that SAY Si needs to focus on.
- All members were appreciative of the time and efforts that went into the documents and had a good conversation on how all members can contribute.

Announcements

Next Board Meeting: Thursday June 25, 4:30 p.m.

Meeting adjourned at 6:35 p.m.

BOARD COMPOSITION

Ethnicity	Number	Percentage
White (Non-Hispanic)	5	56%
Latino	4	44%
African-American		0%
Asian		0%
American Indian		0%
Total	9	100%

Gender	Number	Percentage
Male	3	50%
Female	6	50%
Total	9	100%

Constituency	Number	Percentage
Corporate	2	11.1%
Community	1	5.6%
Development	1	5.6%
Buisness	1	5.6%
Marketing	1	5.6%
Artist	1	5.6%
Law	0	0.0%
Accounting	1	5.6%
Education	1	4.2%
Total	9	100.0%

STAFF COMPOSITION

Ethnicity	Number	Percentage
White (Non-Hispanic)	3	25%
Latino	9	75%
African-American		0
Asian		0
American Indian		0
Total	12	100%

Gender	Number	Percentage
Male	7	58%
Female	5	42%
Total	12	100%

Student Composition

Gender:	# of students	Percent
Male	60	30.0%
Female	140	70.0%
Ethnicity		
Latino	152	76.0%
White	24	12.0%
Black/Mixed Race	24	12.0%
Other	0	0.0%



Executive Committee Board Meeting

Wednesday, Sept. 23, 2015

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:

- Board President Remarks

4:35 P.M.

Consent Items:

- July & August 2015 Minutes
- 2015 YTD Financials

4:45 P.M.

Action Items: Board Committee/Activities/Reports

- Board Assessment Overview – Dora
- Governance - Molly
- Special Events – Victoria, Mike S. & Melissa

5:10 P.M.

Operational:

Executive Director Update on Strategic Objectives

5:25 P.M.

Announcements:

Film Premiere: Tonight, Wed. Sept. 23, 7:30 PM

Santos Northwest Theatre

Napako Play: Sept. 25, 7:30 PM, Sept. 26, 6:30 & 8:30 PM,

Sept 27, 3 PM at SAY Si

Romo Collection Exhibit: Opening reception Oct. 2, 6-9 PM

5:30 P.M.

Adjourn

Internal Memorandum

To: SAY Si Board
From: Secretary, Victoria Suescum
Date: June 25, 2015
Subject: Board Meeting Notes

Date: 6/25/2015 4:38 p.m. 65% present

Committee Members Present: Jenee Gonzales, Mike Schroeder, Molly Shafer, Victoria Suescum, Dora Verde

Absent: Melissa Levine, Mike Mazzei, Laurie Posner, Pablo Veliz,

Staff Present: Nicole Amri, Erin Frisch, Gustavo Garcia, Stephen Guzman, Jon Hinojosa

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

Board President Remarks

Molly is thanked for donation for Summer Movie.

Jon thanks Pablo for \$500 donation for Summer Movie.

Consent Items

- Motion: Jenee moved to approve minutes, Molly seconded, unanimously approved.
- Re: 2015 YTD Financials: Board wishes staff to create bar graphs which record five year trend of Small Scale and Muertitos Fest.
- Motion: Jenee moved to approve YTD Financials, Victoria seconded, unanimously approved.

Action Items: Board Committee Activities/Reports

Governance and Administration: Molly

- Board members are asked to help identify potential board members. We need an accountant and an attorney. Board composition is provided in packet on <http://www.saysi.org/board/>

Special Events Committee: Victoria

- Request help from board to increase outreach to art collectors outside loop 1604.
- Request help from board to locate financial sponsorship for magazines such as Texas Monthly to increase outreach outside of San Antonio.
- Dora suggests SAY Si become a member of Texas Public Radio.

Development Committee: Jenee

Key to Corporate Fundraising and helpful to goals of Special Events Committee:

1. What are we already doing
2. What are we not doing that we should be doing – ask Stephen
3. Action – who can we connect to, how can we make that happen

Operational

- Roof leaks and will cost \$25 -35,000 to repair
Money needs to be raised.
The solution is to create a seal to prohibit leaks and to reflect light
- Update on 2015 Best Practices: SAY Si Admin Staff with detailed handouts

Meeting adjourned at 6:25 p.m.

Internal Memorandum

To: SAY Si Board
From: Secretary, Victoria Suescum
Date: August 26, 2015
Subject: Board Meeting Notes – Joint Meeting of Board & Leadership council

Date: 08/26/2015 4:37 p.m. 100% present

Committee Members Present: Jenee Gonzales, Mike Schroeder, Molly Shafer, Victoria Suescum, Dora Verde, Melissa Levine, Mike Mazzei, Laurie Posner and Pablo Veliz.

Leadership Council Members Present: Lainey Berkus, Rose Mary Fry, Teresa Corbin, Liz Chiego, Brenda Gilpin, Veronica Prida, Doug Cross, Dan Naranjo, Penny Wiederhold, Diana Schumacher and Cheri Seabers

Staff Present: Gustavo Garcia, Stephen Guzman and Jon Hinojosa

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

Board President & Leadership Council Co-char Remarks

Dora and Rose Mary thanked everyone for coming and acknowledged Lainey and her husband Michael for hosting the meeting and social at their beautiful home.

Introductions

Members present introduced themselves and spoke about the many reasons they were involved and committed to SAY Sí

Strategic initiatives

Jon provided an update on SAY SI including:

- Incoming funds, as well as upcoming grant deadlines.
- Adobe Creative Catalyst Award
- What can Board and Council can do to support SAY Sí: Underwriting, Partnerships, Resources.

Board Recruitment and Retention

Dora provided an overview on opportunities to grow the board and council:

- Board and leadership council members were asked to help identify potential board members to serve in 2016. A discussion on what areas of expertise were needed and the demographic breakdown of the organization was discussed. Board composition is provided in packet on <http://www.saysi.org/board/>

Financial Status of Organization

Jon provided an overview of the organization:

- A snapshot report for YTD finances and 2015 expenditure and revenues was distributed and discussed. All agreed the organization is in good financial health.

Meeting adjourned at 5:25 p.m. for the Fall Social.

SAY SI
Balance Sheet
As of August 31, 2015

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	59,740.09
5056 Frost Payroll	-1,147.93
9655 Frost Capital	23,738.45
Petty Cash	209.30
Total Bank Accounts	\$ 82,539.91
Accounts Receivable	
Accounts Receivable	250.00
Total Accounts Receivable	\$ 250.00
Other current assets	
Receivables	10,330.84
Undeposited Funds	232.00
Total Other current assets	\$ 10,562.84
Total Current Assets	\$ 93,352.75
Fixed Assets	
Assets	2,208,020.12
Total Fixed Assets	\$ 2,208,020.12
TOTAL ASSETS	\$ 2,301,372.87
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	-58.53
Total Accounts Payable	-\$ 58.53
Credit Cards	
Credit	23,606.53
Total Credit Cards	\$ 23,606.53
Other Current Liabilities	
Line of Credit	47,715.44
Payroll Liabilities	4,408.27
Texas State Comptroller Payable	-1,047.88
Total Other Current Liabilities	\$ 51,075.83
Total Current Liabilities	\$ 74,623.83
Long-Term Liabilities	
Frost Construction Loan	554,423.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 554,423.00
Total Liabilities	\$ 629,046.83
Equity	
Opening Balance Equity	1,749,678.93
Retained Earnings	275.62
Net Revenue	-117,628.51
Total Equity	\$ 1,672,281.04
TOTAL LIABILITIES AND EQUITY	\$ 2,301,372.87

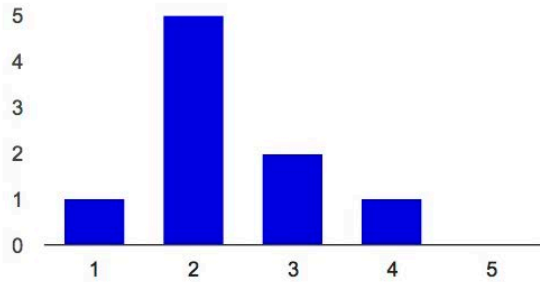
SAY SI
Budget vs. Actuals: 2015 Budget
 January - August, 2015

	Actual	Budget	Total over Budget	% of Budget
Revenue				
1 Donations	49,921.90	83,328.00	-33,406.10	59.91%
2 Grants	340,895.02	455,328.00	-114,432.98	74.87%
3 Sales & Commissions	64,786.43	16,664.00	48,122.43	388.78%
4 Facility Rental	9,035.00	10,000.00	-965.00	90.35%
5 Event Income	62,268.66	73,328.00	-11,059.34	84.92%
7 Reserve Fund		16,664.00	-16,664.00	0.00%
Total Revenue	\$ 526,907.01	\$ 655,312.00	-\$ 128,404.99	80.41%
Gross Profit	\$ 526,907.01	\$ 655,312.00	-\$ 128,404.99	80.41%
Expenditures				
1 Program Expenses	32,488.80	60,640.00	-28,151.20	53.58%
2 Payroll & Benefits	345,359.12	369,320.00	-23,960.88	93.51%
3 Administration and Overhead	132,585.19	64,320.00	68,265.19	206.13%
4 Facility & Maintenance	104,910.84	111,984.00	-7,073.16	93.68%
5 Marketing & Event Expenses	27,149.14	32,320.00	-5,170.86	84.00%
Total Expenditures	\$ 642,493.09	\$ 638,584.00	\$ 3,909.09	100.61%
Net Operating Revenue	-\$ 115,586.08	\$ 16,728.00	-\$ 132,314.08	-690.97%
Other Expenditures				
Capital Expenditures	2,042.43		2,042.43	
Total Other Expenditures	\$ 2,042.43	\$ 0.00	\$ 2,042.43	
Net Other Revenue	-\$ 2,042.43	\$ 0.00	-\$ 2,042.43	
Net Revenue	-\$ 117,628.51	\$ 16,728.00	-\$ 134,356.51	-703.18%

SAY SI Board Self Assessment 2015: 9 responses

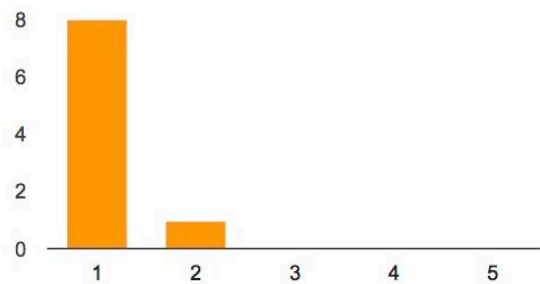
Summary

The board operates under a set of policies, procedures, and guidelines with which all members are familiar.



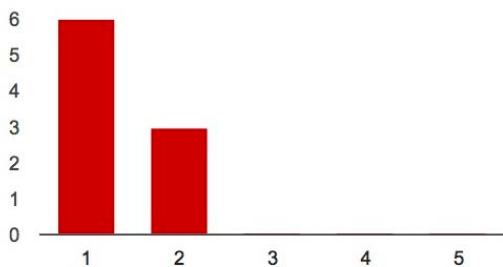
Strongly Agree: 1	1	11.1%
2	5	55.6%
3	2	22.2%
4	1	11.1%
Strongly Disagree: 5	0	0%

The Executive Committee reports to the board on actions taken.



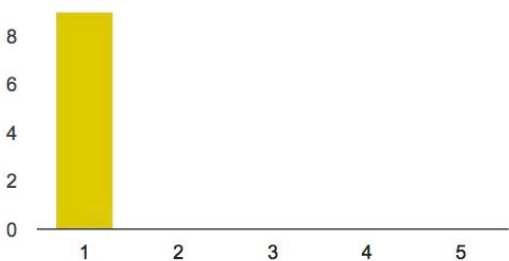
Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

There are standing committees of the board that meet regularly and report to the board.



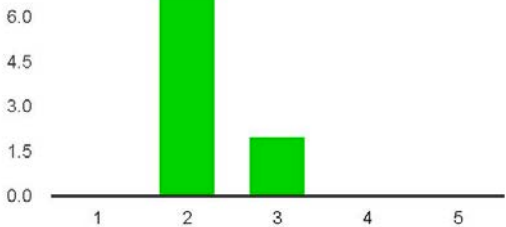
Strongly Agree: 1	6	66.7%
2	3	33.3%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each board member has at least one committee assignment.



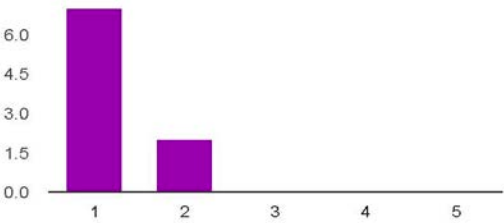
Strongly Agree: 1	9	100%
2	0	0%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each meetings are well attended, with near full turnout at each meeting.



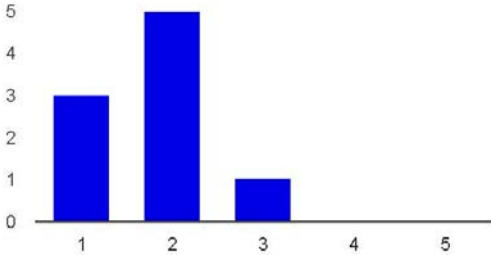
Strongly Agree: 1	0	0%
2	7	77.8%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

Each board meeting includes an opportunity for learning about the organization’s activities.



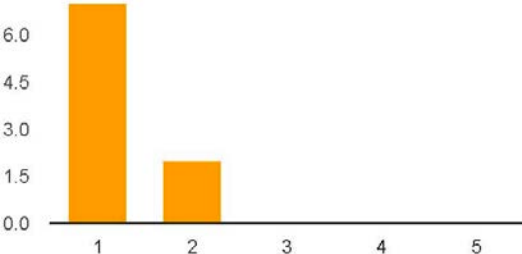
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board fully understands and is supportive of the strategic planning process of SAY Si.



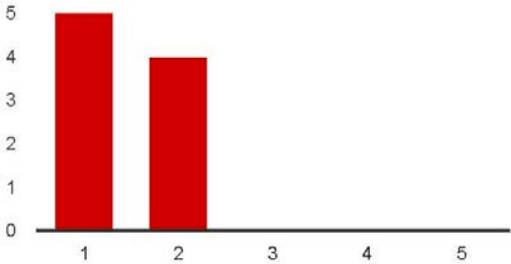
Strongly Agree: 1	3	33.3%
2	5	55.6%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

Board members receive meeting agendas and supporting materials in time for adequate advance review.



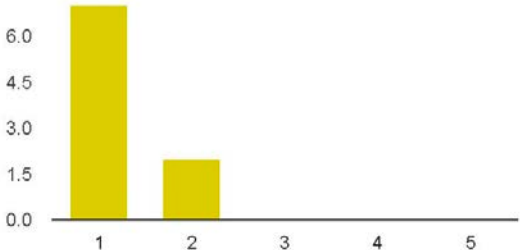
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board receives regular financial updates and takes necessary steps to ensure the operations of the organization are sound.



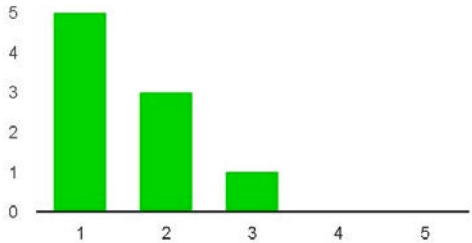
Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board chair effectively and appropriately leads and facilitates the board meetings and the policy and governance work of the board.



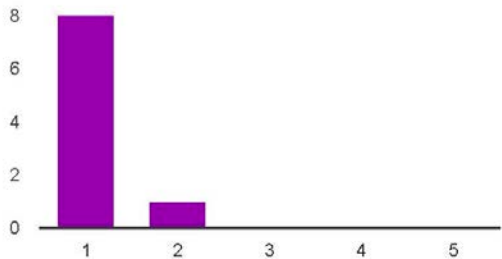
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board actively engages in discussion around significant issues.



Strongly Agree: 1	5	55.6%
2	3	33.3%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

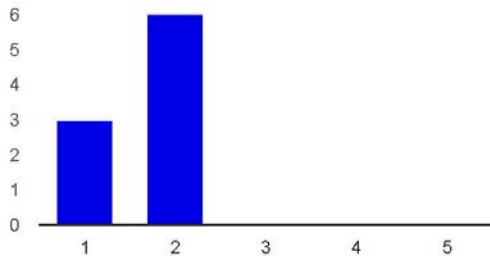
The board regularly reviews and evaluates the performance of the Executive Director.



Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

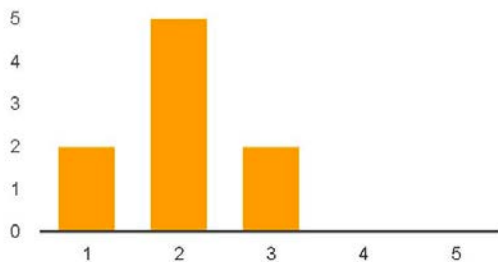
Mission & Purpose

Statements of the organization’s mission are well-understood and supported by the board.



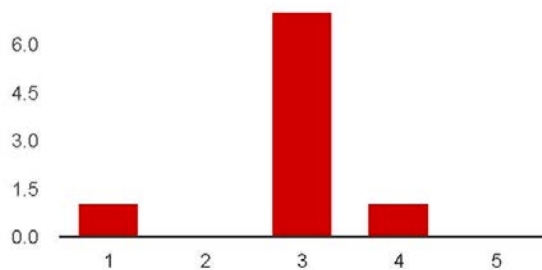
Strongly Agree: 1	3	33.3%
2	6	66.7%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Board meeting presentations and discussions consistently reference the organization’s mission statement.



Strongly Agree: 1	2	22.2%
2	5	55.6%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

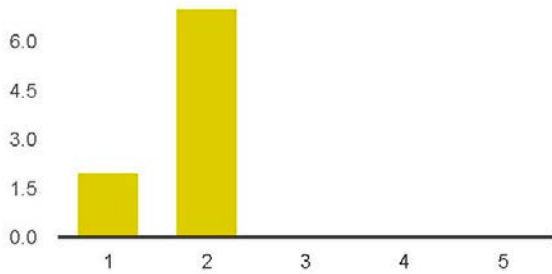
The board evaluates the organization’s performance on a regular basis by comparing the stated mission to actual operational achievements.



Strongly Agree: 1	1	11.1%
2	0	0%
3	7	77.8%
4	1	11.1%
Strongly Disagree: 5	0	0%

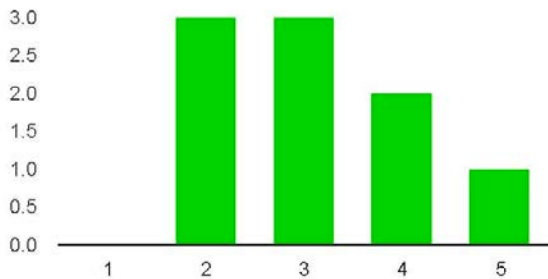
Governance / Partnership Alignment

The board exercises its governance role: Ensuring that the organization supports and upholds the mission statement, core values, vision statement, and partnership policies.



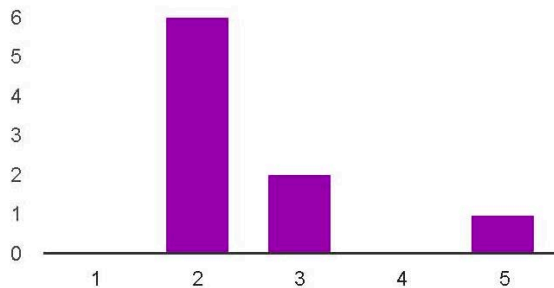
Strongly Agree: 1	2	22.2%
2	7	77.8%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board reviews its own performance and measures its own effectiveness in governance work.



Strongly Agree: 1	0	0%
2	3	33.3%
3	3	33.3%
4	2	22.2%
Strongly Disagree: 5	1	11.1%

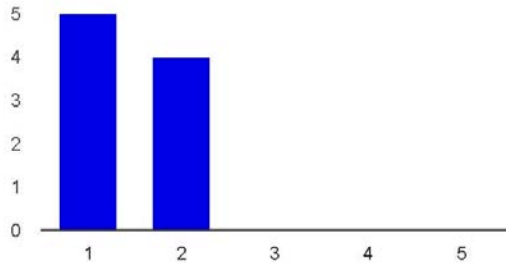
The board is actively engaged in the board development processes.



Strongly Agree: 1	0	0%
2	6	66.7%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	1	11.1%

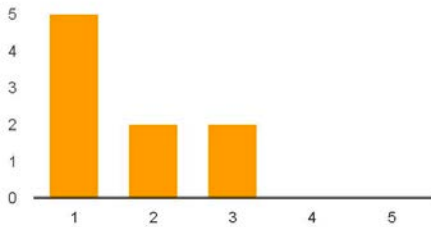
Board Organization

Information provided by staff is adequate to ensure effective board governance and decision-making.



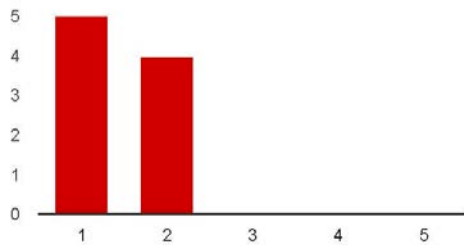
Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The committee structure logically addresses the organization's areas of operation.



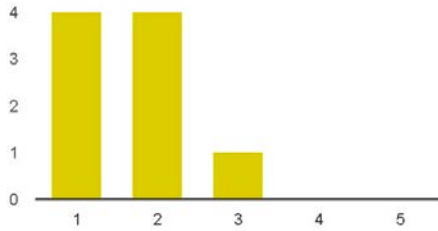
Strongly Agree: 1	5	55.6%
2	2	22.2%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

Your committee(s) have adequate agendas and minutes for each meeting.



Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

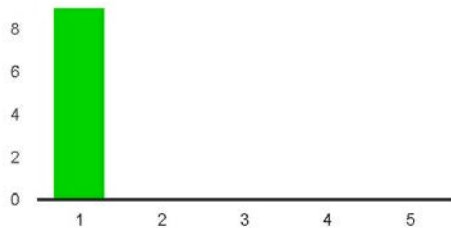
All committees address issues of substance.



Strongly Agree: 1	4	44.4%
2	4	44.4%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

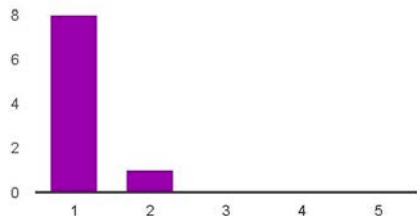
Board Meetings

Board meetings are frequent enough to ensure effective governance.



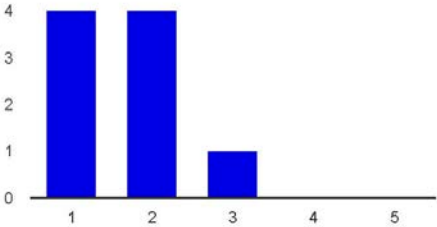
Strongly Agree: 1	9	100%
2	0	0%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Board meetings are long enough to accomplish the board's work.



Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

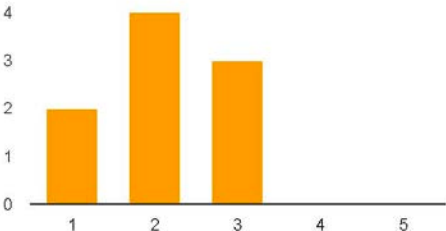
Board members fully and positively participate in discussions.



Strongly Agree: 1	4	44.4%
2	4	44.4%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

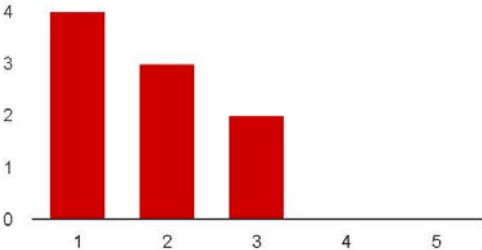
Board Membership

The board size is adequate to effectively govern the organization.



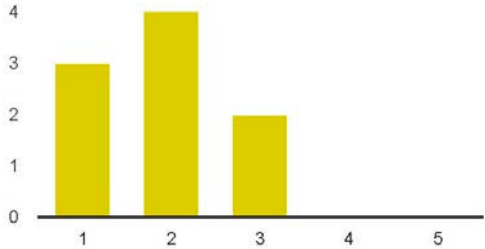
Strongly Agree: 1	2	22.2%
2	4	44.4%
3	3	33.3%
4	0	0%
Strongly Disagree: 5	0	0%

The board has a range of talents, experience, and knowledge to accomplish its role.



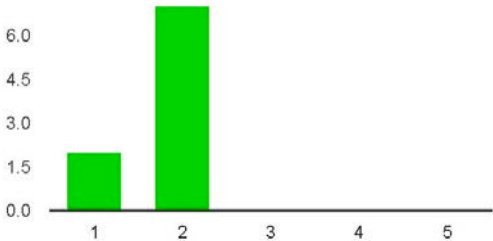
Strongly Agree: 1	4	44.4%
2	3	33.3%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

The board makeup is diverse with experience, skills, ethnicity, gender, denomination, and age group.



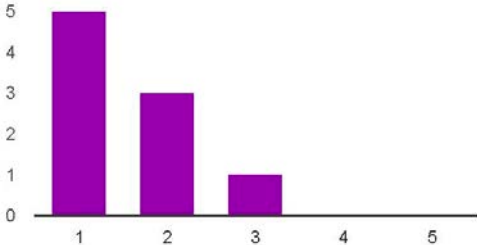
Strongly Agree: 1	3	33.3%
2	4	44.4%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

The board uses its members' talents and skills effectively.



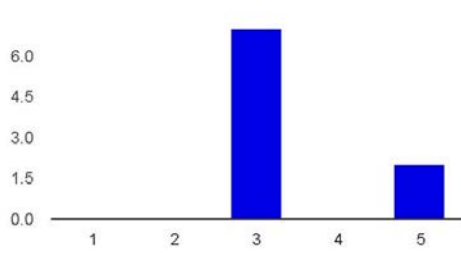
Strongly Agree: 1	2	22.2%
2	7	77.8%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each board member participates in financially supporting the organization on an annual basis.



Strongly Agree: 1	5	55.6%
2	3	33.3%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

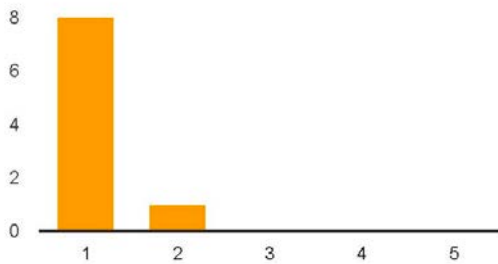
Fellow board members review each member's performance at the end of every three-year term.



Strongly Agree: 1	0	0%
2	0	0%
3	7	77.8%
4	0	0%
Strongly Disagree: 5	2	22.2%

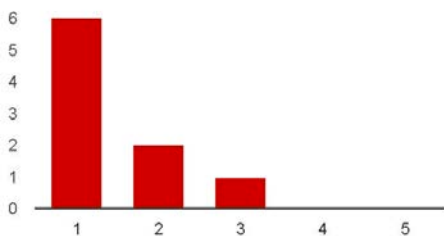
Administration and Staff Support

The committee structure provides adequate contact with administration and staff.



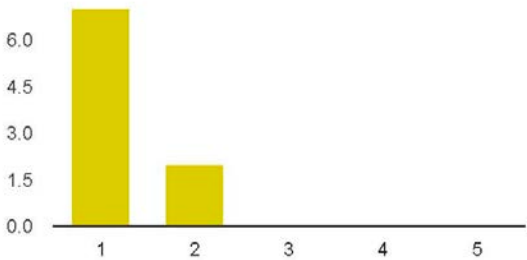
Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Communication is strong and clear between the board and staff.



Strongly Agree: 1	6	66.7%
2	2	22.2%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

Staff support before, during, and after-board meetings is effective.



Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Please give us your name

- Michael Mazzei
- Molly Shafer
- Jenee Margo Gonzalez
- Pablo Veliz
- Dora Verde
- Laurie Posner
- Victoria Suescum
- Mike Schroeder
- Melissa Levine



Board Meeting

Wednesday, Nov. 18, 2015
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:

- Board President Remarks

4:35 P.M.

Consent Items:

- Sept. 2015 Minutes
- 2015 YTD Financials

4:45 P.M.

Action Items:

- Review and Approval of 2016 Operating Budget
- Nomination and Approval of New and Returning Board Members
- Nomination and Approval of Board Officers
- Year-End Report on Board Committees

5:25 P.M.

Operational:

Executive Director Update on Strategic Objectives

5:40 P.M.

Announcements:

Friday, Dec. 4, 6-9 PM: Danville Chadbourne Retrospective
Wed., Dec. 9, 7-10 PM: SAY SI Holiday Social

5:45 P.M.

Adjourn

Internal Memorandum

To: SAY Si Board
From: Secretary, Victoria Suescum
Date: June 25, 2015
Subject: Board Meeting Notes

Date: 9/25/2015 4:38 p.m. 90% present

Board Members Present: Jenee Gonzales, Melissa Levine, Laurie Posner, Mike Schroeder, Molly Shafer, Victoria Suescum, Pablo Veliz, Dora Verde

Absent: Mike Mazzei

Staff Present: Jon Hinojosa

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

Board President Remarks

Molly and Harry are thanked for donation for \$3,000 donation towards Muertitos Fest.

Consent Items

- Motion: After corrections, Laurie moved to approve July and August minutes, Jenee seconded, unanimously approved.
- Re: 2015 YTD Financials: SAY Si is fine financially, at a normal ebb in financial year.
- Motion: Molly moved to approve YTD Financials, Mike seconded, unanimously approved.

Action Items: Board Committee Activities/Reports

- Board Assessment Overview was discussed
- Board members made comments on document such as: need to set additional dates on calendar for on-boarding new members and one for strategic planning, committee structures and board size needs to be reevaluated, mission statement and core values statement needs to be revisited, board needs to increase diversity both in color and in skill sets

Governance and Administration: Molly

- So far we have one strong candidate for the board

Special Events Committee: Victoria

- In conversation with Eliot Garza in pursuit of the hopes he will consider an Nsite mixer at SAY Si during Small Scale
- Will submit suggestions to board re: Small Scale in October

Operational

- \$5,750 raised towards Muertitos Fest, need to raise more.
- This is one of largest months of fundraising applications
- A new program called Bidder which is possible to use on phones will be used for the silent auction of Franco Mondini Ruiz's paintings during the Romo Collection exhibit as a trial run.

Meeting adjourned at 5:57 p.m.

R. D. Harrison, CPA

Certified Public Accountant

Member American Institute of Certified Public Accountants



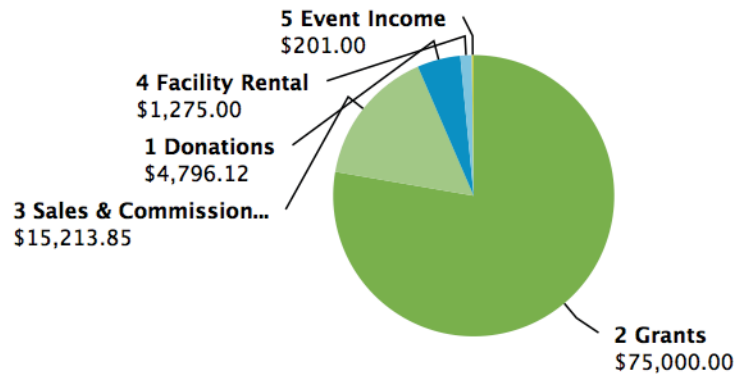
SAY Sí

FINANCIAL STATEMENTS

December 31, 2014

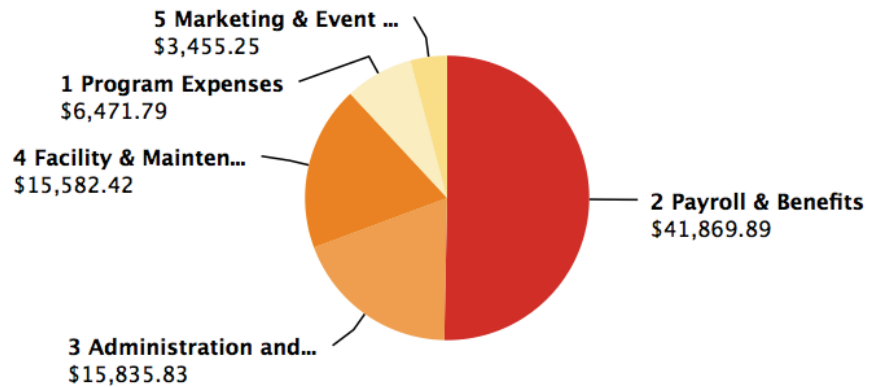
SAY Sí: Company Snapshot April 2015

SAY SI Revenue By Category



%	Category	(\$)Amount
77.73%	2 Grants	75,000.00
15.77%	3 Sales & Commissions	15,213.85
4.97%	1 Donations	4,796.12
1.32%	4 Facility Rental	1,275.00
0.21%	5 Event Income	201.00

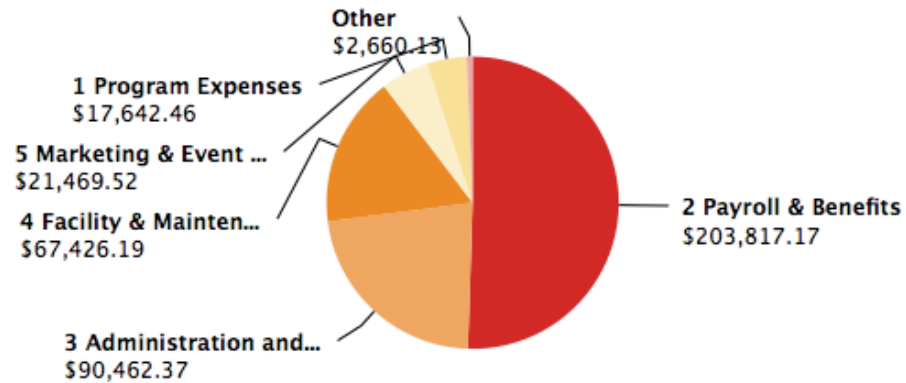
SAY SI Expenditure By Category



%	Category	(\$)Amount
50.32%	2 Payroll & Benefits	41,869.89
19.03%	3 Administration and Overhead	15,835.83
18.73%	4 Facility & Maintenance	15,582.42
7.78%	1 Program Expenses	6,471.79
4.15%	5 Marketing & Event Expenses	3,455.25

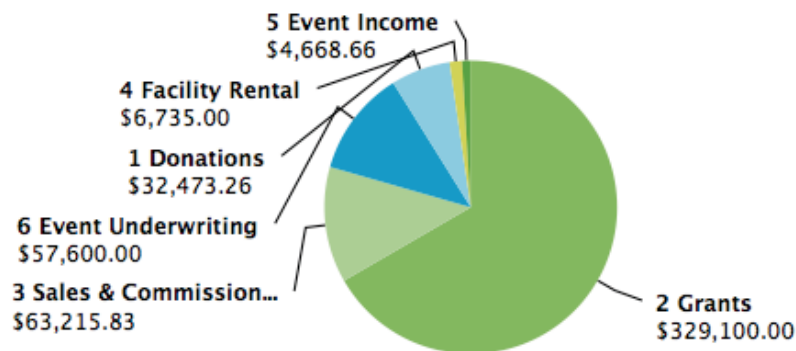
SAY Sí: Snapshot YTD, January-May 2015

SAY SI Expenditure By Category



%	Category	(\$)Amount
50.52%	2 Payroll & Benefits	203,817.17
22.42%	3 Administration and Overhead	90,462.37
16.71%	4 Facility & Maintenance	67,426.19
5.32%	5 Marketing & Event Expenses	21,469.52
4.37%	1 Program Expenses	17,642.46
0.66%	Other	2,660.13

SAY SI Revenue By Category

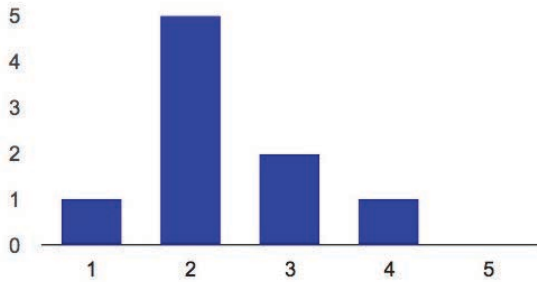


%	Category	(\$)Amount
66.65%	2 Grants	329,100.00
12.80%	3 Sales & Commissions	63,215.83
11.66%	6 Event Underwriting	57,600.00
6.58%	1 Donations	32,473.26
1.36%	4 Facility Rental	6,735.00
0.95%	5 Event Income	4,668.66

SAY SI Board Self Assessment 2015: 9 responses

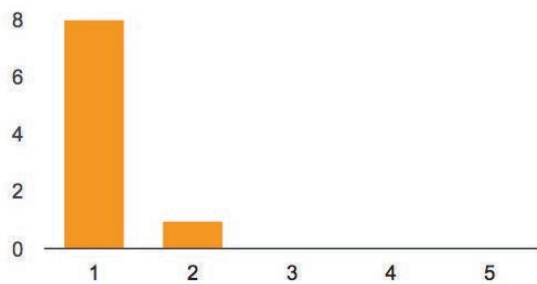
Summary

The board operates under a set of policies, procedures, and guidelines with which all members are familiar.



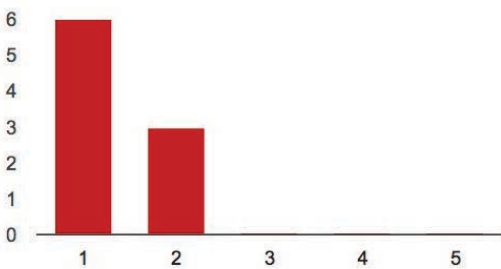
Strongly Agree: 1	1	11.1%
2	5	55.6%
3	2	22.2%
4	1	11.1%
Strongly Disagree: 5	0	0%

The Executive Committee reports to the board on actions taken.



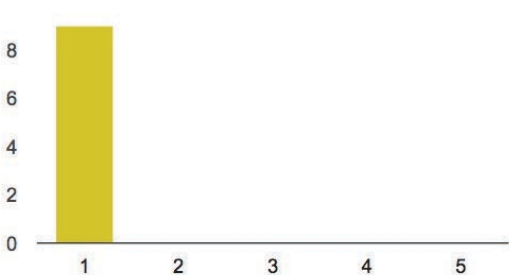
Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

There are standing committees of the board that meet regularly and report to the board.



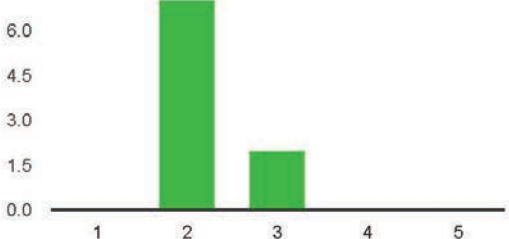
Strongly Agree: 1	6	66.7%
2	3	33.3%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each board member has at least one committee assignment.



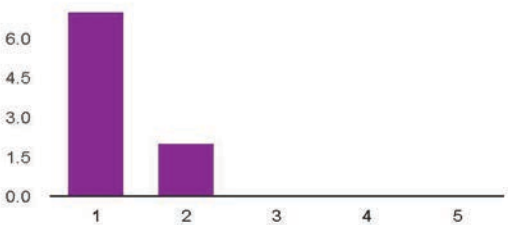
Strongly Agree: 1	9	100%
2	0	0%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each meetings are well attended, with near full turnout at each meeting.



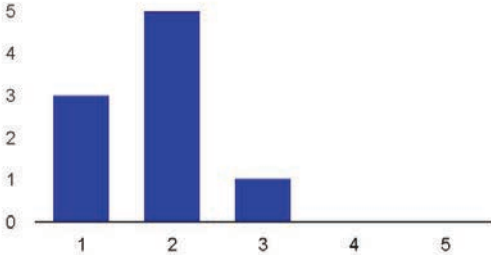
Strongly Agree: 1	0	0%
2	7	77.8%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

Each board meeting includes an opportunity for learning about the organization’s activities.



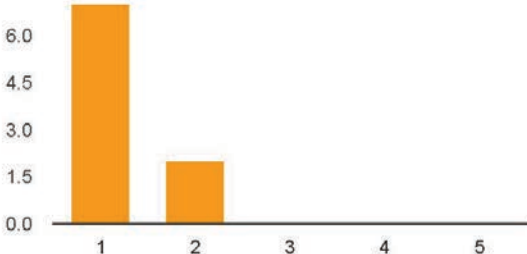
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board fully understands and is supportive of the strategic planning process of SAY Si.



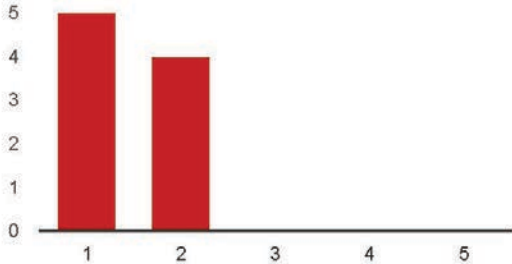
Strongly Agree: 1	3	33.3%
2	5	55.6%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

Board members receive meeting agendas and supporting materials in time for adequate advance review.



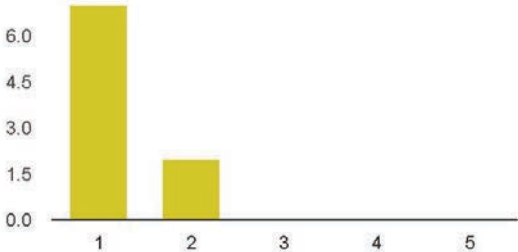
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board receives regular financial updates and takes necessary steps to ensure the operations of the organization are sound.



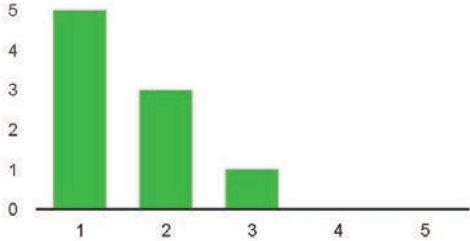
Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board chair effectively and appropriately leads and facilitates the board meetings and the policy and governance work of the board.



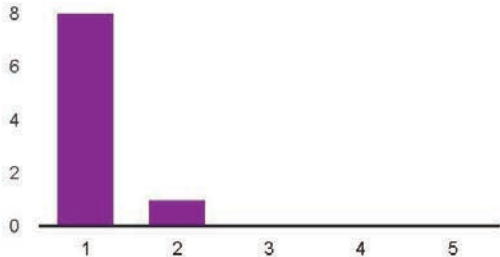
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board actively engages in discussion around significant issues.



Strongly Agree: 1	5	55.6%
2	3	33.3%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

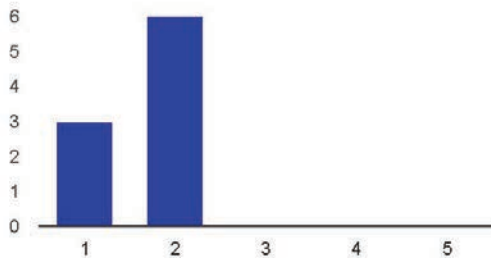
The board regularly reviews and evaluates the performance of the Executive Director.



Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

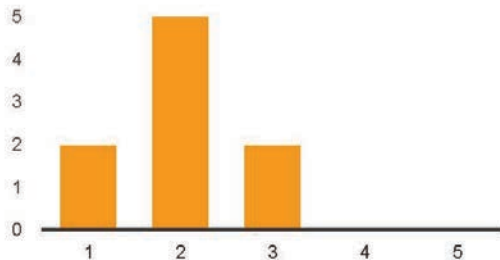
Mission & Purpose

Statements of the organization’s mission are well-understood and supported by the board.



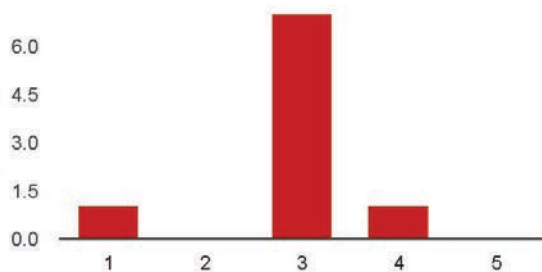
Strongly Agree: 1	3	33.3%
2	6	66.7%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Board meeting presentations and discussions consistently reference the organization’s mission statement.



Strongly Agree: 1	2	22.2%
2	5	55.6%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

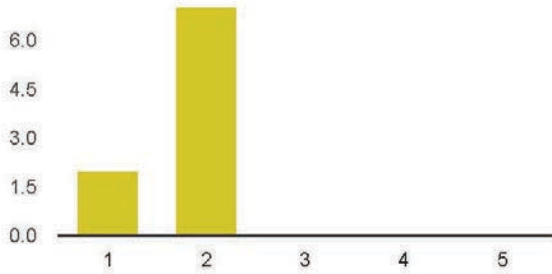
The board evaluates the organization’s performance on a regular basis by comparing the stated mission to actual operational achievements.



Strongly Agree: 1	1	11.1%
2	0	0%
3	7	77.8%
4	1	11.1%
Strongly Disagree: 5	0	0%

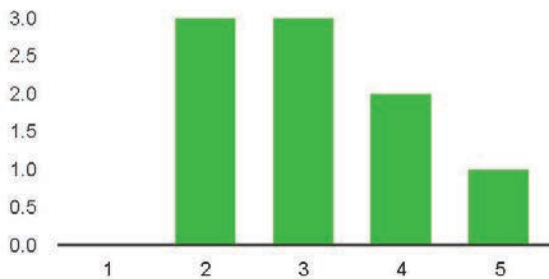
Governance / Partnership Alignment

The board exercises its governance role: Ensuring that the organization supports and upholds the mission statement, core values, vision statement, and partnership policies.



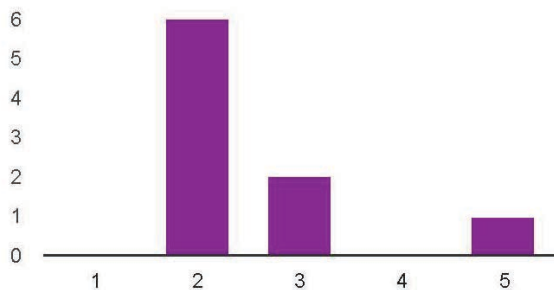
Strongly Agree: 1	2	22.2%
2	7	77.8%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board reviews its own performance and measures its own effectiveness in governance work.



Strongly Agree: 1	0	0%
2	3	33.3%
3	3	33.3%
4	2	22.2%
Strongly Disagree: 5	1	11.1%

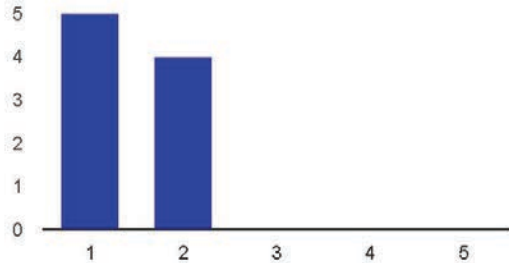
The board is actively engaged in the board development processes.



Strongly Agree: 1	0	0%
2	6	66.7%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	1	11.1%

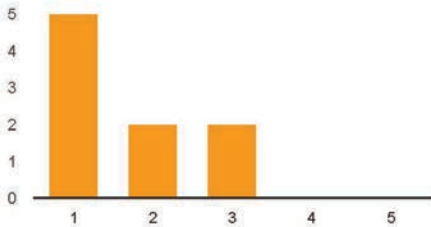
Board Organization

Information provided by staff is adequate to ensure effective board governance and decision-making.



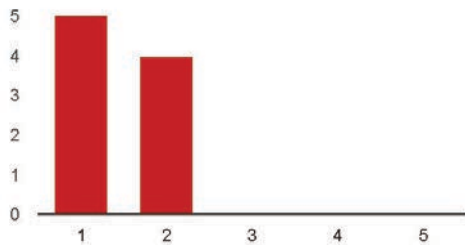
Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The committee structure logically addresses the organization's areas of operation.



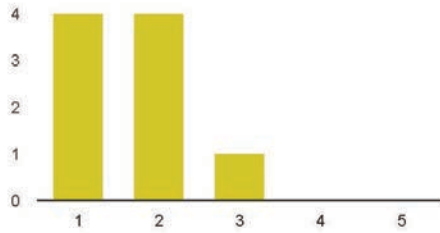
Strongly Agree: 1	5	55.6%
2	2	22.2%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

Your committee(s) have adequate agendas and minutes for each meeting.



Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

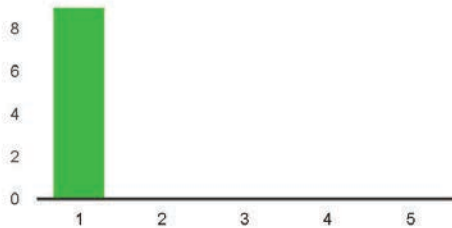
All committees address issues of substance.



Strongly Agree: 1	4	44.4%
2	4	44.4%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

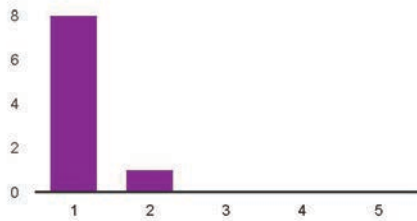
Board Meetings

Board meetings are frequent enough to ensure effective governance.



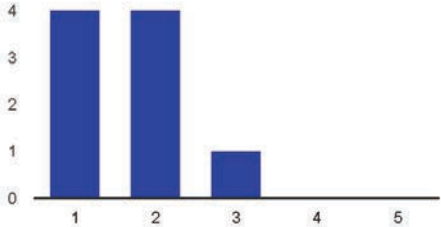
Strongly Agree: 1	9	100%
2	0	0%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Board meetings are long enough to accomplish the board's work.



Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

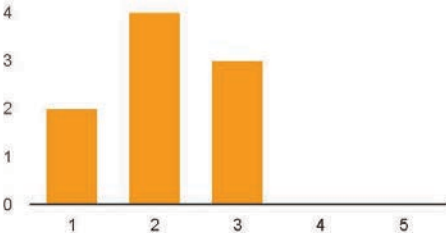
Board members fully and positively participate in discussions.



Strongly Agree: 1	4	44.4%
2	4	44.4%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

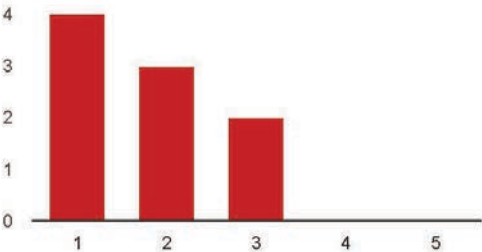
Board Membership

The board size is adequate to effectively govern the organization.



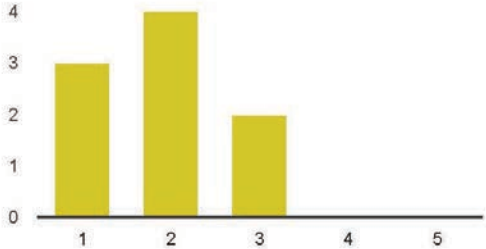
Strongly Agree: 1	2	22.2%
2	4	44.4%
3	3	33.3%
4	0	0%
Strongly Disagree: 5	0	0%

The board has a range of talents, experience, and knowledge to accomplish its role.



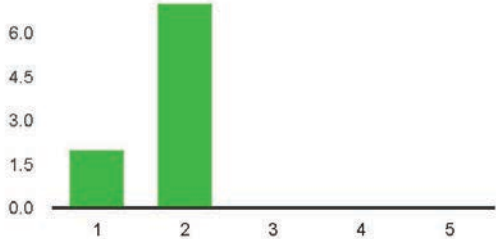
Strongly Agree: 1	4	44.4%
2	3	33.3%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

The board makeup is diverse with experience, skills, ethnicity, gender, denomination, and age group.



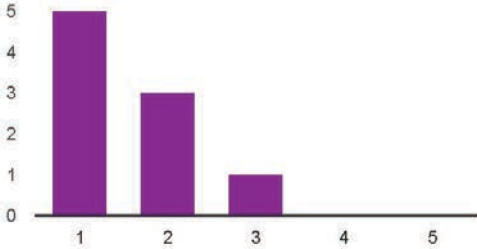
Strongly Agree: 1	3	33.3%
2	4	44.4%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

The board uses its members' talents and skills effectively.



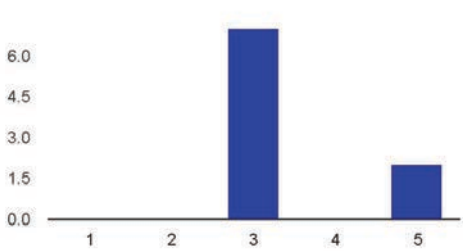
Strongly Agree: 1	2	22.2%
2	7	77.8%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each board member participates in financially supporting the organization on an annual basis.



Strongly Agree: 1	5	55.6%
2	3	33.3%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

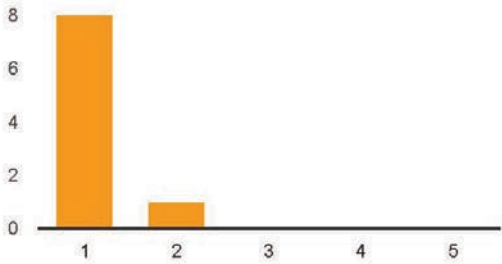
Fellow board members review each member’s performance at the end of every three-year term.



Strongly Agree: 1	0	0%
2	0	0%
3	7	77.8%
4	0	0%
Strongly Disagree: 5	2	22.2%

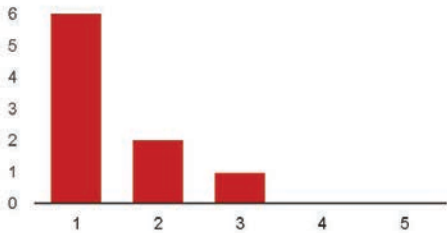
Administration and Staff Support

The committee structure provides adequate contact with administration and staff.



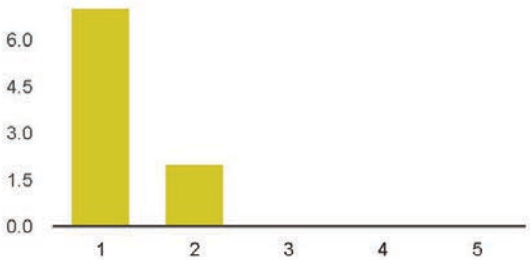
Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Communication is strong and clear between the board and staff.



Strongly Agree: 1	6	66.7%
2	2	22.2%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

Staff support before, during, and after-board meetings is effective.



Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Please give us your name

- Michael Mazzei
- Molly Shafer
- Jenee Margo Gonzalez
- Pablo Veliz
- Dora Verde
- Laurie Posner
- Victoria Suescum
- Mike Schroeder
- Melissa Levine

R. D. Harrison, CPA

Certified Public Accountant

Member American Institute of Certified Public Accountants



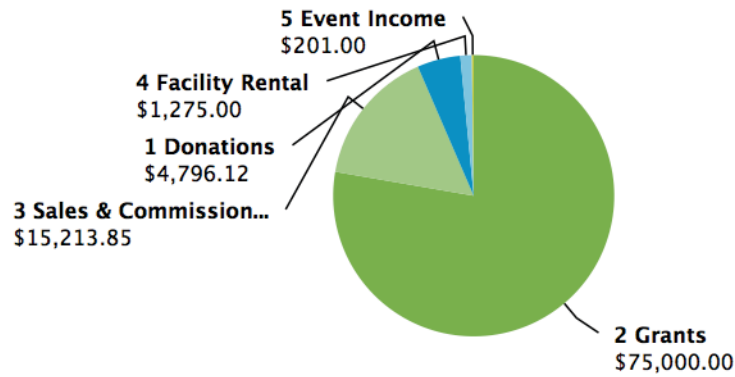
SAY Sí

FINANCIAL STATEMENTS

December 31, 2014

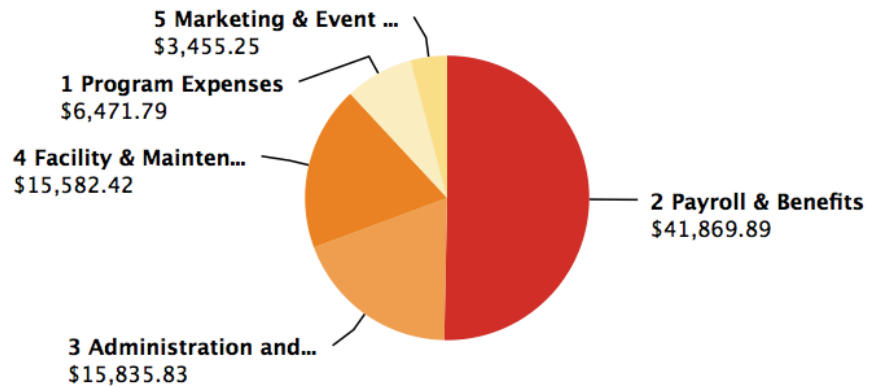
SAY Sí: Company Snapshot April 2015

SAY SI Revenue By Category



%	Category	(\$)Amount
77.73%	2 Grants	75,000.00
15.77%	3 Sales & Commissions	15,213.85
4.97%	1 Donations	4,796.12
1.32%	4 Facility Rental	1,275.00
0.21%	5 Event Income	201.00

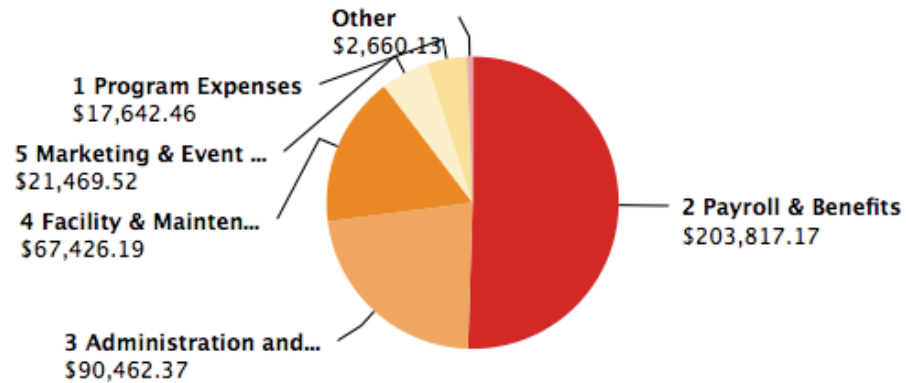
SAY SI Expenditure By Category



%	Category	(\$)Amount
50.32%	2 Payroll & Benefits	41,869.89
19.03%	3 Administration and Overhead	15,835.83
18.73%	4 Facility & Maintenance	15,582.42
7.78%	1 Program Expenses	6,471.79
4.15%	5 Marketing & Event Expenses	3,455.25

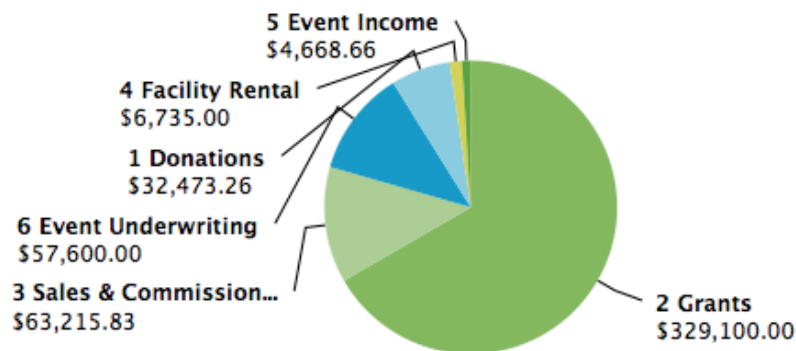
SAY Sí: Snapshot YTD, January-May 2015

SAY SI Expenditure By Category



%	Category	(\$)Amount
50.52%	2 Payroll & Benefits	203,817.17
22.42%	3 Administration and Overhead	90,462.37
16.71%	4 Facility & Maintenance	67,426.19
5.32%	5 Marketing & Event Expenses	21,469.52
4.37%	1 Program Expenses	17,642.46
0.66%	Other	2,660.13

SAY SI Revenue By Category

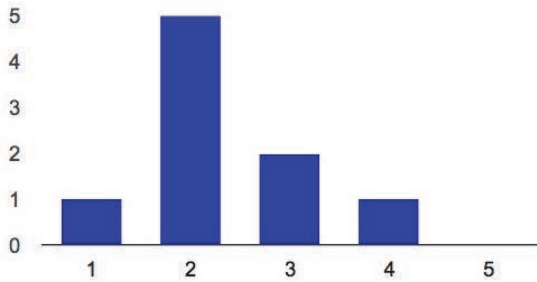


%	Category	(\$)Amount
66.65%	2 Grants	329,100.00
12.80%	3 Sales & Commissions	63,215.83
11.66%	6 Event Underwriting	57,600.00
6.58%	1 Donations	32,473.26
1.36%	4 Facility Rental	6,735.00
0.95%	5 Event Income	4,668.66

SAY SI Board Self Assessment 2015: 9 responses

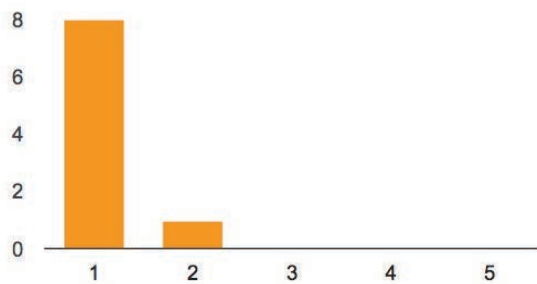
Summary

The board operates under a set of policies, procedures, and guidelines with which all members are familiar.



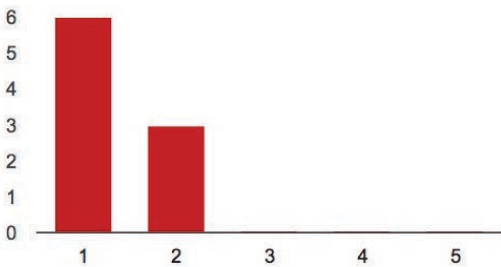
Strongly Agree: 1	1	11.1%
2	5	55.6%
3	2	22.2%
4	1	11.1%
Strongly Disagree: 5	0	0%

The Executive Committee reports to the board on actions taken.



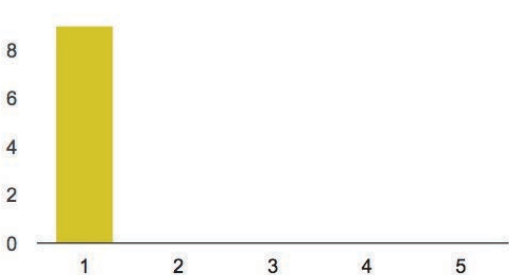
Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

There are standing committees of the board that meet regularly and report to the board.



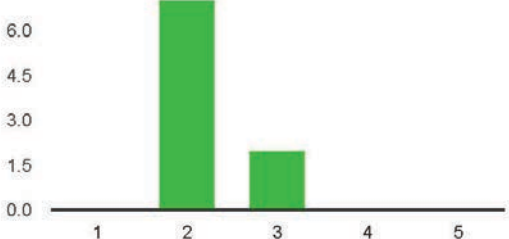
Strongly Agree: 1	6	66.7%
2	3	33.3%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each board member has at least one committee assignment.



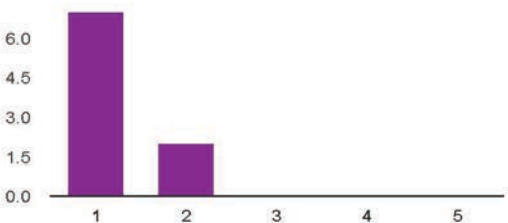
Strongly Agree: 1	9	100%
2	0	0%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each meetings are well attended, with near full turnout at each meeting.



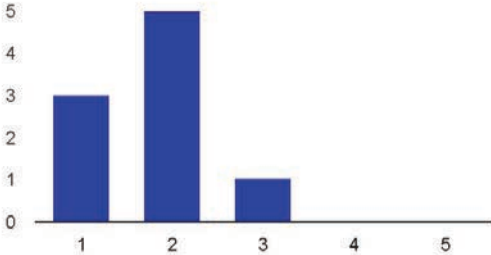
Strongly Agree: 1	0	0%
2	7	77.8%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

Each board meeting includes an opportunity for learning about the organization’s activities.



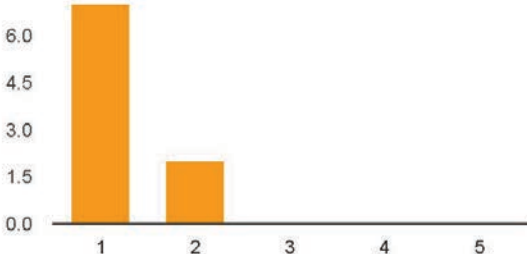
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board fully understands and is supportive of the strategic planning process of SAY Si.



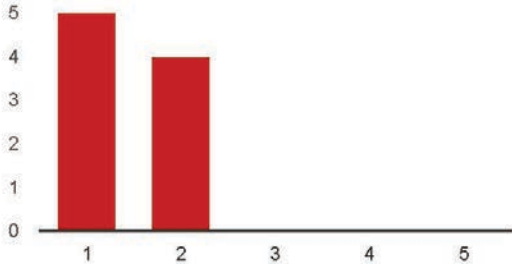
Strongly Agree: 1	3	33.3%
2	5	55.6%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

Board members receive meeting agendas and supporting materials in time for adequate advance review.



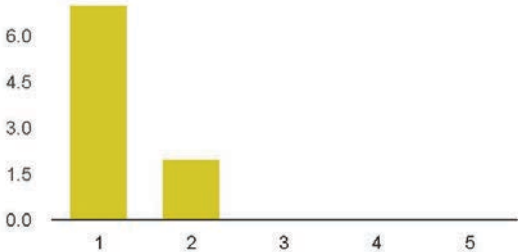
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board receives regular financial updates and takes necessary steps to ensure the operations of the organization are sound.



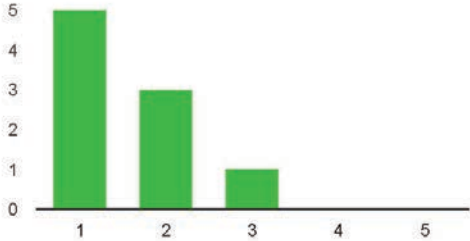
Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board chair effectively and appropriately leads and facilitates the board meetings and the policy and governance work of the board.



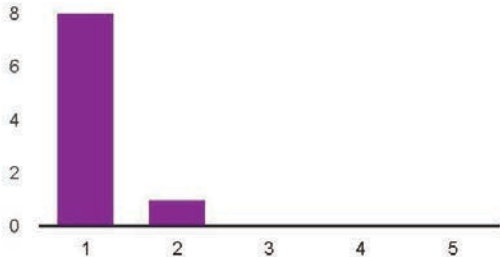
Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board actively engages in discussion around significant issues.



Strongly Agree: 1	5	55.6%
2	3	33.3%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

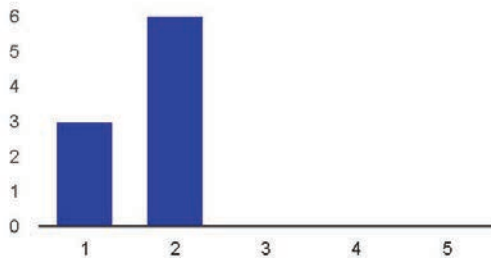
The board regularly reviews and evaluates the performance of the Executive Director.



Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

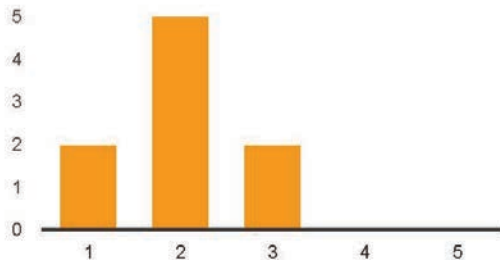
Mission & Purpose

Statements of the organization’s mission are well-understood and supported by the board.



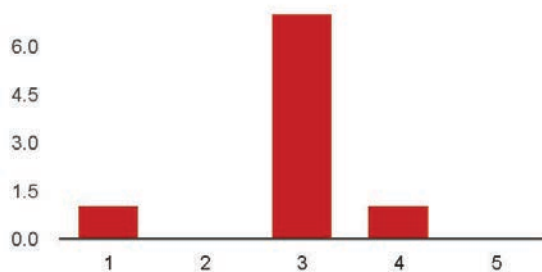
Strongly Agree: 1	3	33.3%
2	6	66.7%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Board meeting presentations and discussions consistently reference the organization’s mission statement.



Strongly Agree: 1	2	22.2%
2	5	55.6%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

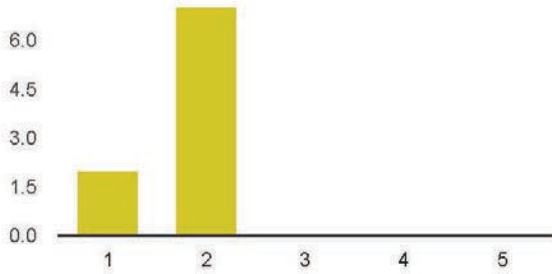
The board evaluates the organization’s performance on a regular basis by comparing the stated mission to actual operational achievements.



Strongly Agree: 1	1	11.1%
2	0	0%
3	7	77.8%
4	1	11.1%
Strongly Disagree: 5	0	0%

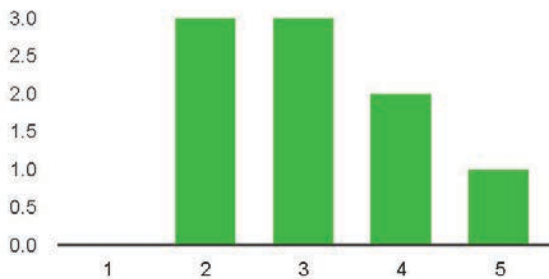
Governance / Partnership Alignment

The board exercises its governance role: Ensuring that the organization supports and upholds the mission statement, core values, vision statement, and partnership policies.



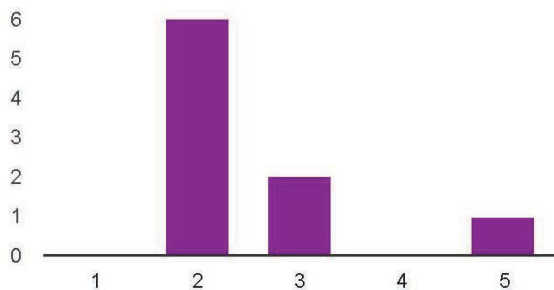
Strongly Agree: 1	2	22.2%
2	7	77.8%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The board reviews its own performance and measures its own effectiveness in governance work.



Strongly Agree: 1	0	0%
2	3	33.3%
3	3	33.3%
4	2	22.2%
Strongly Disagree: 5	1	11.1%

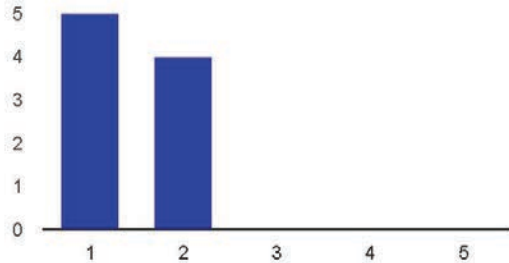
The board is actively engaged in the board development processes.



Strongly Agree: 1	0	0%
2	6	66.7%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	1	11.1%

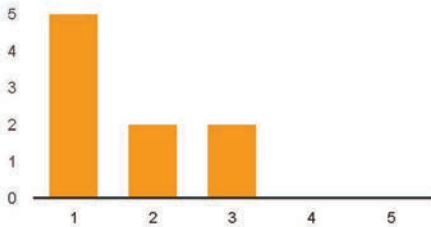
Board Organization

Information provided by staff is adequate to ensure effective board governance and decision-making.



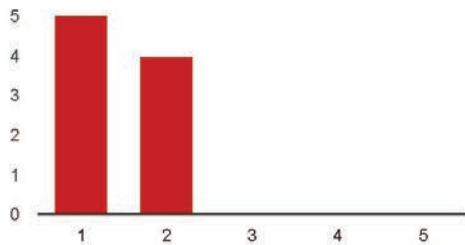
Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

The committee structure logically addresses the organization's areas of operation.



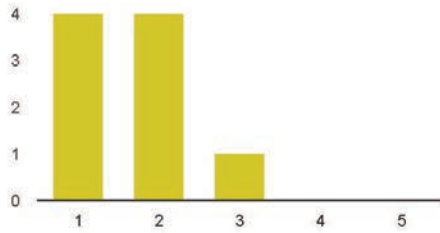
Strongly Agree: 1	5	55.6%
2	2	22.2%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

Your committee(s) have adequate agendas and minutes for each meeting.



Strongly Agree: 1	5	55.6%
2	4	44.4%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

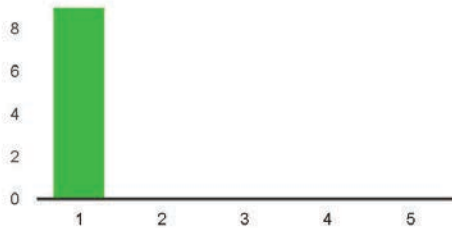
All committees address issues of substance.



Strongly Agree: 1	4	44.4%
2	4	44.4%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

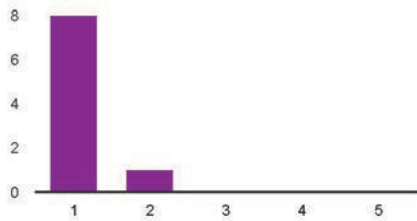
Board Meetings

Board meetings are frequent enough to ensure effective governance.



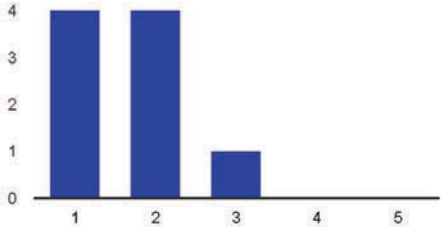
Strongly Agree: 1	9	100%
2	0	0%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Board meetings are long enough to accomplish the board's work.



Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

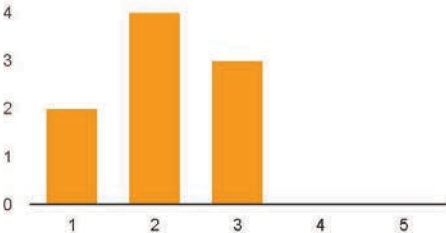
Board members fully and positively participate in discussions.



Strongly Agree: 1	4	44.4%
2	4	44.4%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

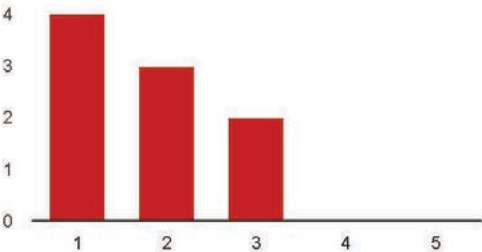
Board Membership

The board size is adequate to effectively govern the organization.



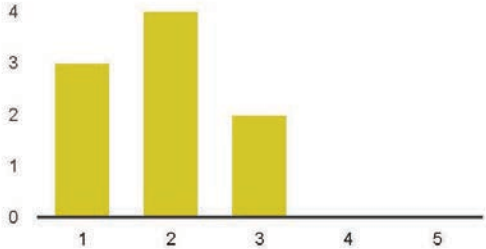
Strongly Agree: 1	2	22.2%
2	4	44.4%
3	3	33.3%
4	0	0%
Strongly Disagree: 5	0	0%

The board has a range of talents, experience, and knowledge to accomplish its role.



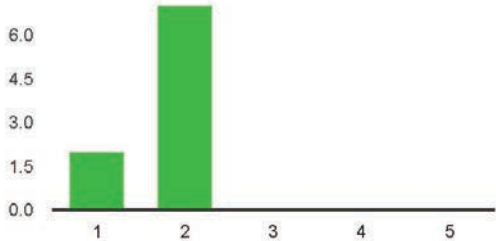
Strongly Agree: 1	4	44.4%
2	3	33.3%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

The board makeup is diverse with experience, skills, ethnicity, gender, denomination, and age group.



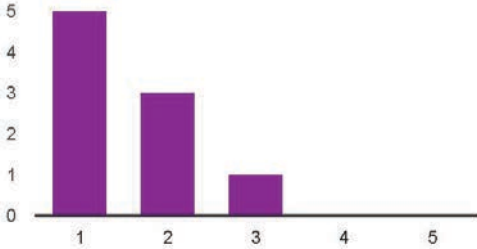
Strongly Agree: 1	3	33.3%
2	4	44.4%
3	2	22.2%
4	0	0%
Strongly Disagree: 5	0	0%

The board uses its members' talents and skills effectively.



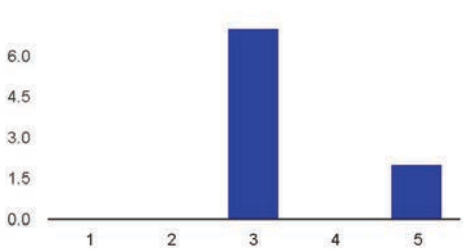
Strongly Agree: 1	2	22.2%
2	7	77.8%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Each board member participates in financially supporting the organization on an annual basis.



Strongly Agree: 1	5	55.6%
2	3	33.3%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

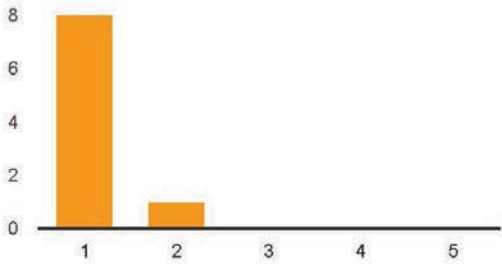
Fellow board members review each member’s performance at the end of every three-year term.



Strongly Agree: 1	0	0%
2	0	0%
3	7	77.8%
4	0	0%
Strongly Disagree: 5	2	22.2%

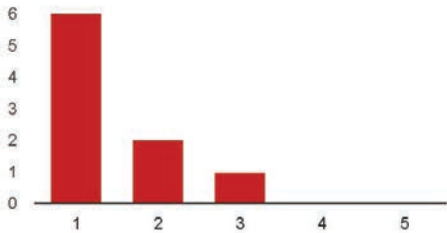
Administration and Staff Support

The committee structure provides adequate contact with administration and staff.



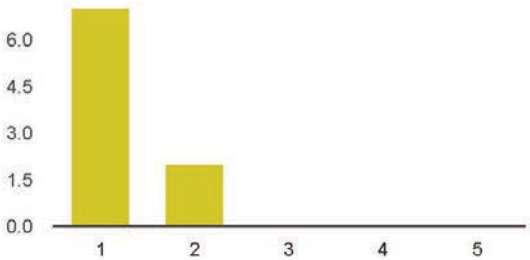
Strongly Agree: 1	8	88.9%
2	1	11.1%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Communication is strong and clear between the board and staff.



Strongly Agree: 1	6	66.7%
2	2	22.2%
3	1	11.1%
4	0	0%
Strongly Disagree: 5	0	0%

Staff support before, during, and after-board meetings is effective.



Strongly Agree: 1	7	77.8%
2	2	22.2%
3	0	0%
4	0	0%
Strongly Disagree: 5	0	0%

Please give us your name

- Michael Mazzei
- Molly Shafer
- Jenee Margo Gonzalez
- Pablo Veliz
- Dora Verde
- Laurie Posner
- Victoria Suescum
- Mike Schroeder
- Melissa Levine