



Board Meeting

Wednesday, September 27, 2017

5:30 PM @ SAY Sí Central

1518 South Alamo

SAY Sí is a 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

5:30 to 6:30 PM – Meet at, and tour 612 Nogalitos Building

- 6:40 PM **Welcome**
- President Remarks - Mike
- 6:45 PM **Discussion**
- 612 Nogalitos Building
- 7:00 PM **Action Items**
- August 2017 Minutes
 - Year to Date Financials - Jon
- 7:10 PM **Committee Reports**
- Governance/Leadership: New Board Member Nominations
Tom Payton, Director, Trinity University Press
Mary Ann Beach, VP Strategy, Frost Bank
- 7:25 PM **New Business and Announcements**
- 7:30 PM **Adjourn**

To: SAY Sí Board
From: Secretary, Melanie Tawil
Date: August 23, 2017
Subject: Board Meeting
Meeting called to order at 5:38 pm.

Board Members Present: Mike Schroeder, Melanie Tawil, Billy Lambert, Jenee Gonzales, Lindsey Johnson (phone), Jason Moran, Molly Shafer
Board Members Absent: Tracy Loring, Shirley Mock, Andres Gonzalez
Staff Present: Jon Hinojosa, Stephen Guzman, Gustavo Garcia, Nicole Amri, Gisha Zabala, Erin Frisch, Ashley Perez, Steven Zivadinovic
Leadership Council Present: N/A

Board Introductions – Mike Schroeder

July Minutes: motioned, to be approved by Billy Lambert; seconded by Jason Moran. Minutes approved unanimously.

July Financials: sales and commissions & rentals were better than we anticipated. We received our second installment from the City of San Antonio grant. Billy Lambert motioned to approve July financials; Jenee Gonzales seconded. Approved unanimously.

SAY Sí New Opportunities - investor approached Jon Hinojosa to purchase the SAY Sí Building. Jenee Gonzalez motioned to formed the ad how SAY Sí Growth Task Force Committee; Billy Lambert seconded. We will be bringing people in from the outside in order to look at the potential of SAY Sí.

Motion approved unanimously. Mike Schroeder, Billy Lambert and Jason Moran agreed to serve on the committee.

Committee Updates

Home

- Went over survey for staff. Second survey will focus on new opportunities.
- We need to prioritize on safety.
- Update on benchmark for serving low-income students: we are currently serving 59% low-income students.

Branding

- Senpai game released at the beginning of the month. We haven't received any local buzz. Out In SA will be having a feature in the next issue.
- San Japan will be having a panel with our students.
- Tom Peyton has allowed us access to his press contact list.
- Stories Seldom Told coverage: on Saturday August 26th city officials and school superintendents will be touring SAY Si facilities.

- Discussion on open House a week before Muertitos Fest immediately after our
- October Board meeting (October 25th).

Making It Rain

HEB Family Foundation Grant application has been submitted

Exhibit on September 14th various artists will be at SAY Sí and donating 50% of the proceeds from the sales. 8 artists including Mike, Jorge Garza, and Ashley. Sale of the work will be open from Sept. 14-19th September 15th Cuentos Sep. 4 - 16th

Monthly Membership Drive that coincides with Cuentos.

Salesforce database update is moving.

Painting with a Purpose event discussion.

Discussion of needs assessment of endowment.

Governance & Leadership

- 2-3 new board members - we will need to vote on them in September. They would have to come for a visit and begin in January. Tom Peyton Mary Ann Beach Michael Soto, Bob Parman, Kate Carey, Patricia Ruiz Healy

Meeting adjourned at 7:42 PM

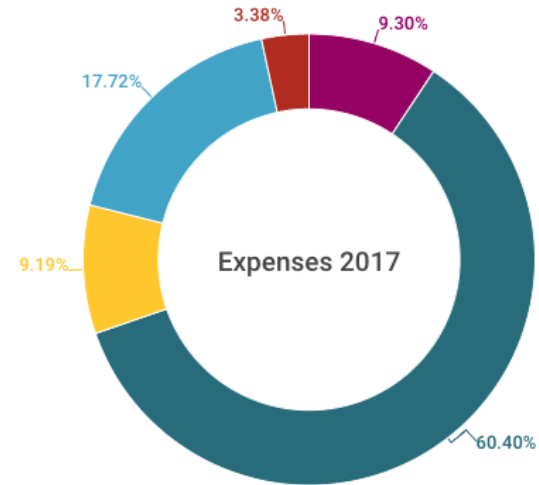
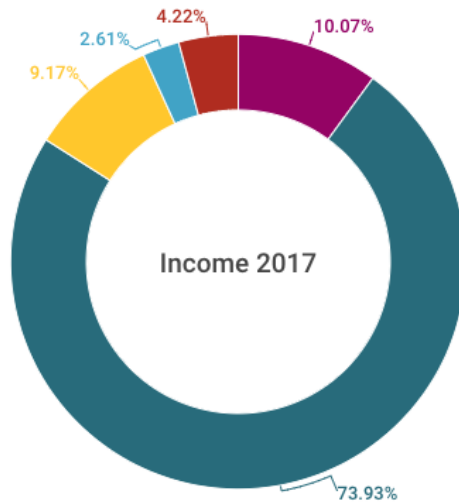
SAY SI
Balance Sheet
As of August 31, 2017

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	41,970.60
5056 Frost Payroll	-853.96
9655 Frost Capital	26.00
Petty Cash	253.50
Total Bank Accounts	\$ 41,396.14
Accounts Receivable	
Receivables	220,500.00
Total Accounts Receivable	\$ 220,500.00
Other Current Assets	
Receivables	-1,659.49
Undeposited Funds	12.50
Total Other Current Assets	-\$ 1,646.99
Total Current Assets	\$ 260,249.15
Fixed Assets	
Assets	2,105,536.53
Total Fixed Assets	\$ 2,105,536.53
TOTAL ASSETS	\$ 2,365,785.68
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	31,837.62
Total Credit Cards	\$ 31,837.62
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-0.72
Line of Credit/Term Loan 2014	30,609.28
Line of Credit/Term Loan 2017	49,000.00
Payroll Liabilities	8,335.10
Student Scholarships Payable	3,492.47
Texas State Comptroller Payable	53.86
Total Other Current Liabilities	\$ 91,489.99
Total Current Liabilities	\$ 123,327.61
Long-Term Liabilities	
Frost Construction Loan	514,328.47
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 514,328.47
Total Liabilities	\$ 637,656.08
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	-157,600.20
Net Revenue	-2,650.82
Total Equity	\$ 1,728,129.60
TOTAL LIABILITIES AND EQUITY	\$ 2,365,785.68

SAY SI
Budget vs. Actual: 2017 Budget
 January - August, 2017

	Actual	Total		% of Budget
		Budget	over Budget	
Revenue				
1 Donations	65,344.54	86,664.00	-21,319.46	75.40%
2 Grants	479,810.00	466,664.00	13,146.00	102.82%
3 Sales & Commissions	59,511.66	53,328.00	6,183.66	111.60%
4 Facility Rental	16,911.00	13,328.00	3,583.00	126.88%
5 Event Income	27,392.01	80,000.00	-52,607.99	34.24%
Total Revenue	\$ 648,969.21	\$ 699,984.00	-\$ 51,014.79	92.71%
Gross Profit	\$ 648,969.21	\$ 699,984.00	-\$ 51,014.79	92.71%
Expenditures				
1 Program Expenses	60,575.78	135,304.00	-74,728.22	44.77%
2 Payroll & Benefits	393,594.57	375,328.00	18,266.57	104.87%
3 Administration and Overhead	59,910.97	53,320.00	6,590.97	112.36%
4 Facility & Maintenance	115,495.99	105,320.00	10,175.99	109.66%
5 Marketing & Event Expenses	22,042.72	30,656.00	-8,613.28	71.90%
Total Expenditures	\$ 651,620.03	\$ 699,928.00	-\$ 48,307.97	93.10%
Net Operating Revenue	-\$ 2,650.82	\$ 56.00	-\$ 2,706.82	-4733.61%
Net Revenue	-\$ 2,650.82	\$ 56.00	-\$ 2,706.82	-4733.61%

SAY Sí Financial Snapshot Year-to-Date August 2017



- Donations
- Grants
- Sales & Commissions
- Earned Income
- Events & Marketing

- Program
- Payroll
- Administrative
- Facility
- Events & Marketing

2017 Funders:

- 80/20 Foundation
- Adobe Systems, Inc.
- Bank of American Foundation
- Bexar County Arts and Cultural Fund
- City of San Antonio, DAC
- Greehey Family Foundation
- HEB Family Foundation
- King William Foundation
- Orsinger Foundation
- Paulena F. Mitchell Trust
- Rackspace Foundation
- San Antonio Area Foundation
- Surdna Foundation
- Texas Cavaliers Charitable Foundation
- Texas Commission on the Arts
- USAA Foundation
- Valero Energy Foundation



- 7 Full Time Staff
- 9 Part Time Staff
- 21 Student Mentors
- 5 ABC Instructors

▲ **\$648,969**
Income YTD 2017

▼ **\$651,620**
Expenses YTD 2017

Notes: Board Recruitment and Leadership

September 27, 2017

2018 Board Nominations:

Tom Payton, Trinity University Press:

Tom Payton has been in the book and publishing industry for more than 25 years. Payton has served on industry boards and committees for the Publishers Association of the South, the Georgia Center for the Book, and other organizations. He has participated in or moderated discussions at an array of literary conferences, book festivals, and continuing education classes nationally. He previously worked for the University of Georgia Press, Hill Street Press, American Institute of Architects, Oxford Bookstores, and several consulting clients. He has experience in all aspects of the business including acquisitions, project development, digital content, publicity, marketing, sales, subsidiary rights, special events, contracts, manufacturing, and financial analysis. His work with Trinity primarily focuses on digital project development, books in architecture, urban planning, sustainability, literature/history of place, and Texas and southwestern regional interests, developing co-publishing partnerships, and marketing and sales. He is a recipient of the Alpha Rho Chi Medal for Leadership and a special commendation from the American Institute of Architects. In San Antonio he has written for several publications, and had worked with Texas Book Festival/San Antonio and Gemini Ink. He has served on the board for Say Sí, an advisory board for the Center for Non-Profit Support at the San Antonio Area Foundation, and he works with several other volunteer and civic organizations including the Terrell Heights Neighborhood Association. He blogs on a variety of topics at one-block.com. He is a native of Georgia and a graduate of the Georgia Institute of Technology.

Mary Ann Beach, Executive VP for Research and Strategy at Frost Bank:

Lead cross-organizational teams in design and implementation of strategic sales, product, channel and marketing initiatives to create new revenue streams. Also involved in facilitation of executive forums to create customer-perceptible experience enhancements. Volunteer Experience - Past President San Antonio Botanical Society The site of the master plan was a former limestone quarry and waterworks area owned by the city. Voters approved \$265,000 in bonds in 1970, which was the catalyst for funding the new gardens. Ground was broken for the new facilities on July 21, 1976 and the San Antonio Botanical Gardens officially opened to the public on May 3, 1980.