



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

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

AGENDA

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

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

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

Board Members Present:

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

Board Members Absent: Lindsey Johnson & Richard Davis.

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

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

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

Board and Leadership Council Introduction:

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

Committee Updates

Special Events Committee

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

Governance Committee

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

Development Update

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

Artistic Executive Director Update

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

Meeting adjourned at 7:07pm.

Management Analysis

Provide by Bruce McMillan, Treasurer

Balance Sheet

Equity is decreasing but again this is due to the inflow of the Revenue. It looks like if we hit our budget on the revenue side and the expenses continue to be under budget we will be in good shape

Income Statement

Revenue \$388,000 under budget through August mainly due to timing issues related to the receipt of Grants. In the budget the annual amount (\$1,300,000) is divided by 12, but the Grants come in sporadically throughout the year. The last page of Jon's report to the Directors shows some of the Committed and Submitted Grant requests that are forth coming.

Expenses

On the Expense side there is good news.

- Program expenses are \$98,000 under budget. (Perhaps Jon can speak to why, the majority is on the Special Projects line.
- Payroll and Benefits is \$86,000 under budget (Again, perhaps Jon can expand on the reason)
- Admin & Overhead is a little over budget but only because Depreciation was not budgeted
- Facility & Maintenance is on budget
- Marketing and Event expenses are under budget \$14,000
- Therefore Total Expenses are \$191,000 under budget. Good News!

We are budgeted to be at breakeven (Revenue equals Expenses) but we show a \$197,000 loss. Again this is only due to the way the revenue is budgeted (evenly across the 12 months period).

Expenses are way under budget so as long as the revenues come in as expected for the rest of the year we should be in good shape.

SAY SI
Balance Sheet
As of August 31, 2016

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

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

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

Resources/Development:

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

Programs:

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

Leadership:

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

Facilities:

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