



Board Meeting

Wednesday, October 25, 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 PM **Welcome**

- President Remarks - Mike

5:35 PM **Action Items**

- September 2017 Minutes - Mike
- Year to Date Financials and program updates – Erin and Stephen
- New Board Nominations – Molly Shafer

5:45 PM **Recess for Committee Meetings**

- Executive/Fundraising; Governance/Leadership; Development/Home; Events/Brand

6:45 PM **Reconvene** for Report Outs [5 minutes each]:

- Executive/Funding
- Development/Home
- Events/Brand
- Governance/Leadership

7:15 PM **New Business and Announcements**

7:20 PM **Adjourn**

To: SAY Sí Board
From: Acting Secretary, Jon Hinojosa
Date: October 20, 2017

Subject: September Board Meeting

Meeting called to order at 5:38 pm.

Board Members Present: Mike Schroeder, Billy Lambert, Jenee Gonzales, Lindsey Johnson, Jason Moran, Molly Shafer, Shirley Mock and Andres Gonzalez

Board Members Absent: Tracy Loring,

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

The meeting began informally at a building located at 612 Nogalitos, it is a facility with 46,000 square feet that is potentially for sale by the owner. The board and administrative staff toured the facility and asked questions regarding the real estate.

Board meeting called to order at 6:40 PM at SAY Si

Board welcome – Mike Schroeder welcomed all member and the board and staff discussed the recent tour of the facility. Jon provided details about the recent request from a retail development company to purchase our current facility and the work he has done regarding finding local comparable pricing, connecting with Steven Yndo a local real estate company for support and meeting with various stakeholder regarding this new opportunity. The board had a few questions about costs, timetables and details about the process.

Minutes: Mike requested that the minutes be adjusted to provide more details regarding the focus areas of New Opportunities and Making it rain, staff agreed to update the minutes and include them in the SAY Si board binder.

Motioned to approve minutes by Andres Gonzalez, seconded by Billy Lambert.

Minutes approved unanimously

Financials: motioned to approve financials by Shirley Mock, Lindsey Johnson seconded. Approved unanimously.

Committee Reports

Governance & Leadership

Molly Shafer, Board Governance Chair motioned that Tom Payton and Mary Ann Beach be nominated to the board of director to begin serving in January 2018.

Motioned, to be approved by Andres Jason Moran, seconded by Molly Shafer.

New Board members will unanimously approved.

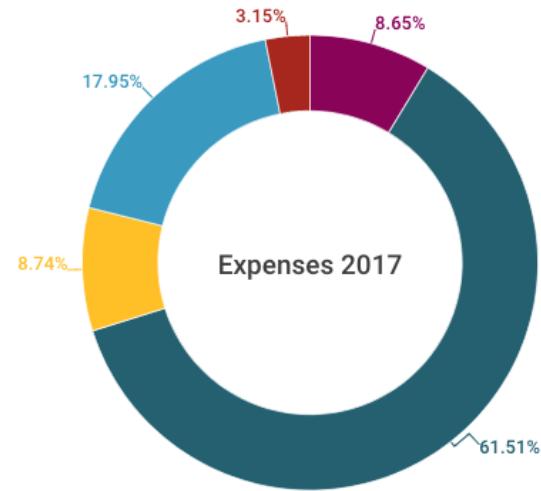
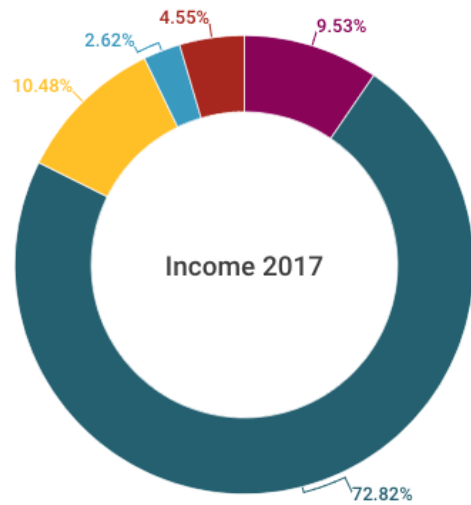
A discussion of new potential members and a vote on them in October was discussed.

Jon will also send out a survey to current and new board members to choose a better time to meet in 2018. Lunch options were discussed.

Meeting adjourned at 7:42 PM

SAY Sí Financial Snapshot

Year-to-Date September 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

▲ **\$707,321**
Income YTD 2017

▼ **\$710,434**
Expenses YTD 2017

SAY SI
Balance Sheet
As of September 30, 2017

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	2,821.56
5056 Frost Payroll	34,593.06
9655 Frost Capital	18.00
Petty Cash	1,491.78
Total Bank Accounts	\$ 38,924.40
Accounts Receivable	
Receivables	220,500.00
Total Accounts Receivable	\$ 220,500.00
Other Current Assets	
Receivables	-1,383.63
Undeposited Funds	12.50
Total Other Current Assets	-\$ 1,371.13
Total Current Assets	\$ 258,053.27
Fixed Assets	
Assets	2,105,536.53
Total Fixed Assets	\$ 2,105,536.53
TOTAL ASSETS	\$ 2,363,589.80
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	13,363.32
Total Credit Cards	\$ 13,363.32
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-992.94
Line of Credit/Term Loan 2014	29,892.14
Line of Credit/Term Loan 2017	48,758.50
Payroll Liabilities	9,228.34
Student Scholarships Payable	3,492.47
Texas State Comptroller Payable	62.94
Total Other Current Liabilities	\$ 90,441.45
Total Current Liabilities	\$ 103,804.77
Long-Term Liabilities	
Frost Construction Loan	514,328.47
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 514,328.47
Total Liabilities	\$ 618,133.24
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	-157,600.20
Net Revenue	14,676.14
Total Equity	\$ 1,745,456.56
TOTAL LIABILITIES AND EQUITY	\$ 2,363,589.80

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

	Actual	Budget	Total over Budget	% of Budget
Revenue				
1 Donations	67,424.53	97,497.00	-30,072.47	69.16%
2 Grants	515,100.35	524,997.00	-9,896.65	98.11%
3 Sales & Commissions	74,103.06	59,994.00	14,109.06	123.52%
4 Facility Rental	18,501.00	14,994.00	3,507.00	123.39%
5 Event Income	32,192.01	90,000.00	-57,807.99	35.77%
Total Revenue	\$ 707,320.95	\$ 787,482.00	-\$ 80,161.05	89.82%
Gross Profit	\$ 707,320.95	\$ 787,482.00	-\$ 80,161.05	89.82%
Expenditures				
1 Program Expenses	61,444.27	152,217.00	-90,772.73	40.37%
2 Payroll & Benefits	437,008.87	422,244.00	14,764.87	103.50%
3 Administration and Overhead	62,076.79	59,985.00	2,091.79	103.49%
4 Facility & Maintenance	127,520.41	118,485.00	9,035.41	107.63%
5 Marketing & Event Expenses	22,383.91	34,488.00	-12,104.09	64.90%
Total Expenditures	\$ 710,434.25	\$ 787,419.00	-\$ 76,984.75	90.22%
Net Operating Revenue	-\$ 3,113.30	\$ 63.00	-\$ 3,176.30	-4941.75%
Net Revenue	-\$ 3,113.30	\$ 63.00	-\$ 3,176.30	-4941.75%

2018 Board Nominations:**Andrew Myer: Marketing Analyst Rackspace** (Nominated by Lindsey Johnson)

- Graduated Magna Cum Laude from the University of Evansville with a degree in theatre management/business (previously Print & Graphics Manager for Williamstown Theatre Festival, Special Events Intern for Santa Fe Opera, Box Office CSR at Tobin Center)
- Currently working as a Marketing Analyst at Rackspace, working with the Amazon Web Services and Google alliances
- Native of San Antonio, graduated from the International School of the Americas
- Conducted theatre workshops at local Evansville schools and volunteered at San Antonio's Best Buy Teen Tech Center and assisted students in creating art and music
- Excited to further Say Sí's mission to create high quality work and an environment that fosters support, creativity, and purpose

Jim Mendiola: Filmmaker (Nominated by Billy Lambert)

Writer and director Jim Mendiola divides his time between his native San Antonio, Texas and San Francisco, California. A man of many talents, he served as the first Media Arts Curator at the Yerba Buena Center for the Arts in San Francisco and he served as Director of the San Antonio CineFestival. He is a contributing writer for the Los Angeles, California based Frontera Magazine, Politico Internet Magazine, and the newspapers San Antonio Current and the San Francisco Bay Guardian. In 1997 he was awarded a Rockefeller Intercultural Media Fellowship for his film "An American Artist". In 1999 he received a Gateways Fellowship for documentary research on Mexican American Family Photos in Texas. His short film "Pretty Vacant" has received numerous awards and has been screened in numerous film festivals throughout Mexico and the United States. His film Come and Take it Day (2001) was selected for development in the 2000 Filmmakers Laboratory at the Sundance Institute, further validating Jim Mendiola's growing stature as a writer and filmmaker.

A 1997 Rockefeller Intercultural Media Fellow, Mendiola is a regular contributor on television, soap operas and all things Latino and pop for the San Francisco Bay Guardian and other publications.

Agosto Cuellar, Fashion Designer (Nominated by Billy Lambert)

Agosto Cuellar is a veteran visionary in this town. Couturier, entrepreneur and social activist, he's got deep roots and wide wings, having owned and operated legendary Southtown resale shop Jive Refried, created collections of irreverent, often-recycled garments that have landed him in serious *Project Runway* consideration, and DJed at big events and unexpected venues citywide. He currently works as the merchandising maven at Goodwill, where he combines his unparalleled eye for revolutionary fashion with his dedication to green design, recombination and fashion at every price point, and has been the fashion designer/creative director at AC19 Projects since 1999

Tentative – awaiting visit and confirmation from applicant:**Jecca Guajardo: Rackspace Global Talent Development and Enablement**

(Nominated by Tracy Loring)

Be the change you want to see in the world.... Jecca loves working with people and seeing the 'a-ha' moments when everything comes together in a common cause. When people can look at one another and say, "look what we built!" She believes in facilitating opportunities that allow all members of the team to contribute to identifying goals and strategies for development.

And is passionate about developing meaningful learning experiences that allow people to become confident in supporting or selling a product. I am experienced in adult learning methodologies, instructional design principles, and project management.

2017

Institution	Grant/Report Type	Deadline	Status	Request Amount
JANUARY				
Grande-Cares-	ABC-and-Guardian-House-Project	4/2/17	CANCELLED	\$2,900
City of SA - DAC	1st Q CMR Report	1/11/17	Submitted	N/A
Surdna Foundation	Progress Report	1/12/17	Submitted	N/A
TCA	Arts Respond- Health & Human Services (ABC)	1/17/17	Committed	\$1,500
Texas Cavaliers	2017 Grant Award	1/21/17	Received	\$5,000
Texas Cavaliers	Organization Ad Due	1/25/17	Submitted	N/A
KWA	First Report	1/31/17	Submitted	N/A
80/20 Foundation	Grant Application	1/31/17	Received	\$10,000
FEBRUARY				
Greehey Family Foundation	Funding Request	2/3/17	Received	\$25,000
Arts Fund	Bexar County Internship Application	2/10/17	Received	\$3,500
Yelp Foundation	Yelp Gives Local Contest	2/20/17	Received	\$5,000
Kronkosky Charitable Foundation	Final Evaluation, Financial and Expenditure Report	2/28/17	Submitted	N/A
Bank Of America	Workforce Development & Education Grant	2/28/17	Submitted	\$30,000.00
MARCH				
John E Newman Family Foundation	WAM Capacity	3/1/17	Declined	\$150,000.00
Charity Ball Association of SA	Give \$10 Prize	3/2/17	Received	\$20,070.00
Paulena F. Mitchell Trust	Unsolicited	3/3/17	Received	\$4,500.00
San Antonio Area Foundation	HS Completion Grant	3/10/17	Received	\$50,000.00
Social Venture Partners - San Antonio	LOI Response	3/10/17	Declined	
TCA	Arts Create- Operational Support	3/15/17	Pending	\$13,000.00
Junior League of SA	Grant Application	3/22/17	Declined	\$2,500
San Antonio Area Foundation	Mini-Grant Application (Fundraising/Marketing)	3/24/17	Received	\$6,000
Broadway Bank- Faye L. and William L. Cowden Charitable Foundation	Grant Application	3/31/17	Submitted	\$15,000.00
Broadway Bank- Nancy Smith Hurd Foundation	Grant Application	3/31/17	Declined	\$15,000
Rack Gives Back	New Grant Application 2017	3/31/17	Received	\$15,000
2017 SA PK-12 Education Forum	\$5K Education Grant	3/31/17	Declined	\$5,000
USAA	Economic Development Grant	3/31/17	Received	\$20,000
Surdna Foundation	Final Disbursement		Received	\$75,000
APRIL				
Kronkosky Charitable Foundation	LOI DUE	4/7/17	Declined	\$75,000
Silver & Black Give Back	Facility Grant Application	4/7/17	Declined	\$100,000
City of SA- DAC	2nd Payment Invoice/Expense Reporting and 2nd Quarter CMR DUE	4/10/17	Submitted	N/A
City of SA- DAC	TriArt Proposal	4/14/17	Submitted	\$20,000
Texas-Cavaliers-Charitable-Foundation	Grant Application	4/28/17	Not-Begun	\$5,000
Broadway Bank- Jack H. and William M Light Charitable Trust	Grant Application	4/30/17	Submitted	\$10,000
KWA	2nd Report Due	4/30/17	Submitted	N/A
MAY				
Big Give SA/Summer Campaign Launch		5/4/17	Received	\$15,025
Luminaria	2017 Art Proposal	5/4/17	Not-Begun	?
Orsinger Foundation	Legacy Grant Opportunity		Received	\$50,000
ESA Foundation Grant Program		5/4/17	Not-Begun	\$49,999
Broadway Bank- Cecilia Young Willard Helping Fund	Grant Application	5/31/17	Submitted	\$10,000
JUNE				
Valero Benefit for Children	Agency Application	6/2/17	Received	\$15,000.00
TGA	Cultural District Funds	6/4/17	Not-Begun	\$39,999
King William Association	2017 Grant Application	6/23/17	Received	\$12,000
JULY				
Summer Campaign Ends	2017 Youth Summer FundFest	7/7/17	Completed	\$14,525
City of SA- DA&C	3rd Q CMR Report	7/10/17	Submitted	N/A
NEA	Art Works Grant (Part 1)	7/13/17	Submitted	\$15,000
SAAF	Annual Responsive Grant Application	7/14/17	Submitted	\$30,000
NEA	Art Works Grant (Part 2)	7/20/17	Submitted	N/A
Rackspace	RFP 2016-2017 & Final Report	7/28/17	Received	\$11,250
KWA	Final Report Due	7/31/17	Submitted	N/A
SA Express-News	Submit In-kind Request for Muertitos Fest	7/31/17	Submitted	N/A
AUGUST				
HEB Family Foundation	Capacity Building Grant	8/15/17	Committed	\$75,000
City of SA Final Paymnet	Final 2017 Payment	8/15/17	Received	\$111,500.00
Adobe Corporation	2017-18 Application	DATE Pending	Not Begun	\$250,000
Junior League of SA	Volunteer Project Request	8/23/17	Submitted	N/A
SAAF	Get on Board Application	8/23/17	Submitted	N/A
SAAF	Unsolicited Project Funds	8/24/17	Committed	\$5,000
Dickson-Allen Foundation	Grant Request Due	8/31/17	Submitted	\$15,000.00
Mission 2 Mission Bike Charity Tour Grant	Grant Request Due	8/31/17	Submitted	\$1,500
SEPTEMBER				
San Antonio Junior Forum	Grant Application (www.sajuniorforum.org)	9/1/16	Submitted	\$2,500
City of SA- DA&C	FY 18 Required Docs: Part 1	9/22/17	Submitted	N/A
City of SA- DAC	FY 18 Required Docs: Part 2	9/22/17	Submitted	N/A
TCA	Arts Create #17- 40789 Evaluation Report	9/30/17	Submitted	N/A
TCA	Arts Respond #17- 41093 Evaluation Report	9/30/17	Submitted	N/A
SAAF	Annual Responsive Grant Eval/Expense Report	9/30/17	Submitted	N/A
SA-Cocktail-Conference	Houston-Street-Charity Application	9/30/17	Not-Begun	\$6,000
OCTOBER				
City of SA - DAC	4th Q CMR Report	10/6/17	Submitted	N/A
Surdna Foundation	2 year Grant Application	10/15/17	Submitted	\$150,000
NALAC	Project or Operational Grant Deadline	10/16/17	Submitted	\$10,000
City of SA - DAC	2108 First Payment (40%)	10/27/17	committed	\$88,000
SAAF	Santikos Final Eval Report	10/27/17	Not Begun	N/A
SwipeTrack Solutions	Bingo Hall Application		In Progress	?
Yelp Foundation	Yelp Gives Local Application	Date Pending	Not Begun	\$5,000.00
Tobin - Bruce Bugg	Funding Request		Not Begun	?
Frost Bank	Pryor Request for security Lighting Issues	7/31/17	Not Begun	\$15,000
NOVEMBER				
DECEMBER				
Rack Gives Back	New Grant Application 2017	12/29/17	Not Begun	\$15,000
Foundation of 1992	Grant Application	12/31/17	Not Begun	\$10,000
Broadway Bank- Marietta K. Randall Foundation Trust	Grant Application	12/31/17	Not Begun	\$10,000
			Committed or Received Funds	\$548,345.00
			Declined Funds	\$347,500.00
			Outsanding Funds Applied For	\$309,000.00
			Funds to Apply For	\$55,000.00
			TOTAL	\$1,259,845.00