



Board Meeting

Wednesday, August 23, 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 and Opening Remarks**
- President Remarks - Mike
- 5:35 PM **Action Items**
- July 2017 Minutes – Melanie
 - Year to Date Financials - Jon
 - SAY Si New Opportunities – Jon, followed by Q&A
- 6:00 PM **Recess for Committee Meetings**
- Executive/Finance; Governance/Leadership; Development/Home; Events/Brand
- 7:00 PM **Reconvene for Report Outs**
- Report Outs [5 minutes each]: Executive/Finance; Governance/Leadership; Development/Home; Events/Brand
- 7:25 PM **New Business and Announcements**
- 7:30 PM **Adjourn**

To: SAY Sí Board
From: Secretary, Melanie Tawil
Date: July 19, 2017
Subject: Board Meeting

Meeting called to order at 5:36 pm.

Board Members Present:

Mike Schroeder, Melanie Tawil, Billy Lambert, Shirley Mock, Andres Gonzalez, Lindsey Johnson, Tracy Loring (phone), Jason Moran

Board Members Absent: Jenee Gonzales, Molly Shafer

Staff Present: Jon Hinojosa, Stephen Guzman, Gustavo Garcia, Nicole Amri, Geisha, Erin Frisch, Ashley Perez, Steven Zivadinovic

Leadership Council Present: N/A

Board Introduction:

Mike Schroeder gave the Board an update about Colectivo Ultimo Hora. Hello/Goodbye – annual SAY Sí graduation. Four more meetings in 2017. Andres Gonzales motioned to approve minutes; Shirley Mock seconded; minutes were approved unanimously. Balance sheet and financials presented to Board by Jon Hinojosa; Shirley asked how often do we rent the building? Jon responded with we have one long-term commitment, Celebration Circle, who rent on Sundays. Steven also responded with it is difficult to rent out the space due to ongoing projects. Billy motioned to approve financial report; Andres seconded; financials passed unanimously. Gustavo presented Corazón – Monthly Giving Program. We are on track with the strategic plan. This quarter will be to launch the membership drive (9/4-9/16).

Committee Updates

Home

- Back parking lot situation – theft issues. Trying to figure out a way to be a more secure. Lighting & signage.
- Building beautification – branding on the outside with murals. Having the students produce the murals for upcoming events to be changed every six (6) months.
- Alumni engagement – Hello/Goodbye letter on how to stay engaged in the organization. Showing our recent graduates how to use LinkedIn for professional use. Student Demographics – recruitment changing to 70/30 format. Learning how to provide San Antonio to get engaged and applying for the programs. Expanding our WAM program: afternoon theater and media arts.

Branding

- Held the Open House - 25 people. Lindsey and Shirley co-hosted with Jenee as the main host. The studios were open to show people what they are about. Next Open House will coincide with Muertitos Fest – November 2nd. We are working on getting national coverage for the HIVE program's game (launched last Saturday), pushing coverage on the 2nd. 25th Anniversary book with content driven approach.

Making It Rain

- Received a commitment of \$50,000 from the Orsinger Foundation. Updating of website being made in order to accommodate monthly giving program.
- Salesforce transition update.
- Intern update – relationship with Trinity University
- Reserve Fund

Action Items: Bingo application to be reviewed and applied; John E. Newman Foundation – Mike will be following up; Commitment from Adobe, Jon will be filling out the application; Commitment from City of San Antonio; Junior League of San Antonio Done In A Day Application in order to apply for a grant; internship job description is updated and out

Governance & Leadership

- Board recruitment, move forward to bringing in 2-3 new board members as soon as possible. We are missing people in marketing, philanthropy, corporate. Tom Peyton, Trinity University Press; Rhonda McLoan from Broadway Bank. Michael Soto, Trinity University Professor. Professional Development. Going forward with Lynda.com

Action Item: reach out to potential board members and ask about joining.

Meeting adjourned at 7:31 pm.

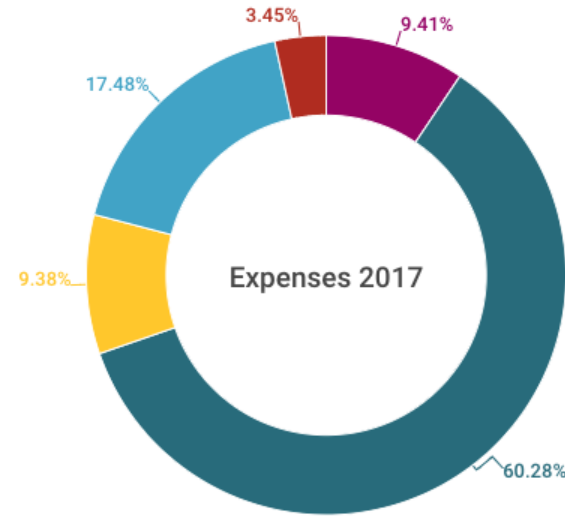
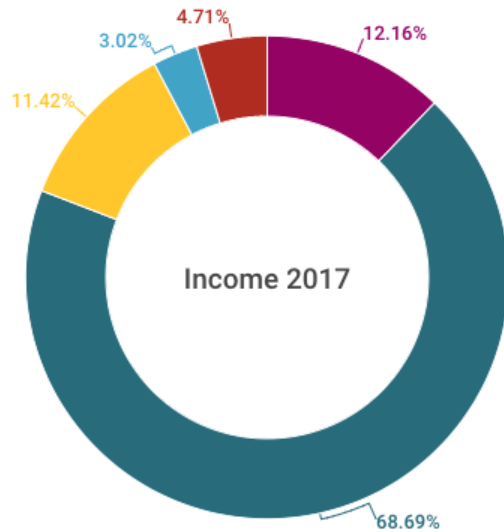
SAY SI
Balance Sheet
As of July 31, 2017

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	5,242.88
5056 Frost Payroll	-1,266.81
9655 Frost Capital	34.00
Petty Cash	378.95
Total Bank Accounts	\$ 4,389.02
Accounts Receivable	
Receivables	220,500.00
Total Accounts Receivable	\$ 220,500.00
Other Current Assets	
Receivables	-1,497.42
Undeposited Funds	12.50
Total Other Current Assets	-\$ 1,484.92
Total Current Assets	\$ 223,404.10
Fixed Assets	
Assets	2,105,536.53
Total Fixed Assets	\$ 2,105,536.53
TOTAL ASSETS	\$ 2,328,940.63
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	41,692.13
Total Credit Cards	\$ 41,692.13
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-0.60
Line of Credit/Term Loan 2014	31,323.15
Line of Credit/Term Loan 2017	49,000.00
Payroll Liabilities	9,296.13
Student Scholarships Payable	3,777.47
Texas State Comptroller Payable	44.78
Total Other Current Liabilities	\$ 93,440.93
Total Current Liabilities	\$ 135,133.06
Long-Term Liabilities	
Frost Construction Loan	514,328.47
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 514,328.47
Total Liabilities	\$ 649,461.53
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	-157,600.20
Net Revenue	-51,301.32
Total Equity	\$ 1,679,479.10
TOTAL LIABILITIES AND EQUITY	\$ 2,328,940.63

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

	Total			
	Actual	Budget	over Budget	% of Budget
Revenue				
1 Donations	64,259.11	75,831.00	-11,571.89	84.74%
2 Grants	363,010.00	408,331.00	-45,321.00	88.90%
3 Sales & Commissions	60,347.05	46,662.00	13,685.05	129.33%
4 Facility Rental	15,973.00	11,662.00	4,311.00	136.97%
5 Event Income	24,892.01	70,000.00	-45,107.99	35.56%
Total Revenue	\$ 528,481.17	\$ 612,486.00	-\$ 84,004.83	86.28%
Gross Profit	\$ 528,481.17	\$ 612,486.00	-\$ 84,004.83	86.28%
Expenditures				
1 Program Expenses	54,559.57	118,391.00	-63,831.43	46.08%
2 Payroll & Benefits	349,515.02	328,412.00	21,103.02	106.43%
3 Administration and Overhead	54,364.55	46,655.00	7,709.55	116.52%
4 Facility & Maintenance	101,336.09	92,155.00	9,181.09	109.96%
5 Marketing & Event Expenses	20,007.26	26,824.00	-6,816.74	74.59%
Total Expenditures	\$ 579,782.49	\$ 612,437.00	-\$ 32,654.51	94.67%
Net Operating Revenue	-\$ 51,301.32	\$ 49.00	-\$ 51,350.32	-104696.57%
Net Revenue	-\$ 51,301.32	\$ 49.00	-\$ 51,350.32	-104696.57%

SAY Sí Financial Snapshot Year-to-Date July 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
- 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



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

▲ **\$528,481**
Income YTD 2017

▼ **\$579,782**
Expenses YTD 2017

2017

Institution	Grant/Report Type	Deadline	Status	Request Amount
JANUARY				
Grande Cares-	ABC and Guardian House Project	1/2/17	CANCELLED	\$2,000
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	Committed	\$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	Submitted	\$11,500.00
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		Committed	\$50,000
ESA Foundation Grant Program		5/15/17	Not Begun	\$10,000
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	Submitted	\$60,000.00
TGA	Cultural District Funds	6/15/17	Not Begun	\$30,000
King William Association	2017 Grant Application	6/23/17	Submitted	\$20,000
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	Submitted	\$15,000
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	Submitted	\$75,000
SwipeTrack Solutions	Bingo Hall Application		In Progress	?
City of SA- DA&C	FY 18 Required Docs: Part 1	Date Pending	Not Begun	N/A
City of SA- DAC	FY 18 Required Docs: Part 2	Date Pending	Not Begun	N/A
City of SA Final Paymnet	Final 2017 Payment	8/15/17	Submitted	\$111,500.00
Adobe Corporation	2017-18 Application	DATE Pending	Not Begun	\$250,000
Tobin - Bruce Bugg	Funding Request		Not Begun	?
Yelp Foundation	Yelp Gives Local Application	8/31/17	Not Begun	\$5,000.00
Dickson-Allen Foundation	Grant Request Due	8/31/17	Not Begun	\$15,000.00
SEPTEMBER				
Frost Bank	Pryor Request for security Lighting Issues	7/31/17	Not Begun	\$15,000
Surdna Foundation	2 year Grant Application	9/1/17	Not Begun	\$150,000
San Antonio Junior Forum	Grant Application (www.sajuniorforum.org)	9/1/16	Not Begun	\$2,500
TCA	Arts Create #17- 40789 Evaluation Report	9/30/17	Not Begun	N/A
TCA	Arts Respond #17- 41093 Evaluation Report	9/30/17	Not Begun	N/A
SAAF	Annual Responsive Grant Eval/Expense Report	9/30/17	Not Begun	N/A
SA Cocktail Conference	Houston Street Charity Application	9/30/17	Submitted	\$5,000
OCTOBER				
City of SA - DAC	First Payment - 2018	10/01/217	Not Begun	\$111,500.00
City of SA - DAC	4th Q CMR Report	10/6/17	Not Begun	N/A
SAAF	Santikos Final Eval Report	10/27/17	Not Begun	N/A
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