



Board Meeting

Wednesday, July 19, 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**
- May 2016 Minutes – Melanie
 - Year to Date Financials - Jon
 - Individual Giving Initiative – Gustavo and Stephen
- 5:50 PM **Recess for Committee Meetings**
- Executive/Finance; Governance/Leadership; Development/Home; Events/Brand
- 6:40 PM **Reconvene for Report Outs**
- Report Outs [5 minutes each]: Executive/Finance; Governance/Leadership; Development/Home; Events/Brand
- 7:00 PM **New Business and Announcements**
- 7:05 PM **Adjourn**

To: SAY Sí Board
From: Secretary, Melanie Tawil
Date: May 24, 2017
Subject: Board Meeting

Meeting called to order at 5:38 pm by Mike Schroeder.

Board Members Present:

Mike Schroeder, Molly Shafer, Melanie Tawil, Jason Moran, Lindsey Johnson, Shirley Mock.

Board Members Absent: Andres Gonzalez, Jenee Gonzales, Billy Lambert, Tracy Loring,

Staff Present: Jon Hinojosa, Gustavo Garcia, Stephen Guzman

Leadership Council Present: N/A

Non Board Members Present: N/A

At 5:38 pm Mike Schroeder, Board President, called the meeting to order and thanked all for attending.

Board Introduction:

Marcus Medellin (SAY Sí Alum) graduating from School of the Art Institute of Chicago.
Action Item: Board to send a congratulatory note.

Five (5) Adobe Scholars Scholarships were awarded to students (all women).

Molly Schafer approved financial statement, Lindsey Johnson seconded. Passed without objection.

Lindsey Johnson motioned to approve the minutes, Jason Moran seconded. Minutes approved without objection.

Committee Updates

Home

Discussed an electronic survey with items of importance to the physical home of SAY Sí. Exterior lighting and fencing is of priority.

Action Item: Santikos will be giving out a Capitol Grant through the San Antonio Area Foundation – will be applying for.

Branding

Promotional booklet is currently in process. SAY Sí received a mini-grant for this. 7/11 Board Open House where we are having a digital sign in for the event. We are partnering with the Youth Orchestra of San Antonio on July 15th.

Making It Rain

Summer FUNDFest is in full effect Gustavo is working on making a job description for Trinity University to have an intern in house. Corazón branding is complete and being worked on for push out at the end of Summer FUNDFest.

Action Item: Chico Newman request

Action Item: Silver and Black Give Back

Governance & Leadership

Jon and Molly led the meeting. Decided the Executive Committee needs to meet and go over items discussed on 6/21. There is an issue with the bylaws (setup & structure). Discussion of moving meetings back to every month. Discussion of bringing in 3-4 new board members.

Meeting adjourned at 7:03 pm by Molly Shafer.

SAY SI
Balance Sheet
As of June 30, 2017

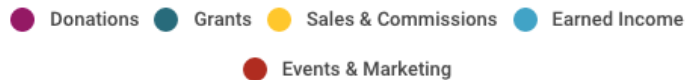
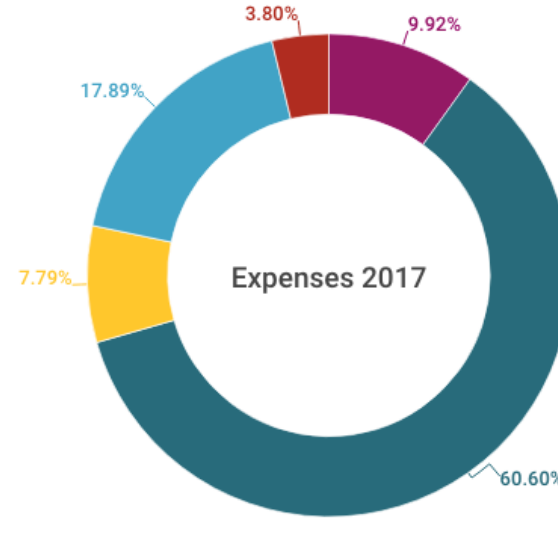
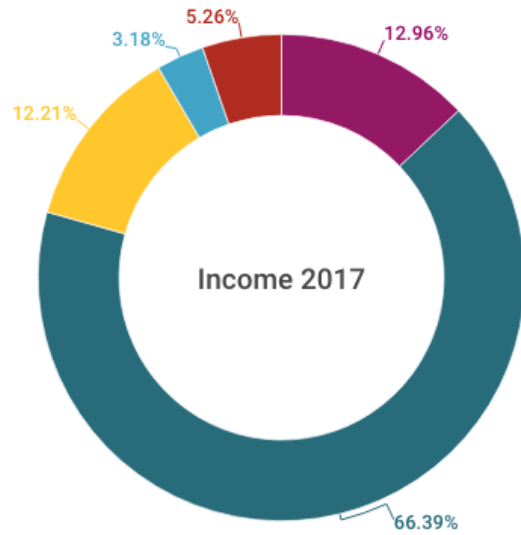
	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	17,006.79
5056 Frost Payroll	-948.42
9655 Frost Capital	42.00
Petty Cash	402.23
Total Bank Accounts	\$ 16,502.60
Accounts Receivable	
Receivables	220,500.00
Total Accounts Receivable	\$ 220,500.00
Other Current Assets	
Receivables	-1,335.35
Undeposited Funds	0.00
Total Other Current Assets	-\$ 1,335.35
Total Current Assets	\$ 235,667.25
Fixed Assets	
Assets	2,105,536.53
Total Fixed Assets	\$ 2,105,536.53
TOTAL ASSETS	\$ 2,341,203.78
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	53,087.52
Total Credit Cards	\$ 53,087.52
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-0.48
Line of Credit/Term Loan 2014	32,038.48
Line of Credit/Term Loan 2017	10,000.00
Payroll Liabilities	9,180.70
Student Scholarships Payable	5,883.97
Texas State Comptroller Payable	286.71
Total Other Current Liabilities	\$ 57,389.38
Total Current Liabilities	\$ 110,476.90
Long-Term Liabilities	
Frost Construction Loan	514,328.47
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 514,328.47
Total Liabilities	\$ 624,805.37
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	-157,600.20
Net Revenue	-14,382.01
Total Equity	\$ 1,716,398.41
TOTAL LIABILITIES AND EQUITY	\$ 2,341,203.78

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

	Actual	Budget	Total over Budget	% of Budget
Revenue				
1 Donations	61,368.71	64,998.00	-3,629.29	94.42%
2 Grants	314,260.00	349,998.00	-35,738.00	89.79%
3 Sales & Commissions	57,802.05	39,996.00	17,806.05	144.52%
4 Facility Rental	15,035.00	9,996.00	5,039.00	150.41%
5 Event Income	24,892.01	60,000.00	-35,107.99	41.49%
Total Revenue	\$ 473,357.77	\$ 524,988.00	-\$ 51,630.23	90.17%
Gross Profit	\$ 473,357.77	\$ 524,988.00	-\$ 51,630.23	90.17%
Expenditures				
1 Program Expenses	48,398.10	101,478.00	-53,079.90	47.69%
2 Payroll & Benefits	295,555.14	281,496.00	14,059.14	104.99%
3 Administration and Overhead	38,014.64	39,990.00	-1,975.36	95.06%
4 Facility & Maintenance	87,256.87	78,990.00	8,266.87	110.47%
5 Marketing & Event Expenses	18,515.03	22,992.00	-4,476.97	80.53%
Total Expenditures	\$ 487,739.78	\$ 524,946.00	-\$ 37,206.22	92.91%
Net Operating Revenue	-\$ 14,382.01	\$ 42.00	-\$ 14,424.01	-34242.88%
Net Revenue	-\$ 14,382.01	\$ 42.00	-\$ 14,424.01	-34242.88%

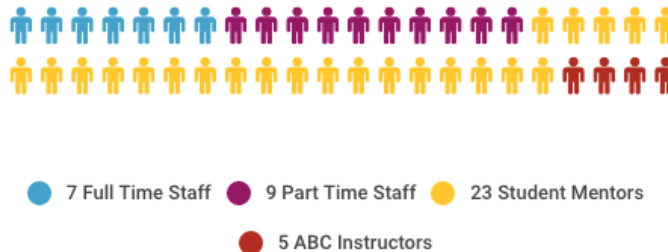
SAY Sí Financial Snapshot

Year-to-Date June 2017



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
- 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



▲ \$ 473,358

Income YTD 2017

▼ \$ 487,740

Expenses YTD 2017



Comments

Share

fx 2017

	A	B	C	D	E	F
1	2017					
2	Institution	Grant/Report Type	Deadline	Status	Request Amount	
3	JANUARY					
4	Grande-Cares	ABC and Guardian House Project	1/2/2017	CANCELLED	\$2,000	
5	City of SA - DAC	1st Q CMR Report	1/11/2017	Submitted	N/A	
6	Surdna Foundation	Progress Report	1/12/2017	Submitted	N/A	
7	TCA	Arts Respond- Health & Human Services (ABC)	1/17/17	Committed	\$1,500	
8	Texas Cavaliers	2017 Grant Award	1/21/17	Recieved	\$5,000	
9	Texas Cavaliers	Organization Ad Due	1/25/17	Submitted	N/A	
10	KWA	First Report	1/31/17	Submitted	N/A	
11	80/20 Foundation	Grant Application	1/31/17	Recieved	\$10,000	
12	FEBRUARY					
13	Greehey Family Foundation	Funding Request	2/3/2017	Recieved	\$25,000	
14	Arts Fund	Bexar County Internship Application	2/10/2017	Committed	\$3,500	
15	Yelp Foundation	Yelp Gives Local Contest	2/20/2017	Recieved	\$5,000	
16	Kronkosky Charitable Foundation	Final Evaluation, Financial and Expenditure Report	2/28/2017	Submitted	N/A	
17	Bank Of America	Workforce Development & Education Grant	2/28/2017	Submitted	\$30,000.00	
18	MARCH					
19	John E Newman Family Foundation	WAM Capacity	3/1/2017	Submitted	\$150,000.00	
20	Charity Ball Association of SA	Give \$10 Prize	3/2/2017	Recieved	\$20,070.00	
21	Paulena F. Mitchell Trust	Unsolicited	3/3/2017	Recieved	\$4,500.00	
22	San Antonio Area Foundation	HS Completion Grant	3/10/2017	Recieved	\$50,000.00	
23	Social Venture Partners - San Antonio	LOI Response	3/10/2017	Declined		
24	TCA	Arts Create- Operational Support	3/15/2017	Submitted	\$11,500.00	
25	Junior League of SA	Grant Application	3/22/2017	Declined	\$2,500	
26	San Antonio Area Foundation	Mini-Grant Application (Fundraising/Marketing)	3/24/2017	Recieved	\$6,000	
27	Broadway Bank- Faye L. and William L. Cowden Charitable Foundation	Grant Application	3/31/2017	Submitted	\$15,000.00	
28	Broadway Bank- Nancy Smith Hurd Foundation	Grant Application	3/31/17	Declined	\$15,000	
29	Rack Gives Back	New Grant Application 2017	3/31/2017	Recieved	\$15,000	
30	2017 SA PK-12 Education Forum	\$5K Education Grant	3/31/2017	Declined	\$5,000	
31	USAA	Economic Development Grant	3/31/17	Recieved	\$20,000	
32	Surdna Foundation	Final Disbursement		Recieved	\$75,000	
33	APRIL					
34	Kronkosky Charitable Foundation	LOI DUE	4/7/17	Declined	\$75,000	
35	Silver & Black Give Back	Facility Grant Application	4/7/17	Declined	\$100,000	
36	City of SA- DAC	2nd Payment Invoice/Expense Reporting and 2nd Quarter CMR DUE	4/10/17	Submitted	N/A	
37	City of SA- DAC	TriArt Proposal	4/14/17	Submitted	\$20,000	
38	Texas Cavaliers Charitable Foundation	Grant Application	4/20/17	Not Begun	\$5,000	
39	Broadway Bank- Jack H. and William M Light Charitable Trust	Grant Application	4/30/17	Submitted	\$10,000	
40	KWA	2nd Report Due	4/30/17	Submitted	N/A	
41	MAY					
42	Big Give SA/Summer Campaign Launch		5/4/17	Recieved	\$14,525	
43	Luminaria	2017 Art Proposal	5/15/17	Not Begun	?	
44	Orsinger Foundation	Legacy Grant Opportunity		Committed	\$50,000	
45	ESA Foundation Grant Program		5/15/2017	Not Begun	\$10,000	
46	Broadway Bank- Cecilia Young Willard Helping Fund	Grant Application	5/31/2017	Submitted	\$10,000	
47	JUNE					
48	Valero Benefit for Children	Agency Application	6/2/2017	Submitted	\$60,000.00	
49	TCA	Cultural District Funds	6/15/2017	Not Begun	\$30,000	
50	King William Association	2017 Grant Application	6/23/2017	Submitted	\$20,000	
51	JULY					
52	Summer Campaign Ends	2017 Youth Summer FundFest	7/7/17	Completed	\$14,525	
53	City of SA- DA&C	3rd Q CMR Report	7/10/17	Submitted	N/A	
54	NEA	Art Works Grant (Part 1)	7/13/17	Submitted	\$15,000	
55	SAAF	Annual Responsive Grant Application	7/14/17	Submitted	\$30,000	
56	City of SA- DA&C	FY 18 Required Docs: Part 1	7/17/17	Not Begun	N/A	
57	NEA	Art Works Grant (Part 2)	7/20/17	Not Begun	N/A	
58	Rackspace	RFP 2016-2017 & Final Report	7/28/17	Not Begun	\$15,000	
59	KWA	Final Report Due	7/31/17	Not Begun	N/A	
60	Frost Bank	Pryor Request for security Lighting Issues	7/31/17	Not Begun	\$15,000	
61	SA Express-News	Submit In-kind Request for Muertitos Fest	7/31/17	Not Begun	N/A	
62	SwipeTrack Solutions	Bingo Hall Application		In Progress	?	
63	Tobin- Bruce Bugg	Funding Request		Not Begun	?	
64	Adobe Corporation	2017-18 Application	DATE Pending	Not Begun	\$250,000	
65	AUGUST					
66	Helen Gertrude Sparks Charitable Trust (BoA)	Grant Application	8/1/2017	Not Begun	\$5,000.00	
67	City of SA- DAC	FY 18 Required Docs: Part 2	8/8/17	Not Begun	N/A	
68	Yelp Foundation	Yelp Gives Local Application	8/24/2017	Not Begun	\$5,000.00	

