



Board Meeting
 Thursday, February 15, 2018
 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	NOTES
5:30 PM Welcome - Mike	
5:35 PM Action Items [Vote needed]	
Minutes, January 2018: Tom	
YTD Financials: Jon	
Mission/Vision/Value Statement: Jon	
6 PM Organizational Items	
Committee Reports Dev. Committee: Facility Update	
Small Scale Fundraiser: Gustavo & Stephen	
6:30 PM New Business	
New Items	
Announcements	
6:40 PM Adjournment Post Meeting Actions	<i>Complete action items and communicate information in session</i>

To: SAY Sí Board
From: Tom Payton, Secretary
Date: January 18, 2018
Subject: Board Meeting Minutes

Board Members Present: Mike Schroeder, Billy Lambert, Lindsey Johnson, Jason Moran, Molly Shafer, Shirley Mock, Tom Payton, Mary Ann Beech, Andrew Meyer, Jim Mendiola, Lindsey Johnson (phone)

Board Members Absent: Andres Gonzalez, Jecca Guajardo and Agosto Cuellar

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

Student Liaisons Present: Elias Flores and Chloe Vargas

Meeting called to order at 4:33 PM

Board Welcome – Mike Schroeder welcomed all Board members. Members and staff went around the room and introduced themselves.

Board Binder Overview: Jon went through the items in the board binders provided to members and information they can find on the board portal online.

November 2017 Board Minutes: Billy Lambert motioned to accept the minutes as written; Jason Moran seconded. Minutes approved unanimously.

Year End Financials: Jon presented the 2017 year-to-date financials and explained that some finalization would be occurring before our CPA Roger Harrison came into to work on our Financial Review and 990. Questions were asked about our Balance sheet liabilities specifically term loans and long term construction loan. Billy Lambert motioned to approve year-end financials; Mary Ann seconded. Approved unanimously.

Facility Update: Mike provided an overview on the current progress on expansion based on our strategic planning. An overview report was included in the board binders and attached to these minutes.

Calendar of Events: Stephen Guzman, communications manager highlighted some areas of our 2018 calendar of events, a draft of the calendar was provided to the board and will be printed to distribute throughout the city, the calendar will also live digitally online and through social media.

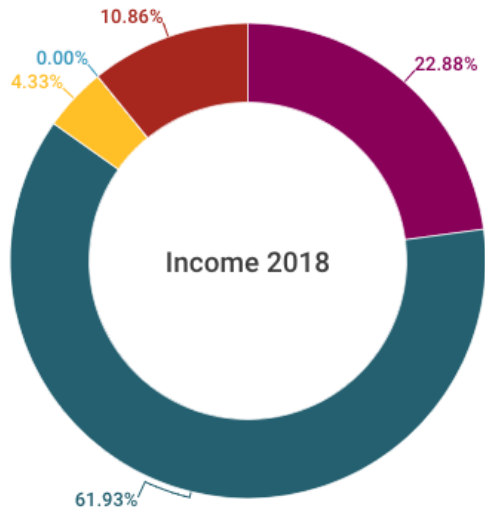
Board Orientation Presentation: Nicole Amri, program director with 2 student liaisons went through a presentation for members. The focus of the presentation was to provide an overview of the history; mission, programs and specific areas the Board can contribute to the organizations. An outline of board governance from Board Source was distributed to members.

Committee Structures: Mike presented the new committee structures to the board and spoke about individual assignments. Committees that were established include: Executive/Finance; Development and Public Relations. A committee not yet assigned is Governance and Administrative due to the absence of some board members. Mike will follow up with members to confirm their committee assignments.

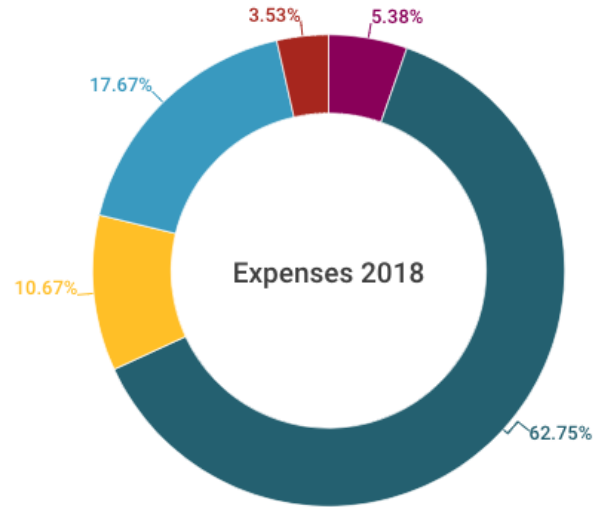
Having no new business from the floor, the board **meeting was adjourned at 6:42 PM**

SAY Sí Financial Snapshot

Year to Date: January 2018



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



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

2018 Funders:

Adobe Systems, Inc.
 City of San Antonio, DAC
 HEB Family Foundation
 Mission Trail Charities
 Rackspace Foundation
 San Antonio Area Foundation
 Surdna Foundation



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

▲ **\$11,504**

Income 2018

▼ **\$69,305**

Expenses 2018

SAY SI
Balance Sheet
As of February 9, 2018

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	11,337.68
5056 Frost Payroll	2,848.91
9655 Frost Capital	3,202.00
Petty Cash	1,680.00
Total Bank Accounts	\$ 19,068.59
Accounts Receivable	
Receivables	220,500.00
Total Accounts Receivable	\$ 220,500.00
Other Current Assets	
Receivables	-902.35
Undeposited Funds	0.00
Total Other Current Assets	-\$ 902.35
Total Current Assets	\$ 238,666.24
Fixed Assets	
Assets	2,105,353.56
Total Fixed Assets	\$ 2,105,353.56
TOTAL ASSETS	\$ 2,344,019.80
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	38,787.43
Total Credit Cards	\$ 38,787.43
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-2.41
Line of Credit/Term Loan 2014	26,980.69
Line of Credit/Term Loan 2017	48,758.50
Payroll Liabilities	10,508.13
Student Scholarships Payable	3,072.47
Texas State Comptroller Payable	-28.37
Total Other Current Liabilities	\$ 89,289.01
Total Current Liabilities	\$ 128,076.44
Long-Term Liabilities	
Frost Construction Loan	514,328.47
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 514,328.47
Total Liabilities	\$ 642,404.91
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	-99,063.56
Net Revenue	-87,702.17
Total Equity	\$ 1,701,614.89
TOTAL LIABILITIES AND EQUITY	\$ 2,344,019.80

SAY SI
Budget vs. Actuals: 2018 Budget - FY18 P&L
January 2018

	Actual	Budget	Total over Budget	% of Budget
Revenue				
1 Donations	2,631.90	12,500.00	-9,868.10	21.06%
2 Grants	7,125.00	60,000.00	-52,875.00	11.88%
3 Sales & Commissions	498.00	6,666.67	-6,168.67	7.47%
4 Facility Rental		2,083.33	-2,083.33	0.00%
5 Event Income	1,250.00	10,833.33	-9,583.33	11.54%
Total Revenue	\$ 11,504.90	\$ 92,083.33	-\$ 80,578.43	12.49%
Gross Profit	\$ 11,504.90	\$ 92,083.33	-\$ 80,578.43	12.49%
Expenditures				
1 Program Expenses	3,730.32	18,583.35	-14,853.03	20.07%
2 Payroll & Benefits	43,487.57	49,833.34	-6,345.77	87.27%
3 Administration and Overhead	7,391.64	6,666.67	724.97	110.87%
4 Facility & Maintenance	12,248.44	13,166.67	-918.23	93.03%
5 Marketing & Event Expenses	2,446.99	3,833.34	-1,386.35	63.83%
Total Expenditures	\$ 69,304.96	\$ 92,083.37	-\$ 22,778.41	75.26%
Net Operating Revenue	-\$ 57,800.06	-\$ 0.04	-\$ 57,800.02	150.00%
Net Revenue	-\$ 57,800.06	-\$ 0.04	-\$ 57,800.02	150.00%

SAY Sí New Mission/Values/Vision

Mission:

SAY Sí ignites the creative power of young people as forces of positive change. We value artists, empower marginalized communities and advance culture.

Values:

As a leading creative youth development organization, SAY Sí is committed to creating a premier, inclusive, dynamic and nurturing educational environment for San Antonio's youth through:

- Creativity
- Leadership
- Equity
- Community

Vision:

All young people have equitable access to opportunities to develop their worldview and creative potential, empowering them to live rich, full lives and develop the critical learning and life skills they need to become active contributors to their communities.

**SAY Sí defines marginalized communities as people of color, women, LGBT+, and the economically disadvantaged.*

For Comparison - Old Versions:

Mission:

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

Values:

Our Core Values include: Dedication to Quality Arts Education • Encouraging High Standards of Achievement • Fostering Excellence and Leadership • Contributing to a Community of Reciprocal Learning and Providing a Culture of Support, Creativity and Purpose.

Vision:

Committed to creating a premier, dynamic and nurturing educational environment for San Antonio's artistic youth, recognizing that the arts reshape the way young people learn, communicate and prepare for their work and civic future.