



**Board Meeting**  
 Thursday, May 17, 2018  
 12 PM @ SAY Sí Central  
 1518 South Alamo

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

AGENDA	NOTES
12 PM Welcome - Mike	
12:05 PM Governance: Board Development - Andres	Strategic Initiatives that Leverage Us As A High Impact Organization
12:25 PM PR Committee - Tom	
12:45 PM Consent Agenda - April Meeting Minutes	Items can be approved in one action
12:50 PM YTD Finance Report - Lindsey	
1:00 PM Development Update - Jon	
1:05 PM New Facility Update - Jon	
1:15 PM Capacity Plan – Nicole and Stephen	Overview of Capacity Plan Created for HEB Family Foundation
1:30 PM New Business	
1:35 PM Adjournment	

## Governance Committee Meeting

May 4, 2018

Members Present: Andres Gonzalez, Mary Ann Beach, Molly Shafer, Billy Lambert, Jason Moran

Staff Present: Jon Hinojosa, Gustavo Garcia

Meeting Begins: 12:07 PM

- Jon: discussed current board demographics and potential for diversifying
- Mary Ann: emphasized engaging board members and making sure they have a job to hit the ground running. Mary Ann suggested look for an Employee labor attorney as a potential member (Andres said he has connections through his firm on this).
- Billy: What do we want board members to do? Suggested that it's good to connect staff with board so members can understand staff roles and how to support which will lead to members becoming more emotionally attached and invested in the organization. Suggested corporate leadership program to connect corporate members to SAY Sí.
- Andres: Said we should strengthen relationships among board members and find ways to socialize members as a way to become more connected with one another.
- Jon: Talked about on boarding throughout the year vs one time a year. Looking at 2-3 new members who are mid career members instead of heavy hitters at this point.
- Mary Ann: suggested we get strong members in development, marketing and management.

Board Member Suggestions from Committee:

- **Leslie Osborne Komet** (Mary Ann): Owns Komet Marketing and is a former anchor. She has strong PR experience and is heavily involved in the in the Jewish community. Her husband owns big furniture store in town and she was formerly on board of Le Dames de escoffier.
- **Harvey Mireles** (Jon): Former ED of San Anto and currently runs La Printeria in San Antonio. Has asked about joining the SAY Sí board.
- **Michelli Ramon** (Jon): Program Director with Rise Recovery has asked about joining the SAY Sí board.
- **Kristen Casey** (Mary Ann): Former Board member
- **Jim Shelton** (Billy): Higher up at with Gensler. Should talk to him about potential staffer who works under him to be on the board or get involved.

- **Art Hall** (Mary Ann): Silver Ventures and former councilman.
- **Siboney Diaz-Sanchez** (Jon): Alumna with architecture and zoning experience.
- **Ramiro Cavazos**: Head of Hispanic Chamber of Commerce. Talk to him about a business person he could recommend for board.
- **AJ Rodriguez** (Andres): Former assistant city manager and Vice President of External affairs at Zachry Group.
- **Accountants/CPAs** (Andres): Will check with his dad company for recommendations on potential members.

#### Building Update:

- Jon: Gave update on potential properties, discussed meeting with Dennis Martinez on tax credit opportunities, went over current building offer and the need to meet with Mayor on tax increment financing opportunities.
  - SAHA Building: \$2.1 Million appraisal (Want to ask to \$1.5 Million)
  - Strauss Building on Nogalitos new potential building
  - 2 opportunities for tax credit funding: New market (best deal) and state historic.
  - Would like to go back to 5 star development and ask for more on offer, lease on CVS wall for SAY Sí mural, \$2 million gift commitment from CVS foundation and Board member position opportunity (suggested by Mary Ann).
- Suggestion to connect with Graham Weston and his development arm, Randy Smith.
- Mary Ann: Perhaps look into Mexican government funding for cultural centers through Embassy and think about Sister City connections like city of Kyoto in Japan.

#### Assignments:

- Mary Ann: Reach out to Leslie Komet and Art Hall
- Billy: Reach out to Jim Shelton
- Andres: Reach out to AJ Rodriguez. Ask his dad about potential accountants or CPAs
- Jon: Reach out to Siboney.
- Jason will reach out to Keller Henderson. He is in the design world also, he has many connections.

#### NEW since Meeting:

Mike recommends Sylvia McHugh, the wife of Chef Steve McHugh

Liz Chiego recommends Jeanne Albright, PR Consultant, Masters Leadership member

MINUTES  
SAY Sí Board Meeting  
April 19, 2018

**Board Members Present:** Mike Schroeder, Jason Moran, Billy Lambert, Shirley Boteler-Mock, Molly Shafer, Mary Ann Beach, Andrew Meyer, Lindsey Johnson, Andres Gonzalez **Board Members Absent:** Tom Payton, Jecca Guajardo, Agosto Cuellar, Jim Mendiola

Staff/Guests Present: Jon Hinojosa, Gustavo Garcia, Roger Harrison (CPA)

Meeting called to order at 5:32 p.m. by Mike Schroeder, SAY Sí Founder and Board President.

### **SAY Sí 2017 Financial Review**

- Jon introduces Roger Harrison, CPA to go over SAY Sí 2017 financial review. Roger explains financial review VS audit and proceeds to go through and explain the 2017 financial review.
- Roger then discusses potential Capital Campaign finances/donations and best practices for managing/tracking funds as SAY Sí is looking to begin another Capital Campaign in the near future.
- Board members to have the opportunity to ask questions and then Jon adds to the conversation.
- Mike Motions to approve financial review, Shirley motions, Lindsey seconds, board unanimously approves 2017 SAY Sí financial review.

### **SAY Sí Development/ Small Scale Update**

- Jon discusses City of SA Department of Arts & Culture Operational funding application, new changes to the process and new culturally specific funding opportunity.
- Billy asks question about the length of city funding, Mary Ann asks about suggesting new foundations she knows of for new potential funding and Molly asked about upcoming funding deadlines.
- Lindsey asks about potential funding from a potential opportunity with Kim Rapier and Mary Ann asks about Santikos capital funding opportunity.
- Jon went through small scale event numbers and discussed need for increased event underwriting and attendance. Ultimately would like to have the event bring \$100,000. He also mentioned the idea of changing the timeframe of Small Scale in the year.
- Board suggestions included: Making sure to be clear and upfront about small scale being SAY Sí's one big fundraiser of the year when promoting the event; That there be a special committee for 25 anniversary small scale and better articulating the reason of 100% artwork donation to artists.
- Jon mentioned about reaching back out to more high profile artists that have participated in the past for next years event in honor of 25<sup>th</sup> anniversary.

### **Stories Seldom Told Program Update**

- Jon introduces students to discuss their projects and reminds board of date of SST exhibit opening. He also mentions about journalism program pilot program.
- 3 SAY Sí program students introduce themselves and share about some of their Stories Seldom Told installation projects.
- Jon speaks about the Mural Project with support from visiting artist, Zeke Peña.

## **SAY Sí YTD Financials & Previous Board Minutes**

- Mike motions to approve last board meeting minutes and YTD financials, Mary Ann motions to approve, Andrew seconds, board unanimously approves.
- Mike then motions to approve Lindsey Johnson as new SAY Sí Board Treasurer. Mary Ann motions to approve, Billy seconds, board unanimously approves.

## **Board Governance Committee**

- Mike announces new board governance committee will include: Billy, Jason, Mary Ann, and Andres.
- Jon adds about Board demographics and board recruitment intentionality. Suggests about the potential to include SAY Sí parents, Alumni and perhaps even a SAY Sí student liaison.
- Jon also talks about the potential of an HEB Family Foundation facilitator to assist with board development/recruitment. Jon then mentions about how current how the SAY Sí thought leaders group could be the bench for potential board members.
- Board suggestions included: Looking at leaders from local universities and reiterating that we need to be ready to engage big player board members.
- Jon asks board to consider changing board bylaws to include conference meetings. Will also send out doodle for rethinking board meeting schedule.

## **SAY Sí 25<sup>th</sup> Anniversary Opportunities**

- Jon to talked about 25 year anniversary committee and SAY Sí booklet and timeline
- Mary Ann suggests talking to those that have been successful at 25 anniversary booklets for ideas.
- Lindsey provided a little insight of the project and it being purpose driven.
- Jon mentioned to board about 25 anniversary events and opportunity to apply for city support to do an exhibition and event at Centro de Artes downtown.
- Gustavo and Jon then discussed about Muertitos 25<sup>th</sup> anniversary event support from Goen South, an event company owned by alum parent, Morris Goen.

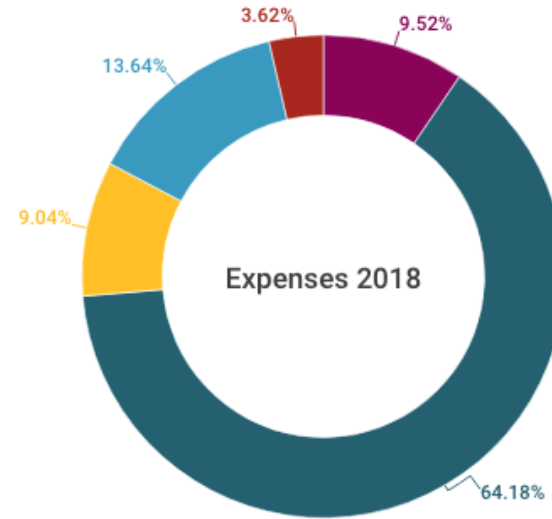
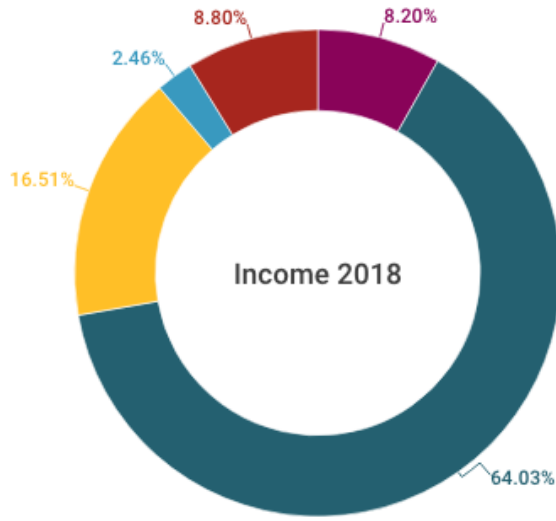
## **SAY Sí Facility Update**

- SAY Sí is looking at the SAHA Building located in the Westside, which would be sold to SAY Sí at the appraisal value of \$2.1 Million. SAY Sí is waiting on SAHA to receive an environmental certificate and a grant that would have \$300,000 available for community partnerships in which SAY Sí would be a part of.
- SAY Sí currently still has 2 offers on its building.
- Jon updated board on a meeting with Jim Shelton from Gensler.
- Mary Ann talked about new market tax credits opportunity with Dennis Martinez and that the opportunity would require hiring someone full-time to assist with reporting on these funds.
- Jon to meet with Real Estate Attorney next week to assist with looking at facility contracts.
- Billy mentioned about Bill Shown being a future Board member and then Mary Ann proposed reaching out to Art Hall instead who works under Bill.
- Reminder of tour of SAHA Building next week, Tuesday, April 24, at 10:00 a.m.

Meeting adjourned at 7:05 p.m.

# SAY Sí Financial Snapshot

## Year to Date: April 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  
 Junior League of San Antonio  
 Mission Trail Charities  
 Rackspace Foundation  
 San Antonio Area Foundation  
 Surdna Foundation  
 Texas Commission on the Arts



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

▲ **\$185,266**

Income 2018

▼ **\$287,747**

Expenses 2018

**SAY SI**  
**Balance Sheet**  
As of April 30, 2018

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
4122 Frost Operating	-2,121.77
5056 Frost Payroll	-18,735.39
9655 Frost Capital	33.75
Petty Cash	130.94
<b>Total Bank Accounts</b>	<b>-\$ 20,692.47</b>
<b>Accounts Receivable</b>	
Receivables	183,800.00
<b>Total Accounts Receivable</b>	<b>\$ 183,800.00</b>
<b>Other Current Assets</b>	
Receivables	103.63
Undeposited Funds	50.00
<b>Total Other Current Assets</b>	<b>\$ 153.63</b>
<b>Total Current Assets</b>	<b>\$ 163,261.16</b>
<b>Fixed Assets</b>	
Assets	2,028,353.56
<b>Total Fixed Assets</b>	<b>\$ 2,028,353.56</b>
<b>TOTAL ASSETS</b>	<b>\$ 2,191,614.72</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable (A/P)	0.00
<b>Total Accounts Payable</b>	<b>\$ 0.00</b>
<b>Credit Cards</b>	
Credit	33,674.82
<b>Total Credit Cards</b>	<b>\$ 33,674.82</b>
<b>Other Current Liabilities</b>	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-7.56
Line of Credit/Term Loan 2014	24,758.60
Line of Credit/Term Loan 2017	48,758.50
Payroll Liabilities	-868.88
Student Scholarships Payable	3,072.47
Texas State Comptroller Payable	-41.16
<b>Total Other Current Liabilities</b>	<b>\$ 75,671.97</b>
<b>Total Current Liabilities</b>	<b>\$ 109,346.79</b>
<b>Long-Term Liabilities</b>	
Frost Construction Loan	485,072.87
Vehicle Loan	0.00
<b>Total Long-Term Liabilities</b>	<b>\$ 485,072.87</b>
<b>Total Liabilities</b>	<b>\$ 594,419.66</b>
<b>Equity</b>	
Opening Balance Equity	1,888,380.62
Retained Earnings	-188,705.37
Net Revenue	-102,480.19
<b>Total Equity</b>	<b>\$ 1,597,195.06</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 2,191,614.72</b>

**SAY SI**  
**Budget vs. Actuals: 2018 Budget**  
**January - April 2018**

	Total					
	April Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget		YTD % of Annual Budget
<b>Revenue</b>						
1 Donations	1,981.37	15,189.62	12,500.00	150,000.00		30.38%
2 Grants		118,625.00	60,000.00	720,000.00		49.43%
3 Sales & Commissions	2,218.00	30,592.30	6,666.68	80,000.00		114.72%
4 Facility Rental		4,550.00	2,083.34	25,000.00		54.60%
5 Event Income		16,310.00	10,833.34	130,000.00		37.64%
<b>Total Revenue</b>	<b>\$ 4,199.37</b>	<b>\$ 185,266.92</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>		<b>50.30%</b>
<b>Gross Profit</b>	<b>\$ 4,199.37</b>	<b>\$ 185,266.92</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>		<b>50.30%</b>
<b>Expenditures</b>						
1 Program Expenses	8,140.30	27,395.66	18,583.35	223,000.00		36.86%
2 Payroll & Benefits	44,639.81	184,690.43	49,833.33	598,000.00		92.65%
3 Administration and Overhead	2,621.01	26,013.14	6,666.67	80,000.00		97.55%
4 Facility & Maintenance	10,970.72	39,236.99	13,166.67	158,000.00		74.50%
5 Marketing & Event Expenses	2,080.00	10,410.89	3,833.34	46,000.00		67.90%
<b>Total Expenditures</b>	<b>\$ 68,451.84</b>	<b>\$ 287,747.11</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>		<b>78.12%</b>
<b>Net Operating Revenue</b>	<b>-\$ 64,252.47</b>	<b>-\$ 102,480.19</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		
<b>Net Revenue</b>	<b>-\$ 64,252.47</b>	<b>-\$ 102,480.19</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>		



## List of Committed and Anticipated Funds Per Month

*Does not include individual support, appeals or underwriting*

Month	C - Comitted A - Anticipated		
<b>May</b>			
C	San Antonio Area Foundation	\$ 25,000.00	Multiyear grant
C	HEB Family Foundation	\$ 50,000.00	2nd disbursement
C	Junior League	\$ 25,000.00	Project support
<b>June</b>			
A	Bank of America Foundation	\$ 30,000.00	Project support
C	HEB Family Foundation	\$ 75,000.00	2nd year funding
C	TCA	\$ 13,000.00	Project support
A	80/20 Foundation	\$ 20,000.00	Project support
<b>July</b>			
A	Greehey Family Foundation	\$ 25,000.00	annual funding
A	Valero	\$ 15,000.00	Texas Open funds
A	King William	\$ 15,000.00	Project support
A	Rack Gives Back	\$ 15,000.00	Project support
A	USAA	\$25,000	Project support
<b>August</b>			
A	Adobe	\$ 75,000.00	Project Support
C	Surdna	\$ 75,000.00	Project Support
<b>Sept.</b>			
A	Rackspace	\$ 7,500.00	community programs
<b>Oct.</b>			
A	City of San Antonio - Arts	\$ 300,000.00	Operational
A	City of San Antonio - Human Services	\$ 125,000.00	
<b>Nov.</b>			
<b>Dec.</b>			
A	Dickson Allen	\$ 15,000.00	Project support
<b>Total</b>		<b>\$ 930,500.00</b>	

**2018**

Institution	Grant/Report Type	Deadline	Status	Request Amount
<b>JANUARY</b>				
City of SA - DAC	1st Q CMR Report	1/10/18	Submitted	\$300,000
TCA	Arts Respond- Health & Human Services (ABC)	1/16/18	Committed	\$1,500
City of SA	CCPF Grant Application -Scholastic	1/19/18	Committed	\$1,000
Adobe Project 1324	Innovation Grant Extension Questionnaire	1/25/18	In Progress	N/A
80/20 Foundation	Grant Application	1/31/18	Submitted	\$20,000
KWA	First Report	1/31/18	Submitted	N/A
<b>FEBRUARY</b>				
Arts Fund	Bexar County Internship Application	2/9/18	Committed	\$3,500
PK-12 Education Forum	2018 Grant Proposal	2/9/18	Denied	\$5,000
City of SA - DAC	Funds Disbursement		Recieved	\$111,500
SAAF	Capital & Naming Funds Grant	2/18/18	Submitted	\$3,000,000
USAA	Arts & Culture Grant Application	2/23/18	Submitted	\$25,000
Bank of America	Workforce Development & Education Grant	2/23/18	Submitted	\$30,000,000
Orisinger Foundation	Final Grant Report	2/28/18	Submitted	N/A
<b>MARCH</b>				
TCA	Arts Create- Year 2 Update	3/15/18	Committed	\$13,000.00
DAC	Intent To Apply Due	3/20/18	Submitted	N/A
Junior League of SA	Grant Application	3/30/18	Committed	\$2,500.00
Cowden Charitable Foundation	Grant Application	3/31/18	Submitted	\$10,000.00
Foundation	Grant Application	3/31/18	Submitted	\$10,000
Rack Gives Back	Grant Application	3/31/18	Denied	\$15,000
<b>APRIL</b>				
Greehey Family Foundation	Funding Request	4/6/18	Submitted	\$35,000
80/20 Foundation	Final Report Due	4/20/18	Submitted	N/A
DAC	Grant Application Due	4/20/18	Submitted	N/A
San Antonio Area Foundation	Interim HS Completion Report	4/30/18	Submitted	N/A
<b>MAY</b>				
DAC	Centro de Artes Application	5/11/17	In Progress	\$50,000
Valero Energy Foundation	BFC Grant Application	5/18/18	Not Begun	\$15,000
San Antonio Area Foundation	Mini Grant (Fundraising & Marketing) Final Report	5/27/18	Not Begun	N/A
Summer Campaign Launch		5/28/18	Not Begun	
SA Dept of Human Services	RFP for Human & Wrokforce Development Services	5/29/18	Not Begun	\$125,000
Helping Fund	Grant Application	5/31/18	Not Begun	\$10,000
<b>JUNE</b>				
King William Association	2017 Grant Application	6/23/18	Not Begun	\$15,000.00
<b>JULY</b>				
Christus Fund	Grant Application	7/2/18	Not Begun	\$5,000
Summer Campaign Ends		7/6/18	Not Begun	
City of SA- DA&C	CMR Report Due	7/10/18	Not Begun	
NEA	Art Works Grant (Part 1)	7/13/18	Not Begun	\$15,000
SAAF	Annual Responsive Grant Application	7/14/18	Not Begun	\$40,000
NEA	Art Works Grant (Part 2)	7/20/18	Not Begun	
NEA	Our Town Grant (Part 1)	7/27/18	Not Begun	
Rackspace	RFP 2016-2017 & Final Report	7/28/18	Not Begun	\$15,000
KWA	Final Report Due	7/31/18	Not Begun	
SA Express-News	Submit In-kind Request for Muerititos Fest	7/31/18	Not Begun	
<b>AUGUST</b>				
City of SA Final Paymnet	Final 2017 Payment	DATE	Pending Not Begun	
NEA	Our Town Grant (Part 2)	8/14/18	Not Begun	\$25,000
Adobe Corporation	2017-18 Application	DATE	Pending Not Begun	
SAAF	Get on Board Application	8/23/18	Not Begun	N/A
Dickson-Allen Foundation	Grant Request Due	8/31/18	Not Begun	\$15,000
Mission 2 Mission Bike Charity Tour Grant	Grant Request Due	8/31/18	Not Begun	\$1,500
<b>SEPTEMBER</b>				
San Antonio Junior Forum	Grant Application (www.sajuniorforum.org)	9/1/18	Not Begun	\$2,500
City of SA- DA&C	FY 18 Required Docs: Part 1		Not Begun	
City of SA- DAC	FY 18 Required Docs: Part 2		Not Begun	
TCA	Arts Create Evaluation Report	9/30/18	Not Begun	
TCA	Arts Respond Evaluation Report	9/30/18	Not Begun	
SAAF	Annual Responsive Grant Eval/Expense Report	9/30/18	Not Begun	
Light Charitable Trust	Grant Application	9/30/18	Not Begun	\$10,000
<b>OCTOBER</b>				
City of SA - DAC	4th Q CMR Report	10/5/18	Not Begun	N/A
NALAC	Project or Operational Grant Deadline	10/15/18	Not Begun	\$10,000
<b>NOVEMBER</b>				
<b>DECEMBER</b>				
Charitable Foundation of 1992	Grant Application	12/31/18	Not Begun	\$10,000
Foundation Trust	Grant Application	12/31/18	Not Begun	\$10,000

**Recieved Funds \$133,000**

**Declined Funds \$20,000**

**Funds Applied \$3,130,000**

**For \$239,000**

**TOTAL \$3,522,000**