



**Board Meeting**

Thursday, September 20, 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	Lunch Served
Committee Reports	Strategic Initiatives That Leverage Us As A High Impact Organization
12:05 PM: Governance: Board and Bylaws - Andres	Draft slate of officers, new members and bylaw updates
12:20 PM: New Facility Update - Billy/Jon	Sale of 1518 S Alamo, purchase of 1310 S Brazos, updates on meetings and current fundraising focus
12:40 PM: Communications and Fundraising – Stephen and Gustavo	Events, Fundraisings and Communications 2018 Final Quarter
1:00 Development Update: Jon	Resources Overview and 2019 Draft Budget
1:15 PM Consent Agenda: August Meeting Minutes & YTD Finance Report	Items can be approved in one action
1:25 PM New Business	Open to the Floor
1:30 PM Adjournment	

**SAY SI Performance: NAPA KO, Saturday, September 22, 7 PM @ Confluence Park**

**Next Board Meeting: Thursday October 18, 2018 at 12 noon @ SAY SI**

## **SAY SI Governance Committee Report**

The slate of officers, new board members and bylaw revisions will be voted on at the October 18, 2018 board meeting

### **Executive (EXE) Committee 2019 slate of officers**

President: Mary Ann Beach

Vice President: Jason Moran

Secretary: Tom Payton

Treasure: Open Slot

Founder: Mike Schroeder

### **New Board Members for 2019**

[Siboney Diaz Sanchez](#), Alumni and Architect, Overland Partners

Ricardo Salazar, Alumni parent an accountant

Tentative:

[Claudia Guerra](#), Cultural Historian, City of San Antonio

[Sylvia McHugh](#), Owner, Cured Restaurant

### **SAY SI ByLaws**

The committee reviewed changes to the bylaws and agreed that some committee naming and structure changes are needed. In addition to some clarifications in certain sections.

SAY SI Bylaw revisions can be found [HERE](#)

## **SAY SÍ DEVELOPMENT GRANT REPORT**

**SAY Sí has recently received or has a commitment of the following funding:**

- Department of Arts & Culture FY 2017-2018 (Payment 3/3)- \$22,300 ***received***
- Department of Arts & Culture Serie Project Prints: \$3,000 ***received***
- City of SA Department of Arts & Culture FY 2018-2019 (Payment 1/3) - \$95,842 ***committed***
- Surdna Foundation: \$75,000 ***committed***
- Ovation TV - \$10,000 ***committed***

**TOTAL FUNDS COMMITTED - \$206,142**

**SAY Sí has recently submitted proposals for the following funding:**

- Roger Family Fund (HEBFF) - \$90,000
- Rackspace Foundation - \$15,000
- Dickson-Allen Foundation - \$15,000
- Mission Trail Rotary - \$1,500
- San Antonio Junior Forum - \$2,500
- National Association for Latino Arts & Culture - \$10,000

**TOTAL FUNDS SUBMITTED - \$134,000**

**SAY Sí will be submitting proposals for the following funding in this month and next month:**

- Frost Bank: Pryor Grant- \$15,000
- Broadway Bank: Jack H. and William M Light Charitable Trust - \$10,000
- Kleberg Foundation - \$50,000
- San Antonio Area Foundation: Latino Foundation Grant - \$5,000

**TOTAL FUNDS TO SUBMIT- \$80,000**

To: SAY Sí Board  
From: Erin Frisch  
Date: August 16, 2018

**Subject: Board Meeting**

**Board Members Present:**

Mike Schroeder, Mary Ann Beech, Andres Gonzalez, Lindsey Johnson (phone), Billy Lambert, Jason Moran, Jimmy Mendiola, Shirley Mock, Andrew Meyer, Tom Payton, Molly Shafer

**Board Members Absent:** Agosto Cuellar, Jecca Guajardo

**Staff Present:** Jon Hinojosa, Erin Frisch, Stephen Guzman

**Guests Present from Crescent Growth Capital LLC:** Dennis Martinez, Cameron Garner

**Meeting called to order at 12:04 pm.**

**Crescent Tax Credit Financing**

Dennis Martinez and Cameron Garner from Crescent Growth Capital LLC presented on tax credit financing for the new building. Cameron Garner elaborated on potential tax credits, the process of tax credit financing, and timeline.

**Development Update**

Jon Hinojosa gave an overview of upcoming funding and grants.

**Facility Update**

Jon Hinojosa presented on negotiations to purchase new building, sell our current building, and the confidentiality agreement with the current interested buyer.

**Governance Update**

Andres Gonzales and Mike Schroeder presented on potential new board members and members of the 2018 executive committee meetings. They are working on revision of bylaws and restructure of board committees.

**Public Relations Update**

Jimmy Mendiola and Stephen Guzman presented development of language regarding SAY Sí's growth with questions and cohesive language. Tom Payton reported on progress creating the SAY Sí 25th Anniversary book publication: defining the purpose of the book, costs, funding and timeline.

**June Minutes and July 2018 Financials**

Jason Moran motioned to approve the June minutes and financials; seconded by Tom Payton. Minutes and financials approved unanimously.

**New Business**

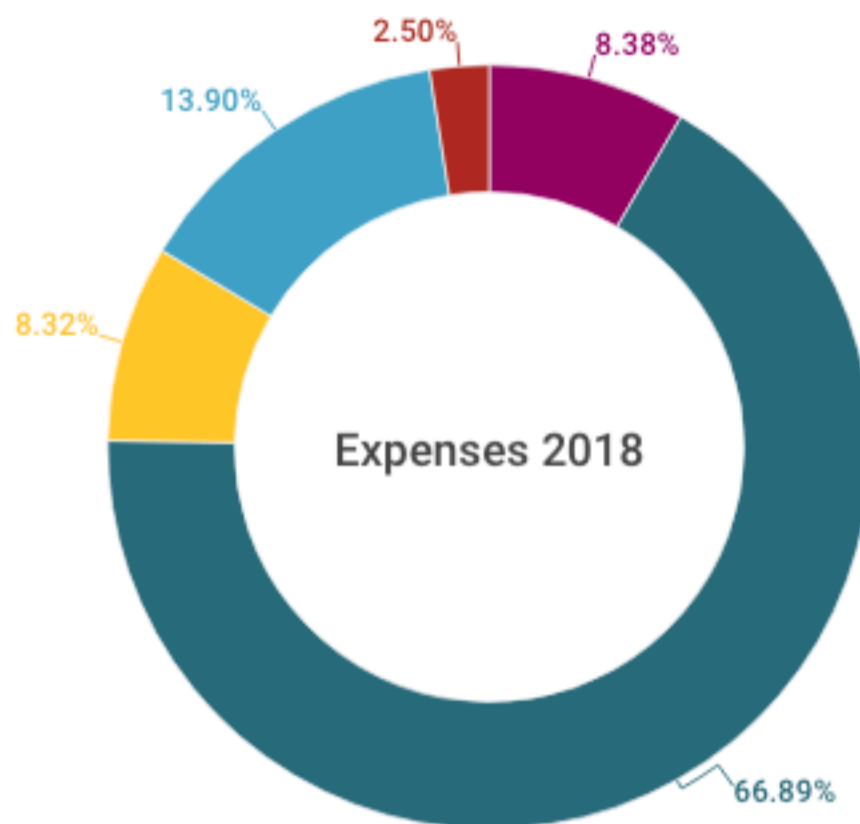
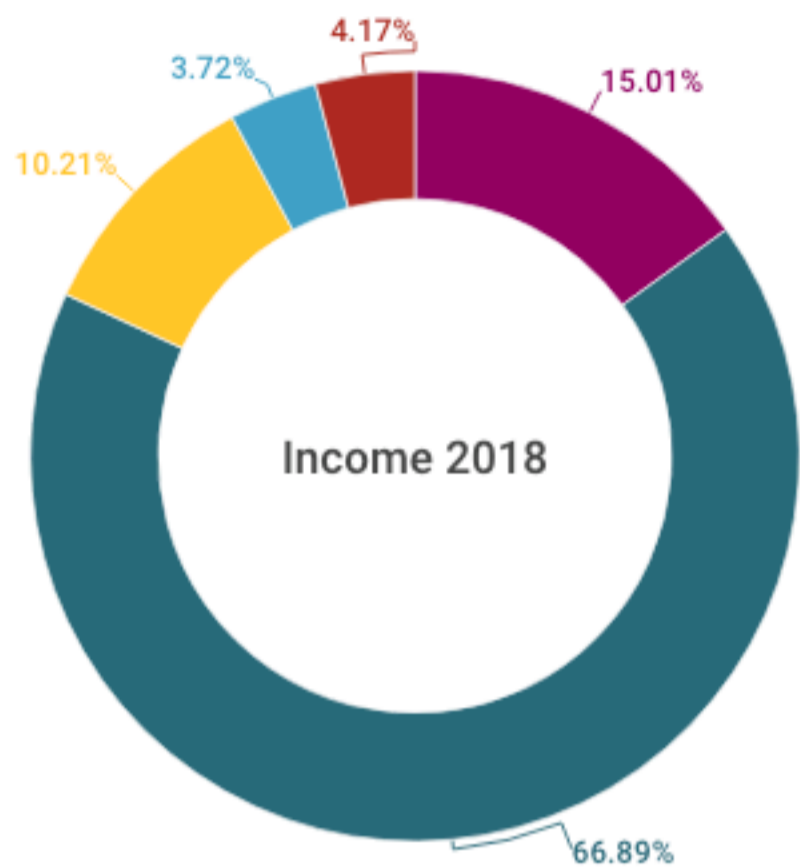
Jon Hinojosa discussed the upcoming 2019 Budget and planning the calendar of events for 2019 celebrating the SAY Si 25th Anniversary. He also shared new opportunities to collaborate with SAISD.

Stephen Guzman promoted the September Showcase Opening and Napako production at Confluence Park in partnership with the San Antonio River Foundation as a Tricentennial Event. Board members also shared about a recent visit to Mexico City to research inspirational buildings for new facilities.

**Meeting adjourned at 1:38 PM.**

# SAY Sí Financial Snapshot

## Year to Date: August 2018



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

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

### 2018 Funders:

Adobe Systems, Inc.  
 Bank of America  
 Bexar County Arts Fund  
 City of San Antonio, DAC  
 Greehey Family Foundation  
 HEB Family Foundation  
 Junior League of San Antonio  
 Mission Trail Charities  
 Rackspace Foundation  
 San Antonio Area Foundation  
 Surdna Foundation  
 Texas Commission on the Arts  
 Wallace Foundation



- 7 Full Time Staff
- 8 Part Time Staff
- 23 Student Mentors
- 6 ABC Instructors

▲ **\$380,647**  
Income 2018

▼ **\$523,794**  
Expenses 2018

**SAY SI**  
**Balance Sheet**  
As of August 31, 2018

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
4122 Frost Operating	4,724.68
5056 Frost Payroll	928.00
9655 Frost Capital	9.75
Petty Cash	31.10
<b>Total Bank Accounts</b>	<b>\$ 5,693.53</b>
<b>Accounts Receivable</b>	
Receivables	122,422.94
<b>Total Accounts Receivable</b>	<b>\$ 122,422.94</b>
<b>Other Current Assets</b>	
Receivables	-844.65
Undeposited Funds	256.00
<b>Total Other Current Assets</b>	<b>-\$ 588.65</b>
<b>Total Current Assets</b>	<b>\$ 127,527.82</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>\$ 2,155,881.38</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	38,142.93
<b>Total Credit Cards</b>	<b>\$ 38,142.93</b>
<b>Other Current Liabilities</b>	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-16.83
Line of Credit/Term Loan 2014	22,509.24
Line of Credit/Term Loan 2017	124,896.72
Payroll Liabilities	-1,658.88
Student Scholarships Payable	1,419.47
Texas State Comptroller Payable	177.06
<b>Total Other Current Liabilities</b>	<b>\$ 147,326.78</b>
<b>Total Current Liabilities</b>	<b>\$ 185,469.71</b>
<b>Long-Term Liabilities</b>	
Frost Construction Loan	477,252.85
Vehicle Loan	0.00
<b>Total Long-Term Liabilities</b>	<b>\$ 477,252.85</b>
<b>Total Liabilities</b>	<b>\$ 662,722.56</b>
<b>Equity</b>	
Opening Balance Equity	1,888,380.62
Retained Earnings	-188,605.34
Net Revenue	-206,616.46
<b>Total Equity</b>	<b>\$ 1,493,158.82</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 2,155,881.38</b>

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

	Total				
	August Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget	YTD % of Annual Budget
<b>Revenue</b>					
1 Donations	14,835.94	58,638.46	12,500.00	150,000.00	58.64%
2 Grants	1,208.35	261,385.60	60,000.00	720,000.00	54.46%
3 Sales & Commissions	2,582.46	39,887.03	6,666.68	80,000.00	74.79%
4 Facility Rental	1,250.00	14,539.00	2,083.34	25,000.00	87.23%
5 Event Income		16,310.00	10,833.34	130,000.00	18.82%
<b>Total Revenue</b>	<b>\$ 19,876.75</b>	<b>\$ 390,760.09</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>	<b>53.04%</b>
<b>Gross Profit</b>	<b>\$ 19,876.75</b>	<b>\$ 390,760.09</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>	<b>53.04%</b>
<b>Expenditures</b>					
1 Program Expenses	1,697.02	50,064.03	18,583.35	223,000.00	33.68%
2 Payroll & Benefits	43,920.62	399,602.02	49,833.33	598,000.00	100.23%
3 Administration and Overhead	5,528.62	49,712.22	6,666.67	80,000.00	93.21%
4 Facility & Maintenance	12,312.12	83,053.98	13,166.67	158,000.00	78.85%
5 Marketing & Event Expenses	357.00	14,944.30	3,833.34	46,000.00	48.73%
<b>Total Expenditures</b>	<b>\$ 63,815.38</b>	<b>\$ 597,376.55</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>	<b>81.09%</b>
<b>Net Operating Revenue</b>	<b>-\$ 43,938.63</b>	<b>-\$ 206,616.46</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	
<b>Net Revenue</b>	<b>-\$ 43,938.63</b>	<b>-\$ 206,616.46</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	