



Board Meeting

Thursday, November 29, 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
12:05 PM Consent Agenda: Oct. Meeting Minutes & YTD Financial Report	Items can be approved in one action
12:10 PM Development Report: Gustavo and Stephen	Report with overview of the 2018 Annual Appeal:
12:25 PM 2019 Operational Budget: Jon	Review and Approval
12:40 PM Communications Committee Report: Jimmy/Stephen	Updates and Review of the 2019 Calendar of Events
12:45 PM New Facility: Jon	Sale of 1518 S Alamo, purchase of 1310 S Brazos, updates on meetings and current fundraising focus
1:00 PM Student Success Report: Nicole	Scorecard measures SAY SI student success, to cohort group and school district populations.
1:15 PM Rebranding Report: Jon	Overview of communication and rebranding session with Erika Prosper
1:15 PM New Business and Adjournment	

SAY SI Holiday Social, Thursday, December 13, 6-9 PM, 202, Madison St. 78204
 SAY SI Light Live: Student Performance, Friday and Saturday, Dec. 14 & 15, 7-9 PM, SAY Sí
 Alumni Social, Dec. 21, 6-9 PM, SAY Sí

To: SAY Sí Board
From: Anahí González
Date: October 18,2018

Subject: Board Meeting

Board Members Present: Mike Schroeder, Mary Ann Beach, Agosto Cuellar, Billy Lambert, Jason Moran, Shirley Boteler-Mock, Jim Mendiola, Andres González (phone) and Tom Payton (phone)

Board Members Absent: Lindsey Johnson, Tom Payton, Molly Shafer, Andrew Meyer and Jessica Guajardo

Staff Present: Jon Hinojosa, Stephen Guzman and Anahí González

Meeting called to order at 12:03 pm.

Governance Update

Andres González presented on 3 new board members, Syboney Diaz Sanchez, Ricardo Salazar and Claudia Guerra. Those present voted on their approval. Mary Ann Beach motioned to accept; seconded by Billy Lambert. 3 new board members approved unanimously

The board then discussed the new slate of officers for the 2019 Executive Committee (Mary Ann Beach- President, Jason Moran- Vice President, Tom Payton- Secretary). Billy Lambert motioned to accept; seconded by Andres González. New slate of officers approved unanimously.

Updates to the bylaws were discussed. Board voted on changing the Special Events to the Communications Committee. The board also voted on the Executive committee serving as the Finance committee. Billy Lambert motioned to accept; seconded by Mary Ann Beach. Changes to bylaws were approved unanimously.

Development Update

Jon spoke on our participation in upcoming events such as Luminaria and City Fest. Board members were invited to the holiday social to take place on December 13th. Muertitos Fest was also discussed along with sponsorship and underwriting.

Facility Update

Jon spoke on potential public RFP for the sale of the building. He provided updates on interested buyers that toured the facility and have submitted a letter of intent. Jon highlighted the importance of having a lease back option as part of this agreement.

The design of the new building was discussed. Jon advised that Lake Flato has offered to provide pro bono design work. Questions were raised as to how much of the design work would be pro bono. Suggestions were made to have a simple RFP for the design of the building to get a feel for how much we will pay in fees and what exactly that includes and excludes.

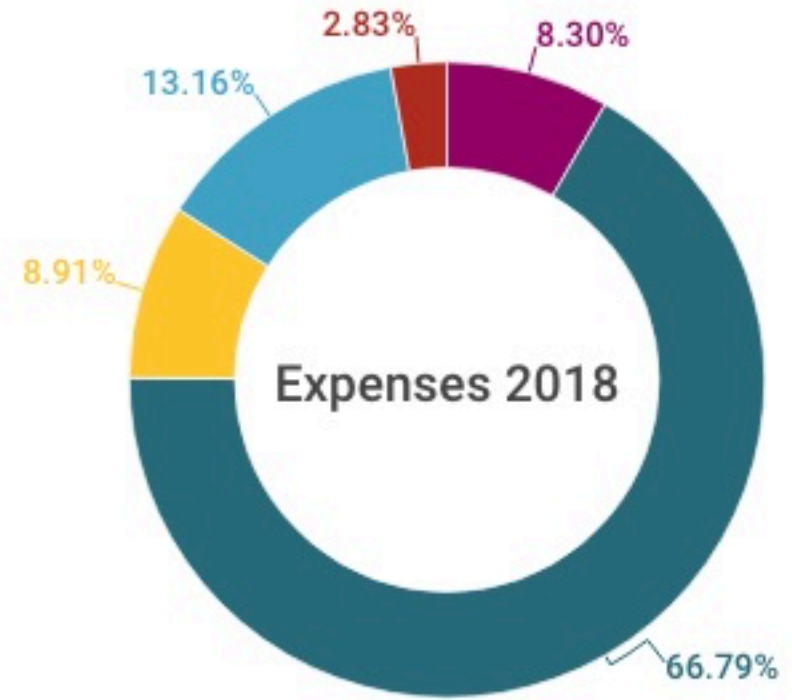
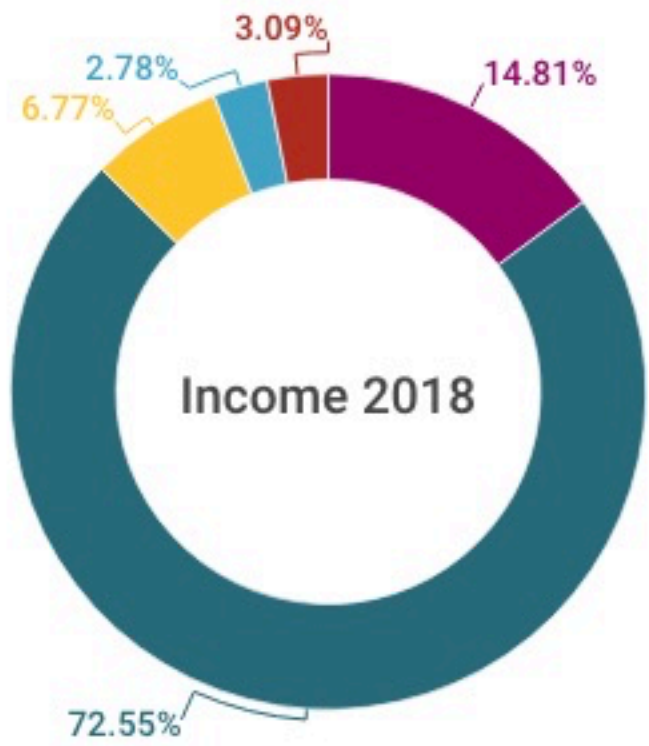
September Minutes and September 2018 Financials

Billy Lambert motioned to approve the September minutes and financials; seconded by Shirley Boteler Mock. Minutes and financials approved unanimously.

Meeting adjourned at 1:00 PM.

SAY Sí Financial Snapshot

Year to Date: October 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
 The Blake Kimberly & George Rapier, III Charitable Lead Unitrust
 Wallace Foundation



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

▲ **\$682,071**
 Income 2018

▼ **\$737,157**
 Expenses 2018

SAY SI
Balance Sheet
As of October 31, 2018

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	121,520.03
5056 Frost Payroll	21,668.09
9655 Frost Capital	-6.25
Petty Cash	81.58
Total Bank Accounts	\$ 143,263.45
Accounts Receivable	
Receivables	133,800.00
Total Accounts Receivable	\$ 133,800.00
Other Current Assets	
Receivables	-1,168.79
Undeposited Funds	880.26
Total Other Current Assets	-\$ 288.53
Total Current Assets	\$ 276,774.92
Fixed Assets	
Assets	2,028,353.56
Total Fixed Assets	\$ 2,028,353.56
TOTAL ASSETS	\$ 2,305,128.48
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	42,239.84
Total Credit Cards	\$ 42,239.84
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	1,267.48
Line of Credit/Term Loan 2014	22,509.24
Line of Credit/Term Loan 2017	124,690.16
Payroll Liabilities	-1,210.10
Student Scholarships Payable	1,371.47
Texas State Comptroller Payable	284.14
Total Other Current Liabilities	\$ 148,912.39
Total Current Liabilities	\$ 191,152.23
Long-Term Liabilities	
Frost Construction Loan	473,287.13
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 473,287.13
Total Liabilities	\$ 664,439.36
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	-188,605.34
Net Revenue	-59,086.16
Total Equity	\$ 1,640,689.12
TOTAL LIABILITIES AND EQUITY	\$ 2,305,128.48

SAY SI
Budget vs. Actuals: 2018 Budget
 January - October 2018

	Total					
	October Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget	YTD % of Annual Budget	
Revenue						
1 Donations	\$ 32,851.45	\$ 100,995.29	\$ 12,500.00	\$ 150,000.00		67.33%
2 Grants	209,000	\$ 494,872.64	\$ 60,000.00	\$ 720,000.00		68.73%
3 Sales & Commissions	\$ 1,414.24	\$ 46,181.35	\$ 6,666.68	\$ 80,000.00		57.73%
4 Facility Rental	\$ 1,929.10	\$ 18,968.10	\$ 2,083.34	\$ 25,000.00		75.87%
5 Event Income	\$ 2,243.91	\$ 21,053.91	\$ 10,833.34	\$ 130,000.00		16.20%
Total Revenue	\$ 247,438.70	\$ 682,071.29	\$ 92,083.36	\$ 1,105,000.00		61.73%
Gross Profit	\$ 247,438.70	\$ 682,071.29	\$ 92,083.36	\$ 1,105,000.00		61.73%
Expenditures						
1 Program Expenses	\$ 1,529.00	\$ 61,200.33	\$ 18,583.35	\$ 223,000.00		27.44%
2 Payroll & Benefits	\$ 45,184.04	\$ 492,358.36	\$ 49,833.33	\$ 598,000.00		82.33%
3 Administration and Overhead	\$ 2,660.21	\$ 65,691.22	\$ 6,666.67	\$ 80,000.00		82.11%
4 Facility & Maintenance	\$ 11,034.49	\$ 97,016.25	\$ 13,166.67	\$ 158,000.00		61.40%
5 Marketing & Event Expenses	\$ 3,616.77	\$ 20,891.29	\$ 3,833.34	\$ 46,000.00		45.42%
Total Expenditures	\$ 64,024.51	\$ 737,157.45	\$ 92,083.36	\$ 1,105,000.00		66.71%
Net Operating Revenue	\$ 183,414.19	-\$ 55,086.16	\$ -	\$ -		
Net Revenue	\$ 183,414.19	-\$ 55,086.16	\$ -	\$ -		

SAY SÍ DEVELOPMENT REPORT

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

- Kymberly Rapier Charitable Trust - \$100,000 **received**
- City of SA Department of Arts & Culture FY 2018-2019 (Payment 1/5) - \$71,881.50 **received**
- San Antonio Area Foundation: \$50,000 **committed**
- Mission Trail Charities: \$2,500 **committed**
- Luminaria: \$1,000 **received**
- David & Deborah Rogers - \$30,000 **committed**

TOTAL FUNDS COMMITTED - \$255,381.50

SAY Sí has recently submitted proposals or is awaiting news on the following funding:

- Junior League of San Antonio - \$2,500
- Frost Bank Pryor Grant - \$15,000
- Dickson- Allen Foundation - \$20,000
- National Association for Latino Arts & Culture- \$10,000
- Baptist Health Foundation - \$7,500
- SA Area Foundation Latino Foundation of Arts & Culture - \$5,000

TOTAL FUNDS SUBMITTED - \$60,000

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

- Adobe Corporation – \$70,000
- Elizabeth Huth Coates Charitable Foundation - \$10,000
- Marietta K. Randall Foundation Trust - \$10,000

TOTAL FUNDS TO SUBMIT- \$90,000

2018 Year-End Campaign:

Support SAY Sí as we close out 2018 with our year-end campaign to raise \$25,000. This year's campaign theme is "Art is a gift for ALL". Our campaign started #GivingTuesday November 27 and ends on December 31, 2018. We ask you to make a year-end gift to SAY Sí and encourage others to do the same through December 31st.

DESCRIPTION	MEDIA/PR	PERFORMANCE/Commissi	LOGISTICS	TOTAL
EXPENDITURES				
Professional Fees	\$ 232.00	\$ 1,905.00		
Security			\$ 367.00	
Performers/Entertainment/Musicians		\$ 2,775.00		
Set Build				\$ 5,279.00
Supplies and Materials:				
Event Signage			\$ 263.35	
General Event Supplies & Materials			\$ 1,740.24	
Event Design & Decorations			\$ 391.42	
Workshop Supplies & Materials			\$ 57.98	
Prop/Set Design Materials			\$ 146.48	
Generator			\$ 580.00	
Event Concession			\$ 108.00	
				\$ 3,287.47
Publicity, Promotion and Printing:				
Event Invitations/Brochures	\$ 194.00			
T-Shirts and Merchandise	\$ 1,409.70			
Media Buys: Current/FaceBook	\$ 60.00			
				\$ 1,663.70
Total Expenditures	\$ 1,895.70	\$ 4,680.00	\$ 3,654.47	\$ 10,230.17

In-Kind Donations	\$	3,013.00
Sales	\$	5,907.10
Ticket Sales	\$	4,649.00
Vendors	\$	2,011.18
Underwriting/Sponsors	\$	12,180.00

\$ 27,760.28

Total Gross Revenue **\$17,530.11**

SAY SI Operational Budget	2019	2018	2018 Actuals
	DRAFT		
Income			
Commissions & Sales	\$ 80,000.00	\$ 80,000.00	\$ 50,843.00
Earned Income - rentals	\$ 25,000.00	\$ 25,000.00	\$ 20,218.00
Donations	\$ 140,000.00	\$ 110,000.00	\$ 102,145.00
Board/Leadership Giving	\$ 50,000.00	\$ 40,000.00	\$ 19,992.00
Grants	\$ 690,000.00	\$ 620,000.00	\$ 494,872.00
Special Events	\$ 100,000.00	\$ 130,000.00	\$ 27,609.00
Income	\$ 1,085,000.00	\$ 1,005,000.00	\$ 715,679.00
Income Total	\$ 1,085,000.00	\$ 1,005,000.00	\$ 715,679.00
Program Expense			
Art Supplies	\$ 15,000.00	\$ 15,000.00	\$ 12,458.00
Media Art Materials/Supplies	\$ 15,000.00	\$ 15,000.00	\$ 7,244.00
Theatre Supplies	\$ 15,000.00	\$ 15,000.00	\$ 4,902.00
WAM - Middle School	\$ 5,000.00	\$ 5,000.00	\$ 1,971.00
HIVE - New media	\$ 5,000.00	\$ 5,000.00	\$ 1,680.00
Community Program Supplies	\$ 5,000.00	\$ 5,000.00	\$ 1,971.00
Equipment Lease	\$ 20,000.00	\$ 20,000.00	\$ 15,949.00
Visiting Artists	\$ 25,000.00	\$ 35,000.00	\$ 13,367.00
Board, Staff & Student Development	\$ 5,000.00	\$ 8,000.00	\$ 2,627.00
Total: Program Expense	\$ 110,000.00	\$ 123,000.00	\$ 62,169.00
Payroll			
Payroll Expense	\$ 585,000.00	\$ 530,000.00	\$ 465,710.00
Payroll Service Fee	\$ 5,000.00	\$ 3,000.00	\$ 4,546.00
Payroll Tax Expenses	\$ 45,000.00	\$ 30,000.00	\$ 35,957.00
Employee Benefits/Medical/Retirement	\$ 45,000.00	\$ 35,000.00	\$ 37,206.00
Total: Payroll Expense	\$ 680,000.00	\$ 598,000.00	\$ 543,419.00
Overhead			
Bank & Finance Charges	\$ 10,000.00	\$ 5,000.00	\$ 9,134.00
Insurance	\$ 18,000.00	\$ 18,000.00	\$ 11,015.00
Postage and Delivery	\$ 3,000.00	\$ 3,000.00	\$ 1,697.00
Professional Fees	\$ 16,000.00	\$ 16,000.00	\$ 9,704.00
Supplies: Building, Office, Ref.	\$ 30,000.00	\$ 30,000.00	\$ 25,168.00
Vehicle/Mileage	\$ 3,000.00	\$ 3,000.00	\$ 2,481.00
Travel	\$ 10,000.00	\$ 5,000.00	\$ 9,669.00
Total: Admin. Expense	\$ 90,000.00	\$ 80,000.00	\$ 68,868.00
Facility			
Building Loan Fees	\$ 50,000.00	\$ 50,000.00	\$ 32,783.00
Facility Maintenance/Repairs	\$ 15,000.00	\$ 15,000.00	\$ 8,504.00
Contract Labor	\$ 28,000.00	\$ 28,000.00	\$ 20,580.00
Utilities	\$ 60,000.00	\$ 60,000.00	\$ 43,989.00
Capital Equipment/Furnishings	\$ 5,000.00	\$ 5,000.00	\$ 130.00
Total: Facility Expense	\$ 158,000.00	\$ 158,000.00	\$ 105,986.00
Marketing			
PR/Dues/Resources and Art Aqu.	\$ 8,000.00	\$ 8,000.00	\$ 5,128.00
Special Events	\$ 35,000.00	\$ 35,000.00	\$ 19,125.00
Printing and Reproduction	\$ 4,000.00	\$ 3,000.00	\$ 1,494.00
Total: Marketing Expense	\$ 47,000.00	\$ 46,000.00	\$ 25,747.00
Total Expense	\$ 1,085,000.00	\$ 1,005,000.00	\$ 806,189.00
Expense Total	\$ 1,085,000.00	\$ 1,105,000.00	Year Not Complete

2019 Income Projections	2019 Income	2018 Actuals
Commissions & Sales	\$ 80,000.00	\$ 80,000.00
Earned Income	\$ 25,000.00	\$ 25,000.00
Donations	\$ 140,000.00	\$ 110,000.00
Board/Leadership Giving	\$ 50,000.00	\$ 40,000.00
Grants	\$ 690,000.00	\$ 620,000.00
Special Events	\$ 100,000.00	\$ 130,000.00
Total Income	\$ 1,085,000.00	\$ 1,005,000.00

Grants 2019:		
HEB Family Foundation	\$ -	\$ 75,000.00
David and Deborah Rogers	\$ 30,000.00	\$ 30,000.00
Adobe	\$ 50,000.00	\$ 20,000.00
BofA Foundation	\$ 25,000.00	\$ 15,000.00
City of San Antonio [HMTF]	\$ 235,000.00	\$ 133,800.00
TX Commission on the Arts	\$ 15,000.00	\$ 14,500.00
Valero Foundation	\$ 15,000.00	\$ 15,000.00
National Endowment for the Arts	\$ 15,000.00	\$ 15,000.00
Surdna Foundation	\$ 75,000.00	\$ 75,000.00
King William Assoc.	\$ 5,000.00	\$ 2,500.00
Dickson-Allen Foundation	\$ 15,000.00	\$ 15,000.00
Rackspace Foundation	\$ 15,000.00	\$ 7,500.00
San Antonio Area Foundation	\$ 50,000.00	\$ 50,000.00
Rapier Family Foundation	\$ 100,000.00	\$ 100,000.00
Local Small Found & Corp Support	\$ 15,000.00	\$ 15,000.00
Pryor - Frost Bank	\$ 15,000.00	\$ 15,000.00
NALAC	\$ 10,000.00	\$ 10,000.00
Greehy Family Foundation	\$ 15,000.00	\$ 15,000.00
Grant Total	\$ 700,000.00	\$ 623,300.00

Not included in 2019 income is funds we can draw from ourselves through the sale of 1518 S Alamo

Pending
Likely
Committed or Received

Please note the following items will be discussed and reports will be presented the day of the board meeting:

- Communications Committee Report: Updates and Review of the 2019 Calendar of Events
- Sale of 1518 S Alamo, purchase of 1310 S Brazos, updates on meetings and current fundraising focus
- Student Success Report - Scorecard measures SAY Sí student success, to cohort group and school district populations
- Rebranding Report - Overview of communication and rebranding session with Erika Prosper