



**Board Meeting**

Thursday, January 24, 2019  
11:30 AM @ 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.

<b>AGENDA</b>	<b>NOTES</b>
11:30 AM Introductions: Mary Ann	
11:45 AM Board Binders Overview: Jon	
11:50 AM: Approval of Minutes: Tom	
11:55 AM: Year End Financials: Jon	
12:05 PM: SAY Si Facility Update: Mike	
12:15 PM: Committee Structures: Mary Ann	
12:35 PM: New Business from the floor	
12:40 PM: Announcements	
12:45 PM Adjournment	

**Upcoming Events:**

Scholastic Ceremony & Exhibition Opening, Friday, February 1 · 6:00-9:30 pm

Board Meeting, Thursday, February 21 at 11:30 AM

INVISIBLE THREADS - In Celebration of SAY Si's 25th Anniversary, Fri., March 1 · 6:00-9:00 pm

To: SAY Sí Board  
From: Anahí González  
Date: November 29,2018

**Subject: Board Meeting**

**Board Members Present:** Mike Schroeder, Mary Ann Beach, Agosto Cuellar, Billy Lambert, Jason Moran, Andres González, Tom Payton, **Guests Present:** Siboney Diaz Sanchez, Ricardo Salazar, and Claudia Guerra. **Staff Present:** Jon Hinojosa, Stephen Guzman, Nicole Amri, Gustavo Garcia, and Anahí González **Board Members Absent:** Lindsey Johnson, Jim Mendiola, Molly Shafer, Andrew Meyer and Jessica Guajardo, and Shirley Boteler-Mock,

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

Mike welcomed incoming board members.

**October Minutes and October 2018 Financials** After review, Jason Moran motioned to approve the October minutes and financials; seconded by Billy Lambert. Minutes and financials approved unanimously

**Development Update** Gustavo and Stephen presented on received funding as well as future commitments from current funders. Jon spoke on the challenge grant as well as upcoming proposals. Stephen and Gustavo spoke on the Year-End Campaign goal of \$25k ending December 31st and encouraged board members to donate and spread the word.

**2019 Operational Budget:** Jon presented the 2019 Operational Budget and answered questions, Motioned to be approved by Mary Ann Beach; seconded by Andres Gonzales. Approved unanimously.

**Communications Committee Update:** Stephen presented on the draft for the 2019 calendar of events. Members of the board had questions about when Small Scale will take place. It was advised to consider having Small Scale around Thanksgiving/Black Friday as there is a push to shop local and purchase from small businesses around that time of the year. Tom presented on the 25th-anniversary book.

**Facility Update** Jon spoke on interested buyers (FCC Development and CVS) and plans to have a signed agreement by the end of the year or early in the new year.

**Programming Update** Nicole presented on P16 Dashboard speaking about how SAY Sí students compare to those students in their districts in the areas of academics, absenteeism, behavior etc.

**Rebranding** Jon spoke on 25th year anniversary and the opportunity to rebrand.

**Meeting adjourned at 1:45 PM.**

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

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
4122 Frost Operating	102,781.68
5056 Frost Payroll	-150.76
9655 Frost Capital	-14.25
Petty Cash	4,288.62
<b>Total Bank Accounts</b>	<b>\$ 106,905.29</b>
<b>Accounts Receivable</b>	
Receivables	133,800.00
<b>Total Accounts Receivable</b>	<b>\$ 133,800.00</b>
<b>Other Current Assets</b>	
Other Receivables	-1,792.93
Undeposited Funds	880.26
<b>Total Other Current Assets</b>	<b>-\$ 912.67</b>
<b>Total Current Assets</b>	<b>\$ 239,792.62</b>
<b>Fixed Assets</b>	
Assets	2,030,753.56
<b>Total Fixed Assets</b>	<b>\$ 2,030,753.56</b>
<b>TOTAL ASSETS</b>	<b>\$ 2,270,546.18</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	38,341.28
<b>Total Credit Cards</b>	<b>\$ 38,341.28</b>
<b>Other Current Liabilities</b>	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-219.35
Line of Credit/Term Loan 2014	22,509.24
Line of Credit/Term Loan 2017	123,160.64
Payroll Liabilities	-1,016.19
Student Scholarships Payable	1,371.47
Texas State Comptroller Payable	945.50
<b>Total Other Current Liabilities</b>	<b>\$ 146,751.31</b>
<b>Total Current Liabilities</b>	<b>\$ 185,092.59</b>
<b>Long-Term Liabilities</b>	
Frost Construction Loan	469,321.41
Vehicle Loan	0.00
<b>Total Long-Term Liabilities</b>	<b>\$ 469,321.41</b>
<b>Total Liabilities</b>	<b>\$ 654,414.00</b>
<b>Equity</b>	
Opening Balance Equity	1,888,380.62
Retained Earnings	-188,613.22
Net Revenue	-83,635.22
<b>Total Equity</b>	<b>\$ 1,616,132.18</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 2,270,546.18</b>

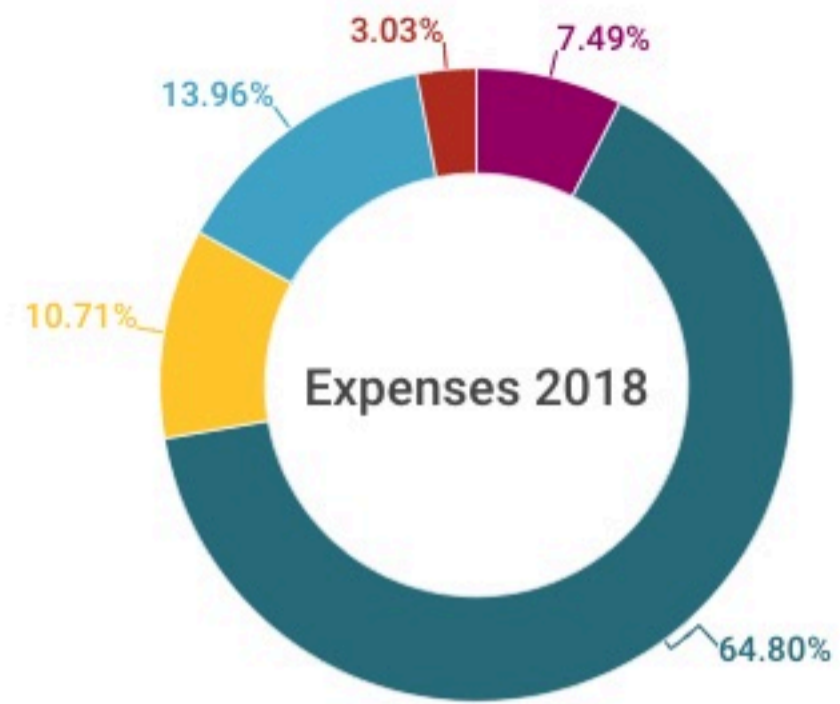
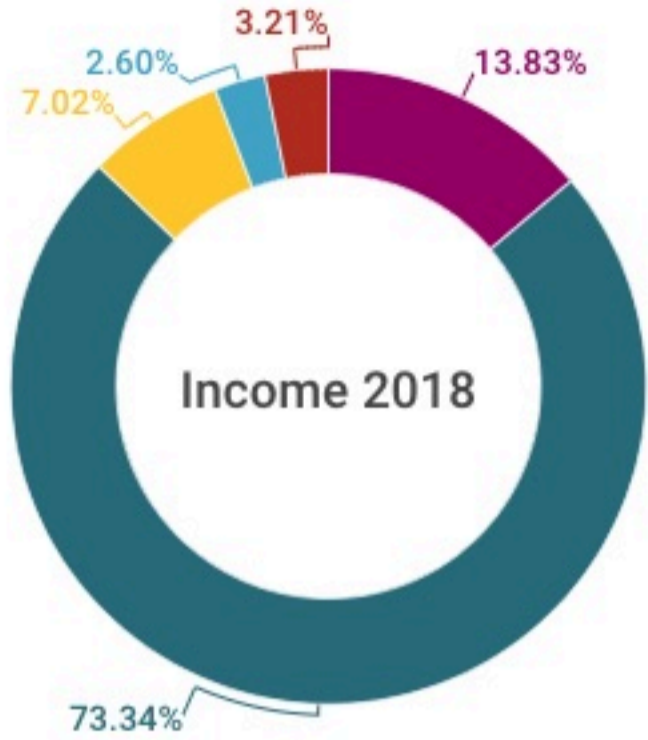
**SAY SI**  
**Budget vs. Actuals: 2018 Budget**  
 January - December 2018

	Total				YTD % of Annual Budget
	December Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget	
<b>Revenue</b>					
1 Donations	14,990.81	119,685.62	12,500.00	150,000.00	79.80%
2 Grants	68,000.00	634,871.32	60,000.00	720,000.00	118.42%
		217,723.00			
3 Sales & Commissions	8,886.50	60,802.20	6,666.68	80,000.00	76.00%
4 Facility Rental	1,250.00	22,468.10	2,083.34	25,000.00	89.87%
5 Event Income	185.00	27,823.91	10,833.34	130,000.00	21.40%
<b>Total Revenue</b>	<b>\$ 93,312.31</b>	<b>\$ 1,083,374.15</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>	<b>98.04%</b>
<b>Gross Profit</b>	<b>\$ 93,312.31</b>	<b>\$ 1,083,374.15</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>	<b>98.04%</b>
<b>Expenditures</b>					
1 Program Expenses	2,568.64	71,141.88	18,583.35	223,000.00	31.90%
2 Payroll & Benefits	46,689.60	615,182.04	49,833.33	598,000.00	102.87%
3 Administration and Overhead	10,422.13	101,706.52	6,666.67	80,000.00	127.13%
4 Facility & Maintenance	11,602.26	132,521.88	13,166.67	158,000.00	83.87%
5 Marketing & Event Expenses	2,074.27	28,734.05	3,833.34	46,000.00	62.47%
<b>Total Expenditures</b>	<b>\$ 73,356.90</b>	<b>\$ 949,286.37</b>	<b>\$ 92,083.36</b>	<b>\$ 1,105,000.00</b>	<b>85.91%</b>
<b>Net Operating Revenue</b>	<b>\$ 19,955.41</b>	<b>\$ 134,087.78</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>85.91%</b>
<b>Net Revenue</b>	<b>\$ 19,955.41</b>	<b>\$ 134,087.78</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	

Arts, \$50,000 Human Services

# SAY Sí Financial Snapshot

## Year to Date: December 2018



### 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 Kymberly & George Rapier, III Charitable Lead Unitrust  
 Wallace Foundation




**\$1,083,374**  
 Income 2018


**\$949,286**  
 Expenses 2018

**Executive/Finance Committee:** The Executive & Finance Committee shall be composed of the President, Vice President, Treasurer, Secretary, Advisory Chair and Executive Director [ED]. Focus: preview and set the agenda for all regular/special meetings, review progress of all committees, serve as the primary consultant to the ED, and provide an annual performance evaluation of the ED and compensation recommendations: review financial needs of the agency, recommend, approve, and present the budget for approval; review the current fiscal year's operations; engage a certified public accountant to audit the financial records and transactions; and review strategic plan for success indicators.

**Chair:** Mary Ann Beach, President

**Members:** Jason Moran, VP, Tom Payton, Secretary, Mike Schroeder, Founder, Jon Hinojosa, ED

**Governance and Administrative Committee:** Governance Focus - responsible for Board development and maintenance of the Corporation's organizational documents, present a slate of nominees for election to the Board and individual nominees for election throughout the year, prepare a slate of Directors to be elected as officers, and maintain the organizational documents and any governance policies of the Corporation and review such documents annually to determine if changes are necessary.

**Chair:** Andres Gonzales

**Members:** Mary Ann Beach, Jason Moran, Billy Lambert, Ricardo Salazar

**Staff Liaison:** Jon Hinojosa

**Development Committee:** This Committee provides oversight for organizational fund development. The Committee shall formulate plans and programs directed toward ensuring continued financial support of the Corporation, including grants and special gifts from individuals, groups, foundations, and governmental bodies.

**Chair:** Mike Schroeder

**Members:** Jason Moran, Billy Lambert, May Ann Beach, Siboney Diaz-Sanchez

**Staff Liaison** Jon & Gustavo

**Communications:** Support overall comprehensive marketing and communications strategy. Partner with staff to oversee a consistent and active communication strategy to all stakeholders for the purposes of program messaging, fundraising, awareness and branding.

**Chair:** Jimmy Mendiola and Tom Payton

**Members:** Andrew Myer, Augusto Cuellar, Claudia Guerra

**Staff Liaison:** Stephen Guzman