



Board Meeting
 Thursday, February 21, 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.

AGENDA	NOTES
11:30 AM Welcome: Mary Ann	
11:35 AM Consent Agenda	Items can be approved in one action, allowing the board to have more time for discussing more important issues. Items can also be taking out of consent for further discussion.
Approval of Minutes	
YTD Financials	
11:40 AM SAY Si Facility Update - Mike	
11:55 AM Vote and Resolution – Mary Ann	Sale of 1518 S Alamo: based on SAY Sí Bylaws, Article 3, Section 3.09 and Article 8, Section 8.01, the Board of Directors authorizes Jon Hinojosa, Executive Director, to execute and deliver any instrument in the name of and on behalf of the Corporation, in this case the sale of 1518 S. Alamo, San Antonio TX, 78204, property owned by the Corporation.
12:00 PM Organizational Update - Jon	
12:10 PM Committee Reports – Goal focus, Mike, Andres, Jimmy and Tom	
12:30 PM Announcements	
12:35 PM Adjournment	

Upcoming Events:

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

March Board Meeting – Thursday, March 21 at 11:30 AM

Invisible Threads Closing Reception & The Big Give, Thursday March 28, 6-8 PM

To: SAY Sí Board
From: Anahí González
Date: January 24, 2019

Subject: Board Meeting

Board Members Present: Mike Schroeder, Mary Ann Beach, Agosto Cuellar, Billy Lambert, Jason Moran, Andres González, Jim Mendiola, Tom Payton (phone), Syboney Diaz Sanchez, Ricardo Salazar and Claudia Guerra. **Board Members Absent:** Andrew Meyer **Staff Present:** Jon Hinojosa and Anahí González

Meeting called to order at 11:39 PM.

Mary Ann welcomed board members and invited those present to share how they learned about SAY Sí.

2019 Board Binders Overview:

Jon gave an overview of items in board binder such as meeting dates, board member contact info, 2019 budget and calendar of events.

November Minutes:

After review, Jason Moran motioned to approve the November minutes and year end financials; seconded by Claudia Guerra. Minutes and financials approved unanimously

Year End Financials

After review, Andres González motioned to approve year end financials; seconded by Billy Lambert. 2018 year end financials approved unanimously.

Facility Update

Mike spoke on the bid submitted for the purchase of the new building as well as the sale of current building. Jon provided the board with an update on the design and construction of 1310 S. Brazos. The board discussed RFPs to be submitted by several architectural firms and the need for a project manager. Jon further discussed fundraising strategies for the capital campaign.

2019 Committee Structures

Mary Ann spoke on the 2019 committee structures and have members the task to come up with 3 primary goals for their committee in 2019.

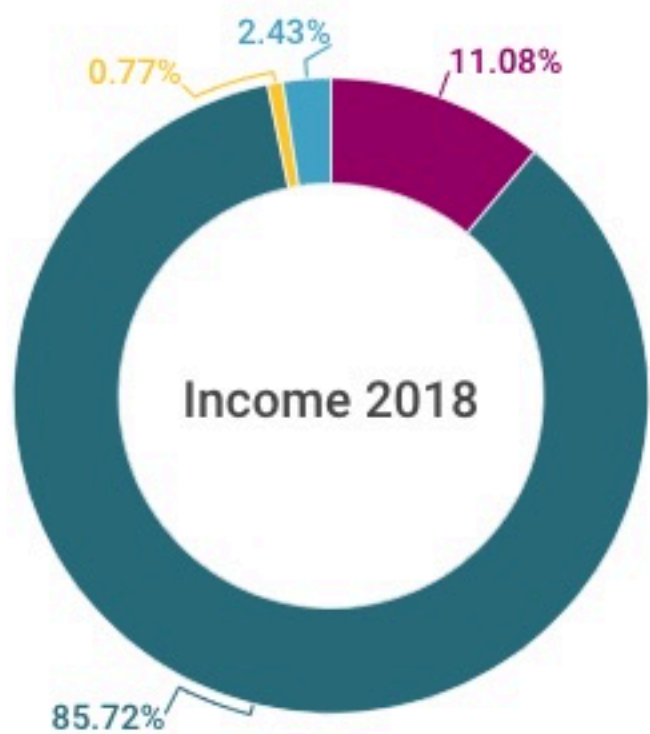
Announcements

Jon spoke on upcoming events such as the Scholastic Art Awards and Invisible Threads.

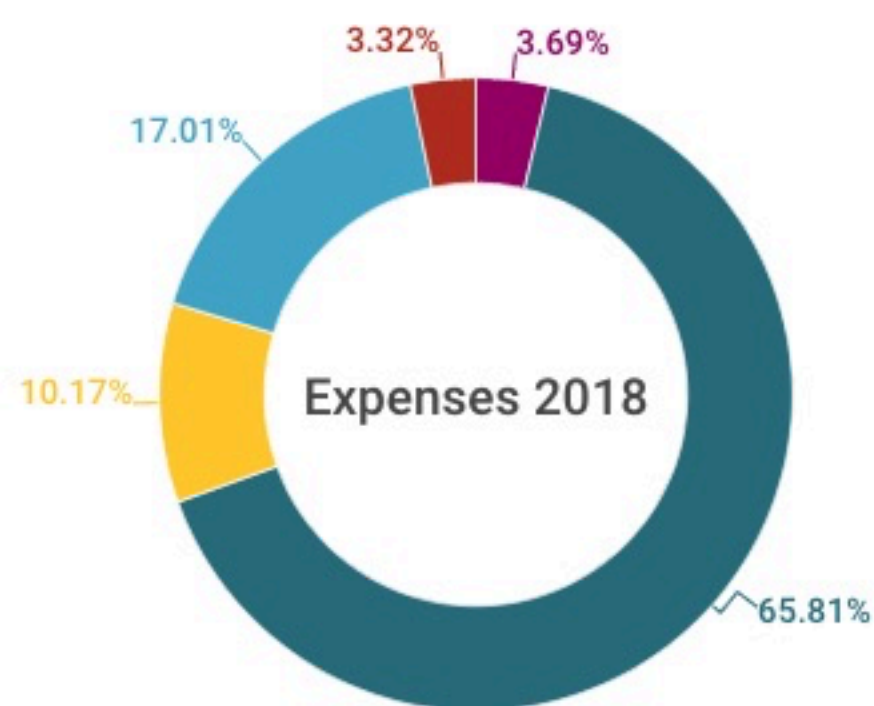
Meeting adjourned at 12:47 PM.

SAY Sí Financial Snapshot

Year to Date: January 2019



● Donations
 ● Grants
 ● Sales & Commissions
 ● Earned Income



● 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

▲ **\$101,297**
 Income 2018

▼ **\$107,535**
 Expenses 2018

SAY SI
Balance Sheet
As of February 13, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	93,908.04
5056 Frost Payroll	-7,782.55
9655 Frost Capital	-5,014.25
Petty Cash	-391.99
Total Bank Accounts	\$ 80,719.25
Accounts Receivable	
Receivables	133,800.00
Total Accounts Receivable	\$ 133,800.00
Other Current Assets	
Receivables	-264.80
Undeposited Funds	974.03
Total Other Current Assets	\$ 709.23
Total Current Assets	\$ 215,228.48
Fixed Assets	
Assets	2,031,334.89
Total Fixed Assets	\$ 2,031,334.89
TOTAL ASSETS	\$ 2,246,563.37
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	80,641.60
Total Credit Cards	\$ 80,641.60
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-299.39
Line of Credit/Term Loan 2014	22,509.24
Line of Credit/Term Loan 2017	122,388.84
Payroll Liabilities	-1,117.76
Student Scholarships Payable	1,371.47
Texas State Comptroller Payable	988.73
Total Other Current Liabilities	\$ 145,841.13
Total Current Liabilities	\$ 226,482.73
Long-Term Liabilities	
Frost Construction Loan	467,358.15
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 467,358.15
Total Liabilities	\$ 693,840.88
Equity	
Opening Balance Equity	1,888,380.62
Retained Earnings	-329,054.83
Net Revenue	-6,603.30
Total Equity	\$ 1,552,722.49
TOTAL LIABILITIES AND EQUITY	\$ 2,246,563.37

SAY SI
Budget vs. Actuals: 2019 Budget - FY19 P&L
 January - February 2019

	Actual	Budget	Total over Budget	% of Budget
Revenue				
1 Donations	11,401.03	190,000.00	-178,598.97	6.00%
2 Grants	88,188.50	690,000.00	-601,811.50	12.78%
3 Sales & Commissions	-792.25	80,000.00	-80,792.25	-0.99%
4 Facility Rental	2,500.00	25,000.00	-22,500.00	10.00%
5 Event Income		100,000.00	-100,000.00	0.00%
Total Revenue	\$ 101,297.28	\$ 1,085,000.00	-\$ 983,702.72	9.34%
Gross Profit	\$ 101,297.28	\$ 1,085,000.00	-\$ 983,702.72	9.34%
Expenditures				
1 Program Expenses	3,966.06	110,000.00	-106,033.94	3.61%
2 Payroll & Benefits	70,768.50	680,000.00	-609,231.50	10.41%
3 Administration and Overhead	10,936.38	90,000.00	-79,063.62	12.15%
4 Facility & Maintenance	18,291.80	158,000.00	-139,708.20	11.58%
5 Marketing & Event Expenses	3,573.15	47,000.00	-43,426.85	7.60%
Total Expenditures	\$ 107,535.89	\$ 1,085,000.00	-\$ 977,464.11	9.91%
Net Operating Revenue	-\$ 6,238.61	\$ 0.00	-\$ 6,238.61	
Net Revenue	-\$ 6,238.61	\$ 0.00	-\$ 6,238.61	

SAY SÍ DEVELOPMENT REPORT

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

- City of SA Department of Arts & Culture FY 2019 (Payment 2/5) - \$71,881.50 **received**
- San Antonio Area Foundation: \$50,000 **received**
- Mission Trail Charities: \$2,500 **committed**
- David & Deborah Rogers - \$30,000 **committed**
- Dickson- Allen Foundation - \$18,000 **received**
- Rackspace Foundation – \$7,500 (Payment 2/2) **received**
- City of SA Department of Human Services - \$12,000 **received**
- City of SA Department of Human Services - \$4,000 **committed**
- Adobe Corporation – \$5,000 **committed**

TOTAL FUNDS COMMITTED - \$200,881.50

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

- Texas Commission on the Arts - \$1,500
- 80/20 Foundation - \$20,000
- Bexar County Arts Fund - \$3,500

TOTAL FUNDS SUBMITTED - \$25,000

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

- Bank of America - \$15,000
- Kleberg Foundation - \$25,000
- Community Connectors - \$15,000
- Texas Commission on the Arts - \$15,000

TOTAL FUNDS TO SUBMIT- \$70,000

Amor Eterno Corazón Member Campaign: February marks a focus on our monthly giving initiative CORAZÓN! We need your help to reach our goal of **25** new CORAZÓN members or more by February 28, 2019 in honor of our 25th Anniversary. CORAZÓN supports SAY SÍ's long-term sustainability and growth through monthly giving. Visit <http://saysi.org> for information about our membership levels, member perks and to sign up! *Join NOW through the end of February and receive our heart-shaped Fiesta Medal FREE as part of your membership package.*

Board Giving: Of our current Board Members, 75% gave in 2018, total Giving was \$17,641 (This Includes Sponsorships), 3 of our current members give monthly, we encourage other members to make this choice.

Annual Financial Review Update: Our CPA Rodger Harrison is currently reviewing our 2018 financials and will have ready a Financial Review and our 2018 990 at the March 2019 meeting.

Adobe Grant Update: Adobe has refocused its commitment to creative youth and its initial platform will be rolled into Behance, an online portfolio site for creative professionals. We will continue to receive free Creative Cloud licenses and can apply for small grants for equipment and collaborations and our students can apply for the Adobe Scholarships, but we will no longer receive significant funds for our programs.

Capital Campaign Information: On Feb. 20, 2019, Board President Mary Ann and I will be meeting with Liz and Bill Chiego to discuss the strategies for the building campaign.