



Board Meeting

Thursday, March 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 – 2018 Financial Review, Rodger Harrison CPA	
11:50 AM YTD Financials JON	
11: 58 AM Approval of Feb. Minutes	
12 PM SAY Si Facility Update - Mike (Draft Budget)	
12:10 PM Organizational Update - Jon	
12:10 PM Investment Update: Mary Ann	
12:30 PM Announcements	
12:35 PM Adjournment	

Upcoming Events:

The Big Give – Thursday, March 28, 12:01 AM to 11:59 PM
Invisible Threads Closing Reception – Thursday, March 28, 6-8 PM
April Board Meeting – Thursday, March 18 at 11:30 AM
Stories Seldom Told – Friday, April 19, 6-9 PM



SAYSI

FINANCIAL STATEMENTS

December 31, 2018

SAY Sí
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December 31, 2018

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INDEPENDENT ACCOUNTANT'S REVIEW REPORT

To the Board of Directors
SAY Sí
San Antonio, Texas

I have reviewed the accompanying financial statements of SAY Sí (a non-profit organization), which comprise the statement of financial position as of December 31, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, I do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

My responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require me to perform procedures to obtain limited assurance as a basis for reporting whether I am aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. I believe that the results of my procedures provide a reasonable basis for my conclusion.

Accountant's Conclusion

Based on my reviews, I am not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.



R. D. Harrison, CPA
San Antonio, Texas

February 26, 2019

SAY Sí
 Statements of Financial Position
 December 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 102,302.	\$ 112,891.
Accounts receivable	881.	752.
Grants receivable	<u>217,723.</u>	<u>183,800.</u>
Total Current Assets	320,906.	297,443.
Property and equipment (net of accumulated depreciation of \$935,662 and \$860,662, respectively)	<u>1,955,753.</u>	<u>2,028,353.</u>
TOTAL ASSETS	<u><u>\$ 2,276,659.</u></u>	<u><u>\$ 2,325,796.</u></u>
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable	\$ 93,570.	\$ 56,933.
Current portion of long-term mortgage debt	27,000.	25,000.
Line of credit payable	<u>145,670.</u>	<u>76,470.</u>
Total Current Liabilities	266,240.	158,403.
Long-Term Liabilities:		
Long-term mortgage debt, less current portion	<u>442,321.</u>	<u>467,743.</u>
Total Liabilities	708,561.	626,146.
Net Assets:		
Without donor restrictions	1,350,375.	1,515,850.
With donor restrictions	<u>217,723.</u>	<u>183,800.</u>
Total Net Assets	<u>1,568,098.</u>	<u>1,699,650.</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 2,276,659.</u></u>	<u><u>\$ 2,325,796.</u></u>

See accompanying notes and independent accountant's review report.

SAY Sí
 Statements of Activities
 For the Years Ended December 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Changes in Net Assets Without Donor Restrictions:		
Revenue:		
Contributions and grants	\$ 547,646.	\$ 656,798.
Special events (net of direct expenses of \$26,376 and \$27,398 for 2018 and 2017, respectively)	1,448.	13,733.
Sales and commissions	60,716.	91,311.
Other income	22,468.	24,101.
Net assets released from restrictions	<u>255,682.</u>	<u>309,700.</u>
Total Revenue	887,960.	1,095,643.
Expenses:		
Program	884,452.	924,357.
Management and general	137,687.	127,717.
Fundraising	<u>31,296.</u>	<u>37,999.</u>
Total Expenses	<u>1,053,435.</u>	<u>1,090,073.</u>
Increase/(Decrease) in Net Assets Without Donor Restrictions	(165,475)	5,570.
Changes in Net Assets With Donor Restrictions:		
Contributions and grants	-	50,000.
Local government grants	289,605.	223,000.
Net assets released from restrictions	<u>(255,682)</u>	<u>(309,700)</u>
Increase/(Decrease) in Net Assets With Donor Restrictions	<u>33,923.</u>	<u>(36,700)</u>
Decrease in Net Assets	(131,552)	(31,130)
Net assets at beginning of year	<u>1,699,650.</u>	<u>1,730,780.</u>
NET ASSETS AT END OF YEAR	<u>\$ 1,568,098.</u>	<u>\$ 1,699,650.</u>

See accompanying notes and independent accountant's review report.

SAY Sí
 Statements of Functional Expenses
 For the Years Ended December 31, 2017 and 2016

	<u>Program</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Year ended December 31, 2018:				
Salaries and benefits	\$ 526,078.	\$ 65,159.	\$ 24,200.	\$ 615,437.
Insurance	13,369.	1,017.	-	14,386.
Interest	30,248.	26,516.	-	56,764.
Professional fees	6,500.	6,454.	-	12,954.
Marketing and public relations	-	-	7,096.	7,096.
Occupancy	61,140.	6,793.	-	67,933.
Postage and printing	6,577.	1,967.	.	8,544.
Repairs and maintenance	41,820.	4,647.	-	46,467.
Supplies	100,559.	17,634.	-	118,193.
Travel	30,661.	-	-	30,661.
Depreciation	<u>67,500.</u>	<u>7,500.</u>	<u>-</u>	<u>75,000.</u>
TOTAL EXPENSES	<u>\$ 884,452.</u>	<u>\$ 137,687.</u>	<u>\$ 31,296.</u>	<u>\$ 1,053,435.</u>

	<u>Program</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Year ended December 31, 2017:				
Salaries and benefits	\$ 497,885.	\$ 58,507.	\$ 25,563.	\$ 581,955.
Insurance	13,228.	1,012.	-	14,240.
Interest	32,247.	20,571.	-	52,818.
Professional fees	6,500.	11,398.	-	17,898.
Marketing and public relations	-	-	12,436.	12,436.
Occupancy	64,022.	7,114.	-	71,136.
Postage and printing	8,825.	981.	-	9,806.
Repairs and maintenance	51,693.	5,744.	-	57,437.
Supplies	171,631.	14,690.	-	186,321.
Travel	9,026.	-	-	9,026.
Depreciation	<u>69,300.</u>	<u>7,700.</u>	<u>-</u>	<u>77,000.</u>
TOTAL EXPENSES	<u>\$ 924,357.</u>	<u>\$ 127,717.</u>	<u>\$ 37,999.</u>	<u>\$ 1,090,073.</u>

See accompanying notes and independent accountant's review report.

SAY Sí
 Statements of Cash Flows
 For the Years Ended December 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Cash Flows from Operating Activities:		
Change in net assets	\$ (131,552)	\$ (31,130)
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation	75,000.	77,000.
(Increase)/Decrease in accounts receivable	(129)	(752)
(Increase)/Decrease in grants receivable	(33,923)	36,700.
Increase (/Decrease) in accounts payable	<u>36,637.</u>	<u>(22,708)</u>
NET CASH PROVIDED/(USED) BY OPERATING ACTIVITIES	(53,967)	59,110.
Cash Flows from Investing Activities:		
Purchase of property and equipment	<u>(2,400)</u>	-
NET CASH USED BY INVESTMING ACTIVITIES	<u>(2,400)</u>	-
Cash Flows from Financing Activities:		
Advances/(payments) on line of credit	69,200.	40,215.
Payments on long-term debt	<u>(23,422)</u>	<u>(21,585)</u>
NET CASH PROVIDED BY FINANCING ACTIVITIES	<u>45,778.</u>	<u>18,630.</u>
NET INCREASE/(DECREASE) IN CASH	(10,589)	77,740.
Cash and cash equivalents at the beginning of year	<u>112,891.</u>	<u>35,151.</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 102,302.</u>	<u>\$ 112,891.</u>
Interest paid in cash	<u>\$ 56,764.</u>	<u>\$ 52,818.</u>

See accompanying notes and independent accountant's review report.

SAY Sí
NOTES TO THE FINANCIAL STATEMENTS
December 31, 2018 and 2017

NOTE A – ORGANIZATION

SAY Sí, San Antonio Youth YES!, is a year-round, long-term visual and media arts program for students from San Antonio’s urban high schools and middle schools, which provides opportunities for students to develop artistic and social skills in preparation for higher education advancement and professional careers. SAY Sí’s activities are centered on its five main programs:

- SAY Sí VA (Visual Arts): a visual arts program for students in grades 9 – 12.
- Project WAM (Working Artists and Mentors): a year-round visual and media program that takes place every Saturday for talented middle school students.
- SAY Sí MAS (Media Arts Studio): a creative multimedia studio where students utilize technology to continue to further develop their artistic voices and to develop technology-based skills.
- SAY Sí ALAS (Activating Leadership, Art and Service): a theatre program that empowers youth to create work that addresses community concerns, challenges prejudices and injustice, and celebrates diversity.
- SAY Sí ABC (Artists Building Communities): Alumni facilitate weekly art workshops for children and youth served by inner-city public schools and health and human service organizations.
- SAY Sí HIVE (Home for Innovation and Video Ecology): a new game design studio program that allows us to turn STEM into STEAM, creating the bridge between Science, Technology, Engineering, Math, and the Arts.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accompanying financial statements are presented on the accrual basis of accounting. SAY Sí reports information regarding its financial position and activities according to two classes of net assets: with Donor Restrictions and Without Donor Restrictions.

Cash and Cash Equivalents

For purposes of the statements of cash flows, SAY Sí considers cash and cash equivalents to be unrestricted cash balances and all highly liquid unrestricted investments purchased with an initial maturity of three months or less. Carrying value approximates fair value.

Property and Equipment

Property and equipment are recorded at cost, or at fair market value at the date of the gift if acquired by donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets, which range from 3 to 39 years. Purchases of capital items in excess of \$500 are recorded as capital assets.

Donated Goods and Services

Donated goods and services that can be measured and meet certain other requirements are recorded in the financial statements as contributions and expenses of a like amount. The value of

SAY Sí
NOTES TO THE FINANCIAL STATEMENTS
December 31, 2018 and 2017

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

the time of unpaid (unskilled) volunteers who have donated significant time to the organization is not reflected in these financial statements.

Federal Income Taxes

SAY Sí is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Organization has no uncertain tax positions which require disclosure and its Form 990 is subject to examination by the IRS generally for three years after they are filed.

Use of Estimates

The preparation of financial statements in accordance with United States generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results may differ from those estimates.

Date of Management Review

Subsequent events have been evaluated through February 26, 2019, the date the financial statements were available to be issued.

Reclassification and Restatement

Certain amounts in the prior year have been reclassified and restated for comparative purposes.

NOTE C – GRANTS RECEIVABLE

Grants receivable at December 31st are all expected to be received within the current year. Discounting to present value, the amounts due in future years is considered immaterial to these financial statements.

NOTE D – PROPERTY AND EQUIPMENT

Property and equipment at December 31st consist of the following:

	<u>2018</u>	<u>2017</u>
Building	\$ 750,000.	\$ 750,000.
Building Improvements	1,896,861.	1,896,861.
Computers	90,312.	90,312.
Equipment	122,482.	120,082.
Furniture and fixtures	7,100.	7,100.
Vehicles	<u>24,660.</u>	<u>24,660.</u>
Total	2,891,415.	2,889,015.
Less: Accumulated depreciation	<u>(935,662)</u>	<u>(860,662)</u>
Property and Equipment, Net	<u>\$ 1,955,753.</u>	<u>\$ 2,028,353.</u>

SAY Sí
 NOTES TO THE FINANCIAL STATEMENTS
 December 31, 2018 and 2017

NOTE E – LONG-TERM DEBT AND LINE OF CREDIT

SAY Sí's long-term debt as of December 31 consists of the following:

	<u>2018</u>	<u>2017</u>
Mortgage payable to bank in the original amount of \$739,000. Principal and interest are due in monthly payments of \$4,437 at 6.2% interest through November 2024. The balance of \$275,000 is due at that time. Secured by real estate.	\$ 469,321.	\$ 493,743.
Less: Current portion of long-term debt	<u>27,000.</u>	<u>25,000.</u>
Net Long-Term Debt	<u>\$ 442,321.</u>	<u>\$ 467,743.</u>

Estimated future principal payments on the long-term debt:

2019	27,000.
2020	31,000.
2021	33,000.
2022	35,000.
2023	38,000.
2024	<u>305,321.</u>
	<u>\$ 469,321.</u>

The Organization has a \$146,000 operating line of credit, which bears interest at 5.3 percent. The balance outstanding at December 31, 2018 and 2017 was \$145,670 and \$76,470 respectively.

NOTE G – CITY OF SAN ANTONIO GRANTS

The Organization receives thirty percent of its annual funding from the City of San Antonio. There is no guarantee that this level of funding will be continued in the future. This funding is dependent on City resources being available and being allocated to "cultural and arts programs". The level of funding may also be affected by the number of other local organizations applying for such funding.

NOTE H – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following periods:

	<u>2018</u>	<u>2017</u>
City of San Antonio Grant for the next year's programs	\$ 217,723.	\$ 133,800.
Individual grant for next year's program	<u>-</u>	<u>50,000.</u>
	<u>\$ 217,723.</u>	<u>\$ 183,800.</u>

SAY Sí
NOTES TO THE FINANCIAL STATEMENTS
December 31, 2018 and 2017

NOTE I – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

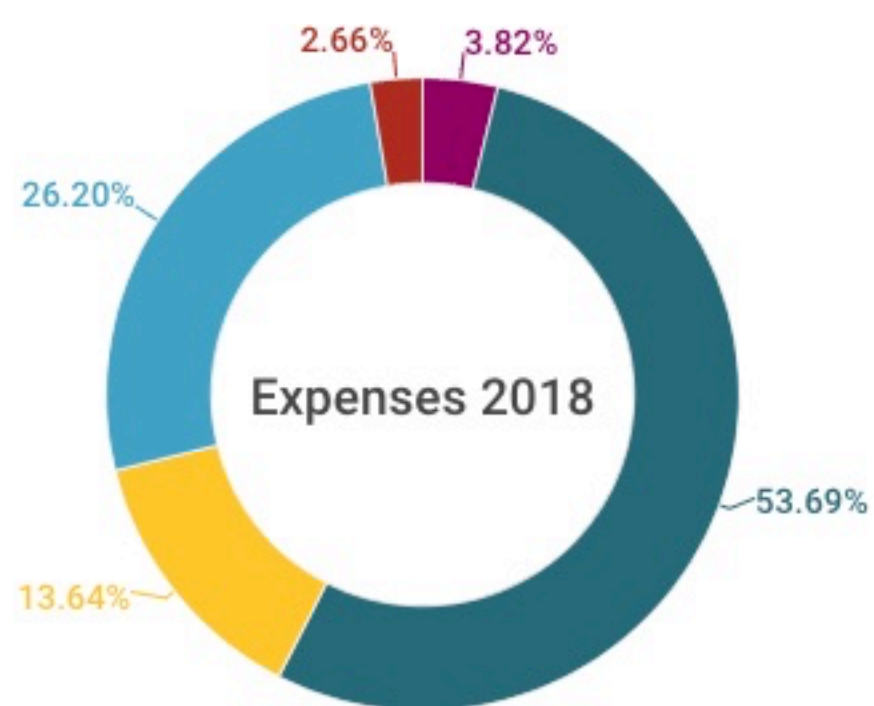
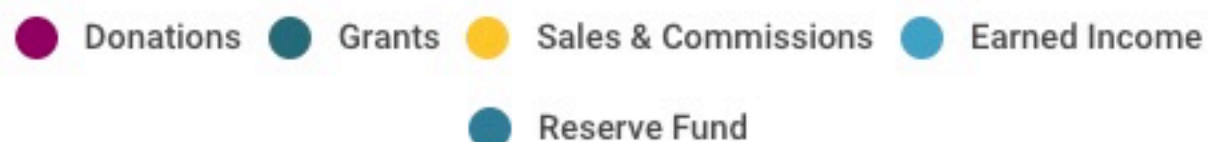
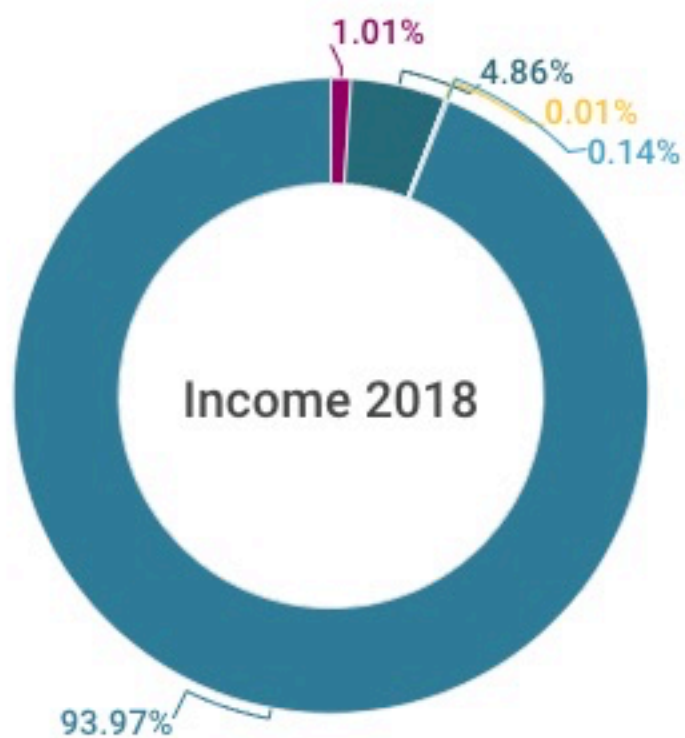
The following reflects the Organization’s financial assets as of the balance sheet date. Donor restricted amounts that are available for use within one year for general purpose include the City of San Antonio Grant.

Financial assets	<u>2018</u> \$ 320,906.
Less:	
Accounts Payable	<u>93,570.</u>
Financial Assets Available to meet cash needs for general expenditures within one year	<u>\$ 227,336.</u>

The Organization relies on current contributions from individuals and foundations to meet its annual general expenditures. Total contributions received in January and February 2019 were \$40,000.

SAY Sí Financial Snapshot

Year to Date: February 2019



2019 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



▲ **\$2,622,466**
Income 2019

▼ **\$146,927**
Expenses 2019

SAY SI
Balance Sheet
As of March 12, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	42,764.23
5056 Frost Payroll	121.23
9655 Frost Capital	3,289,067.93
Petty Cash	200.61
Trust Account at Alamo Title Company	525,000.00
Total Bank Accounts	\$ 3,857,154.00
Accounts Receivable	
Receivables	217,723.00
Total Accounts Receivable	\$ 217,723.00
Other Current Assets	
Receivables	-260.75
Undeposited Funds	828.03
Total Other Current Assets	\$ 567.28
Total Current Assets	\$ 4,075,444.28
Fixed Assets	
Assets	581.33
Total Fixed Assets	\$ 581.33
TOTAL ASSETS	\$ 4,076,025.61
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	86,583.28
Total Credit Cards	\$ 86,583.28
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-352.75
Line of Credit/Business Loan 2019	110,000.00
Line of Credit/Term Loan 2014	0.00
Line of Credit/Term Loan 2017	0.00
Payroll Liabilities	3,468.19
Student Scholarships Payable	1,371.47
Texas State Comptroller Payable	1,084.10
Total Other Current Liabilities	\$ 115,571.01
Total Current Liabilities	\$ 202,154.29
Long-Term Liabilities	
Frost Construction Loan	0.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 0.00
Total Liabilities	\$ 202,154.29
Equity	
Opening Balance Equity	1,778,380.62
Retained Earnings	-320,272.47
Net Revenue	2,415,763.17
Total Equity	\$ 3,873,871.32
TOTAL LIABILITIES AND EQUITY	\$ 4,076,025.61

SAY SI
Budget vs. Actuals: 2019 Budget
February 2019

	Total				
	February Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget	YTD % of Annual Budget
Revenue					
1 Donations	16,171.58	26,779.96	15,833.34	190,000.00	14.09%
2 Grants	118,538.220	128,538.22	57,500.00	690,000.00	12.78%
3 Sales & Commissions	1,396.25	337.75	6,666.67	80,000.00	0.42%
4 Facility Rental	2,500.00	3,750.00	2,083.33	25,000.00	15.00%
5 Event Income			8,333.33	100,000.00	0.00%
6 Reserve Fund	2,483,859.84	2,483,859.84			
Total Revenue	\$ 2,622,465.89	\$ 2,643,265.77	\$ 90,416.67	\$ 1,085,000.00	243.62%
Gross Profit	\$ 2,622,465.89	\$ 2,643,265.77	\$ 90,416.67	\$ 1,085,000.00	243.62%
Expenditures					
1 Program Expenses	5,177.12	8,700.57	9,166.68	110,000.00	7.91%
2 Payroll & Benefits	76,114.76	122,140.48	56,666.67	680,000.00	17.96%
3 Administration and Overhead	20,043.37	31,020.64	7,499.99	90,000.00	34.47%
4 Facility & Maintenance	42,490.81	59,599.53	13,166.67	158,000.00	37.72%
5 Marketing & Event Expenses	3,101.24	6,041.38	3,916.67	47,000.00	12.85%
Total Expenditures	\$ 146,927.30	\$ 227,502.60	\$ 90,416.68	\$ 1,085,000.00	20.97%
Net Operating Revenue	\$ 2,475,538.59	\$ 2,415,763.17	-\$ 0.01	\$ 0.00	20.97%
Net Revenue	\$ 2,475,538.59	\$ 2,415,763.17	-\$ 0.01	\$ 0.00	

To: SAY Sí Board
From: Anahí González
Date: February 21, 2019

Subject: Board Meeting

Board Members Present: Mike Schroeder, Mary Ann Beach, Agosto Cuellar, Billy Lambert, Jason Moran, Jim Mendiola (phone), Tom Payton, Syboney Diaz Sanchez and Andrew Meyer.

Board Members Absent: Andres González, Ricardo Salazar and Claudia Guerra **Staff Present:** Jon Hinojosa and Anahí González

Meeting called to order at 11:32 AM.

Mary Ann welcomed board members.

January Minutes

After review, Andrew Meyer motioned to approve the January minutes; seconded by Tom Payton. Minutes approved unanimously

January Financials

After review, Mike Schroeder motioned to approve the January financials; seconded by Billy Lambert. Financials approved unanimously

Facility Update

Mike spoke on the process for interviewing and talking to design firms. Mike further discussed the RFP interviews held on Tuesday, February 19th with Lake Flato, Gensler and SOL Studio architecture firms and explained criteria used to narrow down candidates. After review, Billy Lambert motioned to hire Gensler as the architecture firm for the project provided that they send an updated contract to Project Manager, Steve Imburgia; seconded by Jason Moran. The board voted unanimously to hire Gensler.

Vote and Resolution for Sale of Building

Per SAY Sí bylaws, the board voted to authorize Jon Hinojosa, Executive Director, to execute and deliver any instrument in the name of and on behalf of the Corporation. After review, Billy Lambert motioned to authorize; seconded by Tom Payton. Authorization for Jon Hinojosa to act in the name of and on behalf of SAY Sí was approved unanimously.

Organizational Update

Jon reported on funds received from anticipated sponsors as well as proposals to be submitted. Jon also spoke on upcoming events such as the Corazón Membership Drive as well as the Invisible Threads Opening reception.

Meeting adjourned at 12:23PM.

SAY Sí West Side Campus - Campaign Budget			
Expenses:			
Category	Cash Budget	Detailed description	Status:
Building and Land Purchase: 1310 S Brazos, 78207 owned by the San Antonio Housing Authority.	\$ 1,800,000.00	Looking at a property for sale in the Westside TIRZ: 98,000 square feet foot single story, clay tile, composite roof frame warehouse on 5 acres	Current bid is 2.2 Underwriting support from LISC. Will look at reducing costs through buyer
Design Work: planning, design & documentation Gensler. Supervision of the Work, Imburgia Consulting, LLC.	\$ 565,000.00	Imburgia Consulting, LLC. Contract executed. Gensler Contract for execution 3/4/19.	Approved by SAY Sí
Contractor Fees: Structure Tone Southwest. The fee is 2.75% and General Conditions is \$10,586.00 per week.	\$ 800,000.00	Structure Tone Approval by SAY Sí expected 3/2/19. Contract will be presented 3/5/19.	Presented to SAY Sí
Construction Consultants:	\$ 940,000.00	RFP's for additional necessary consultants starting 3/4/19.	Underway: working with Steve to prioritize and reduce some costs
Interior Renovations and Exterior improvements: To include labor, permits, modifications, electrical, flooring, construction, HVAC, painting, ceilings, fencing, decking, landscaping, lighting, lot improvement	\$ 9,800,000.00	This is a very Conceptual Budget. A this time we have no scope defined just some ideas bouncing around for the 99,000 sf building renovation.	Pending funding requests
Furnishings and Equipment: computer server, computers, networking, phone system	\$ 250,000.00	Price will be mitigated based on current equipment and pro-bono furnishing opportunities	Pending funding requests
Cash Reserve/Endowment: A fund whose interest income will be used for facility and operational expenses	\$ 1,000,000.00	The seed money for an endowment fund	A portion of the 4 million dollar sale of our current facility will go towards an endowment
Ecosystem Growth: funds will support the sector and cross sector opportunities with community organizations for new program growth	\$ 1,000,000.00	Pilot Program support	A portion of the 4 million dollar sale of our current facility will go towards an endowment
Campaign Expenses			
Campaign Expenses: Expenses to include consultants, campaign materials, PR, special events, printing, travel, donor recognition, etc.	\$ 50,000.00	Will look for pro-bono marketing and PR support	Pending funding requests
TOTAL	\$ 16,205,000.00		
Category	Budget	Status	
Work in Progress			
Renovations			
Family Foundation - lead gift, campus naming	\$ 6,000,000.00		Pending
New Market Tax Credits	\$ 3,000,000.00		Pending
Historic Tax Credits	\$ 1,000,000.00		Pending
City of SA - TIF and Capital	\$ 1,000,000.00		Pending
Kronkosky Foundation	\$ 250,000.00		Pending
Board and Leadership Council	\$ 500,000.00		Pending
Ewing Halsell Foundation	\$ 200,000.00		Pending
Tobin Endowment	\$ 250,000.00		Pending
Individual Gifts	\$ 250,000.00		Pending
Newman Family Foundation	\$ 100,000.00		Pending
Jack Kent Cooke Foundation	\$ 75,000.00		Pending
HEB Family Foundation	\$ 1,000,000.00		Pending
80/20	\$ 75,000.00		Pending
San Antonio Area Foundation	\$ 200,000.00		Pending
UHS Foundation	\$ 50,000.00		Pending
SAHA	\$ 75,000.00		Pending
Kresge Foundation	\$ 100,000.00		Pending
Anne E. Casey Foundation	\$ 75,000.00		Pending
Other Foundation support: local, regional and national	\$ 1,000,000.00		Pending
Furnishings and Equipment:			
USAA Federal Savings Bank	\$ 150,000.00		Pending
Pryor Trust	\$ 100,000.00		Pending
Meadows Foundation	\$ 150,000.00		Pending
Individual gifts	\$ 100,000.00		Pending
Najim Family Foundation	\$ 250,000.00		Pending
Mabee Foundation	\$ 100,000.00		Pending
Knight Foundation			
Cash Reserve/Endowment:			
SAY Sí Building Sale	\$ 1,000,000.00		Committed
Ecosystem Growth:			
SAY Sí Building Sale	\$ 1,000,000.00		Committed
Campaign Expenses			
San Antonio Area Foundation	\$ 25,000.00		Pending
Board and Staff Contributions	\$ 25,000.00		Committed
Total	\$ 18,100,000.00		
Other Potential Funders			
Dow Jones Foundation			
Casey Family Programs			
Chan Zuckerberg			
Pew Charitable Trust			
Paypal			
Fund for Youth Investment			
Surdna Foundation			
National Science Foundation			
Doris Duke Foundation			
We have developed an internal Board committee to support the efforts and our Leadership Council led by Bill and Liz Chiego will also participate fully in the effort. Will be focused on a Public/Private partnership with the city and county and look at TIF, CDBG and Bond funds to support the initiative. Frost Bank will provide financial support and potential bridge loans if needed. Organizationally we have a strong group of architects that will provide leadership in design, construction and vendor relationships. Through the current capacity support of the HEB Family Foundation, we do not anticipate any impact to our operating budget and see increases in operations supported by this initiative, in addition to expanding our support from other funders and growing support from individuals, corporations and earned income.			

SAY SÍ DEVELOPMENT REPORT

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

- Mission Trail Charities: \$2,500 **received**
- City of SA Department of Human Services - \$4,166.68 **received**
- Adobe Corporation – \$4,490 **received**
- City of SA Department of Arts & Culture FY 2019 (Payment 3/5) - \$47,921 **committed**
- Texas Commission on the Arts - \$1,000 **committed**
- Bexar County Arts Fund - \$3,500 **committed**

TOTAL FUNDS COMMITTED - \$63,577.68

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

- 80/20 Foundation - \$20,000
- Bank of America - \$15,000
- Kleberg Foundation - \$25,000
- Community Connectors - \$25,000
- Texas Commission on the Arts - \$15,000
- Junior League of San Antonio - \$2,500

TOTAL FUNDS SUBMITTED - \$102,500

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

- Broadway Bank- Faye L. and William L. Cowden Charitable Foundation - \$10,000
- Broadway Bank- Nancy Smith Hurd Foundation - \$10,000
- Rack Gives Back- \$15,000
- Texas Cavaliers Charitable Foundation - \$10,000
- Greehey Family Foundation- \$15,000

TOTAL FUNDS TO SUBMIT- \$60,000

Corazón Member Campaign Update: We exceeded our membership drive goal, by bringing in 28 new Corazón Members! With a total of 56 Corazón Members they are currently contributing an annual total of **\$18,204.72**

The Big Give: The Big Give is approaching on **Thursday, March 28** and we are working to raise \$10,000 on the big day. Our goal is to get as many community members to give during the 6-8 pm timeframe so that we can win the Big Give's "Happy Hour Prize" of \$1,000. Thanks to Steve and Belinda Yndo, all donations beginning at 6 pm will be matched until \$5,000 is raised. To gear up, we are also hosting a SAY Sí Big Give telethon Tuesday, March 26, and Wednesday, March 27, where volunteers will be calling past Big Give supporters to thank them and remind them to choose SAY Sí as one of their Big Give organizations this year.

Annual Financial Review Update: Our CPA Roger Harrison will present our 2018 Financial Review and 990 at the March Meeting.

Capital Campaign Information: More detailed information on our Capital Campaign will be presented at the next meeting.