



**Board Meeting**

Thursday, April 18, 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 Welcome: Mary Ann	
11:35 AM Approval of March Minutes	
11:37 AM YTD Financials and Development Report: Jon	
11:50 AM Committee Reports	
11:51 AM: Governance Committee: Andres	
12:00 PM Public Relations/Marketing – Jimmy & Tom	
12:15 PM Building Committee: Mike	
12:25 PM Announcements	
12:30 PM Adjournment	

**Upcoming Events:**

Stories Seldom Told – Friday, April 19, 6-9 PM

May Board Meeting – Thursday, May 23 at 11:30 AM

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

**Subject: Board Meeting**

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

**Meeting called to order at 11:35 AM.**

**Financial Review**

Roger Harrison presented on financial review and financial statements. After review, Andres González motioned to approve the financial review; seconded by Tom Payton. Financial review approved unanimously.

**February Financials**

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

**February Minutes**

After review, Agosto Cuellar motioned to approve the February minutes; seconded by Andres González. Minutes approved unanimously

**Facility Update**

Jon spoke on status of purchase agreement with SAHA advising that there is a delay due to an environmental issue that needs to be addressed by the State of Texas. Mike spoke on the final sale of 1518 S. Alamo. Mike also updated board on the selection of Gensler as architects and Structuretone as the contractor for the new building design as well as the next steps and timeline to select engineering consultants. Jon presented on the draft campaign budget.

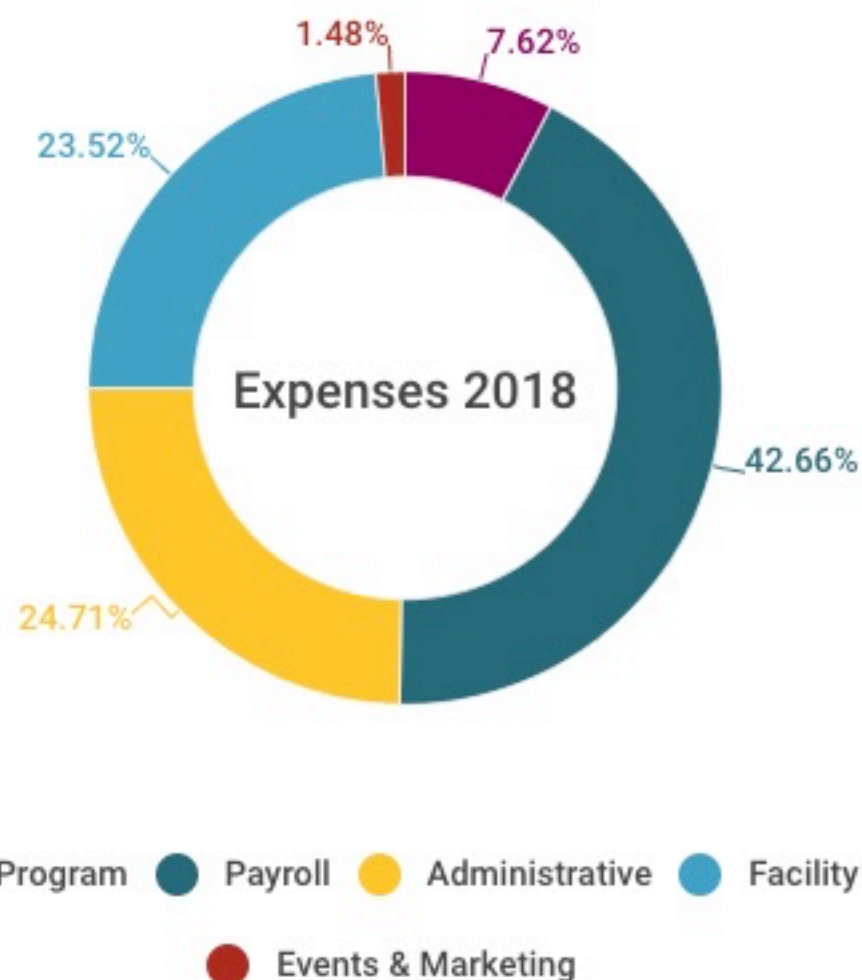
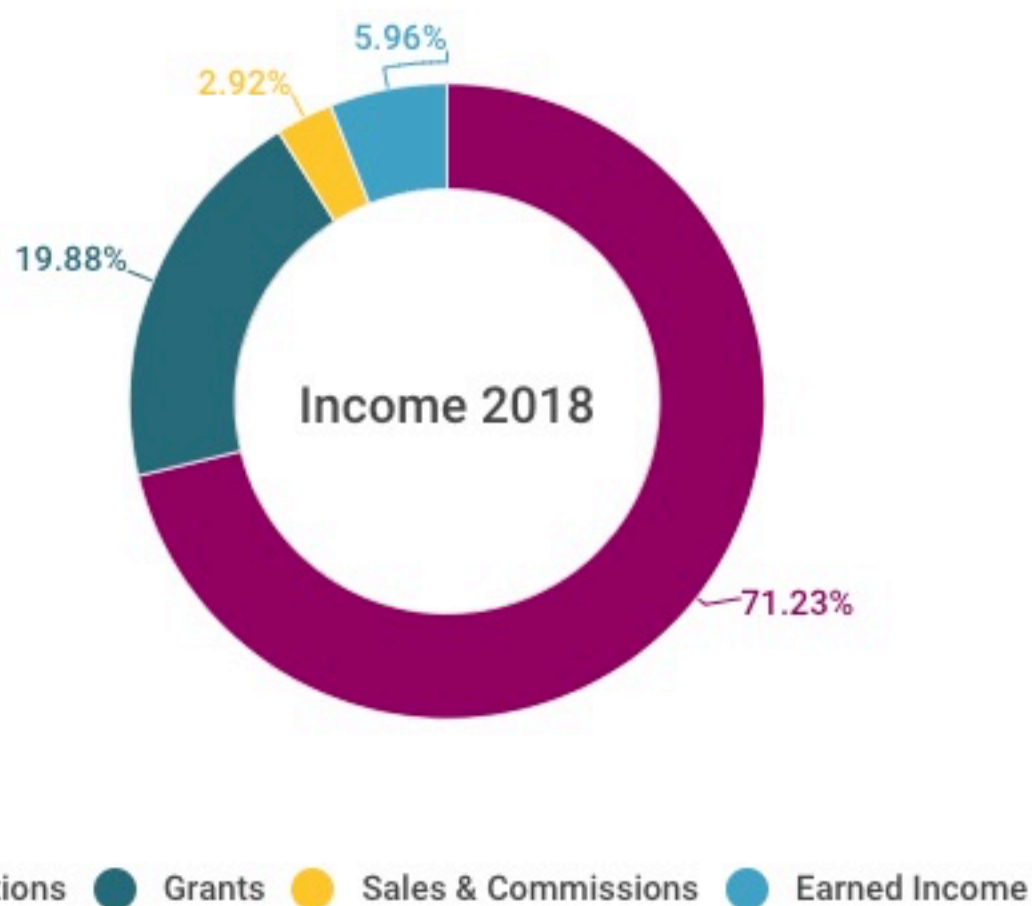
**Development Update**

Jon presented on upcoming fundraising efforts for the capital campaign.

**Meeting adjourned at 12:52PM.**

# SAY Sí Financial Snapshot

## Year to Date: March 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



▲ **\$20,957**  
 Income 2019

▼ **\$130,999**  
 Expenses 2019

**SAY SI**  
**Balance Sheet**  
As of March 31, 2019

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
4122 Frost Operating	84,250.74
5056 Frost Payroll	44.95
9655 Frost Capital	3,137,721.79
Petty Cash	119.31
Trust Account at Alamo Title Company	525,000.00
<b>Total Bank Accounts</b>	<b>\$ 3,747,136.79</b>
<b>Accounts Receivable</b>	
Receivables	217,723.00
<b>Total Accounts Receivable</b>	<b>\$ 217,723.00</b>
<b>Other Current Assets</b>	
Receivables	-413.36
Undeposited Funds	828.03
<b>Total Other Current Assets</b>	<b>\$ 414.67</b>
<b>Total Current Assets</b>	<b>\$ 3,965,274.46</b>
<b>Fixed Assets</b>	
Assets	581.33
<b>Total Fixed Assets</b>	<b>\$ 581.33</b>
<b>TOTAL ASSETS</b>	<b>\$ 3,965,855.79</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	39,931.17
<b>Total Credit Cards</b>	<b>\$ 39,931.17</b>
<b>Other Current Liabilities</b>	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-19.92
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	512.52
Student Scholarships Payable	1,371.47
Texas State Comptroller Payable	1,092.43
<b>Total Other Current Liabilities</b>	<b>\$ 112,956.50</b>
<b>Total Current Liabilities</b>	<b>\$ 152,887.67</b>
<b>Long-Term Liabilities</b>	
Frost Construction Loan	2,221.36
Vehicle Loan	0.00
<b>Total Long-Term Liabilities</b>	<b>\$ 2,221.36</b>
<b>Total Liabilities</b>	<b>\$ 155,109.03</b>
<b>Equity</b>	
Opening Balance Equity	1,778,380.62
Retained Earnings	-317,950.50
Net Revenue	2,350,316.64
<b>Total Equity</b>	<b>\$ 3,810,746.76</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 3,965,855.79</b>

Retained Earnings: Per QB, the retained earnings account shows the total of your company's income and expenses from all previous years. When a new fiscal year starts, QB automatically adds the net income from the previous fiscal years.

**SAY SI**  
**Budget vs. Actuals: 2019 Budget**  
**March 2019**

	Total					
	March Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget		YTD % of Annual Budget
<b>Revenue</b>						
1 Donations	14,928.68	36,788.69	15,833.34	190,000.00		19%
2 Grants	4,166.680	128,538.22	57,500.00	690,000.00		19%
3 Sales & Commissions	612.00	419.75	6,666.67	80,000.00		1%
4 Facility Rental	1,250.00	3,750.00	2,083.33	25,000.00		15%
5 Event Income	\$ -	\$ -	8,333.33	100,000.00		0%
<b>Sub Total Revenue</b>	<b>20,957.36</b>	<b>\$ 169,496.66</b>	<b>90,416.67</b>	<b>1,085,000.00</b>		<b>54%</b>
6 Reserve Fund	2,483,859.84	2,483,859.84	\$ -	\$ -		
<b>Total Revenue</b>	<b>\$ 2,525,774.56</b>	<b>\$ 2,653,356.50</b>	<b>\$ 90,416.67</b>	<b>\$ 1,085,000.00</b>		<b>244.55%</b>
<b>Gross Profit</b>	<b>\$ 2,525,774.56</b>	<b>\$ 2,653,356.50</b>	<b>\$ 90,416.67</b>	<b>\$ 1,085,000.00</b>		<b>244.55%</b>
<b>Expenditures</b>						
1 Program Expenses	9,982.18	17,707.17	9,166.68	110,000.00		16.09%
2 Payroll & Benefits	55,881.25	177,399.48	56,666.67	680,000.00		26.09%
3 Administration and Overhead	32,375.64	42,018.32	7,499.99	90,000.00		46.69%
4 Facility & Maintenance	30,816.99	78,374.80	13,166.67	158,000.00		49.60%
5 Marketing & Event Expenses	1,943.10	8,173.88	3,916.67	47,000.00		17.39%
<b>Total Expenditures</b>	<b>\$ 130,999.16</b>	<b>\$ 323,673.65</b>	<b>\$ 90,416.68</b>	<b>\$ 1,085,000.00</b>		<b>29.83%</b>
<b>Net Operating Revenue</b>	<b>\$ 2,394,775.40</b>	<b>\$ 2,329,682.85</b>	<b>-\$ 0.01</b>	<b>\$ 0.00</b>		<b>29.83%</b>
<b>Net Revenue</b>	<b>\$ 2,394,775.40</b>	<b>\$ 2,329,682.85</b>	<b>-\$ 0.01</b>	<b>\$ 0.00</b>		

3: increase based on D&O and vehicle insurance payments, Fees for building project manager 9sson moved to new campaign account, and annual fees for QB and AMX

4. increase based on equipment purchases from Adobe grant, and Gen. building repairs including break in costs: locksmith, glass repair and new camera installations

## SAY SÍ DEVELOPMENT & DIRECTORS REPORT

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

- City of SA Department of Human Services - \$4,166.68 **received**
- City of SA Department of Arts & Culture FY 2019 (Payment 3/5) - \$47,921 **committed**
- National Endowment for the Arts- \$15,000 **committed**

**TOTAL FUNDS COMMITTED - \$67,087.68**

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

- 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 SUBMITTED - \$60,000**

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

- Baptist Health Foundation - \$7,500
- Valero Energy Foundation - \$15,000
- City of SA Department of Human Services - \$100,000

**TOTAL FUNDS TO SUBMIT- \$122,500**

**The Big Give:** A HUGE thank you to all who supported our Big Give S.A. efforts. On March 28, 2019, we exceeded our \$10,000 goal by 45%, met our \$5,000 match AND won an extra \$1,000 for receiving the largest number of individual donations between 6-8pm. In all 114 individual donors cultivated \$14,518 in funds for SAY Sí. **Please attached document**

### **1310 S Brazos:**

SAHA purchase: 1<sup>st</sup> redline completed focused on buyer credits and including an environmental provision, SAHA provided their changes and our attorney is reviewing.

Update on visioning session: square footage and usage document provided by Gensler, A follow up meeting is schedule on Monday, April 29 from 3:30 to 5:30 PM.

RFP's for consultants have been distributed, pre bid reviews will take place on April 28<sup>th</sup> with final decisions made on April 24<sup>th</sup>.

Capital Campaign update: Romo's to support and bring connections. Scheduling a meeting with Rita and John Feik for the facility naming discussion.

Working with LISC to submit a proposal to their national place making initiative to hire a consultant to work on a Cultural District application for the Westside. (the Texas House and the Texas Senate Finance Committee have both included the restoration of \$5 million for the Texas Commission on the Arts' Cultural District grant program).

Culture Committee : meeting with board member Claudia Guerra and Tomas Ybarra Frausto to chair our committee (sounding board for our work, programming, events and commitment to our new location). They have made recommendations and a general conversation will be held in the summer.

Crescent, our new market money folks, have assigned a staffer to work on the Historic Tax Credit piece of our plan.

**Organizational:**

Update on hiring a development director, new positions and process has been created.

(HEB family foundation funds), we can't afford "the expertise" and finding someone to step-up to the role has also been challenging, rethinking our strategy to move forward.

Update on staffing: Amalia and Stevan have been offered FT positions, the funds will come out of our current operating budget.

### 2019 Big Give S.A. Breakdown

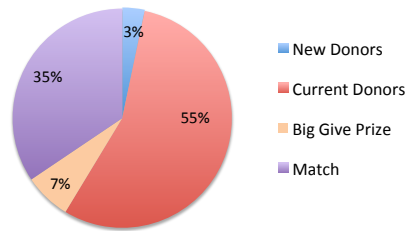
Constituency	Total	# of Individuals	Total Donations
Board Members	\$190.00	3	\$14,518.00
Donors	\$5,923.00	70	\$14,518.00
Leadership Council	\$600.00	5	\$14,518.00
Alumni	\$230.00	5	\$14,518.00
Parents	\$1,575.00	29	\$14,518.00
Big Give Prize	\$1,000.00	0	\$14,518.00
Match	\$5,000.00	0	\$14,518.00

New Donors	\$478.00	14	Total Donations	\$14,518.00
Current Donors	\$8,040.00	98	Total Donations	\$14,518.00
Big Give Prize	\$1,000.00	0	Total Donations	\$14,518.00
Match	\$5,000.00	0	Total Donations	\$14,518.00

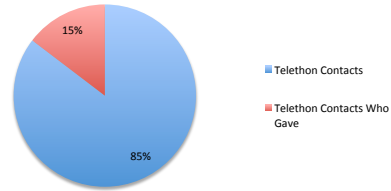
Telethon Contacts	414
Telethon Contacts Who Gave	71

Total # of Donors	112
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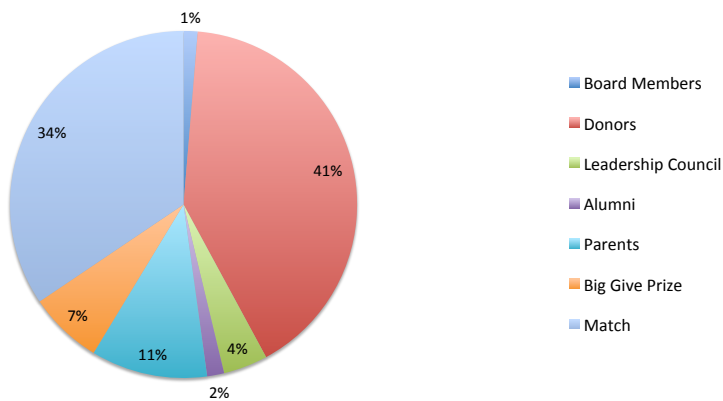
### 2019 Big Give S.A. Donations



### 2019 Big Give Telethon



### 2019 Big Give S.A. Donations



### 2019 Big Give S.A. Donations

