



**Board Meeting**

Thursday, May 23, 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: Jason	
11:35 AM Approval of March Minutes	
11:37 AM YTD Financials and Development Report: Jon	
11:50 AM Committee Reports	
11:51 AM: Building Committee: Mike & Jason	
12:05 PM Organizational Transition Process: Jon/Nicole/Stephen	
12:25 PM Announcements	
12:30 PM Adjournment	

**Upcoming Events:**

June Board Meeting – Thursday, June 20 at 11:30 AM  
Senior Thesis Presentations – Friday, June 21, 6-10 PM  
Senior Thesis Exhibit: FRUITION, Friday, July 5, 6-9 PM  
No Board Meeting in July

## SAY SÍ DEVELOPMENT REPORT

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

- City of SA Department of Human Services - \$3,828.60 **received**
- City of SA Department of Arts & Culture FY 2019 (Payment 3/5) - \$47,921 **received**
- Texas Commission on the Arts- \$1,000 **received**

**TOTAL FUNDS COMMITTED - \$52,749.60**

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

- TCA Cultural District Project Grant- \$15,000
- Valero Energy Foundation - \$15,000
- King William Association - \$15,000

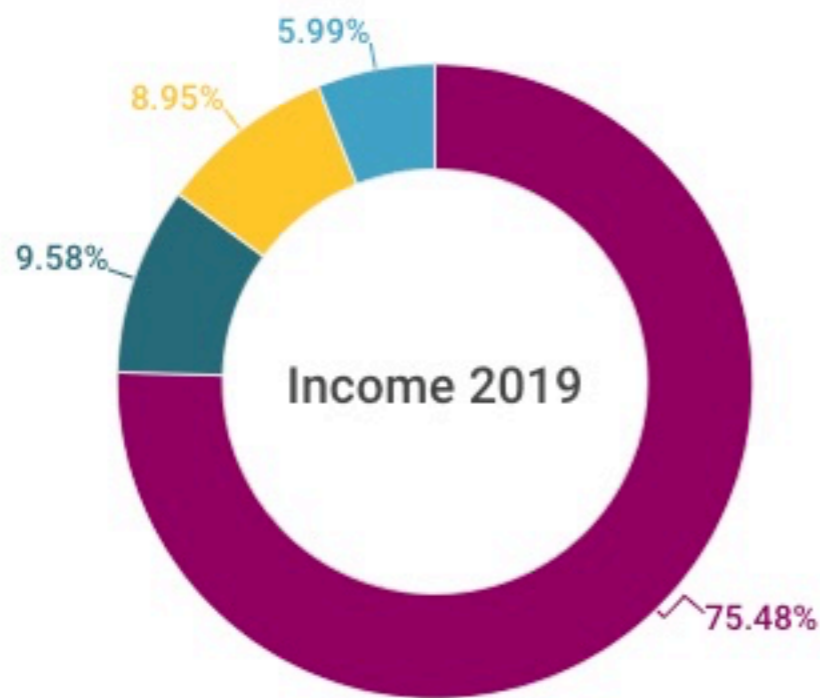
**TOTAL FUNDS TO SUBMIT- \$45,000**

**Click & Pledge:** We are currently working this month to move from our current donation platform, *Classy*, to a new platform called *Click & Pledge*. Moving to this new system will allow us to integrate with our development database, Salesforce. Additionally, this switch will be saving us funds as Classy is a much higher cost than Click & Pledge and there is no additional cost associated with integrating to our development database. The goal is to be utilizing the new platform and accepting donations online by the beginning of June.

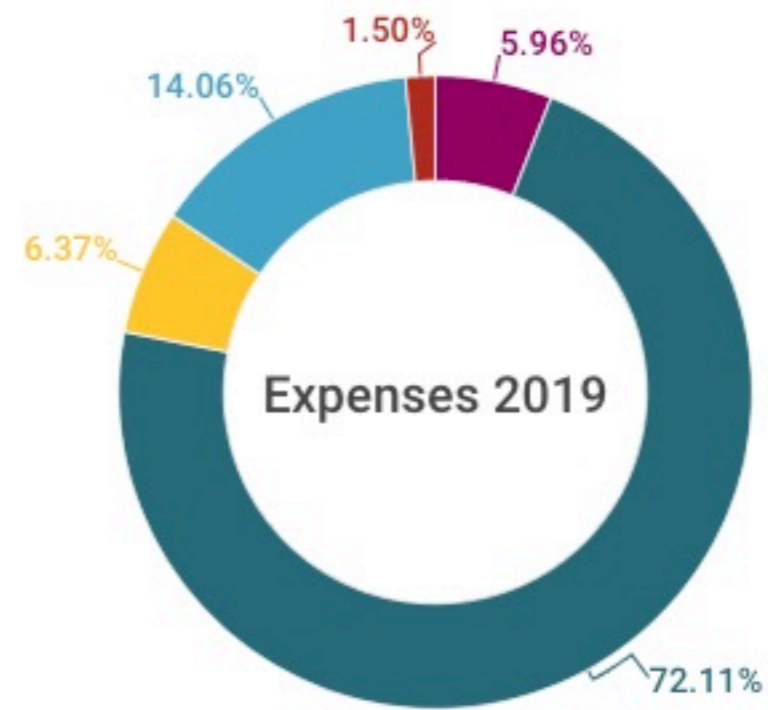
**Gensler:** Gensler, the design company that SAY Sí has been working with for the new building recently made a generous \$3,000 donation to support SAY Sí.

# SAY Sí Financial Snapshot

## Year to Date: April 2019



● Donations
 ● Grants
 ● Sales & Commissions
 ● Earned Income



● Program
 ● Payroll
 ● Administrative
 ● Facility
 ● Events & Marketing

### 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



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

▲ **\$20,876**  
 Income 2019

▼ **\$73,100**  
 Expenses 2019

**SAY SI**  
**Balance Sheet**  
As of April 30, 2019

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
4122 Frost Operating	12,326.01
5056 Frost Payroll	24,945.91
9655 Frost Capital	3,114,702.36
Petty Cash	154.98
Trust Account at Alamo Title Company	500,000.00
<b>Total Bank Accounts</b>	<b>\$ 3,652,129.26</b>
<b>Accounts Receivable</b>	
Receivables	217,723.00
<b>Total Accounts Receivable</b>	<b>\$ 217,723.00</b>
<b>Other Current Assets</b>	
Employee Receivables	-26.82
Undeposited Funds	734.26
<b>Total Other Current Assets</b>	<b>\$ 707.44</b>
<b>Total Current Assets</b>	<b>\$ 3,870,559.70</b>
<b>Fixed Assets</b>	
Assets	581.33
<b>Total Fixed Assets</b>	<b>\$ 581.33</b>
<b>TOTAL ASSETS</b>	<b>\$ 3,871,141.03</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	48,756.06
<b>Total Credit Cards</b>	<b>\$ 48,756.06</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	1,006.97
Student Scholarships Payable	1,371.47
Texas State Comptroller Payable	1,140.71
<b>Total Other Current Liabilities</b>	<b>\$ 113,499.23</b>
<b>Total Current Liabilities</b>	<b>\$ 162,255.29</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>\$ 164,476.65</b>
<b>Equity</b>	
Opening Balance Equity	1,778,380.62
Retained Earnings	-317,875.50
Net Revenue	2,246,159.26
<b>Total Equity</b>	<b>\$ 3,706,664.38</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 3,871,141.03</b>

Final Line of Credit paid off on 05/15/2019

QB automatically adds the net income from the previous fiscal years. Journal entry will need to be made by our CPA

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

	Total				
	April Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget	YTD % of Annual Budget
<b>Ordinary Revenue/Expenditures</b>					
<b>Revenue</b>					
1 Donations	15,756.74	44,110.31	15,833.34	190,000.00	23%
2 Grants	2,000.000	135,366.62	57,500.00	690,000.00	20%
3 Sales & Commissions	1,869.40	2,637.15	6,666.67	80,000.00	3%
4 Facility Rental	1,250.00	6,250.00	2,083.33	25,000.00	25%
5 Event Income	\$ -	\$ -	8,333.33	100,000.00	0%
<b>Total Ordinary Revenue</b>	<b>20,876.14</b>	<b>\$ 188,364.08</b>	<b>90,416.67</b>	<b>1,085,000.00</b>	<b>17%</b>
<b>Expenditures</b>					
1 Program Expenses	4,356.40	23,770.74	9,166.68	110,000.00	22%
2 Payroll & Benefits	52,712.25	229,906.33	56,666.67	680,000.00	34%
3 Administration and Overhead	4,653.02	50,484.22	7,499.99	90,000.00	56%
4 Facility & Maintenance	10,280.68	74,779.86	13,166.67	158,000.00	47%
5 Marketing & Event Expenses	1,097.66	9,560.74	3,916.67	47,000.00	20%
<b>Total Expenditures</b>	<b>\$ 73,100.01</b>	<b>\$ 388,501.89</b>	<b>\$ 90,416.68</b>	<b>\$ 1,085,000.00</b>	<b>36%</b>
<b>Net Ordinary Revenue</b>	<b>-\$ 52,223.87</b>	<b>-\$ 200,137.81</b>	<b>-\$ 90,416.68</b>	<b>\$ 0.00</b>	
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<b>Other Revenue/Expenditures</b>					
<b>Other Revenue</b>					
6 Reserve Fund (Building Capital Campaign)		2,483,859.84	\$ -	\$ -	
<b>Total Other Revenue</b>	<b>\$ 0.00</b>	<b>\$ 2,483,859.84</b>			
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<b>Other Expenditures</b>					
3 Capital Expenditures	\$ 23,019.43	\$ 33,019.43			
4 Rental Building (Escrow Account)	\$ 25,000.00	\$ 50,000.00			
<b>Total Other Expenditures</b>	<b>\$ 48,019.43</b>	<b>\$ 83,019.43</b>			
<b>Net Other Revenue</b>	<b>-\$ 48,019.43</b>	<b>\$ 2,400,840.41</b>			
<b>Gross Profit</b>	<b>-\$ 100,243.30</b>	<b>\$ 2,200,702.60</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	

To: SAY Sí Board  
From: Anahí González  
Date: April 18, 2019

**Subject: Board Meeting**

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

**Meeting called to order at 11:35 AM.**  
**Reports and Attachments in 2019 Board Binder**

**March Minutes**

After review, Mike Schroeder motioned to approve the March minutes; seconded by Billy Lambert. Minutes approved unanimously

**March Financials**

After review, Billy Lambert motioned to approve the March financials; seconded by Claudia Guerra. Financials approved unanimously.

**Governance Update**

Andres spoke about looking for potential new board members. He emphasized the need for having a diverse board that includes more women and minorities as well as individuals with a background in areas such as: banking/finance, marketing, law etc.

**Development Update**

Mike provided an update on the purchase agreement with SAHA. Jon discussed environmental issues and buyer credits. Mike spoke on the design process of the new building as well at the upcoming engineering pre-submittal meeting for both MEP and civic engineers.

**Capital Campaign Update**

Mary Ann spoke on status of capital campaign as we have people lined up and ready to start fundraising pending the final sale of the building.

**Communications Update**

Jimmy presented on plans to reach out several media outlets in the areas of education, youth, travel, film/media with a goal to for SAY Sí to gain recognition and expand our audience both locally and nationally. Tom spoke on the upcoming 25th anniversary book.

**Meeting adjourned at 12:37 PM.**

**Staff Growth Plan**

**Payroll Approved Budget 2019**

Payroll Expense - \$585,000.00			<b>\$51,071 utilized from the sale of the building</b>				
<b>Breakdown</b>	<b>2019 Changes</b>	<b>Notes</b>	<b>Current Salary</b>	<b>2019 Increase</b>	<b>2019 Total</b>		
<b>Administrative - Total Costs</b>							
Director	Same	Through Approved Budget					
Program Director - FT	Co Director	Funds from sale of property					
Communications Director - FT	Co Director	Funds from sale of property					
Development Manager - FT	New/Added	HEBFF/Approved Budget					
Operations Director - FT	Increase	Through Approved Budget					
Data Manager - FT	New	HEBFF/Approved Budget					
Administrative Assistant - PT	Same	Through Approved Budget					
<b>Total Admin</b>			\$ 255,540.00	\$ 84,400.00	\$ 337,440.00		
<b>Program Director FT</b>							
Visual Arts	Same	Through Approved Budget					
Media Arts	Same	Through Approved Budget					
Theatre Arts	PT to FT	Through Approved Budget					
New Media Arts	PT to FT	Through Approved Budget					
<b>Total FT Programs</b>			\$ 127,841.00	\$ 19,392.00	\$ 155,231.00		
<b>Program Staff PT</b>							
New Media Teaching Artist	Same	Through Approved Budget					
Media Teaching Artist	Same	Through Approved Budget					
Visual Arts Teaching Artist	Same	Through Approved Budget					
Visual Arts Studio Manager	Folded/woodshop	Through Approved Budget					
Woodshop Assistant	N/A	Through Approved Budget					
Theatre Arts Teaching Artist	Same	Through Approved Budget					
Middle School Mentors - All programs	same	Through Approved Budget					
Alumni Instructors - Community	same	Through Approved Budget					
<b>Total PT Programs</b>			\$ 137,000.00	\$ 22,405.00	\$ 143,400.00		
<b>Total</b>			<b>\$ 520,381.00</b>	<b>\$ 126,197.00</b>	<b>\$ 636,071.00</b>		