



Board Meeting

Thursday, June 20, 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 Approval of May Minutes	
11:37 AM YTD Financials and Development Report: Anahi & Nicole	
11:50 AM Committee Reports	
11:51 AM: Building Committee: Mike	
12:15 PM New Business	
12:20 PM Announcements	
12:25 PM Adjourn	

Upcoming Events:

Senior Thesis Presentations – Friday, June 21, 6-10 PM
Senior Thesis Exhibit: FRUITION, Friday, July 5, 6-9 PM
Board and Leadership Council Summer Social – End of June TBD
No Board Meeting in July

To: SAY Si Board
From: Jon Hinojosa
Date: May 23, 2019

Subject: Board Meeting - Quorum Established

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

Meeting called to order at 11:33 AM: Jason Moran, Vice President, welcomed all present and asked Barry Middleman to introduce himself to the board. Barry is a semi-retired architect with interest in serving on the Board.

May Minutes

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

May Financials

Jon presented a review of the YTD financials that included a Balance Sheet and Budget vs Actual. He stated that moving forward with the start of the Capital Campaign, revenue and expense for it will be shown separately from operational revenue and expenses. Claudia Guerra motioned to approve the May financials; seconded by Siboney Diaz-Sanchez. Financials approved unanimously.

May Development Report

Jon provided the Board with a Development report that showcased received and committed funds to the organization, upcoming proposal deadlines and shared the new online donation platform SAY Si will be moving to. Cost saving for the organization on this new platform and its integration with Salesforce, our Development database were highlighted.

Facility Update - Provided by Mike and Jon

SAHA Purchase: Purchase agreement with SAHA is STILL proceeding. All items are mutually agreed upon. Ready to sign an agreement to purchase the building. TCEQ administrative hold-ups could extend final purchase until the end of summer. The signatures on the purchase agreement will allow us to begin all of the fundraising efforts.

Design Process: Gensler presented its first initial design sketches. The floor plans provided are very preliminary and are not to be shown to anyone. A follow-up meeting was held at Gensler's office to address SAY Si comments. This meeting included the design consultants chosen to date-MEP, Civil, and Structural engineers. Gensler is now working to revise the plans per the discussions reviewing their initial design.

As-builts have been prepared for the building and are now being used by Gensler.

Big Red Dog has been authorized to create a survey of the site to be used in planning the site and in determining flood plain issues.

Design Consultants: The four main design consultants required for the project have now been chosen. They are:

- MEP-Alderson and Associates, Dean Alderson

- Civil-Big Red Dog, Russell Yeager
- Landscape Architect-MP Studio, Mark Padilla
- Structural-Lundy and Franke, Shawn Franke

Capital Campaign:

The Capital campaign has begun in earnest, with meetings scheduled with Bill and Liz Chiego. They along with Jon will be working to develop a Campaign committee, with Drs. Harriett and Ricardo Romo and Margaret and Fred Schellenburg committed to participate. More names will be included as they meet with individuals.

Jon is working to complete various naming opportunities that will include costs and square footage. Scheduled meeting, lunches, and dinners will be arranged once the information is complete. Board members will soon be provided prospect lists to review for relationships.

Organizational Transition Presentation

Jon, Nicole, and Stephen provide details and information to the board regarding transitional leadership for the organization as we move to develop the SAY SI West Side Campus. The vision is to reimagine the traditional model of organizational leadership by implementing a successful transition of power from the current Artistic | Executive Director to two co-directors. This new model will align with SAY SI's history, mission and vision and ensure sustainability as the organization grows.

More work will be shared with the board during this transition but the first step is to transfer resources from the sale of the facility on S. Alamo street to our operating account to provide an increased salary to Nicole and Stephen during this leadership transition.

Board members present discussed the issue and understood that the vote while mainly focused on resources, but had a larger aspect - what we are asking for is a small request that in the long term will have a big impact on the organizations sustainability.

Billy Lambert requested that because all members were not present at the board meeting, we send an email for an electronic vote so that all members could participate. All members agreed that this should happen.

After announcements were made, the Meeting adjourned at 12:58 PM.

On Friday, May 24th the following motion was emailed to the SAY SI Board of Directors:

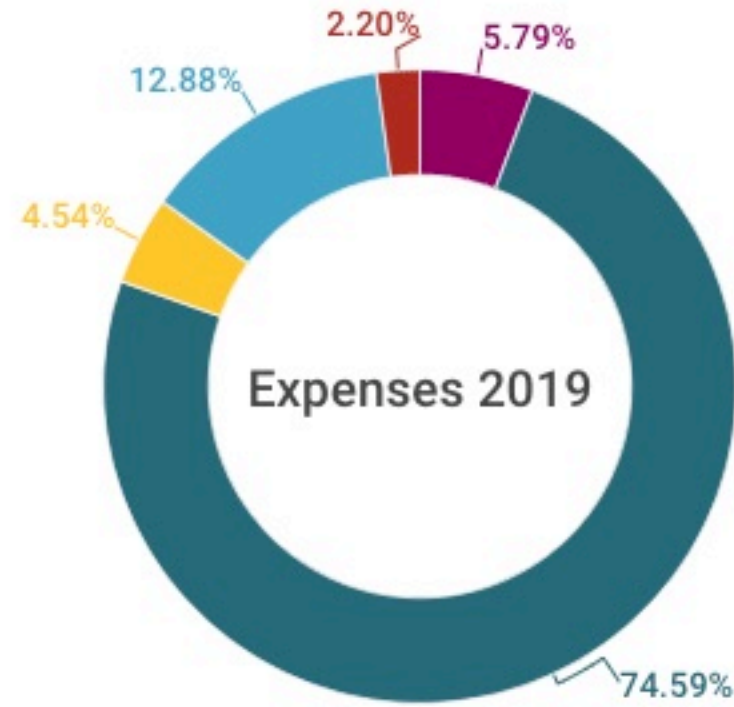
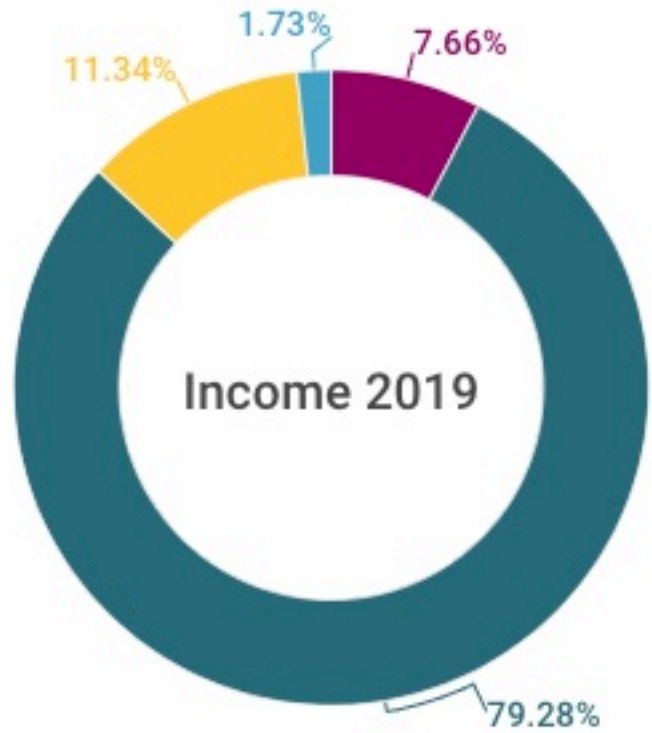
Mary Ann Beach, as board president, motioned and Mike Schroeder, Founder, seconded:

"I motion that the SAY SI Board of Directors approve that we move \$51,000 from the sale of our building into the SAY SI operating budget. This addition will allow us to compensate Nicole Amri and Stephen Guzman into a co-director role for the organization as we move into a transition to a new ecosystem."

With a timeline of 5 PM, Monday, May 27 given to vote on the motions, 11 of 12 of the SAY SI Board of Directors provided "aye" votes, so **the motion was approved.**

SAY Sí Financial Snapshot

Year to Date: May 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



● 8 Full Time Staff
 ● 7 Part Time Staff
 ● 20 Student Mentors
 ● 6 ABC Instructors

▲ **\$72,220**
 Income 2019

▼ **\$102,314**
 Expenses 2019

SAY SI
Balance Sheet
As of June 12, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	129,558.63
5056 Frost Payroll	20,234.87
9655 Frost Capital	2,793,268.27
Petty Cash	264.79
Trust Account at Alamo Title Company	475,000.00
Total Bank Accounts	\$ 3,418,326.56
Accounts Receivable	
Receivables	217,723.00
Total Accounts Receivable	\$ 217,723.00
Other Current Assets	
Receivables	394.15
Undeposited Funds	734.26
Total Other Current Assets	\$ 1,128.41
Total Current Assets	\$ 3,637,177.97
Fixed Assets	
Assets	581.33
Total Fixed Assets	\$ 581.33
TOTAL ASSETS	\$ 3,637,759.30
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	39,539.91
Total Credit Cards	\$ 39,539.91
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-19.92
Line of Credit/Business Loan 2019	0.00
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	1,172.04
Total Other Current Liabilities	\$ 3,530.56
Total Current Liabilities	\$ 43,070.47
Long-Term Liabilities	
Frost Construction Loan	2,221.36
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 2,221.36
Total Liabilities	\$ 45,291.83
Equity	
Opening Balance Equity	1,778,380.62
Retained Earnings	-317,875.50
Net Revenue	2,131,962.35
Total Equity	\$ 3,592,467.47
TOTAL LIABILITIES AND EQUITY	\$ 3,637,759.30

SAY SI
Budget vs. Actuals: 2019 Budget
May 2019

	Total				YTD % of Annual Budget
	May Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget	
Ordinary Revenue/Expenditures					
Revenue					
1 Donations	5,528.64	49,318.80	15,833.34	190,000.00	26%
2 Grants	57,254.36	187,792.58	57,500.00	690,000.00	27%
3 Sales & Commissions	8,187.00	10,476.15	6,666.67	80,000.00	13%
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%
Total Ordinary Revenue	72,220.00	\$ 253,837.53	90,416.67	1,085,000.00	23%
Expenditures					
1 Program Expenses	5,922.59	28,940.23	9,166.68	110,000.00	26%
2 Payroll & Benefits	76,320.89	281,732.83	56,666.67	680,000.00	41%
3 Administration and Overhead	4,641.83	56,431.83	7,499.99	90,000.00	63%
4 Facility & Maintenance	13,174.47	69,497.53	13,166.67	158,000.00	44%
5 Marketing & Event Expenses	2,254.24	11,842.00	3,916.67	47,000.00	25%
Total Expenditures	\$ 102,314.02	\$ 448,444.42	\$ 90,416.68	\$ 1,085,000.00	41%
Net Ordinary Revenue	-\$ 30,094.02	-\$ 194,606.89	-\$ 90,416.68	\$ 0.00	
Other Revenue/Expenditures					
Other Revenue					
6 Reserve Fund (Building Capital Campaign)		2,483,859.84	\$ -	\$ -	
Total Other Revenue	\$ 0.00	\$ 2,483,859.84			
Other Expenditures					
3 Capital Expenditures	\$ 43,782.87	\$ 81,802.30			
4 Rental Building (Escrow Account)	\$ 25,000.00	\$ 75,000.00			
Total Other Expenditures	\$ 68,782.87	\$ 156,802.30			
Net Other Revenue	-\$ 68,782.87	\$ 2,327,057.54			
Gross Profit	-\$ 98,876.89	\$ 2,132,450.65	\$ 0.00	\$ 0.00	

SAY Sí DEVELOPMENT & ORGANIZATIONAL REPORT

June 2019

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

- City of SA Department of Human Services - \$4,166.68 **received**
- Greehey Family Foundation- \$15,000 **committed**

TOTAL FUNDS COMMITTED - \$19,166.68

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

- TCA Cultural District Project Grant- \$75,000
- Valero Energy Foundation - \$15,000
- King William Association - \$15,000
- Rack Gives Back - \$15,000
- Christus Fund- \$5,000
- NEA Art Works - \$15,000

TOTAL FUNDS TO SUBMIT- \$140,000

2019 Youth Summer FundFest: We have launched our third annual summertime digital fundraising campaign to raise \$15,000 by August 30, 2019 in support of SAY Sí's multidisciplinary creative youth development programs! For this FundFest, we are reaching out to community members to make a positive impact on the youth we serve. Throughout the summer, we will be showcasing our students, parents and alumni as they share their stories and spread the word about SAY Sí's impact.

Give at: <https://bit.ly/2WAH5RL>

Richard Conn Memorial Scholarship: On May 24, 2019 we lost a dear member of our SAY Sí community, Richard Conn. He was a painter, printmaker, and sculptor but most of all he was a connector. In his honor the Richard Conn Memorial Scholarship will annually support two SAY Sí students to expand their creative and artistic growth. Funds will support students interested in expanding their creative skill sets – examples include choosing to take an advanced class at a community center or college, applying for a pre-college summer arts program, etc. Donors to the Richard Conn Memorial Scholarship will be updated annually with information on their gift and the students who are awarded the scholarships. <https://bit.ly/2wOdDJD>

A total of **\$5,310** has been donated as of June 12, 2019.

Organizational Development Staffing: After revising our job descriptions for a Data Management Associate and Development Manager, and after a multitude of interviews, we are excited to announce that we have hired individuals for both positions. Both positions begin in early July: Lazaro Alvarez, our data management associate will be coming to us from the Rio Grande Valley with a recently completed Bachelor of Arts in Economics. Jamal Bailey, who moved here from St. Louis, will be well equipped for our development manager position after working for the United Way as a Corporate Relationship Manager and development consulting work with the Boys and Girls Clubs and well as other non-profits. Jamla has a masters in NonProfit Administration and Leadership. Their main focus will be in advancing and growing our operational funds and supporting the Capital Campaign initiative.

SAY SI West Side Campus Development Report

Submitted by Jon Hinojosa

June 13, 2019

One Monday, June 10, 2019, a purchase agreement for 1310 S Brazos 28207, was signed by SAY Si and The San Antonio Housing Authority.

Meeting with Debbie Racca-Sitter, Director of Arts and Culture

Jon Meet with Debbie who provided strong support and direction for the Westside Campus. She will connect us to various city staff to begin the process and feels that there are significant funds in leftover bond money, specifically for drainage and streets. This can plan a strong role in our development of the outside public spaces and their activation and connection to the creek., Jon will start scheduling meetings with council folks as well as this is budget creating season for the city. She feels we should ask and get \$1M from COSA and be able to match it with Bexar.

Meeting with COSA Parks and Recreation and Public Arts

On Thursday Jon met with Daniel Leal, an urban planner with Parks and Recreation, Jimmy Leflore, Director of Public Arts and Veronica Rippel, Capital Programs Manager with the Department of Arts to share conceptual design concepts for the West Side Campus. Daniel let us know that the city is designing and building a linear park across the street from us on Apache Creek. Jimmy and Veronica articulated there could be city funds available for public art that links us to the park and creek trail ways. Daniel and Jon will work to present the opportunities to the WestSide Creek Development committee. MP Studio, our contracted landscape design firm is also designing the linear park for the city.

Meeting with Alice Salinas, LISC.

Jon met with Alice Salinas from LISC to discuss their ability to underwrite the 2.2 Million purchase of the Brazos property. All things are moving with some additional information that Jon needs to provide them: Document on the timeline and players in the capital campaign; proforma budget showing revenue and expenses; and a Plan B scenario if our current focus does not work. All Items that Jon will be working to provide. Alice also mentioned that LISC could provide bridge loans if needed during the construction.

Meeting with Ann Eaton. COSA Opportunity Zone coordinator

Jon met with Ann regarding our campus being in an opportunity Zone [it is] and what benefits could come for the organization. Ann will introduce Jon to various staff with the city to begin discussions. She also will email a Zoning verification letter as part of our process to rezone the warehouse. She suggested I talk again with Leonard for the Westside Development Zone and speak to our CPA and attorney about the opportunity zones.

Meeting with Mike Schroeder and Margaret Schellenberg regarding Folk Art

Jon, Mike, and Margaret meet at Margaret home to discuss the potential donation of folk art and textiles from their collections. The focus and goal were to come up with a commitment, timeline, and inventory for the donations. Both agreed to donate the majority of their collections to SAY SI prior to the opening of the new campus. The goal is to plan both public spaces and storage for the items. Margaret and Fred her husband has also confirmed on the Capital Campaign committee and Margaret wants to focus on individual donors to the campaign.

1310 S Brazos Environmental Issues

Jon, our contractor, architects, civil engineers, and landscape designers meet with SAHA and Terracon (company contracted to cap the environmental issues). The state has approved the remediation plans and the goal of the meeting was to review the area that will be capped and confirm a timeline. The area to be capped

is different than what was initially discussed and will lend well into our ability to create public outdoor spaces and access to the creek from our facility. No more than a 2-month timeframe should be needed. Jon additionally met with the procurement team of SAHA to confirm their removal of all items prior to the closing. They are committed to having things removed by the first week in August.

Upcoming Meetings:

SAY SI Culinary Arts Program - San Antonio Creative City of Gastronomy

On Wednesday, June 19, Jon will be meeting with Colleen Swain and Laura Serrano with the COSA to discuss partnership opportunities for our culinary arts program and restaurant.

Capital Campaign Committee

We are working with Liz and Bill Chiego to finalize a list of individuals to join the Capital Campaign Committee. The current targets are:

- Bill and Liz Chiego - chairs
- Linda and Edgar Duncan
- Harriet and Ricardo Romo - committed
- Margaret and Fred Schellenburg - committed, will work on individual donors
- Linda and Phil Hardberger
- Rey Saldana

Will seek feedback from the Board and Leadership council for more diverse names.

We are also working to schedule a summer social for the Board and Leadership council at the end of July to update everyone on our progress.

Cultural Committee - a sounding board for our work, programming, events and commitment to our new location.

Board Member Claudia Guerra and Tomas Ybaro Frausto will chair the SAY Sí cultural committee

A current list of folks we discussed including:

- Dr. Ellen Rojas Clark
- Elaine Dagen
- Joel Salcido
- Claudio Dicochea
- Amelia Malagamba-Ansótegui (do not have contact info)
- David Terrazas
- Mimi Quintanilla
- Angel Graza, Alumni
- Kristel Andrea Orta-Puente, Parent

Next steps: schedule an informal brainstorming meeting in July 2019.