



Board Meeting

Thursday, September 19, 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 June Minutes | |
| 11:37 AM YTD Financials & Development Report: Jon | |
| 11:45 AM Program & Organizational Update: Stephen & Nicole | |
| 12:00 PM Governance Committee: Billy | |
| 12:10 PM: Public Relations & Marketing: Jimmy & Tom | |
| 12:20 PM Building Committee: Mike & Mary Ann | |
| 12:35 PM Announcements | |
| 12:40 PM Adjourn | |

Upcoming Events:

Muertitos Fest Opening – Friday, October 4, 6-10 PM - Festival Nov. 1 & 2, 2019
LatinX Art Online Art Sale, Sept. 16 – Oct. 15, 2019 Public Reception 5-7:30 PM, 10/15
October Board Meeting, Thursday, October 24, 11:30 AM

Upcoming Events: Amigos Private Collections/Small Scale Fundraiser/ Holidays on Houston St

To: SAY Sí Board
From: Anahi Gonzalez
Date: June 20, 2019

Subject: Board Meeting - Quorum Established

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

Meeting called to order at 11:35 AM: Mary Ann Beach, President, welcomed all present.

May Minutes

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

May Financials

Anahi presented a review of the YTD financials that included a Balance Sheet and Budget vs Actual. She provided details on expenditures throughout the month of May and provided clarification for questions on certain line items. Billy Lambert motioned to approve the May financials; seconded by Andrew Meyers. Financials approved unanimously.

June Organizational Development Report

Stephen provided the Board with a Development report that showcased received and committed funds to the organization, upcoming proposal deadlines as well as updates on current and future fundraising opportunities such as the 2019 Youth Summer FundFest, Richard Conn Memorial Scholarship.

Nicole spoke on 2 new hires for the Data Management Associate and Development Manager positions that will be starting in the month of July. She answered questions regarding their role and how it will align with helping SAY Sí meet our development efforts.

Facility Update - Provided by Mike

Mike reviewed the West Side Campus Development Report submitted by Jon providing details on meeting with individuals and organizations within the community such as Debbie Racca-Sitter, COSA Parks and Recreation and Public Affairs, LISC etc. Mike also discussed the potential donation of folk art and textiles from the Schellenberg collection.

Capital Campaign Committee Update:

Mike presented the current target list for individuals to join the Capital Campaign Committee and requested that board members provide names of other individuals to be included in the list in order to make it more diverse.

Announcements:

The board was advised of upcoming events such as Senior Thesis Presentations, Senior Thesis Exhibit opening, and the Board and Leadership Council Summer Social. All members were encouraged to attend.

After announcements were made, the Meeting adjourned at 12:26 PM.

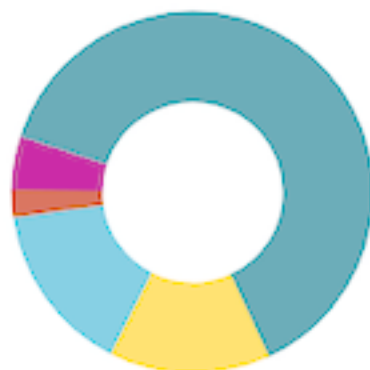
SAY Sí Financial Snapshot

Year to Date: August 2019

Income 2019



Expense 2019



2019 Funders:

Adobe Systems Inc.
Bank of America
Bexar County Arts Fund
City of San Antonio, DAC & DHS
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



▲ \$ 23,632

Income 2019

▼ \$88,213

Expenses 2019

SAY SI
Balance Sheet
As of August 30, 2019

| | Total |
|--|------------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 4122 Frost Operating | 48,439.17 |
| 5056 Frost Payroll | 6,626.23 |
| 9655 Frost Capital | 2,554,587.26 |
| Petty Cash | 395.63 |
| Trust Account at Alamo Title Company | 400,000.00 |
| Total Bank Accounts | \$ 3,010,048.29 |
| Accounts Receivable | |
| Receivables | 217,723.00 |
| Total Accounts Receivable | \$ 217,723.00 |
| Other Current Assets | |
| Employee Receivables | 151.35 |
| Undeposited Funds | 919.26 |
| Total Other Current Assets | \$ 1,070.61 |
| Total Current Assets | \$ 3,228,841.90 |
| Fixed Assets | |
| Assets | 38,852.89 |
| Total Fixed Assets | \$ 38,852.89 |
| TOTAL ASSETS | \$ 3,267,694.79 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable (A/P) | 0.00 |
| Total Accounts Payable | \$ 0.00 |
| Credit Cards | |
| Credit | 53,709.06 |
| Total Credit Cards | \$ 53,709.06 |
| Other Current Liabilities | |
| Accrued Expenses | 0.00 |
| AIE Scholarships Payable | 0.00 |
| Employee Retirement Withholding | -61.59 |
| 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 | 596.97 |
| Texas State Comptroller Payable | 1,265.30 |
| Total Other Current Liabilities | \$ 2,807.65 |
| Total Current Liabilities | \$ 56,516.71 |
| Long-Term Liabilities | |
| Frost Construction Loan | 2,221.36 |
| Vehicle Loan | 0.00 |
| Total Long-Term Liabilities | \$ 2,221.36 |
| Total Liabilities | \$ 58,738.07 |
| Equity | |
| Opening Balance Equity | 1,778,380.62 |
| Retained Earnings | -317,875.50 |
| Net Revenue | 1,748,451.60 |
| Total Equity | \$ 3,208,956.72 |
| TOTAL LIABILITIES AND EQUITY | \$ 3,267,694.79 |

SAY SI
Budget vs. Actuals: 2019 Budget
August 2019

| | Year-to-Date Actuals | Monthly Budget | Annual Budget | YTD % of Annual Budget |
|--|------------------------|----------------------|------------------------|------------------------|
| Ordinary Revenue/Expenditures | | | | |
| Revenue | | | | |
| 1 Donations | 76,870.66 | 15,833.34 | 190,000.00 | 40% |
| 2 Grants | 254,669.80 | 57,500.00 | 690,000.00 | 37% |
| 3 Sales & Commissions | 15,752.65 | 6,666.67 | 80,000.00 | 20% |
| 4 Facility Rental | 11,250.00 | 2,083.33 | 25,000.00 | 45% |
| 5 Event Income | \$ - | 8,333.33 | 100,000.00 | 0% |
| Total Ordinary Revenue | \$ 358,543.11 | 90,416.67 | 1,085,000.00 | 33% |
| Expenditures | | | | |
| 1 Program Expenses | 45,569.52 | 9,166.68 | 110,000.00 | 41% |
| 2 Payroll & Benefits | 450,820.77 | 56,666.67 | 680,000.00 | 66% |
| 3 Administration and Overhead | 93,533.97 | 7,499.99 | 90,000.00 | 104% |
| 4 Facility & Maintenance | 112,828.98 | 13,166.67 | 158,000.00 | 71% |
| 5 Marketing & Event Expenses | 19,765.04 | 3,916.67 | 47,000.00 | 42% |
| Total Expenditures | \$ 722,518.28 | \$ 90,416.68 | \$ 1,085,000.00 | 67% |
| Net Ordinary Revenue | -\$ 363,975.17 | -\$ 90,416.68 | \$ 0.00 | |
| <hr/> | | | | |
| Other Revenue/Expenditures | | | | |
| Other Revenue | | | | |
| 6 Reserve Fund (Building Capital Campaign) | 2,483,859.84 | \$ - | \$ - | |
| Total Other Revenue | \$ 2,483,859.84 | | | |
| <hr/> | | | | |
| Other Expenditures | | | | |
| 3 Capital Expenditures | \$ 235,777.03 | | | |
| 4 Rental Building (Escrow Account) | \$ 150,000.00 | | | |
| Total Other Expenditures | \$ 385,777.03 | | | |
| Net Other Revenue | \$ 2,098,082.81 | | | |
| Gross Profit | \$ 1,734,107.64 | \$ 0.00 | \$ 0.00 | |

SAY Sí DEVELOPMENT & ORGANIZATIONAL REPORT

September 2019

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

- Greehey Family Foundation- \$15,000 **received**
- Texas Commission for the Arts: \$14,100 & \$1,500 **committed**
- City of SA Department of Arts & Culture Invoice #5 - \$23,960 **committed**
- King William Association - \$2,000 **received**
- Rack Gives Back - \$12,000 **committed**
- Rackspace Foundation - \$7,500 **committed**
- 2020 City of SA Department of Arts & Culture - \$239,605 **committed**
- 2020 City of SA Department of Human Services - \$50,000 **committed**

TOTAL FUNDS COMMITTED - \$365,665

SAY Sí has submitted or will submit proposals for the following funding this month and next month:

- Valero Energy Foundation - \$15,000
- Christus Fund- \$5,000
- Baptist Health Foundation - \$7,500.00
- San Antonio Area Foundation - \$50,000
- Dickson-Allen Foundation - \$20,000
- Mission Trail Charities - \$1,500.
- San Antonio Junior Forum - \$2,500

TOTAL FUNDS Submitted - \$101,500

2019 Youth Summer FundFest Total Raised: \$2,025

Richard Conn Memorial Scholarship Total Raised: \$11,785

Organizational and Development Staffing:

July Hire: Lazaro Alvarez, our data and donor management analyst came to us from the Rio Grande Valley with a recently completed Bachelor of Arts in Economics.

September Hire: Missy Rullo, has been hired as our Development Manager. She comes to us as a former development grant writer from KLRN and Lift Fund. She has a Bachelor's in English and a Minor in Arts History from UTSA.

Their main focus will be on advancing and growing our operational funds and supporting the Capital Campaign initiative.

September Hire: Gabriel Garica, an alumnus and former staff member of SAY SI was hired as our Program Director to work alongside Nicole during our organization transition. He has a Bachelor of Art from the School of the Art Institute of Chicago.

Schedule Timeframe

September 2019 – meet and vet new possible Board members
September 19th SAY SI Board Meeting – provide report, request board nominations
October 24th SAY SI Board Meeting – Nominate New Board members
November 21st Board Meeting – Invite new members to meeting as guests to observe
December 9th (Monday) – Invitation SAY SI Holiday Social
January 23, 2020 - 1st Meeting of the New Year with Board Onboarding workshop

SA2020 Opportunity

SAY Sí is taking part in SA2020's Board Game, a board member matching program for partner nonprofit organizations. We will have at least 5 potential individuals with interest in SAY SI. With equity and board diversity as a priority, SA2020 has worked to identify strong community members to be matched with nonprofit organizations based on focused "cause areas." Following this training, nonprofit organizations will be given a list of potential board members on September 28, 2019. Between September 28 & October 11, we will make decisions on which board members we would like to pursue and contact them. These board members will go through SAY Sí's typical onboarding process, with an invitation to our November board meeting as well as our holiday social. These new board members will officially join in the New Year.

Possible New Members

Eva Hernandez - VP of Marketing for Generations Federal Credit Union. She has asked to be on the board as it is important to her company. Her husband Marco was on our board and has a PR agency. She is in, and I have her bio and info.

Adriana Cisneros - the owner of Art Legacy and part of the Hispanic Chamber. Her connections to wealthy Mexican Nations are strong + she loves us. She has very likely.

Arturo Almeida - He is the Fine Arts specialist for UTSA and worked under Dr. Romo. He and his partner and I go way back. He is very interested.

Mary Alice "Mae" Escobar - Founded aMAEzing Marketing Group, a award winning, full-service marketing, advertising and public relations firm. Friend of Mary Ann. Very interested.

Paola Sofia Fernandez - Development Coordinator & Community Engagement Specialist for Able City San Antonio. A portion of Able City's mission is to design buildings that enrich the urban fabric, are sensitive to the human scale, and create a sense of place, pride, and safety in our communities. Recommend by Siboney

Xavier Urrutia - Former Director of CoSA Parks and Rec and the new Chief of Staff for Dr. Flores, ACCD Chancellor. Mary Ann worked with him as part of the Botanical Gardens. Working to schedule a lunch meeting with him.

Barry Middleman - a native San Antonian, he graduated from The University of Texas at Austin. 1973 He founded Barry P. Middleman & Associates in 1973, Barry specializes in retail development encompassing everything from store planning to specialty centers, neighborhood community centers, power centers, and mall design on a national level.

We need to look for an estate or tax attorney to help us with the new facility and potential tax breaks to take advantage of being in an Empowerment Zone in addition to potential through Irrevocable Individual donor trusts.

Current Board

Andres and Billy have completed their 1st 3-year's of service. They are eligible to be re nominated. Siboney was given a 2-year fellowship and is moving to Boston. She has committed to join the board upon her return.

BOARD COMPOSITION 2019

| Ethnicity | Number | Percentage |
|----------------------|---------------|-------------------|
| White (Non-Hispanic) | 4 | 33% |
| Latinx | 8 | 67% |
| African-American | 0 | 0% |
| Asian | | 0% |
| American Indian | | 0% |
| Total | 12 | 100% |

| Gender | Number |
|---------------|---------------|
| Male | 9 |
| Female | 3 |
| Total | 12 |

| Identity | Number |
|-----------------|---------------|
| Heterosexual | 9 |
| LGBTQ+ | 3 |
| | |
| Total | 12 |

| SAY SI Connection | Number |
|--------------------------|---------------|
| Alumni | 2 |
| Parent | 1 |
| Total | 3 |

| Constituency | Number | Percentage |
|---------------------|---------------|-------------------|
| Architecture/Design | 4 | 33% |
| Corporate | 1 | 8% |
| Community | 1 | 8% |
| Development | 0 | 0% |
| Business | 0 | 0% |
| Marketing | 0 | 0% |
| Artist | 2 | 17% |
| Law | 1 | 8% |
| Banking/Finance | 1 | 8% |
| Accounting | 1 | 8% |
| Education | 1 | 8% |
| Total | 12 | 100% |