



Board Meeting

Thursday, October 24, 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: Jason	
11:35 AM Approval of September Minutes	
11:37 AM YTD Financials & Development Report: Jon	
11:45 AM Program & Organizational Update: Stephen & Nicole	
12:00 PM Governance Committee: Andres	
12:10 PM: Public Relations & Marketing: Jimmy	
12:20 PM Building Committee: Mike and Jon	
12:35 PM Announcements	
12:40 PM Adjourn	

Upcoming Events:

Muertitos Fest Festival Nov. 1 & 2, 2019
November Board Meeting, Thursday, November 21, 11:30 AM

Upcoming Events: Small Scale Fundraiser/ Holidays on Houston St

To: SAY Sí Board
From: Anahi Gonzalez
Date: September 19, 2019

Subject: Board Meeting - Quorum Established

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

Meeting called to order at 11:38 AM: Mary Ann Beach, President, welcomed all present and thanked them for being in attendance.

June Minutes

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

August Financials

Jon presented a review of the YTD financials that included a Balance Sheet, Budget vs Actual and a YTD Financial snapshot. He provided details on the majority of income through the month of August coming from grants and donations and the majority of expenses are attributed to payroll and HR. Jon reminded board members of upcoming fundraisers that will increase earned income figures in the last quarter of the year. He spoke about the growth of staff members and the increase in payroll expenditures. Jon also provided details on expenditures from the Capital Campaign. Siboney Diaz-Sanchez motioned to approve the August financials; seconded by Billy Lambert. Financials approved unanimously.

August Development Report

Jon provided the Board with a Development report that discloses received and committed funds to the organization. Jon went into detail on funds committed by the Department of Arts and Culture and the Department of Health and Human Services for the new fiscal year. Jon covered upcoming proposals that will be submitted for our community programming and operational support.

August Program & Organizational Update

Stephen spoke about announcing the leadership transition to all staff members as well as the responsibilities he and Nicole have begun to share with regards to administrative & program staff management such as new hires, staff management and staff development opportunities with Jon stepping back from these items. Stephen spoke on reframing what development responsibilities look like so that it doesn't all fall on one individual with weekly development check-ins. Nicole spoke on the ABC partnership with SAISD that began this fall. Nicole shared details on the partnership, ABC instructors we have onsite in 4 different campuses, and their responsibilities.

Governance Committee Update- Provided by Billy

Billy reviewed the names and bios of all potential Board Member candidates for the new year. Potential board members include: Eva Hernandez, Adriana Cisneros, Mary Alice "Mae" Escobar, Paola Sofia Fernandez, Xavier Urrutia and Barry Middleman. Siboney spoke about her 2- year fellowship in Boston and her commitment to rejoin the board upon her return. Jon also mentioned Billy and Andres' eligibility to be re-nominated.

Public Relations & Marketing Committee Update- Provided by Jimmy

Jimmy spoke about the status of the visual rebranding of the SAY Sí logo. The logo is to reflect some of the larger discussions that have occurred regarding the rebranding of the mission. Stephen spoke on the repositioning report with suggestions for a shift in language and the status of the mock ups for the logo. Jimmy spoke about the possible partnership with PR firm, Giant Noise, to help with messaging during our transition, press conferences, announcements and general media relations. Stephen provided an update on the status of the content for the 25th anniversary book.

Capital Campaign Committee Update:- Provided by Mary Ann

Mary Ann spoke about the last meeting for the Capital Campaign Committee. She touched base on Jon's efforts to meet with all Council members in order to gain their support and his next steps to meet with the Mayor. Jason Moran provided updates on the design process of the new building.

Announcements:

The board was advised of upcoming events such as Muertitos Fest Opening, the Muertitos Fest 2- day festival, and the LatinX Art Online Sale. All members were encouraged to attend.

After announcements were made, the meeting was adjourned at 1:04 PM.

SAY Sí Financial Snapshot Year to Date: September 2019

Income 2019

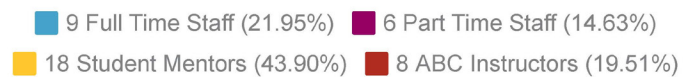
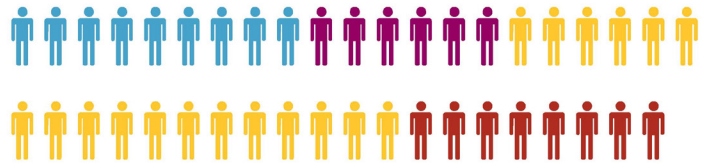


Expense 2019



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



\$ 68,191
Income 2019

\$89,365
Expenses 2019

SAY SI
Balance Sheet
As of October 17, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	45,343.96
5056 Frost Payroll	3,139.32
9655 Frost Capital	2,433,565.60
Petty Cash	332.60
Trust Account at Alamo Title Company	375,000.00
Total Bank Accounts	\$ 2,857,381.48
Accounts Receivable	
Receivables	217,723.00
Total Accounts Receivable	\$ 217,723.00
Other Current Assets	
Employee Receivables	441.55
Undeposited Funds	734.26
Total Other Current Assets	\$ 1,175.81
Total Current Assets	\$ 3,076,280.29
Fixed Assets	
Assets	38,852.89
Total Fixed Assets	\$ 38,852.89
TOTAL ASSETS	\$ 3,115,133.18
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	60,487.86
Total Credit Cards	\$ 60,487.86
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-674.59
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	1,127.74
Student Scholarships Payable	596.97
Texas State Comptroller Payable	1,518.39
Total Other Current Liabilities	\$ 2,568.51
Total Current Liabilities	\$ 63,056.37
Long-Term Liabilities	
Frost Construction Loan	2,221.36
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 2,221.36
Total Liabilities	\$ 65,277.73
Equity	
Opening Balance Equity	1,778,380.62
Retained Earnings	-317,875.50
Net Revenue	1,589,350.33
Total Equity	\$ 3,049,855.45
TOTAL LIABILITIES AND EQUITY	\$ 3,115,133.18

SAY SI
Budget vs. Actuals: 2019 Budget
August 2019

	Total				YTD % of Annual Budget
	August Actuals	Year-to-Date Actuals	Monthly Budget	Annual Budget	
Ordinary Revenue/Expenditures					
Revenue					
1 Donations	19,951.56	96,299.90	15,833.34	190,000.00	51%
2 Grants	29,602.05	284,271.85	57,500.00	690,000.00	41%
3 Sales & Commissions	13,237.75	30,404.40	6,666.67	80,000.00	38%
4 Facility Rental	2,150.00	12,150.00	2,083.33	25,000.00	49%
5 Event Income	\$ 3,250.00	\$ 7,250.00	8,333.33	100,000.00	7%
Total Ordinary Revenue	68,191.36	\$ 430,376.15	90,416.67	1,085,000.00	40%
Expenditures					
1 Program Expenses	3,864.52	45,822.78	9,166.68	110,000.00	42%
2 Payroll & Benefits	63,561.02	552,856.28	56,666.67	680,000.00	81%
3 Administration and Overhead	7,987.92	102,967.00	7,499.99	90,000.00	114%
4 Facility & Maintenance	12,423.16	126,338.15	13,166.67	158,000.00	80%
5 Marketing & Event Expenses	1,528.68	22,208.04	3,916.67	47,000.00	47%
Total Expenditures	\$ 89,365.30	\$ 850,192.25	\$ 90,416.68	\$ 1,085,000.00	78%
Net Ordinary Revenue	-\$ 21,173.94	-\$ 419,816.10	-\$ 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	\$ 70,971.66	\$ 299,693.41			
4 Rental Building (Escrow Account)	\$ 25,000.00	\$ 175,000.00			
Total Other Expenditures	\$ 95,971.66	\$ 474,693.41			
Net Other Revenue	-\$ 95,971.66	\$ 2,009,166.43			
Gross Profit	-\$ 117,145.60	\$ 1,589,350.33	\$ 0.00	\$ 0.00	

Company	Role	Contracted Fees	Actual Expenditures YTD
Alderson & Associates, Inc	MEP	\$ 200,000	\$ -
Big Red Dog	Civil	\$ 70,000	\$ 19,147.33
Gensler	Architect	\$ 435,000	\$ 182,407.75
Lundy & Franke Engineering	Structural Engineer	\$ 44,325	\$ 17,730.00
MP Studio	Landscape Engineer	\$ 36,200	\$ 7,300.00
Imburgia Consulting	Owner Rep	\$ 130,000	\$ 45,128.06
Structure Tone Southwest	Contractor	\$ 800,000	\$ -

Misc. Expenditures			
Alamo As Built	Buidling Survey	n/a	\$ 9,784.43
City of San Antonio	Rezoning Fees	n/a	\$ 3,372.92
Professional Service Industries, Inc	Geotechnical Report	n/a	\$ 5,850.00
Terracon	Hazardous Materials Inspection	n/a	\$ 4,600.00
Total			\$ 295,320.49

2019

Area of Support	Institution	Grant/Report Type	Deadline	Status	Request Amount	Received Amount	Lead Staff	Support Staff	Grant/Project Start Date	Grant/Project End Date
JANUARY										
	SAAFDN	Final Annual Responsive Grant Report	1/8/2019	Submitted	N/A					
	City of SA- DAC	1Q Report & Invoice	1/10/19	Submitted	N/A					
	City of SA- DHS	1Q Outcomes Report & DHS Invoice 3	1/15/19	Submitted	N/A					
	TCA	Arts Respond- Health & Human Services (ABC)	1/15/19	Committed	\$1,000.00					
	Adobe	Equipment Grant	1/16/19	Committed	\$1,000.00					
	City of SA- DAC	TriArt Reporting Part 2	1/18/19	Submitted	N/A					
	8020 Foundation	Grant Application	1/31/19	Submitted	\$20,000.00					
	City of SA- DAC	2nd Disbursement (2 of 5)	1/31/19	Received	\$71,881.50					
FEBRUARY										
	Bexar County Arts Fund	Summer Internship Grant	2/8/19	Committed	\$3,500.00					
	City of SA- DHS	DHS Invoice 4	2/15/19	Submitted	N/A					
	Bank of America	Workforce Development & Education Grant	2/22/2019	Submitted	\$15,000.00					
	Kieberg Foundation	Grant Application	2/28/2019	Declined	\$25,000.00					
MARCH										
	Community Connectors	Grant Application	3/5/2018	Declined	\$25,000.00					
	TCA- Texas Commission on the Arts	Arts Create- Operational Support Grant	3/12/2019	Committed	\$15,000.00	\$14,500.00				
	City of SA- DHS	DHS Invoice 5	3/15/19	Submitted	N/A					
	Junior League of SA	Confirm Previous Grant Application Transfer	3/15/2019	Declined	\$2,500.00					
	Luminaria	Project-Proposal	3/15/2019	Not-Begun	N/A					
	Big Give SA	Big Give SA	3/28/2019	Received	\$14,518.00					
	Broadway Bank- Faye L. and William L. Cowden Charitable Foundation	Grant Application	3/29/2019	Submitted	\$10,000.00					
	Broadway Bank- Nancy Smith Hurd Foundation	Grant Application	3/29/19	Declined	\$10,000.00					
	Rack Gives Back	Grant Application	3/30/2019	Declined	\$15,000.00					
	KWA	First Report	3/31/19	Submitted	N/A					
APRIL										
	SAY SI	Q1 Corazon Impact Newsletter	4/1/19	Completed	N/A					
	Texas Cavaliers Charitable Foundation	Grant Application	4/1/19	Submitted	\$10,000.00					
	Grethey Family Foundation	Funding Request	4/5/19	Received	\$15,000.00					
	City of SA- DAC	2Q Report & Invoice	4/10/19	Submitted	N/A					
	City of SA- DHS	2Q Outcomes Report & DHS Invoice 6	4/15/19	Submitted	N/A					
	City of SA- DAC	3rd Disbursement (3 of 5)	4/30/19	Committed	\$47,921.00					
MAY										
	City of SA- DHS	DHS Invoice 7	5/15/19	Submitted	N/A					
JUNE										
	City of SA- DHS	Summer Campaign Launch	6/1/19	Launched	N/A					
	City of SA- DHS	DHS Invoice 8	6/15/19	Submitted	N/A					
	TCA- Texas Commission on the Arts	Cultural District Project Grant	6/17/19	Submitted	\$75,000.00					
	KWA- King William Association	Final Report Due	6/21/19	Submitted	N/A					
	LOI: 2 Payer - Doris Duke Foundation	Update on new ecosystem to Perri	06/28/2019	Submitted	N/A					
	Rack Gives Back	2019 Grant Application (HIVE)	6/28/2019	Submitted	\$15,000.00					
	Surdna Foundation	Reach out about potential refunding	6/28/2019	Submitted	Not Likely					
JULY										
	SAY SI	Q2 Corazon Impact Newsletter	7/8/2019	Completed	N/A					
	ABC	Grant Application (ABC)	7/1/2019	Submitted	\$5,000.00					
	High School	BFC Grant Application (College & Career)	7/8/19	Submitted	\$15,000.00					
	Operational	3Q Report & Invoice	7/10/19	Submitted	N/A					
	High School	3Q Outcomes Report & DHS Invoice 9	7/15/19	Submitted	N/A					
	ABC	TCA - Arts Respond Project	7/15/19	Committed	\$5,000.00	\$1,500.00				
	King William Association	2019 Grant Application	7/26/2019	Received	\$15,000.00	\$2,000.00				
	HIVEMAS	Final Report Due-Equipment Grant	7/26/19	Submitted	N/A					
	ABC	Community Impact Grant Application (ABC)	7/30/19	Submitted	\$7,500.00					
	Operational	Annual Responsive Grant Application- Operational Support	7/28/19	Submitted	\$50,000.00					
	Capital Campaign	Support for West Side Campus	7/30/19	Not eligible	\$75,000.00					
	City of SA- DAC	4th Disbursement (4 of 5)	7/31/19	Committed	\$23,960.50					
AUGUST										
	SAY SI	Muertitos Fest Underwriting Letters Out	8/9/19	Completed	\$15,000.00					
	Event Underwriting	Muertitos Fest Family Underwriting Letter	8/24/19	In Progress	\$5,000.00					
	Event Revenue	Muertitos Fest Vendor Applications	8/16/19	Completed	\$2,000.00					
	Event In-Kind	Muertitos Fest In-Kind Emails Out	8/16/19	Completed	N/A					
	Event Underwriting	Digital Application	8/15/19	Received	\$5,000.00	\$2,500.00				
	Earned Income	Latino Heritage Month Sale	8/30/19	In Progress	\$7,000.00					
	Pablo Miguel Martinez Partnership	DHS Invoice 10	8/15/19	Submitted	N/A					
	NEA- National Endowment for the Arts	Creative Placemaking grants program (Part 1)	8/8/19	Not eligible	\$15,000.00					
	NEA	Creative Placemaking grants program (Part 2)	08/13-20/2019	Not eligible	N/A					
	ABC	Rackspace	RFP 2018-2019 & Final Report (ABC)	8/21/19	Report Submitted/RFP postponed	\$15,000.00				
	ALAS	Dickson-Allen Foundation	Grant Request Due	8/30/2019	Completed	\$20,000.00				
	Mission Trail Charities	Grant Request Due (ALAS Theatre)	8/31/19	Completed	\$1,500.00					
	SAAFDN	Final HS Completion Report	8/30/2019	Completed	N/A					
	San Antonio Junior Forum	Grant Application	8/31/2019	Completed	\$2,500.00					
	Andy Warhol Foundation	Grant Application	8/30/19	Not eligible	\$50,000.00	\$750.00				
	Operational	Summer Campaign Ends	8/30/19	Completed	\$15,000.00					
SEPTEMBER										
	City of SA- DAC	Close Out Reporting	9/10/19	Submitted	N/A					
	City of SA- DAC	FY 20 Required Docs: Part 1	09/27/19	Submitted	N/A					
	City of SA- DHS	DHS Invoice 11	9/15/19	Submitted	N/A					
	High School	City of SA- DHS	2020 Renegotiation	09/18/2019	Completed/Submitted	\$50,000.00				
	TCA- Texas Commission on the Arts	Arts Create Evaluation Report	9/30/2019	Submitted	N/A					
	TCA- Texas Commission on the Arts	Arts Respond Report May - August 31	9/30/2019	Submitted	N/A					
	Event Underwriting - Muertitos Fest	Valero	Muertitos Fest Sponsorship	9/13/19	Submitted	\$5,000.00				
	ALAS	NALAC- National Association of Latino Arts & Culture	NFA Grant	9/25/19	Submitted	\$10,000.00				
	Kieberg Foundation	Grant Application	9/30/19	Submitted	\$50,000.00					
	Broadway Bank- Jack H. and William M Light Charitable Trust	Grant Application	9/30/19	Submitted	\$10,000.00					
	Broadway Bank- Nancy Smith Hurd Foundation	Grant Application	9/30/19	Submitted	\$10,000.00					
OCTOBER										
	Event Underwriting -SSBC	SSBC Underwriting Letter Out	Underwriting Letter	9/27/19	Mailed out on 10/17	\$13,000.00				
	SAY SI	Q3 Corazon Impact Newsletter	10/1/19	In progress	N/A					
	City of SA- DAC	4Q Report & Invoice	10/4/19	Submitted	N/A					
	City of SA - City Council Project Funds	Scholastic Funding Request (Scholastic)	10/14/2019	Submitted	\$1,000.00					
	Scholastic	TCA - Arts Create & Arts Respond	2 copies of signed contracts mailed by 10/11	10/11/19	Mailed out on 10/4	N/A				
	PR/Marketing	Doris Duke Charitable Foundation, San Antonio Area Foundation, and H. E. Butt Foundation	Technical Assistance Grant	10/15/19	Submitted	\$75,000.00				
	High School	City of SA- DHS	4Q Outcomes Report & DHS Invoice 12	10/15/19	In progress	N/A				
	High School	City of SA- DHS	New Contract Paperwork	10/15/2019	Submitted	\$50,000.00				
	PR/Marketing - Community Partnership	COSA - Cultural Districts Application Support Grant	Intent to Apply	10/21/2019	Not Begun	up to \$2,500				
	General Operating	Frost Bank	Pryor Grant	10/30/2019	Not Begun	\$15,000.00				
	Surdna Foundation	Multyear Grant Application	TBD	Not Begun	\$150,000.00					
	City of SA- DAC	5th Disbursement (5 of 5)	10/31/19	Committed	\$23,960.50					
NOVEMBER										
	Visiting Artists	TCA	Arts Respond Performance Support	11/1/19	Not Begun					
	City of SA - DAC	Funds Disbursement - 1 of 5	11/4/19	Committed	\$71,881.50					
	Junior League of SA	Funding Request	11/15/19	Not Begun	\$2,500.00					
DECEMBER										
	SAY SI	Year-End Campaign Launch/Giving Tuesday	12/3/19	Goal	\$25,000.00					
	TCA - Cultural Districts Application Support Grant	Grant Application	12/20/2019	Not Begun	up to \$2,500					
	Broadway Bank, Elizabeth Huth Coates Charitable Foundation of 1992	Grant Application	12/31/19	Not Begun	\$10,000.00					
	Broadway Bank- Marietta K. Randall Foundation Trust	Grant Application	12/31/19	Not Begun	\$10,000.00					
	SAY SI	Year-End Campaign Ends	12/31/19	Not Begun	\$25,000.00					

Committed or Received Funds	\$313,623.00
Declined Application Funds	\$92,500.00
Outstanding Funds Applied For	\$368,500.00
Funds to Apply For	\$332,360.00
TOTAL	\$1,106,983.00