



Board Meeting
Friday, January 24, 2020
11:30 AM @ SAY Si
1518 South Alamo

***SAY Si 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 Introductions: Mary Ann | |
| 11:40 AM Board Binders Overview: Jon | |
| 11:45 AM: Approval of Minutes: Claudia | |
| 11:47 AM: Development and Year End Financials: Jon | |
| 11:52 PM: SAY Si Facility Update: Jason & Billy | |
| 11:55 PM: Committee Structures: Nicole | |
| 12:00 PM: Board Orientation: Stephen and Nicole | |
| 12:55 PM: Announcements | |
| 1:00 PM Adjournment | |

Upcoming Events:

Scholastic Ceremony & Exhibition Opening, Friday, February 21, 6:00-9:00 pm
Next Board Meeting, Friday, March 27 at 11:30 AM

To: SAY Sí Board
From: Anahi Gonzalez
Date: November 21, 2019

Subject: Board Meeting

Board Members Present: Mary Ann Beach, Mike Schroeder, Agosto Cuellar, Jimmy Mendiola, Billy Lambert, Jason Moran, and Andres Gonzalez **Board Members Absent:** Claudia Guerra, Andrew Meyer, Ricardo Salazar **Staff Present:** Stephen Guzman, Nicole Amri and Anahi Gonzalez **Guest:** Adriana Cisneros, Mae Escobar, Barry Middleman, Melanie Mendez-Gonzales, Clarissa Ramon, Kelly Kljajic, Marcella Dalmau, and Eva Hernandez

Meeting called to order at 11:41 AM: Mary Ann Beach welcomed all present and invited everyone to introduce themselves and share how they first found out about SAY Sí and how long they've been involved with the organization.

September and October Minutes

Mary Ann advised that approval would be needed for the September minutes as no quorum was established during the October board meeting. After review, Mike Schroeder motioned to approve both the September and October minutes; seconded by Billy Lambert. September and October minutes were approved unanimously.

October Financials & Development Report

Anahi presented a review of Muertitos Fest Income and Expense report, Balance Sheet, YTD Financials and YTD Capital Campaign Expenditures. The board was reminded that the last quarter of the year is when we increase our fundraising efforts with our biggest fundraisers of the year being Muertitos Fest, Small Scale and our Year-End Campaign. The board was also provided with a Development Report showcasing all committed operations funds as well as future proposals. Additionally, Anahi spoke about committed funds for the Building Campaign. After review, Jason Moran motioned to approve the financials; seconded by Billy. Financials were approved unanimously.

2020 Budget

Nicole Amri and Stephen Guzman presented the proposed 2020 Budget and reviewed all line items under income and expenditures. They provided clarification on questions regarding projected income that we expect to have in the new building. Nicole also expanded on the program expenses specifically in the areas of Visiting Artist and travel. The board was reminded that with SAY Sí's growth we are planning to increase current staff pay as well as hire new part time staff. As a result, the line item with the largest increase was for payroll. After review, Andres Gonzalez motioned to approve the 2020 budget; seconded by Billy. The 2020 Budget was approved unanimously.

Program & Organizational Update:

Stephen spoke about the recent press conference held at SAY Sí's new location earlier in the week. He expanded on the media coverage we received and all the support that has come from the public as a result of our announcement. Nicole spoke about the upcoming calendar of events that we will be sharing with returning and incoming board members. She encouraged all present to share all upcoming events with their friends and family.

Board Nomination:

Mary Ann advised the board of Claudia Guerra's nomination as Secretary and requested a motion to approve. Jason Moran motioned to approve; seconded by Billy Lambert. Claudia Guerra's nomination as Board Secretary was approved unanimously.

Building Committee:

Mike Schroeder provided an update on the construction drawings of the building and advised the Board of the 75% CD (construction documents) presentation held last week with all contractors. Billy gave an update on the status of the environmental cap which is almost at completion. Jason spoke on the overall project and informed the board that the next milestone is to have 100% CD in order to move forward on actual construction.

Announcements:

The board was advised of upcoming events including Holidays on Houston and the SAY Sí Holiday Social. They were also invited to attend our upcoming Small Scale fundraiser and SSNL in which the ALAS students will be performing.

After announcements were made, the meeting was adjourned at 12:48 PM.

SAY SÍ DEVELOPMENT REPORT

December 2019

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

- Baptist Health Foundation - \$7,500
- John L. Santikos Charitable Foundation of the San Antonio Area Foundation - \$50,000
- City of San Antonio Department of Arts & Culture Invoice #1 - \$71,881.50
- City of San Antonio City Council Project Fund - \$481.81
- Bank of America - \$20,000
- Dickson Allen Foundation - \$20,000
- Valero Benefit for Children - \$10,000

TOTAL FUNDS COMMITTED: \$179,863.31

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

- Elizabeth Huth Coates Charitable Foundation - \$10,000
- Marietta K. Randall Foundation Trust - \$1,500
- Charity Ball Association - \$100,000
- Philanthropitch - \$75,000
- Adobe - \$10,000
- Kleberg - \$50,000

TOTAL FUNDS TO SUBMIT - \$235,000

End of Year Campaign: We concluded our 2019 “Fund the Future” end of year campaign with contributions totaling \$16,500. The campaign ran for the month of December through early January.

Capital Campaign: The Capital Campaign for the West Side Campus officially began, with contributions totaling \$15,650 for December 2019. As of January 15, 2020, contributions/pledges for January total \$10,700.

Jane Stieren Lacy: We received a generous donation of Amazon stock from Jane Stieren Lacy, valued at \$55,435.20 as of 12/31/2019. This contribution is to establish an endowment for scholarships and was made in honor of Bill and Liz Chiego. Ms. Stieren Lacy has pledged another \$50,000 of stock in 2020, and \$100,000 in 2021.

Ways to support SAY Sí: Amigos & Corazón Memberships

Amigos: A brand new social membership program that merges unique art experiences with philanthropy. For a contribution of \$100 (larger donations welcome!), you and a guest are granted access to monthly members-only art socials.

There are currently 92 Amigos members, including board members Barry Middleman and Mae Escobar.

Corazón: SAY Sí's monthly giving program where 100% of donations sustain our work. Choose your own monthly donation amount, or select from the following options:

- Alma - \$150/monthly
- Vida - \$100/monthly
- Pasión - \$50/monthly
- Amor - \$25/monthly

There are currently 38 Corazón members, including board members Melanie Mendez Gonzales, Mary Ann Beach, Michael Schroeder, Jason Moran and Andres Gonzalez.

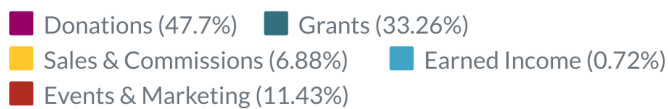
Campaign Giving Percentages of Board Members

| Campaign | FY2019 Board | FY2020 Board |
|----------|--------------|--------------|
| Corazón | 33% | 26% |
| Amigos | 0% | 11% |
| Year End | 11% | 21% |
| Capital | 16% | 16% |

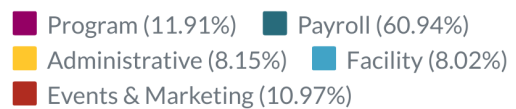
SAY Sí Financial Snapshot

Year to Date: December 2019

Income 2019

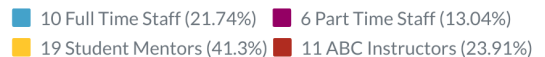



Expense 2019




2019 Funders:

Adobe Systems Inc.
 Bank of America
 Baptist Health Foundation
 Bexar County Arts Fund
 City of San Antonio, DAC & DHS
 Dickinson- Allen Foundation
 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
 Valero




\$ 173,615
 Income 2019


\$ 88,850
 Expenses 2019

SAY SI
Balance Sheet
As of December 31, 2019

| | Total |
|--|------------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| 4122 Frost Operating | 90,711.29 |
| 5056 Frost Payroll | 6,430.97 |
| 9655 Frost Capital | 2,034,896.32 |
| Petty Cash | 166.23 |
| Trust Account at Alamo Title Company | 300,000.00 |
| Total Bank Accounts | \$ 2,432,204.81 |
| Accounts Receivable | |
| Receivables | 223,323.00 |
| Total Accounts Receivable | \$ 223,323.00 |
| Other Current Assets | |
| Employee Receivables | 3,227.86 |
| Frost Brokerage Account | 55,435.20 |
| Undeposited Funds | 734.26 |
| Total Other Current Assets | \$ 59,397.32 |
| Total Current Assets | \$ 2,714,925.13 |
| Fixed Assets | |
| Assets | 38,852.89 |
| Total Fixed Assets | \$ 38,852.89 |
| TOTAL ASSETS | \$ 2,753,778.02 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| Accounts Payable (A/P) | 0.00 |
| Total Accounts Payable | \$ 0.00 |
| Credit Cards | |
| Credit | 69,215.05 |
| Total Credit Cards | \$ 69,215.05 |
| Other Current Liabilities | |
| Accrued Expenses | 0.00 |
| AIE Scholarships Payable | 0.00 |
| Employee Retirement Withholding | -453.58 |
| 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 | 2,713.94 |
| Student Scholarships Payable | 596.97 |
| Texas State Comptroller Payable | 1,679.19 |
| Total Other Current Liabilities | \$ 4,536.52 |
| Total Current Liabilities | \$ 73,751.57 |
| Long-Term Liabilities | |
| Frost Construction Loan | 2,221.36 |
| Vehicle Loan | 0.00 |
| Total Long-Term Liabilities | \$ 2,221.36 |
| Total Liabilities | \$ 75,972.93 |
| Equity | |
| Opening Balance Equity | 1,778,380.62 |
| Retained Earnings | -317,875.50 |
| Net Revenue | 1,217,299.97 |
| Total Equity | \$ 2,677,805.09 |
| TOTAL LIABILITIES AND EQUITY | \$ 2,753,778.02 |

SAY SI
Budget vs. Actuals: 2019 Budget
December 2019

| | Total | | | | |
|--|-----------------------|------------------------|----------------------|------------------------|------------------------|
| | December Actuals | Year-to-Date Actuals | Monthly Budget | Annual Budget | YTD % of Annual Budget |
| Ordinary Revenue/Expenditures | | | | | |
| Revenue | | | | | |
| 1 Donations | 82,822.64 | 196,950.86 | 15,833.34 | 190,000.00 | 104% |
| 2 Grants | 57,750.00 | 493,420.00 | 57,500.00 | 690,000.00 | 72% |
| 3 Sales & Commissions | 11,947.39 | 49,140.54 | 6,666.67 | 80,000.00 | 61% |
| 4 Facility Rental | 1,250.00 | 16,700.00 | 2,083.33 | 25,000.00 | 67% |
| 5 Event Income | 19,845.00 | \$ 41,164.00 | 8,333.33 | 100,000.00 | 41% |
| Total Ordinary Revenue | 173,615.03 | \$ 797,375.40 | 90,416.67 | 1,085,000.00 | 73% |
| Expenditures | | | | | |
| 1 Program Expenses | 10,586.57 | 66,593.79 | 9,166.68 | 110,000.00 | 61% |
| 2 Payroll & Benefits | 54,145.14 | 716,312.35 | 56,666.67 | 680,000.00 | 105% |
| 3 Administration and Overhead | 7,243.23 | 127,291.09 | 7,499.99 | 90,000.00 | 141% |
| 4 Facility & Maintenance | 7,129.13 | 149,979.71 | 13,166.67 | 158,000.00 | 95% |
| 5 Marketing & Event Expenses | 9,746.30 | 51,320.64 | 3,916.67 | 47,000.00 | 109% |
| Total Expenditures | \$ 88,850.37 | \$ 1,111,497.58 | \$ 90,416.68 | \$ 1,085,000.00 | 102% |
| Net Ordinary Revenue | \$ 84,764.66 | -\$ 314,122.18 | -\$ 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 | \$ 87,271.08 | \$ 702,437.69 | | | |
| 4 Rental Building (Escrow Account) | \$ 25,000.00 | \$ 250,000.00 | | | |
| Total Other Expenditures | \$ 112,271.08 | \$ 952,437.69 | | | |
| Net Other Revenue | -\$ 112,271.08 | \$ 1,531,422.15 | | | |
| Gross Profit | -\$ 27,506.42 | \$ 1,217,299.97 | \$ 0.00 | \$ 0.00 | |

| Company | Role | Contracted Fees | Actual Expenditures YTD |
|---------------------------------------|------------------------------------|------------------------|--------------------------------|
| Alderson & Associates, Inc | MEP | \$ 117,000 | \$ 67,275.00 |
| Big Red Dog | Civil | \$ 70,000 | \$ 41,488.39 |
| Gensler | Architect | \$ 435,000 | \$ 360,335.02 |
| Lundy & Franke Engineering | Structural Engineer | \$ 44,325 | \$ 35,460.00 |
| MP Studio | Landscape Engineer | \$ 36,200 | \$ 29,900.00 |
| Imburgia Consulting | Owner Rep | \$ 130,000 | \$ 60,886.70 |
| Structure Tone Southwest | Contractor | \$ 800,000 | \$ 91,383.08 |
| ieSmartSystems | Tech | \$ 138,350 | \$ 138,350.00 |
| Intergrated Enviornments | HVAC System | \$ 53,812 | \$ - |
| Fire Protection Consulting Group | Fire Protection | \$ 14,080 | \$ 11,230.00 |
| 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 | \$ 6,500.00 |
| Terracon | Hazardous Materials Inspection | n/a | \$ 4,600.00 |
| Giant Noise | PR Firm for Press Conference | n/a | \$ 3,600.00 |
| Accessibility Unlimited | ADA plans review and Inspection | n/a | \$ 1,475.00 |
| LISC | Good Faith Deposit for Undewriting | n/a | \$ 5,000.00 |
| Insite Architects, Inc. | National Blueprint | | \$ 1,360.71 |
| YTD EXPENDITURES | | | \$ 872,001.25 |