



Board Meeting
Friday, May 22, 2020
12 PM – Virtual Meeting

***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
12 PM Check In: Mary Ann	
12:10 PM Approval of April Minutes: Claudia	
12:15 AM: Review and Approval of YTD Financials: Jon	
12:25 PM: Resource Committee Report: Mike & Jon	
12:35 PM: Program Committee Report: Jason & Nicole	
11:45 PM: Communications Committee Report: Jimmy & Stephen	
12:55 PM: Brazos Facility Update: Mike & Jon	
12:50 PM: Next Steps: Mary Ann	
1:00 PM Announcements & Adjournment	

To: SAY Sí Board
From: Anahi Gonzalez
Date: April 24, 2020

Subject: Virtual Board Meeting

Board Members Present: Mary Ann Beach, Jason Moran, Mike Schroeder, Claudia Guerra, Clarissa Ramon, Sobia Khan, Agosto Cuellar, Jimmy Mendiola, Paola Fernandez, Melanie Mendez- Gonzales, Kelly Kljajic, Mae Escobar, Billy Lambert, Barry Middleman, Greta McFarling and Andres Gonzalez.

Board Members Absent: Marcella Dalmau, Eve Hernandez and Ricardo Salazar **Staff Present:** Jon Hinojosa, Stephen Guzman, Nicole Amri, Anahi Gonzalez and Missy Rullo **Guests:** Harriett Romo, Margaret Schellenberg and Ricardo Romo

Meeting called to order at 12:04 PM: Mary Ann Beach welcomed all board members, staff and guests thanking them for being present in such unprecedented times.

January 2020 Minutes

Claudia Guerra, advised the board to take a moment to review the minutes from January 2020 and paused for questions, amendments or changes. After review, Barry Middleman motioned to approve the January minutes; seconded by Billy Lambert. January minutes were approved unanimously.

2019 Audit Review

Jon spoke on the 2019 audit advising board members that the Executive Committee met and approved the financials and audit as we needed them within a specific timeframe to apply for foundation and public funding. Jon provided details about reserved funds from the sale of the building in 2019. Jon further explained the status of the Capital Campaign highlighting the funds that we would need to raise and have available for the new building. Jon also showcased funds that have been committed for 2020 and next year and advised the board of the change in funding from the City of San Antonio due to COVID-19. After review, Billy Lambert motioned to approve the 2019 Audit; seconded by Jason Moran. 2019 Audit was approved unanimously.

Development Report & Financials

Jon provided the board with an update on measures taken to collaborate with other organizations during this time to not only seek funding but provide advocacy for the community and support for each other. Jon spoke about the funds from the SBAPP Loan which were received in the month of April and provided details about the terms and conditions of the loan. Jon gave an overview of grants we will be applying to which will be used for operational funding and support as well as those we have already submitted proposals to including the one sent to the SAAF which we will be re-applying for. Jon also provided the board with an update on the status of the new building with details regarding shift in fundraising for the Capital Campaign as a result of COVID-19. Jon advised the board that due to this unprecedented time, the construction of the new building will be done in phases with program spaces and administrative spaces being part of the initial phase. Jon spoke about plans to request an extended stay from the current owner of our facility to be able to stay until the first quarter of 2021.

Next Steps

Mary Ann Beach spoke about the need to pivot due to challenges we are facing with the traditional model of SAY Sí as a result of COVID-19 both financially and programatically. Mary Ann invited board members to consider the role of the board and current committee structures in order to leverage these to engage everyone in the ideation process that needs to happen and encouraged those present to begin participating in the thought process. Jon discussed the ideas and thought process behind a new committee structure for board

members. Jon provided details in the changes in focus for committees such as the Program, Development and Communications committees.

Program Update

Nicole Amri provided the board with an update on the connections SAY Sí has maintained with students throughout this time. She spoke on the Creative Care Package that was created virtually on our Trello board to keep students engaged and connected in through an online virtual studio space. Nicole gave details about the COVID-19 Response Survey that allowed us to gather information about the hardships our community might be facing and how those results were used in connecting families with resources needed. Nicole spoke about the student meetings that have been held virtually on a weekly basis as well as meetings taking place with our Seniors and Liaisons. Teaching artists have been assigned a Google Voice phone number to call all students on their roster to touch base with those that have not yet checked-in. Nicole shared about the Creative Care Packets that will be safely distributed to our community. Additionally, she provided an update on our Artist Building Communities program which, after a brief pause, has continued providing services at 4 SAISD campuses by pivoting and providing a virtual classroom.

Communications Update

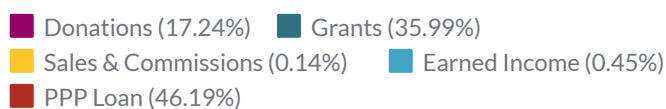
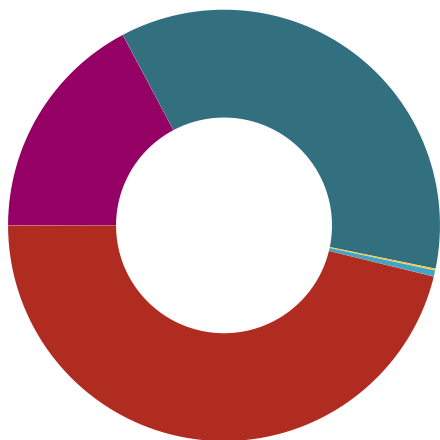
Stephen Guzman spoke about the approach we have taken to remain within arms reach to our community by also giving them time to adjust. Stephen offered details regarding the communications strategies implemented to remain in contact with our families via newsletters, emails and social media posts. Stephen informed the board about the various kinds of ways we have been connecting with students via Google Hangouts, direct phone calls to individual students, and a Trello Board with an online Creative Care Package as well as a Curbside option for those without access. Stephen spoke about measures taken to communicate with the general public and members groups via email by sharing resources and articles. Stephen spoke about taking this opportunity to showcase student work created using supplies from the Creative Care Packages. He encouraged board members to share these social media posts.

The meeting was adjourned at 1:13 PM.

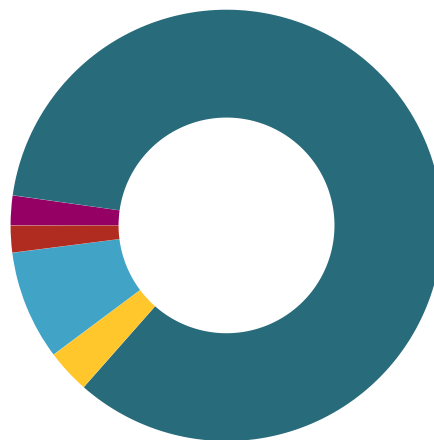
SAY Sí Financial Snapshot

Year to Date: April 2020

Income 2020



Expense 2020



2020 Funders:

- Adobe Systems Inc.
- Bank of America
- Baptist Health Foundation
- Bexar County Arts Fund
- City of San Antonio, DAC & DHS
- City of San Antonio City Council Project Fund
- Dickinson- Allen Foundation
- Greehey Family Foundation
- HEB Family Foundation
- Junior League of San Antonio
- Mission Trail Charities
- Rackspace Foundation
- San Antonio Area Foundation
- Texas Commission on the Arts
- Valero



5 Full Time Staff (35.71%) 9 ABC Instructors (64.29%)

\$ 279,713
Income 2020

\$ 175,321
Expenses 2020

SAY SI
Balance Sheet
As of May 14, 2020

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	210,826.38
5056 Frost Payroll	26,323.66
9655 Frost Capital	1,653,162.74
Petty Cash	310.00
Trust Account at Alamo Title Company	200,000.00
Total Bank Accounts	\$ 2,090,622.78
Accounts Receivable	
Receivables	172,823.00
Total Accounts Receivable	\$ 172,823.00
Other Current Assets	
Employee Receivables	6,590.96
Frost Brokerage Account	55,435.20
Undeposited Funds	0.00
Total Other Current Assets	\$ 62,026.16
Total Current Assets	\$ 2,325,471.94
Fixed Assets	
Assets	729,490.58
Total Fixed Assets	\$ 729,490.58
TOTAL ASSETS	\$ 3,054,962.52
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	49,268.99
Total Credit Cards	\$ 49,268.99
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-1,288.04
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	2,624.90
PPP Loan	129,200.00
Student Scholarships Payable	596.97
Texas State Comptroller Payable	1,192.13
Total Other Current Liabilities	\$ 132,325.96
Total Current Liabilities	\$ 181,594.95
Long-Term Liabilities	
Frost Construction Loan	0.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 0.00
Total Liabilities	\$ 181,594.95
Equity	
Opening Balance Equity	1,778,380.62
Retained Earnings	1,544,205.77
Net Revenue	-449,218.82
Total Equity	\$ 2,873,367.57
TOTAL LIABILITIES AND EQUITY	\$ 3,054,962.52

SAY SI
Budget vs. Actuals: 2019 Budget
March- April 2020

	Total				YTD % of Annual Budget
	March-April Actuals	Year-to-Date Actuals	Bi-Monthly Budget	Annual Budget	
Ordinary Revenue/Expenditures					
Revenue					
1 Donations	48,216.86	86,548.17	38,333.33	230,000.00	38%
2 Grants	100,667.41	190,901.52	137,500.00	825,000.00	23%
3 Sales & Commissions	379.19	2,128.74	18,333.33	110,000.00	2%
4 Facility Rental	1,250.00	7,525.00	14,166.67	85,000.00	9%
5 Event Income			21,666.67	130,000.00	0%
6 PPP Loan	129,200.00				
Total Ordinary Revenue	279,713.46	\$ 287,103.43	230,000.00	1,380,000.00	21%
Expenditures					
1 Program Expenses	3,913.86	12,527.84	24,833.33	149,000.00	8%
2 Payroll & Benefits	147,746.84	249,197.52	148,833.33	893,000.00	28%
3 Administration and Overhead	5,745.41	23,446.03	19,500.00	117,000.00	20%
4 Facility & Maintenance	14,376.17	34,300.28	26,666.67	160,000.00	21%
5 Marketing & Event Expenses	3,538.96	12,692.00	10,166.67	61,000.00	21%
Total Expenditures	\$ 175,321.24	\$ 332,163.67	\$ 230,000.00	\$ 1,380,000.00	24%
Net Ordinary Revenue	\$ 104,392.22	-\$ 45,060.24	230,000.00	\$ 0.00	
Other Revenue/Expenditures					
Other Revenue					
7 Reserve Fund (Building Capital Campaign)			\$ -	\$ -	
Total Other Revenue	\$ 0.00	\$ 0.00			
Other Expenditures					
3 Capital Expenditures	\$ 55,427.58	\$ 304,158.58			
4 Rental Building (Escrow Account)	\$ 50,000.00	\$ 100,000.00			
Total Other Expenditures	\$ 105,427.58	\$ 404,158.58			
Net Other Revenue	-\$ 105,427.58	-\$ 404,158.58			
Gross Profit	-\$ 1,035.36	-\$ 449,218.82	\$ 0.00	\$ 0.00	

DEVELOPMENT REPORT

MAY 2020

Stimulus - SBA PPP Forgivable loans:

- SAY SI applied and received a \$129,000 SBA PPP Forgivable loan. The loan is 2 years with a 1% interest rate, it is forgivable if you use 75% to support payroll. We will, of course, be doing that.

Operational proposals in the pipeline:

- AARP Purpose Prize - \$50,000
- NEA Cares Act (COVID Relief) - \$50,000
- Texas Cavaliers Charitable Foundation - \$10,000
- Junior League of San Antonio - \$4,000
- Junior League of San Antonio Goodwill Gift Cards - \$2,500
- Adobe Creativity Grant - \$10,000
- San Antonio Area Foundation Annual Responsive Grant - \$50,000
- San Antonio Area Foundation COVID Relief - \$30,000
- Impact San Antonio - \$75,000+
- Bank of America Neighborhood Builders - \$200,000

Capital Campaign: While we have paused our capital campaign to focus on the immediate needs of our programming and community, we have received a \$10,000 contribution from longtime supporter Margaret “Penny” Wiederhold. Ed & Luz Day, long time patrons, donated a portion of their stimulus check, \$1,200 to the campaign. This brings our capital campaign to \$67,170 in total individual contributions and pledges.

Capital Campaign Proposals in the pipeline:

- Charity Ball Association - \$100,000
- Philanthropitch - \$75,000 (postponed)
- Semmes Foundation - \$775,000
- Tobin Foundation - \$3,000,000

Capital Campaign Proposals Upcoming:

- HEB - Awaiting further meetings
- Charles Butt Foundation - stated a 2-month delay
- Greehey Family Foundation - \$500,000 (on hold)
- Santikos Foundation - \$875,000 (on hold)
- Newman Family Foundation (on hold)
- Valero Foundation - \$300,000 (on hold)
- Frost Bank - Pryor - \$75,000 (on hold)

GivingTuesday Now: Launched by GivingTuesday as an emergency response to the unprecedented need caused by COVID-19, GivingTuesday Now was held on Tuesday, May 5th. SAY Sí received \$2,114.24 in donations, including board members Mae Escobar, Melanie Mendez Gonzales and Kelly Kljajic. Every donation \$26 and up will receive a SAY Sí 2020 Fiesta Medal.

The Big Give Emergency Relief: The Big Give (originally scheduled for March 26th) was repurposed for emergency COVID-19 relief funding. To date we have received donations totaling \$9,136 from 48 donors, including board members Clarissa Ramon, Kelly Kljajic, Mary Ann Beach, Sobia Khan and Eve Hernandez.

Small Scale Works for a Local Cause

This year's Small Scale art auction will be all digital, with a focus on benefiting our local community. Artists will receive 50% commission on final bid prices, with 50% supporting SAY Sí.

The online auction will open on Thursday, June 11th, and will close on the Final Auction Night Friday, June 26th. The Final Auction Night will showcase SAY Sí staff, students, alumni and local artists in a digital format. We are still working on details, but we are committed to creating a fun, successful auction while adhering to social distancing guidelines.

United Way Campaigns: SAY Sí was approved to participate in this year's State Employee Charitable Campaign (SECC). The campaign is scheduled to be conducted at state agencies and universities from September 1 through October 31, 2020. Results regarding the amount raised will be available from the local campaign manager after March 29, 2021, with the first quarterly distribution made no later than April 12, 2021.

We have applied for inclusion into the 2020 San Antonio Metropolitan Area (SAMA) Charitable Campaign, comprised of the four campaigns listed below:

- City of San Antonio Charitable Campaign
- Bexar County Charitable Campaign
- Combined School District Charitable Campaign
- San Antonio Water System Charitable Campaign