



Board Meeting
Friday, July 24, 2020
12 PM – Virtual Meeting

***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
12 PM Check In: Mary Ann	
12:05 PM Approval of April Minutes: Claudia	
12:10 AM: Review and Approval of YTD Financials: Jon	
12:15 PM: Resource Report: (approve draft 2021 Budget) Jon	
12:30 PM: Program Committee Report: Jason & Nicole	
11:40 PM: Communications Committee Report: Jimmy & Stephen	
12:50 PM: Brazos Facility Update: Mike	
12:55 PM: Next Steps: Mary Ann	
1:00 PM Announcements & Adjournment	

To: SAY Sí Board
From: Anahi Gonzalez
Date: May 22, 2020

Subject: Virtual Board Meeting

Board Members Present: Mary Ann Beach, Jason Moran, Mike Schroeder, Claudia Guerra, Clarissa Ramon,, Jimmy Mendiola, Paola Fernandez, Melanie Mendez- Gonzales, Kelly Kljajic, Mae Escobar, Billy Lambert, Barry Middleman, Greta McFarling and Ricardo Salazar. **Board Members Absent:** Marcella Dalmau, Eve Hernandez, Sobia Khan, Agosto Cuellar and Andres Gonzalez **Staff Present:** Jon Hinojosa, Stephen Guzman, Nicole Amri, Anahi Gonzalez and Missy Rullo

Meeting called to order at 12:04 PM: Mary Ann Beach greeted all board members and staff thanking everyone for making themselves available, wishing them well and reminding them that if they need anything to reach out.

April 2020 Minutes

Claudia Guerra, referenced the April 2020 minutes previously provided to the board and paused for questions, amendments or changes. After review, Jason Moran motioned to approve the April 2020 minutes; seconded by Kelly Kljajic. April minutes were approved unanimously.

April 2020 Development Report & Financials

Jon Hinojosa spoke about the YTD income and expenses referencing the PPP loan as the major source of income in the month of April followed closely by grants such as the BigGive SA Covid-19 Relief Fund. Jon expanded on the expenses for the year and cited payroll and benefits as the majority of expenditures. Jon advised the board that staffing decreased in the month of April as a majority of staff members were furloughed due to COVID-19 and only administrative staff and ABC instructors remained on staff. Jon provided details about efforts made to get all furloughed staff unemployment benefits and added that they are also receiving additional funds due to the CARES Act. Additionally, Jon explained the current status of the Balance Sheet detailing assets and liabilities. After review, Paola Fernandez motioned to approve the April 2020 financials; seconded by Barry Middleman. April 2020 Financials approved unanimously.

Jon highlighted the efforts by current staff to follow through on prior commitments to apply for both operational and capital campaign resources and funds. Jon assured the board that all deadlines are being met and we will continue moving forward with applying for potential funds. Jon provided details for operational funds we have submitted applications for and are in the pipeline such as the AARP Purpose Prize and the Adobe Creativity Grant and Impact San Antonio. Jon elaborated on the upcoming capital campaign proposal opportunities such as Philanthropitch and the Charles Butt Foundation. Jon expanded on efforts to find equipment funds to provide staff with laptops in order to allow for them to work remotely and be more mobile. Jon thanked the board for their giving through BigGiveSA.

Resource Committee Update

Mike Schroeder spoke about the purpose of the resource committee to ensure the continued financial support of SAY Sí and its importance in light of COVID-19. Mike provided the board with insight on the work the committee completed in reviewing the 2020 budget and how that will inform the budget for 2021. Mike updated the board on Small Scale and Muertitos Fest advising that Small Scale has been pivoted to become a fully virtual experience and how this could potentially affect income from the event. Mike reminded the board of their commitment to make a meaningful contribution to SAY Sí. Mary Ann thanked the board for being active and present an opportunity to continue telling the story of SAY Sí in order to identify additional sources of revenue.

Program Committee Update

Jason Moran spoke on program updates highlighting the purpose to shift and adapt programming to meet the current needs of our students, becoming more virtually accessible while also maintaining SAY Sí's values in doing so. Jason acknowledged the hard work and support of the staff in being involved and adapting to changes in programming. Jason advised that with this pivot to digital programming, one of the biggest challenges is the gap in access to technology as 45% of our student population does not have access to a device. Another challenge is creating the same safe environment students experience at SAY Sí while they are at home. Jason spoke on a potential to create a hybrid programming system to provide students with a virtual and analog experience. Jason expanded on future parent and student engagement strategies in the form of a survey to help inform programming decisions.

Communications Committee Update

Melanie Mendez-Gonzales provided an update regarding the work the communications committee has completed with outgoing communications to parents, students and community members. Melanie spoke about the Trello Board being used to interact and engage with students. Details were provided about staff efforts made to contact all students and family on an individual basis with a goal to reach students that have not been engaging on the Trello Board or interacting in virtual studio meetings. Melanie expanded on social media strategies implemented to remind the community of SAY Sí's relevance and impact. Additionally, Melanie updated the board on the progress of the virtual branch of the ABC program, Art Studio Anywhere which will be available to the public on SAY Sí's website. Lastly, Melanie highlighted changes made to the upcoming Small Scale fundraiser in making it a completely virtual experience, giving back 50% of proceeds from the final sale price to contributing artists and giving a spotlight to local restaurants.

Facility Update

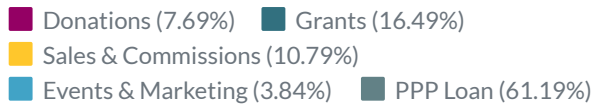
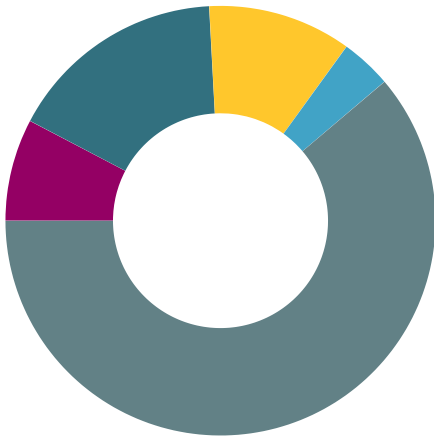
Mike provided the board with insights on the status of the building permit and the pause in construction as a result of COVID-19. Currently, construction costs are being reviewed to find opportunities to save on costs such as changes in design. Once updated drawings are received we will have a clearer understanding of how that will affect the budget.

The meeting was adjourned at 1:07 PM.

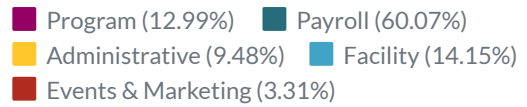
SAY Sí Financial Snapshot

Year to Date: June 2020

Income 2020



Expense 2020



2020 Funders:

- Adobe Systems Inc.
- Bank of America
- Baptist Health Foundation
- 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
- San Antonio Area Foundation
- Texas Commission on the Arts
- Valero



5 Full Time Staff (38.46%) 8 ABC Instructors (61.54%)

\$ 81,934
Income 2020

\$ 86,452
Expenses 2020

SAY SI
Balance Sheet
As of July 16, 2020

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	179,763.39
5056 Frost Payroll	29,026.11
9655 Frost Capital	1,596,721.59
Petty Cash	293.00
Trust Account at Alamo Title Company	150,000.00
Total Bank Accounts	\$ 1,955,804.09
Accounts Receivable	
Receivables	172,823.00
Total Accounts Receivable	\$ 172,823.00
Other Current Assets	
Receivables	7,505.98
Frost Brokerage Account	55,435.20
Undeposited Funds	0.00
Total Other Current Assets	\$ 62,941.18
Total Current Assets	\$ 2,191,568.27
Fixed Assets	
Assets	729,490.58
Total Fixed Assets	\$ 729,490.58
TOTAL ASSETS	\$ 2,921,058.85
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	47,715.86
Total Credit Cards	\$ 47,715.86
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	1,133.12
Total Other Current Liabilities	\$ 132,266.95
Total Current Liabilities	\$ 179,982.81
Long-Term Liabilities	
Frost Construction Loan	0.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 0.00
Total Liabilities	\$ 179,982.81
Equity	
Opening Balance Equity	1,778,380.62
Retained Earnings	1,544,205.77
Net Revenue	-581,510.35
Total Equity	\$ 2,741,076.04
TOTAL LIABILITIES AND EQUITY	\$ 2,921,058.85

SAY SI
Budget vs. Actuals: 2019 Budget
 May- June 2020

	Total				YTD % of Annual Budget
	May-June Actuals	Year-to-Date Actuals	Bi-Monthly Budget	Annual Budget	
Ordinary Revenue/Expenditures					
Revenue					
1 Donations	16,232.28	96,780.45	38,333.33	230,000.00	42%
2 Grants	34,806.19	225,607.71	137,500.00	825,000.00	27%
3 Sales & Commissions	22,788.08	24,916.82	18,333.33	110,000.00	23%
4 Facility Rental		7,525.00	14,166.67	85,000.00	9%
5 Event Income	8,107.50 \$	8,107.50	21,666.67	130,000.00	6%
6 PPP Loan		\$ 129,200.00			
Total Ordinary Revenue	81,934.05 \$	492,137.48	230,000.00	1,380,000.00	36%
Expenditures					
1 Program Expenses	11,230.13	25,008.39	24,833.33	149,000.00	17%
2 Payroll & Benefits	51,930.01	306,874.27	148,833.33	893,000.00	34%
3 Administration and Overhead	8,198.55	39,302.49	19,500.00	117,000.00	34%
4 Facility & Maintenance	12,229.03	46,636.88	26,666.67	160,000.00	29%
5 Marketing & Event Expenses	2,865.08	16,863.07	10,166.67	61,000.00	28%
Total Expenditures	\$ 86,452.80	\$ 434,685.10	\$ 230,000.00	\$ 1,380,000.00	31%
Net Ordinary Revenue	-\$ 4,518.75	\$ 57,452.38	-\$ 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	\$ 63,139.55	\$ 359,762.73			
4 Rental Building (Escrow Account)	\$ 50,000.00	\$ 150,000.00			
Total Other Expenditures	\$ 113,139.55	\$ 509,762.73			
Net Other Revenue	-\$ 113,139.55	-\$ 509,762.73			
Gross Profit	-\$ 117,658.30	-\$ 452,310.35	\$ 0.00	\$ 0.00	

July 2020 Development Report

- SAY SI received a \$129,000 SBA PPP Forgivable loan. The forgivable Application opens soon.
SAY SI received a \$19,500 grant for the San Antonio Area Foundation for COVID-19 support, the funds will be used for technology for the staff.
- SAY SI has been approved to participate in Goodwill's Technology Access Program (TAP), which provides reduced pricing on refurbished computers. We have purchased this hardware to keep our students connected as we continue distance learning. A report will be provided by the program committee.
- SAY SI was notified we were selected for a grant for the 2021 Texas Cavaliers Charitable Foundation. Awards are typically in the \$2,000 range
- SAY SI was selected as one of 25 Adobe Project Grantees and will receive a \$10,000 Adobe Creativity Grant for a COVID-19 project centered on digital media
- SAY SI was approved to receive a Bexar County Small Business Grant - \$25,000

Operational proposals in the pipeline:

- SA Cares 4 the Arts – amount undetermined (Draft 2021 Budget will need to be approved)
- Bank of America - \$15,000
- NEA Grants for the Arts - \$15,000
- San Antonio Area Foundation Annual Responsive Grant - \$50,000
- Impact San Antonio - \$75,000
- Bank of America Neighborhood Builders - \$200,000
- TCA Arts Respond - \$1,500
- United States Regional Arts Resilience Fund Grant - \$65,000

Capital Campaign:

Public Dollars: City TIRZ - \$3M request was unanimously approved.

Individual donations bring our capital campaign to \$67,170 total individual commitments pledges.

Charles Butt Foundation has committed \$500,000

Capital Campaign Proposals in the pipeline:

- Semmes Foundation - \$775,000 (highly likely)
- Tobin Foundation - \$3,000,000 (revision in process)

Capital Campaign Proposals Upcoming:

- Mays Family Foundation - Letter sent, Jon to reach out
- Greehey Family Foundation - \$500,000
- Santikos Foundation - \$875,000 - Grant opens in July
- Newman Family Foundation
- Valero Foundation - \$300,000
- Frost Bank - Pryor - \$75,000

Small Scale Works for a Local Cause: This year's Small Scale art auction was a success! This was our first ever 100% digital auction and we raised \$22,303.00. Special thank you to all who participated, including board member Melanie Mendez Gonzales for hosting the live 1-hour finale.