



Board Meeting

Friday, September 25, 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	
12:05 PM Approval of July Minutes: Claudia	
12:10 AM: Review and Approval of YTD Financials: Jon	
12:15 PM: 2020 Budget Forecast Report: Nicole and Stephen	
12:30 PM: Program Update: Nicole	
12:40 PM: Communications Update: Stephen	
12:50 PM: Governance Report: Andres	
1:00 PM: Brazos Facility Update: Mike	
1:15 PM: Next Steps: Mary Ann	
1:30 PM Announcements & Adjournment	

To: SAY Sí Board
From: Claudia Guerra, SAY Sí Secretary
Date: July 24, 2020

Subject: Virtual Board Meeting

Board Members Present: Mary Ann Beach, Mike Schroeder, Claudia Guerra, Clarissa Ramon,, Jimmy Mendiola, Paola Fernandez, Melanie Mendez- Gonzales, Kelly Kljajic, Mae Escobar, Billy Lambert, Barry Middleman, Greta McFarling, Andres Gonzalez, Eve Hernandez, and Ricardo Salazar. **Board Members Absent:** Marcella Dalmau, Jason Moran, Sobia Khan and Agosto Cuellar. **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 present board members and staff. She thanked those present for their continued engagement and support.

May 2020 Minutes

After review, Mae Escobar motioned to approve the May 2020 minutes; seconded by Billy Lambert. May minutes were approved unanimously.

June 2020 Development Report & Financials

Jon spoke about the YTD financials highlighting income & expenses. Jon provided information about payroll being the largest expense YTD. Jon talked about the grants that have been received in the month of July that are not yet reflected in the Balance Sheet for June. Jon gave an overview of the assets and liabilities YTD. Jon also provided an overview of the Budget vs Actual YTD. After discussion, Andres Gonzalez motioned to approve the June 2020 financials; seconded by Billy Lambert. May minutes were approved unanimously.

2021 Draft Budget Approval

Jon reminded the board that as part of the process to submit a grant application to SA Cares for Arts initiative, SAY Sí is required to provide a board approved operational budget for 2021 along with any revisions to the 2020 budget. Jon provided the board with an overview of the funds that will be applied for through SA Cares for Arts and how they will be used. Jon presented on the draft 2021 budget highlighting earned income and leased income, an increased goal in grants and donations, and special events that have shifted due to COVID. Jon advised that the largest expense will continue being payroll, however, that amount will remain static in 2021.

After review, Mike Schroeder requested the board approve following motions:

Motion 1:

As chair of the Resource and budget committee, I motion to approve the SAY Sí 2021 draft budget.

Motion 2:

I also ask this board to confirm by a motion that our 2020 organizational budget was approved in November 2019 and that the organization prior to the pandemic was reporting on that budget.

Motion 3:

Additionally for the record, and as reported in our last meeting, I motion that this board confirms that the Resource Committee meet and discussed revisions to the 2020 budget based on the pandemic and the loss of funds from the city and other sources and the organization modified its expenses and looked for new sources.

All motions were seconded by Mary Ann Beach. All three motions were approved unanimously by the board.

Program Committee Update

Nicole provided the board with programming updates including the 50 devices SAY Sí received through board member Clarissa Ramon's connection with the TAP program at Goodwill. These devices will be suited with the software needed to meet their artistic and educational needs. They will be distributed to students that have reported not having devices at home. Nicole reported on the opportunity to find the most cost effective way to set students up with WiFi and internet access. Nicole also reported on the different ways in which SAY Sí has continued programming and the ways in which a hybrid model of learning/teaching is being created through communication with parents and students in the form of phone calls and surveys. Nicole spoke about the upcoming Fall Showcase as well as the Senior Exhibition. Nicole advised the board of the upcoming art supply drive for the Ar

Communications Committee Update

Jimmy Mendiola spoke about the discussion and brainstorming session the communication committee had about how to tell a SAY Sí story better. The goal is to build a strong monthly newsletter highlighting successes and challenges with virtual learning taking into consideration the perspectives of our students and parents. Stephen provided an update on successes of the Small-Scale fundraiser noting the opportunity to sum up how SAY Sí has pivoted and share those stories with the community. Stephen informed the board about the opening of the virtual Senior showcase and the upcoming Hello Goodbye ceremony.

Facility Update

Mike provided an update on the status of the purchase of the building at 1310 S. Brazos and next steps to get building permits. Mike spoke about the hold on the building permit due to negotiations with the city. In addition, Mike provided details about the needed survey as well as modifications that had been made to the design of the new building due to COVID. Mike also spoke about the revised construction costs that have been reduced. Lastly, Mike discussed the updated schedule for construction as well as a schedule of costs.

Next Steps

Mary Ann spoke about the next steps for SAY Sí's new business plans prioritizing the work that needs to get done in the next 6-12 months within the context of a shared vision. Mary Ann requested that board consider some of the unintended circumstances we now face due to COVID and how SAY Sí as an organization can pivot and shift services while being intentional, caring about the safety of our students, parents and faculty. The board was tasked to think about how they can contribute to the shared vision.

The meeting was adjourned at 1:17 PM.

September 2020 Development Report

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

- Semmes Foundation - \$50,000 **Received**
- John L. Santikos Charitable Foundation of the San Antonio Area Foundation - \$50,000 **Received**
- 3M Foundation - \$5,000 **Committed**
- United States Regional Arts Resilience Fund - \$63,900 **Committed**
- SA Care Act - \$100,00 **Committed**
- The City of San Antonio Department of Arts and Culture FY21 - \$191,816 **Committed**
- The City of San Antonio Department of Human Services FY21 - \$44,308 - **Committed**
- Texas Commission on the Arts (Year 2 Art Create) - \$14,500 **Committed**
- Texas Commission on the Arts (Arts Respond) - \$1,500 **Committed**

Operational proposals in the pipeline:

- San Antonio Business Journal Nonprofit Philanthropy Awards (Mike Schroeder nomination) - tbd
- Nancy Smith Hurd Foundation - \$10,000
- Jack H. and William Light Charitable Trust - \$10,000
- City of San Antonio Project Funds - \$1,000
- Allegra The Footprint Fund - \$1,000
- Nordstrom Community Grants - tbd
- Elizabeth Huth Coates Charitable Foundation - \$10,000
- Mariette K. Randall Foundation Trust - \$10,000
- Dickson-Allen Foundation - \$20,000
- Target - \$500 gift card requests to local stores (to benefit future Art Supply Drives)

SAY Sí has recently received or has a commitment of the following funding for our Capital Campaign:

- Charles Butt Foundation - \$500,000 **Received**
- Public Dollars: City TIRZ - \$3M request was unanimously approved
- Public Dollars: Bexar County - \$666,000 committed and approved (\$333,000 pledged for 2022)
- Individual donations bring our capital campaign to \$67,170 total individual commitments pledges.

Capital Campaign Proposals in the pipeline:

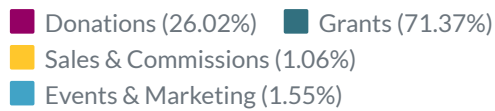
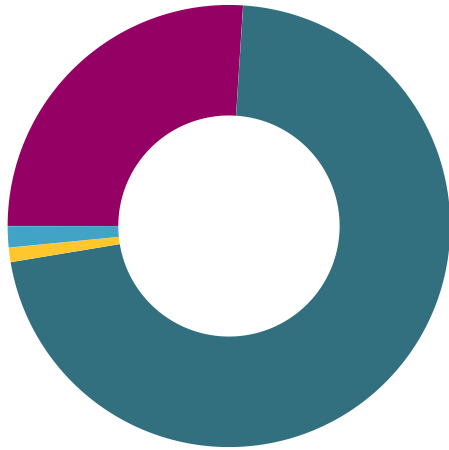
- Tobin Foundation - \$3,000,000 (revision in process)
- Mays Family Foundation - Letter sent, Jon to reach out
- Greehey Family Foundation - \$500,000
- Newman Family Foundation
- Frost Bank - Pryor - \$75,000

Artists Building Communities Art Supply Drive: In August we held our first-ever art supply drive to benefit youth in our community. Donations totaled over \$1,500 in addition to art supplies donated. With these donations we created more than 120 art supply kits - which were given away in less than 30 minutes! We are dedicated to meeting this immense need by distributing even more free art kits in the coming months, with our next Art Supply Drive scheduled for September 26th.

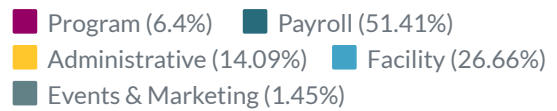
Big Give: This year all donations from the Big Give will go towards our next Art Supply Drive. Donations from the Big Give totaled \$9,418 - which will create more than 375 art kits.

SAY Sí Financial Snapshot Year to Date: August 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%)

▲ \$ 161,187
Income 2020

▼ \$ 117,982
Expenses 2020

SAY SI
Balance Sheet
As of September 17, 2020

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	178,697.79
5056 Frost Payroll	41,292.72
9655 Frost Capital	890,355.37
Petty Cash	224.58
Trust Account at Alamo Title Company	75,000.00
Total Bank Accounts	\$ 1,185,570.46
Accounts Receivable	
Receivables	172,823.00
Total Accounts Receivable	\$ 172,823.00
Other Current Assets	
Employee Receivables	12,386.07
Frost Brokerage Account	55,435.20
Undeposited Funds	0.00
Total Other Current Assets	\$ 67,821.27
Total Current Assets	\$ 1,426,214.73
Fixed Assets	
Assets	
Frost-CD	800,000.00
Total Fixed Assets	\$ 1,529,490.58
TOTAL ASSETS	\$ 2,955,705.31
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	65,120.80
Total Credit Cards	\$ 65,120.80
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-1,292.19
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	1,133.74
Total Other Current Liabilities	\$ 132,263.42
Total Current Liabilities	\$ 197,384.22
Long-Term Liabilities	
Frost Construction Loan	0.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 0.00
Total Liabilities	\$ 197,384.22
Equity	
Opening Balance Equity	1,778,380.62
Retained Earnings	1,544,205.77
Net Revenue	-564,265.30
Total Equity	\$ 2,758,321.09
TOTAL LIABILITIES AND EQUITY	\$ 2,955,705.31

SAY SI
Budget vs. Actuals: 2019 Budget
 July- August 2020

	Total				YTD % of Annual Budget
	July-August Actuals	Year-to-Date Actuals	Bi-Monthly Budget	Annual Budget	
Ordinary Revenue/Expenditures					
Revenue					
1 Donations	41,943.61	118,575.65	38,333.33	230,000.00	52%
2 Grants	115,036.72	340,644.43	137,500.00	825,000.00	41%
3 Sales & Commissions	1,706.67	24,354.51	18,333.33	110,000.00	22%
4 Facility Rental		7,525.00	14,166.67	85,000.00	9%
5 Event Income	2,500.00	8,107.50	21,666.67	130,000.00	6%
6 PPP Loan		\$ 129,200.00			
Total Ordinary Revenue	161,187.00	\$ 628,407.09	230,000.00	1,380,000.00	46%
Expenditures					
1 Program Expenses	7,547.92	61,692.37	24,833.33	149,000.00	41%
2 Payroll & Benefits	60,650.57	378,171.33	148,833.33	893,000.00	42%
3 Administration and Overhead	16,628.01	51,266.00	19,500.00	117,000.00	44%
4 Facility & Maintenance	31,448.63	80,024.13	26,666.67	160,000.00	50%
5 Marketing & Event Expenses	1,707.46	18,944.25	10,166.67	61,000.00	31%
Total Expenditures	\$ 117,982.59	\$ 590,098.08	\$ 230,000.00	\$ 1,380,000.00	43%
Net Ordinary Revenue	\$ 43,204.41	\$ 38,309.01	-\$ 230,000.00	\$ 0.00	
Other Revenue/Expenditures					
Other Revenue					
7 Reserve Fund (Building Capital Campaign)		500,000.00	\$ -	\$ -	-
Total Other Revenue	\$ 0.00	\$ 500,000.00			
Other Expenditures					
3 Capital Expenditures	\$ 409,769.87	\$ 768,307.60			
4 Rental Building (Escrow Account)	\$ 50,000.00	\$ 225,000.00			
Total Other Expenditures	\$ 459,769.87	\$ 993,307.60			
Net Other Revenue	-\$ 459,769.87	-\$ 493,307.60			
Gross Profit	-\$ 416,565.46	-\$ 454,998.59	\$ 0.00	\$ 0.00	