



Board Meeting

Friday, December 3, 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 September Minutes: Claudia	
12:10 AM: Review and Approval of YTD Financials: Jon	
12:15 PM: 2021 Budget Forecast Report: Nicole and Stephen	
12:30 PM: Program Update: Nicole	
12:40 PM: Communications Update: Melanie & 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: September 25, 2020

Subject: Virtual Board Meeting

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

Meeting called to order at 12:03 PM: Mary Ann Beach welcomed all present to the September meeting.

July 2020 Minutes

Claudia Guerra verified with Board members that they received the July minutes and have had an opportunity to review allowing for questions or edits. After review, Paola Fernandez motioned to approve the July 2020 minutes; seconded by Barry Middleman. July minutes were approved unanimously.

August 2020 Development Report & Financials

Jon presented the YTD Development Report highlighting unanticipated funds received as well as committed funds from The Semmes Foundation, Santikos, COSA, TCA and others. Additionally, Jon spoke about the proposal pipeline for additional funding for operations use. Jon also included details about funds received from the Charles Butt Foundation and potential public dollars geared towards the Capital Campaign. Jon also spoke about the proposal pipeline for the Capital Campaign to include proposals for the Tobin Foundation, Mays Family Foundation, Greehey Family Foundation, etc. Jon informed the board of the great success in fundraising for the Art Supply Drive in August and added an update on the Big Give fundraising results for the September Art Supply Drive. Lastly, Jon presented the YTD financials highlighting major sources of income through grants and individual donations and expenditures with payroll continuing to be the largest expense followed by overhead costs. Jon provided an overview of the Balance Sheet as well as the Budget vs Actuals. After review, Jason Moran motioned to approve the August 2020 financials; seconded by Billy Lambert. August financials were approved unanimously.

2020 Budget Forecast Report

Nicole and Stephen presented the EOY forecast operational budget. Stephen spoke about the variances in income highlighting several opportunities that were affected due to COVID-19 and the delay of construction for the new building. Stephen also spoke about unanticipated funds received through grants as a result of COVID-19 that have positively impacted the budget line items for grants leaving us over budget and making up for those loss sources as income such as facility rentals and special events. Nicole presented the program expenses showing a decrease in expenditures in these areas as a result of moving to a virtual learning model. Stephen provided details about payroll expenses highlighting the cost savings as a result of furloughing the majority of staff. Stephen advised the board of changes in staffing with the addition of a Programs Coordinator as well as an increase in costs of benefits as a result of enrolling the Operations Manager in our benefits plans. Nicole discussed overhead expenses noting a decrease in funds allocated for travel, vehicle and mileage due to COVID-19. Nicole provided details on variances for bank & merchant fees noting that these have increased due to donation opportunities to increasingly being virtual. Stephen reviewed facility expenses citing a decrease in all areas as a result of staff and students moving towards a bigger online presence and a decrease in utilities and maintenance costs. Lastly, Stephen and Nicole covered the costs for marketing showing another decrease in all areas as costs for special events have decreased drastically due to COVID-19.

Program Committee Update

Nicole spoke about the upcoming Fall Showcase: A Quaranteen Timecapsule which will be kicked off by the ALAS Youth Theatre Company's virtual production of "Quaranteens" on Friday, September 25th. Nicole advised the board of the efforts made by our talented staff to create a website in order to virtually showcase student artwork from all studios. Nicole briefly spoke about Muertitos Fest and how we are creatively reimagining what our largest fundraising event will look like in virtual form. Nicole also discussed the work being done through our ABC program highlighting the success of the Art Supply Drive and our continued

partnerships with SAISD, Clarity Child Guidance Center and University Health Systems. Lastly, Nicole advised the board of efforts made to get current students connected by distributing refurbished computers with WiFi capabilities purchased from Goodwill as well as web cameras and surge protectors.

Communications Committee Update

Stephen discussed updates made to our current website showcasing the Online Maker Space-- Art Studio Anywhere with tutorials and different activities for any audience to follow. Stephen also shared recent news coverage from News 4 San Antonio, Fox San Antonio, La Prensa Magazine, Texas Public Radio and San Antonio Magazine.

Governance Committee Update

Nicole provided insight on the discussion regarding the possibility of having telecommuting board members and what limitations/requirements there may be. This would open avenues for nation-wide inclusivity as well as be more equitable for those board members that travel often or can't be physically present for other reasons. Nicole further discussed upcoming board nominations and what the procedure for that would look like. Billy Lambert talked about recruiting an individual with financial expertise so that they could be considered as Treasurer.

Facility Update

Mike Schroeder provided an update on the purchase of the building that occurred at the end of July 2020. Mike further discussed the reduction in construction costs as we have moved into a phased construction. Mike provided insight on plans for administration and current programs to move into the building at the beginning of 2021. Mike also spoke about meeting with the COSA Development Office so that they could fully understand the extent of the occupancy before the end of 2020 and how best to make it work with the existing permit application.

The meeting was adjourned at 1:13 PM.

SAY Sí Financial Snapshot

Year to Date: October 2020

Income 2020



■ Donations (11.39%)
 ■ Grants (83.07%)
■ Sales & Commissions (3.04%)
 ■ Events & Marketing (2.5%)

Expense 2020



■ Program (15.11%)
 ■ Payroll (59.15%)
■ Administrative (8.75%)
 ■ Facility (15.46%)
■ Events & Marketing (1.53%)

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
- Deborah & David Rogers Foundation
- Dickinson- Allen Foundation
- Greehey Family Foundation
- HEB Family Foundation
- John L. Santikos
- Junior League of San Antonio
- Mission Trail Charities
- San Antonio Area Foundation
- Texas Commission on the Arts
- Texas Cavaliers
- Valero



■ 6 Full Time Staff (42.86%)
 ■ 8 ABC Instructors (57.14%)

▲ **\$ 188,425**
 Income 2020

▼ **\$ 128,174**
 Expenses 2020

SAY SI
Balance Sheet
As of October 31, 2020

	Total
ASSETS	
Current Assets	
Bank Accounts	
4122 Frost Operating	307,444.21
5056 Frost Payroll	7,907.94
9655 Frost Capital	791,296.94
Petty Cash	224.58
Trust Account at Alamo Title Company	50,000.00
Total Bank Accounts	\$ 1,156,873.67
Accounts Receivable	
Receivables	172,823.00
Total Accounts Receivable	\$ 172,823.00
Other Current Assets	
Employee Receivables	16,574.20
Frost Brokerage Account	55,435.20
Undeposited Funds	0.00
Total Other Current Assets	\$ 72,009.40
Total Current Assets	\$ 1,401,706.07
Fixed Assets	
Assets	729,490.58
Frost-CD	800,000.00
Total Fixed Assets	\$ 1,529,490.58
TOTAL ASSETS	\$ 2,931,196.65
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Credit	57,326.08
Total Credit Cards	\$ 57,326.08
Other Current Liabilities	
Accrued Expenses	0.00
AIE Scholarships Payable	0.00
Employee Retirement Withholding	-967.25
Frost Bridge Loan	1,800,000.00
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	\$ 1,932,588.36
Total Current Liabilities	\$ 1,989,914.44
Long-Term Liabilities	
Frost Construction Loan	0.00
Vehicle Loan	0.00
Total Long-Term Liabilities	\$ 0.00
Total Liabilities	\$ 1,989,914.44
Equity	
Opening Balance Equity	-21,619.38
Retained Earnings	1,544,205.77
Net Revenue	-581,304.18
Total Equity	\$ 941,282.21
TOTAL LIABILITIES AND EQUITY	\$ 2,931,196.65

SAY SI
Budget vs. Actuals: 2020 Budget
September- October 2020

	September-October		Total		YTD % of Annual Budget
	Actuals	Year-to-Date Actuals	Bi-Monthly Budget	Annual Budget	
Ordinary Revenue/Expenditures					
Revenue					
1 Donations	21,485.62	159,609.68	38,333.33	230,000.00	69%
2 Grants	156,479.92	527,124.35	137,500.00	825,000.00	64%
3 Sales & Commissions	5,745.37	36,244.38	18,333.33	110,000.00	33%
4 Facility Rental		7,525.00	14,166.67	85,000.00	8.85%
5 Event Income	4,715.00	13,062.50	21,666.67	130,000.00	10%
6 PPP Loan		129,200.00			
Total Ordinary Revenue	188,425.91	\$ 872,765.91	230,000.00	1,380,000.00	63%
Expenditures					
1 Program Expenses	19,368.03	53,624.10	24,833.33	149,000.00	36%
2 Payroll & Benefits	75,810.63	431,041.23	148,833.33	893,000.00	48%
3 Administration and Overhead	11,219.43	59,671.39	19,500.00	117,000.00	51%
4 Facility & Maintenance	19,812.48	99,575.23	26,666.67	160,000.00	62%
5 Marketing & Event Expenses	1,963.55	23,725.14	10,166.67	61,000.00	39%
Total Expenditures	\$ 128,174.12	\$ 667,637.09	\$ 230,000.00	\$ 1,380,000.00	48%
Net Ordinary Revenue	\$ 60,251.79	\$ 205,128.82	-\$ 230,000.00	\$ 0.00	
Other Revenue/Expenditures					
Other Revenue					
7 Reserve Fund (Building Capital Campaign)	500,000.00	500,000.00	\$ -	\$ -	-
Total Other Revenue	\$ 500,000.00	\$ 500,000.00			
Other Expenditures					
3 Capital Expenditures	\$ 105,764.25	\$ 1,056,270.64			
4 Rental Building (Escrow Account)	\$ 50,000.00	\$ 275,000.00			
Total Other Expenditures	\$ 155,764.25	\$ 1,331,270.64			
Net Other Revenue	\$ 344,235.75	-\$ 831,270.64			
Gross Profit	\$ 404,487.54	-\$ 626,141.82	\$ 0.00	\$ 0.00	

December 2020 Development Report

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

- Bexar County CARES (Covid Relief) - \$60,000 **Committed**
- Texas Cavaliers Foundation - \$3,000 **Committed**
- Mission Trail Rotary - \$1,500 **Committed**

Operational proposals in the pipeline:

- 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 - \$1,000
- Elizabeth Huth Coates Charitable Foundation - \$10,000
- Mariette K. Randall Foundation Trust - \$10,000
- Dickson-Allen Foundation - \$20,000
- Adobe Community Grant - \$20,000

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

- A \$150,000 commitment was made by David and Deborah Rogers of the HEB Family Foundation
- 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 - Jon has reached out to Bruce Bugg to discuss potential funding and naming opportunities
- Mays Family Foundation - Mrs. Mays recently passed away, we will reach out to David Green in the 1Q of 2021
- Greehey Family Foundation - \$500,000, this request will be submitted in 1Q 2021
- Newman Family Foundation - Mike will reach out to Chico Newman about this
- Frost Bank - Pryor - \$75,000, Jon has sent an email to Mallory at Frost to review the process

End of Year Campaign: With a goal of \$25,000, this year's end-of-year campaign is all about being a part of SAY Sí's picture. Supporters can choose where their gift goes from the following options: SAY Sí's Future - Operational Support; SAY Sí's New Home - Capital Campaign; Student Program Needs; Art Supplies for the Community; or where SAY Sí Needs It Most.

Giving Tuesday: Tuesday, December 1st - the kick-off to the end-of-year campaign.

Muertitos Fest: From November 1st-28th, SAY Sí held our first virtual Dia de los Muertos celebration. This month-long event brought in \$8,275 in sponsorships and \$540 in vendor fees.

Jane Stieren Lacy: Last December we received a generous donation of Amazon stock from Jane Stieren Lacy, valued at \$55,435.00. This contribution was 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.

Artists Building Communities Art Supply Drive: In October and November we held two more community art supply giveaways, with more than 500 art kits distributed. November's kits included all the supplies needed to participate in the Muertitos Fest virtual workshops.