



Board Meeting
Friday, March 26, 2021
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
12:00 PM Check In: Jason Moran	
12:05 PM Audit Review	
12:25 PM: Approval of Board Minutes: Claudia	
12:30 PM: Development & YTD Financials Snapshot: Nicole & Stephen	
12:40PM: Committee Reports: Mike, Jason & Melanie	
12:55 PM: Announcements	
1:00 PM Adjournment	

To: SAY Si Board
From: Stephen Garza-Guzman
Transcribed By: Maria Arteaga
Date: January 29, 2021

Subject: Virtual Board Meeting

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

Board Members Absent: Marcella Dalmau

Staff Present: Jon Hinojosa, Stephen Guzman, Nicole Amri and Missy Rullo

Meeting called to order at 12:11 PM: Mary Ann Beach welcomed all present to the January meeting.

December 2020 Minutes

Claudia Guerra opened the floor for questions, suggestions or edits on the December minutes, reminding the board of which notions were passed and the importance of each item. After review, Barry Middleman motioned to approve the December 2020 minutes; seconded by Jason Moran. Claudia asked for all those in favor, leading the December minutes to be approved unanimously.

December 2020 Financials:

Jon explained that he would be focusing on the development report due to there being updates that had to be shared. Jon explained that Anahi is working with auditors to ensure that the audit and the 990 gets done and will be presented at the next Board meeting. Jon presented the YTD Financial Snapshot through the month of December and explained that it represented the year of 2020. Jon highlighted areas of income noting that most funding comes from grants and from donations with the rest being made up from sales, commission, events, and marketing. Jon states that although it was a pandemic year, it is similar to where they were due to the individual donations. In terms of expenses, Jon stated that they were similar with payroll and human resources making up the largest expense followed by programs. However, programs had an increase due to projects that took place such as the art packs to the community. Jon reminded the Board that payroll is smaller in percentage since staff is still furloughed. Jon reviewed the Balance Sheet and provided insights on various assets and liabilities in comparison to the year before. Mentioning the building purchase as well as construction expenses, Jon covered the Budget vs Actual providing an overview of income and expenditures throughout the months of November and December. Additionally, Jon spoke on revenue & expenditures with a focus on the actual year to date total. After review, Paola Fernandez motioned to approve the December 2020 financials; seconded by Eve Hernandez. After review, December financials were approved unanimously.

January 2021 Development Report

Jon shared that they had received money from Google Fiber thanks to Clarissa Ramon which was used to purchase technological equipment for students. Jon spoke on the opportunities from Dickson-Allen Foundation, Bexar County CARES (Covid Relief), H-E-B Family Foundation, and H-E-B Corporate in detail. As well as the meeting that they had with H-E-B and the support that they could provide. Jon further expanded on the commitments with details about David and Deborah Rogers of the HEB Family Foundation and the Charles Butt Foundation. Jon spoke on the Public Dollars that were used for the infrastructure of the building and the following steps for the approval of the construction of the project. Jon encouraged the Board Members to thank any officials that they knew that had a hand in the approval process. Jon spoke on the Jane Stieren Lacy stock donation for Year End. Jon went over the Q1 Funding and pointed out the amounts listed.

Facility Update

Mike Schroeder shared how the temporary spaces are under construction, the permit is ready and the inspections are being carried out. Stating how the process is taking place with no impediments. Mike stated the budget for the project and how work has been done to reduce it yet they are still waiting on the final cost due to last minute work. Mike shared the schedule for construction with an addition of two weeks. Jason Moran added that the construction is going well even with the inspection setbacks and it might be completed ahead of schedule. Mike clarified the overlap with tenants and Jon further explained the situation with utilities and future plans.

Committee Structures

Stephen Guzman spoke about the committee structure proposal that was sent to everyone. Stephen stated that there had been no shifts yet there were proposed changes. Stephen gave context on the creation of committees and the hybrid between Governance committee and COVID committee while giving details on the responsibilities of each committee. Stephen spoke on the meeting times for each committee: Financial/Governing and Regular Board. Stephen stated the expectations for the Regular Board Committees, such as goal planning. After review, Melanie Mendez-Gonzalez motioned to approve the Committee Structures; seconded by Billy Lambert. After review, Committee Structures were approved unanimously.

Bylaw Update and New Board Member Vote

There was a shift from Andres Gonzalez to Jason Moran running the presentation. Jason presented amendments in the section 3.02. Regular Meetings, allowing for more flexibility on regular meetings by generalizing dates. Jason spoke on the structure of the committees in section 5.01. in terms of the overarching and standing committees in section 5.02. allowing for more flexibility. Nicole read the amendments to the sections. After review, Paola Fernandez motioned to approve the bylaw updates; seconded by Claudia Guerra. Jason asked for all those in favor, leading to the updated bylaws to be approved unanimously.

Jason informed the Board of the two new members, Paula Cantrell and Dr. Ricardo Romo, that had been discussed as nominations to the Board of Directors. Jason opened the floor to comments or questions on these nominees then asked for a motion to approve. Sobia Khan motioned to approve the New Board Members; seconded by Paola Fernandez. Jason asked for all those in favor, leading to the updated bylaws to be approved unanimously. Mary Ann asked for next steps and Nicole recommended next steps: going to the nominator to ask how to best onboard the nominee, and upon acceptance by the nominee what orientation would look like for them. Mary Ann suggested a digital onboarding process and asked for participants in conversation. Jon suggested onboarding as a task for the committee.

Announcements

Nicole announced the February and March Art Drive: a Teacher Portrait contest that includes students from Kinder to 9th grade with a classroom prize and gift card from HEB for teachers. Nicole stated that this contest would be a way to give back to the community and ability for students to reconnect to teachers. Nicole stated that in March there would be an opportunity to partner with Alamo Community Colleges to create kits for instructors with children yet it has not been planned out yet. Nicole also announced the fundraising for the cost of the drives through partnerships with HEB and Target. Missy spoke on the Valero Champions for Charity in which donations are matched and will be sending out an email the following week.

The meeting was adjourned at 1:05 PM

SAY Sí Financial Snapshot Year to Date: February 2021

Income 2021



■ Donations (15.76%)
 ■ Grants (24.24%)
■ Sales & Commissions (10.46%)
 ■ PPP Loan (49.54%)

Expense 2021



■ Program (6.34%)
 ■ Payroll (56.03%)
■ Administrative (14.4%)
 ■ Facility (21.85%)
■ Events & Marketing (1.38%)

2021 Funders:

- Adobe Systems Inc.
- Bank of America
- 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
- 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%)

▲ \$ 242,215
 Income 2021

▼ \$ 107,702
 Expenses 2021

March 2021 Development Report

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

- COSA Department of Arts & Culture - \$47,954 2Q payment **Received**
- Texas Cavaliers Charitable Foundation - \$425 **Received**
- Mission Trail Rotary - \$1,500 **Received**
- H-E-B - \$10,000 **Received**
- P16 Plus (ABC Program)- \$25,000 **Received**
- Edgar & Linda Duncan Donation - \$1,000 **Received**
- William Scanlan Jr. Donation - \$1,000 **Received**
- City of San Antonio Public Art Organization Application- **Approved**
**SAY Sí has been approved to be on the city's pre-qualified list for potential public art-making opportunities.*
- PwC National US and MX ScopeAthon - **Accepted**
**The ScopeAthon is a half-day, virtual pro bono event that brings together nonprofit organizations with small PwC teams to help the organization identify the root cause of their toughest challenges and help build actionable plans to begin to tackle them.*
- Google Ad Grant - **Received**
**\$10,000 a month of in-kind advertising every month for text ads*

Operational proposals in the pipeline:

- Baptist Health Foundation- \$25,000
- TCA Arts Create - \$14,500
- Poetry Foundation - \$5,000
- San Antonio Area Foundation Youth Leadership Grant - \$50,000
- United Way State Employee Charitable Campaign
- United Way San Antonio Metropolitan Area Campaign
- COSA Department of Arts & Culture Performing Arts Venue Facility Improvement Program - \$10,000
- Bexar County Arts Internship - \$3,500
- Texas Cavaliers Charitable Foundation - \$2,500

SAY Sí Capital Campaign:

- Public Dollars: Bexar County - \$666,000 invoice submitted and approved awaiting initial funds Public Dollars: City TIRZ - \$3M Committed, Jon is working with MP studios and contractor to commence initial infrastructure phase
- Individual donations bring our capital campaign to \$72,583 total individual commitments/pledges

Capital Campaign Proposals in the pipeline:

- Semmes Foundation - Jon has a schedule call with Director about resubmission
- Mays Family Foundation - (in progress) Mrs. Mays recently passed away, we will reach out to David Green in the 1Q of 2021
- Greehey Family Foundation - (in progress) \$500,000, this request will be submitted in 1Q 2021
- Newman Family Foundation - (in progress) Mike will reach out to Chico Newman about this
- Frost Bank - Pryor - \$75,000, (in progress) Deadline is March 31

Valero Champions Fore Charity - We are looking for board support with this one!

Champions fore Charity is a fundraising program that provides participating charities the opportunity to generate contributions through the Valero Texas Open. The 2020-21 fundraising campaign is underway and will conclude **Friday, April 9**. *More details included in the board email that went out February 5th (let us know if you need it sent again!)*

Small Scale Big Change 2021: Art= Community