



**Junior Achievement of New Mexico
December Board Meeting Minutes
Wednesday, December 10, 2025**

Michael Barrio, Joe Benoit, Robert Bischoff, Kevin Brewster, Ross Busby, Adam Ciepiela, Leona Davis-Brown, Danae Fernandez, Julie Garcia, Justina Grant, Keith Hartnett, John Henninger, Annemarie Henton, Peter Howley, Jennifer James, Audrey Johnson, Vince Krakau, Philip Le, Jennifer Luciani, Will Martinez, Kent Mcloud, Hope McIntosh, Cory Miller, Nicole Noto, Charlotte Ortiz, Beth Petrino, Lauren Sandoval, Ron Sisneros, Aaron Wadley-Child, Dave Winsor

In Attendance (16): Charlotte Ortiz, Keith Hartnett, Julie Garcia, Audrey Johnson, Jennifer James, Beth Petrino, Vince Krakau, Kevin Brewster, Ron Sisneros, Dave Windsor, Kent Mcloud, Peter Howley, Philip Le, Joe Benoit, Robert Bischoff, John Henninger

Absence (14): Michael Barrio, Ross Busby, Adam Ciepiela, Leona Davis-Brown, Dane Fernandez, Justina Grant, Annemarie Henton, Jennifer Luciani, Will Martinez, Hope McIntosh, Cory Miller, Nicole Noto, Lauren Sandoval, Aaron Wadley-Child.

Staff in attendance (2): Erin Hagenow, Mandy Wilson

Guests in Attendance: None

Call to Order

The Full Board Meeting for Junior Achievement of New Mexico was held in person and virtually on Wednesday, December 10, 2025. Board Chair, Julie Garcia, called the meeting to order at **7:33am**.

Julie welcomes new board members: Keith, Jennifer, Charlotte

Meeting Agenda

Julie Garcia, Board Chair, presented the December 2025 Board Meeting Agenda.

The December 2025 Board Meeting Agenda was approved upon motion, second, and unanimous approval.

Meeting Minutes

Julie Garcia, Board Chair, presented the October 2025 Board Meeting Minutes.

Upon motion, second, and unanimous approval, the October 2025 Board Meeting Minutes were approved as presented.

Finance Committee

September 2025 Financials

- YTD Cash: **\$296,593.77**
- YTD Current Assets: **\$932,296.77**
- YTD Liabilities: **\$84,772.16**
- Savings: **\$254,120.21**
- Investments: **\$518,658.57**
- Biggest Contributor: **Wells Fargo \$25,000**
- Income: **\$120,522.33**
- Expenses: **\$216,659.47**
- Net Monthly Income: **-\$25,098.33**
- Net Income YTD: **-\$66,646.11**

October 2025 Financials

- YTD Cash: **\$313,835.25**
- YTD Current Assets: **\$938,950.90**
- YTD Liabilities: **\$82,881.60**
- Savings: **\$214,918.80**
- Investments: **\$522,684.22**
- Biggest Contributor: **Taco Bell Foundation \$52,113**
- Income: **\$184,196.28**
- Expenses: **\$278,020.54**
- Net Monthly Income: **\$9,534.29**
- Net Income YTD: **-\$58,101.42**
- B2A Net:

Pledges

- Total: **\$439,000.00**
- **Erin reviews all pledges:**
 - Target: \$1,500, January 2026
 - Mario Burgo: \$10,000, Achieve Challenge: December 2025
 - UMB: \$250,000, December 2025
 - Camp Fire: \$100,000, December 2025
 - French Funerals: \$20,000, December 2025
 - Adam & Tania Triolo: \$10,000, December 2025
 - Golf Classic Challenge: \$47,000, Running estimate for May 2026
- **Julie encourages board members to make donations during Achieve Challenge**
 - Julie and Kristin/ Renaud Investment Group are donating \$20,000.00 to major donor Challenge
 - **Note:** the board packet table of pledges had “December 2026” listed and needs to be changed to December 2025.

The September and October 2025 Financial Statements were approved upon motion, second, and unanimous approval.

Program Committee

Annemarie was not at the meeting, Mandy presented.

Programs committee met in person in November. The student goal of 15,500 is currently at 7,400+ and many events are being scheduled for the spring.

Job Shadows have hosted over 400 students so far

Career Fairs are scheduled and the team is excited about a new career fair opportunity with SVA, RFK, and MA charter schools.

The committee focused most of the last meeting on volunteer appreciation efforts. This year, they anticipate over 500 community volunteers and want to be sure they are recognizing these people for their efforts through thank you notes, events, etc. The committee discussed purchasing some type of token, maybe a gold JA pin, that represents so many volunteer hours, etc. The committee will continue to brainstorm ideas and continue to support the efforts of writing thank you cards.

Nominating Committee Report

Did not meet in the last two months, no updates.

Golf Committee Report

Golf committee met yesterday, Audrey shares the updates. Name for the golf challenge: Swing for Success Golf Challenge. Silent auction will launch online 2 weeks ahead of the tournament. Revenue goal for this year, will talk about at next meeting in January. Fund ways to increase fundraising while on the course and hole activities. Sponsorship list is with Miriam and she will be reaching out to those who have sponsorships. Swag was discussed, the committee is trying to diversify the swag. Julie asked about the caliber of auction items: suite tickets, vacation packages, etc. Smaller items will still go towards the raffle.

DEI Committee Report

The committee did not meet in the last few months and did not report today.

Government Affairs Committee Report

Erin included an update in the board packet. No need to review in the meeting.

President's Report

Erin reviewed the new relationships and funding sources currently be worked on.

Erin proposes changing the board meeting schedule: 4x/Year (down from 6x). Meet from 3:45 to 5:00, appetizers, Wine, beer, and soft drinks, In person Only, Remove the hybrid option

Note: Executive cmte. Continues to meet 6x/year

Schedule would not change until FY27 or July 2026

Jennifer says that ABF events are on Thursdays. John gives feedback about morning routine and possibly lost some participation due to the APS morning schedule a few years ago. Joe asked about getting quorum and an option for people to call in for voting when needed. Keith asks about doing it during the lunch hour. Julie said it won't work for her due to the commute, Charolett, Audrey, and John agree. Ron says morning or afternoon. Wednesday may be the best day, based on discussion.

Risk Assessment Review: JA of NM will review the Risk Assessment Document provided by JA USA during the February 2026 board meeting.

Katie Keen visiting in February. Note for revision: "February 2025" needs to be changed to February 2026

Adjournment

Upon motion, second, and unanimous approval, the meeting was adjourned at 9:03am.