



**Junior Achievement of New Mexico
October Board Meeting Minutes
Thursday, October 1, 2025**

In Attendance (15): Philip Le, Audrey Johnson, Julie Garcia, Nicole Noto, Vince Krakau, John Henninger, Peter Howley, Ross Busby, Kent Mcloud, Dave Winsor, Annemarie Henton, Danae Fernandez, Robert Bischoff, Ron Sisneros, Adam Ciepiela

Absence (10): Will Martinez, Cory Miller, Aaron Wadley-Child, Lauren Sandoval, Michael Barrio, Leona Davis-Brown, Justina Grant, Hope McIntosh, Joe Benoit, Jennifer Luciani

Staff in attendance (3): Erin Hagenow, Miriam McIntosh, 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 Thursday, October 1, 2025. Board Chair, Julie Garcia, called the meeting to order at 7:38 am.

Meeting Agenda

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

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

Meeting Minutes

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

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

Finance Committee

July 2025 Financials

- YTD Cash: \$354,733.07
- YTD Current Assets: \$1,010,957.10
- YTD Liabilities: \$78,474.26
- Savings: \$252,293.37
- Investments: \$495,782.60
- Biggest Contributor: BMO \$25,000
- Income: \$89,742.05
- Expenses: \$75,179.61
- Net Monthly Income: \$14,562.44

- Net Income YTD: \$14,562.44

August 2025 Financials

- YTD Cash: \$319,325.95
- YTD Current Assets: \$967,411.87
- YTD Liabilities: \$93,174.55
- Savings: \$253,275.18
- Investments: \$507,644.49
- Biggest Contributor: City of Santa Fe \$20,045.50
- Income: \$94,044.77
- Expenses: \$151,609.77
- Net Monthly Income: -\$62,979.31
- Net Income YTD: -\$57,565.00
- B2A Net: -\$36,252.00

Opened a bank account with Citizens Bank of Las Cruces, solely used to purchase gift cards for High School Heroes stipends.

\$66K Right-of-Use Asset under Fixed Assets refers to the value of our lease. The payments made toward our lease are recorded under liabilities as ROU Debt.

A/R: Still waiting for payments from Taco Bell and Group 1 Automotive. City of ABQ, City of Santa Fe, and US Eagle FCU pledges have cleared.

FY2027: JA USA will change the fee structure from a scaled fee to flat-rate fee and fee for services. They are also moving away from taxing 11.5% on gross revenue from special events.

Question: Is it a tiered tax structure?

- The previous tax structure was tiered based on each JA Area's revenue. We're still unsure at this time of exactly how much we'll pay.

JA USA also wants to see consolidations of smaller, city-based areas.

Overall, funds look healthy.

Pledges

- Toyota \$1,000
- Taco Bell Foundation \$52,113
- Wells Fargo \$25,000
- U.S. Eagle FCU \$1,500
- Total: \$79,613

Bradbury Stamm's Employee Giving Group donated \$15,000 to JA of NM through the ABQ Community Foundation.

The July and August 2025 Financial Statements were approved upon motion, second, and unanimous approval.

Program Committee

First committee meeting for the 2025-2026 School Year took place on September 16th.

SY2026 Students Served Goal: 15,500

Current Projections on September 16th: 5,077

Launched 3 new programs this Fall 2025 Semester:

- (1) JA Titan. Students become presents of a cell phone company. Students must tackle the challenges of running a business. Low-volunteer requirements.
 - There's a competition at the end, a volunteer can come in and provide feedback to the teams.]
 - Program Team has approached Explora to utilize the makerspace for teams build prototypes of their cell phones
 - JA Titan is utilized as a fundraising event in other JA areas
 - JA Titan also has a national competition through JA USA that we could participate in once the program is more established

- (2) JA It's My Job, Soft Skills Program

Resume-Building, Workplace Etiquette, Prepping for Interviews, etc.

Self-paced, 6th to 12th grade

- (3) JA It's My Journey, out-of-school-time elementary program

Great for our partnership with Boys and Girls Clubs, goes as low as Pre-K

JA of NM Program Team has received a large number of requests to table at Career Fairs. Program Team is carefully selecting participating in Career Fairs that best align with our mission and capacity.

Career Speaker Series has already started, kicking off at East Mountain High School

- Jordana creates a promo video for schools and educators to promote the upcoming Career Speaker presentation.
- The Program Team welcomes any suggestions or connections for Career Speakers in the identified industries.

Changes in programmatic strategy from JA USA

- JA of NM is looking to stack programs and build Les for students. Paying attention to feeder schools.
- Example of stacking programs: If a teacher requests personal finance, also recommend Career Speaker presentation.

Program Committee will meet in person at Tula's for the first time in November.

We're expecting a growth in students served and growth in programs, despite having a decline in staffing.

Program Team also evaluated programs that aren't serving us well and decided to pause JA Inspire.

Nominating Committee Report

Fall 2025 Slate

Jennifer James, ABQ Business First

Keith Hartnett, Retired CFO of Admiral Beverage
Charlotte Ortiz, BMC Roofing
Beth Petruno, U.S. Bank
Kevin Brewster, Bank of America and Merrill Lynch

The full Fall 2025 Slate was approved to join the Board of Directors.

Golf Committee Report

Golf Committee meets on October 28th.

Looking to maintain what we love about the tournament while growing our fundraising goals.

Philip's Idea: Ball Drop Raffle

- Adam offered two raiders tickets as a raffle prize for the Ball Drop Raffle
- Will also secure a two-night stay for a hotel in Taos from Heritage Hotels
- Need one more raffle prize around \$500

DEI Committee Report

No committee report at this time.

Government Affairs Committee Report

Still waiting for final contract from BernCo Service Agreement

BernCo Commissioners (\$70,000 to JA of NM)

Not eligible to request Capital Outlay funds from NM State Legislature

Added Explora to the New Mexico Youth Services Coalition

Sandia Foundation to fund a consultant in CY2026 to manage the Coalition, compile outreach materials, and disseminate information to communities

NMYSC to speak at Economic Forum in June 2026.

President's Report

JA of NM was chosen as a nonprofit for Target Community Circle Giving!

- Miriam to send out an email on how to vote for JA of NM

Development team is convening special events meetings to identify two, comprehensive ideas for a new fundraising special event.

Why is JA of NM adding another event?

- Funding from a new event will allow us to better fulfill the new requirement for Semester-Long Financial Literacy Course

Adjournment

Upon motion, second, and unanimous approval, the meeting was adjourned at 8:50 am.

A handwritten signature in cursive script, appearing to read "L. L. L.", is written in black ink.

FY2025_October Board Meeting Minutes

Final Audit Report

2025-10-07

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