



**Junior Achievement of New Mexico
Board Meeting Minutes Annual
Friday, June 6, 2025**

In Attendance (17): Vince Krakau, Ron Sisneros, Billy Gupton, Philip Le, Peter Howley, Ross Busby, Jennifer Luciani, Sam Baca, Robert Bischoff, Julie Garcia, John Henninger, Will Martinez, Melissa Valles-Relyea, Cory Miller, Audrey Johnson, Aaron Wadley-Child, Lauren Sandoval

Absence (11): Michael Barrio, Joe Benoit, Leona Davis-Brown, Erin Dominguez, Annemarie Henton, Jordan Herrington, Adam Ciepiela, Hope McIntosh, Justina Grant, Danae Fernandez, Nicole Noto

Staff in attendance (7): Erin Hagenow, Jordana Thompson, Patricia Saint-Lot, Miriam McIntosh, Mandy Wilson, Krystle Ortiz, Madison Prunty

Guests in Attendance: Phil Prevender, Prevender Financial Services

Call to Order

The Full Board Meeting for Junior Achievement of New Mexico was held in person on Friday, June 6, 2025. Board Chair, Julie Garcia, called the meeting to order at 1:04 PM.

Meeting Agenda

Julie Garcia, Board Chair, presented the June 6, 2025 Board Meeting Agenda.

The June 6, 2025 Board Meeting Agenda was approved upon motion, second, and unanimous approval.

Meeting Minutes

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

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

Investment Account Presentation

Phil Prevender, Prevender Financial Services, presented an overview of JA of NM's investment account.

End of May Value = \$477,213.53, slightly behind benchmark, but not worth worrying about. Grown by \$34,693.92.

YTD Rate of Return: 1.6%

Rate of Return (Since Inception): 6.74%

Asset Allocation:

- Cash & Cash Alternatives 1.52%
- Fixed Income 28.97%
- Equity 69.51%

Review New and Departing Board Members

Julie Garcia, Board Chair, presented the slate of New and Departing Board Members.

Departing Board Members:

- Jordan Herrington
- Erin Dominguez
- Melissa Valles-Relyea

End of Term Board & Committee Chairs

- Adam Ciepiela, Past Board Chair
- Vince Krakau, Golf Committee Chair
- Will Martinez, Nominating Committee

Note: All three individuals will stay on as Board Members.

Slate of new board members:

- Kent McCloud, NMB&T/UMB
 - Billy made a motion, Jennifer seconded
 - Upon motion, second, and unanimous approval, Kent McCloud was approved to join the Board of Directors.
- David Windsor, HB Construction
 - Ron made a motion, Billy seconded
 - Upon motion, second, and unanimous approval, David Windsor was approved to join the Board of Directors.
- Kent and David to attend the August board meeting.

An extra special farewell to JA of NM Operations Director, Patricia Saint-Lot. After 7 years of service, Patricia will step away from her role on July 15th, 2025.

Financial Report

- March/April Finance Dashboard
 - Hit \$1mil in assets for the first time ever!!
 - Question: Is there something we hope to accomplish with that investment account?
 - Our goal is to utilize 4% of the investment account towards our annual budget,
 - We have 12 months of operating expenses in our savings
 - Moved \$110K over the course of the year from the savings account to operating and have moved all of that money back to savings

March Financials

- YTD Cash: \$433,416.69
- YTD Current Assets: \$1,011,808.02
- YTD Liabilities: \$148,769.26

- Savings: \$338,126.67
- Investments: \$462,068.67
- Biggest Contributor: Marathon Petroleum Corp. \$130K
- Income: \$538,221.03
- Expenses: \$583,428.29
- Net Monthly Income: \$80.36
- Net Income YTD: -\$23,065.24

April Financials

- YTD Cash: \$415,125.20
- YTD Current Assets: \$991,319.02
- YTD Liabilities: \$174,778.66
- Savings: \$338,931.89
- Investments: \$458,871.16
- Biggest Contributor: General Mills \$10,000
- Income: \$568,232.13
- Expenses: \$658,785.91
- Net Monthly Income: -\$45,448.61
- Net Income YTD: -\$69,563.64
- B2A Net: \$27,974.22

May Financials

- YTD Cash: \$455,550.38
- YTD Current Assets: \$973,255.29
- YTD Liabilities: \$36,484.36
- Savings: \$340,026.19
- Investments: \$477,213.54
- Biggest Contributor: City of ABQ \$51,052.84
- Income: \$754,974.93
- Expenses: \$744,735.32
- Net Monthly Income: \$116,111.74
- Net Income YTD: \$50,666.93
- B2A Net: \$47,347.61

Running Pledges:

- City of Santa Fe, \$5,000
- Marathon Petroleum Corp., \$4,400
- APS, \$800
- Enterprise Mobility, \$10,500
- JA Inspire Invoices, %1,500

Upon motion, second, and unanimous approval, March, April, and May 2025 Financials were approved.

Budget Review

JA of NM staff were asked to step out during the Budget Review. Minutes were not taken during this portion of the discussion.

FY2026 Calendar

The Board of Directors approved additional holiday time off in between Christmas Day and New Year's.
The Board of Directors approved Indigenous Peoples' Day as a holiday for staff.

BREAK

Slate of Officers & Committee Selection

Slate of Officers

Julie Garcia, Chair

Vince Krakau, Incoming Chair

Philip Le, Treasurer

Open Position, Secretary

Erin Hagenow, President

- Jennifer Luciani to serve as Secretary

Committee Chairs

Michael Barrio, Government Affairs Committee

Open Position, Golf Committee

Philip Le, Finance Committee

Justina Grant, Nominating Committee

Annemarie Henton, Program Committee

- Audrey Johnson to serve as Golf Chair

Program Committee Data Report

Students Served: 13,066 (18.7% growth)

Classes Delivered: 409

Educators: 367

Volunteers: 407

Indigenous Student Outreach Program

Students Served: 975

Classes: 74

Schools + Partner Orgs: 18

High School Heroes

High School Heroes: 108

Elementary Classrooms: 44

Elementary Students: 1,011

Career Speaker Series

Events: 5

In-Person Students: 914

YouTube Views: 485

JA Inspire

Students: 742

Businesses: 8

Students Impacted by CABQ Funding: 1,600

JA Job Shadow: 688 Students

Leadership NM and Leadership ABQ

Students Served: 503

Organizations: 43

SY2026 Updates and Goals

- Introduce JA Launch
- Increase Volunteer Engagement
- Offer a menu of programs that align with schools' initiatives
- Increase Indigenous Outreach
- Increase Job Shadow Host Sites
- Expand partnerships with Youth Employers
- Expand community partnership programs (example: Explora)

Golf Committee Report

Gross Income: \$155,049

Total Expenses: \$54,812

Net Income: \$100,237

This was our first year to net \$100K!!!

Thanks to Patricia's hard work, our expenses have remained under \$55K since 2022 despite inflation.

FY2026 Board Documentation

Due to time constraints, board packets will be sent out for Board Members to complete digitally.

DEI Committee Report

Due to time constraints, the DEI Committee Report will be presented to the Board of Directors during the August Board Meeting.

Government Affairs Committee Report

Due to time constraints, the Government Affairs Committee Report will be presented to the Board of Directors during the August Board Meeting.

President's Report

Due to time constraints, the President's Report will be presented to the Board of Directors during the August Board Meeting.

Adjournment

Upon motion, second, and unanimous approval, the meeting was adjourned at 3:52 pm.