

Meeting Minutes

Junior Achievement of Southeast Texas

Meeting of the Board of Directors

Thursday, September 7, 2023



Attendees

Board – in-person: Linda Amador, Evelyn Angelle, Hami Arrington, Kimberly Barta, Darin Carroll, Adam Drutz, Darren Ercolani, Bob Franklin, Jarin Hansen, John Kuehn, John Lionberger, Michele McNichol, Niloufar Molavi, Praveen Naik, Lees Rodionov, Tony Saucedo, David Skinner, Laura Tibodeau, Eli Warren, Melinda Yee

Board – via Zoom: Pierre Aristide, Tracy Beam, Nick Buckner, Sue Burnett, Helen Conte, Richard Heo, Ronald Holloway, Preeti Jain, Robbie Jones, Luke Keller, Joe Kelly, Eric Lin, Michael McMurray, Jeff Miers, Colin Obeirne, Daron Peschel, Gregg Piontek, Matt Sasso, Larry Stephens, Clint Woods, Ellis Wyms, Deanna Young

Staff – in-person: Camila Aguiar, Courtney Azuike, Joe Burke, Ne’Cole Caldwell, Becky Coulter, Christina Craft, Carla Crowe, Tania Daniel, Monica Espinosa, Kim Green, De Jones, Patty Lalonde, Jim McCaskill, Marlene Meyers, Jordan Parker, Ryan Purser, Christian Ross, Quinton Smith, Tiffany Spates, Karen St. Fort, Maria Torbit, Liisa Williams, Rachael Winebrenner, Kay Wright

Guests – in person: Jarrien McCoy (SLB)

Chairwoman Niloufar Molavi called the meeting to order at 11:44 a.m. She opened the floor for questions or comments on the Minutes from the June 22nd annual meeting that were sent in the pre-read email. The June financials were also sent in the pre-read. There being no questions, Niloufar asked for a motion to approve the minutes and the financials; motion carried.

Niloufar introduced Michele McNichol to give the Nominations Report. Michele reported three resignations and one nomination. The three resignations are: Omar Boulos, he has accepted a new position with Accenture that will take him out of Houston; Richard Castillo, retired from H-E-B and Ziad Haddad, Solvay has relocated to Charleston, SC.

The nomination is Eli Warren, Regional Vice President – Houston West Region, HEB. Niloufar called for a motion to approve the nominations; motion carried.

Eight members of the JA staff received their milestone service awards. Karen St. Fort received her belated five-year award; Becky Coulter, Jim McCaskill, and Carla Crowe received their five-year award; Maria Torbit, Courtney Azuike, and Ryan Purser received their 10-year award and Rachael Winebrenner received her 25-year award. A staff member they work with came forward to share their impact on the organization with the board.



Quinton Smith was recognized for his time with JA as his last day is tomorrow and he is going to work for the Houston Texans as the Sr. Manager of Community Fundraising.

Ryan Purser wanted to get the board excited about their companies participating in Trivia Bowl, so everyone played a category from the Texas trivia. He encouraged members to contact him to schedule their Trivia Bowl event.

Ryan shared information related to the next event on the calendar: the JA Hall of Achievement which is scheduled for October 25th at the Post Oak Hotel. Ryan encouraged the board to consider purchasing a table if they had not already done so. He also asked them for donations for the silent and live auctions.

Niloufar introduced Patty Lalonde to provide an overview and demonstration of the simulation for the JA Stock Market Challenge. Patty shared that the Junior Achievement Stock Market Challenge and JA Take Stock in Your Future program introduce high school students to the fundamentals of stocks, the impact of world events on the stock market, and how investors make investment decisions and diversify their portfolios. Students then get to put their learning into practice in the JA Stock Market Challenge, a hands-on and high-tech immersive simulation. Patty shared there are several sponsorship opportunities available that vary from \$3K to \$15K.

Niloufar introduced Evelyn Angelle to provide an update on the *Phillips 66 | JA Discovery Center* project. Evelyn shared that the *Building Tomorrows* campaign is at \$19.4M and the focus of the work has shifted to site selection. To reduce the potential cost of borrowing, the organization has listed the Governors Circle location for sale. It has been put under contract for sale four times (the first three buyers backed out for various reasons). Currently, it is under contract and if the deal closes, we anticipate netting just under \$2M. JA will need to vacate the building by the end of November and will seek temporary space until the new facility is completed.

For the JA Discovery Center, the project committee has assessed four sites: The Ion, which is no longer a viable site. The project's focus has shifted to research and lab space, and the other buildings will not be available until early 2027. We have been communicating with the developer on the Farmers Brothers Coffee plant in the East End, but those negotiations are currently stalled. The committee is also reviewing two locations off 290 near 43rd Street. The most viable is 6.5-acre site that currently has an eight-story Wells Fargo office building and a large parking area. The plan would be for JA to work with a developer who would purchase the two acres on the 290 frontage road, and JA would use the other 4.5 acres for detention and the Discovery Center. Members of the project committee are interviewing four developers tomorrow regarding this site. Lees Rodionov suggested that we try to ensure an agreement to control the future usage of the other two acres. They are asking \$4.5M for this property. Evelyn asked for permission from the board to enter into an agreement to purchase the property. There would be a 45-day due diligence period to back out and have any earnest money returned to JA. This would give JA enough time to ascertain if the economics for the project would work. The motion was moved by Lees Rodionov and seconded by David Skinner; the motion carried.

Niloufar introduced Joe Burke to share information on JA's impact during the 2022/2023 school year. Joe shared that thanks to the support of the board and community, the organization increased student participation by 9.1% and more importantly, increased instructional contact hours (the total amount of time students are engaged in JA's learning experiences) by 36.0%. He also shared that while the percentage of students that JA reached that are considered economically disadvantaged remained the same (54.5%), the percentage of instructional hours delivered to economically disadvantaged students was 65.2%.

Both results indicate alignment to two of the strategic imperatives identified by the board: depth of experience and impacting students from under-resourced communities.

Joe shared preliminary results from 3DE for last year. The leading and lagging indicators both trended positively:

- 4.2% high average daily attendance among the 3DE cohorts
- 15.4% few cases of chronic absenteeism
- 48% higher rate of math proficiency (24.1% vs 16.4%)
- 74% higher rate of ELA proficiency (45.5% vs 26.1%)
- 3DE cohorts outperformed on 12 of 15 STAAR exams

Joe also shared that JA USA approached JASET to participate in the JA USA Impact Model evaluation. The JA Company Program will be assessed this year and results will be shared when the study is completed.

Niloufar reminded everyone that the HOA is October 25th. She adjourned the meeting at 1:03 p.m.

Recorded by: Joe Burke

Respectfully submitted: William Swanstrom Secretary