

# Meeting Minutes

Junior Achievement of Southeast Texas

Meeting of the Board of Directors

Thursday, February 27, 2025



## *Attendees*

**Board (in-person):** Evelyn Angelle, Kimberly Barta, Sue Burnett, Adam Drutz, Damon Echevarria, Jarin Hansen, Bruce Macklin, Niloufar Molavi, Melissa Moye, Praveen Naik, Frank Steininger, Lary Stephens, Dave Stover, Laura Tibodeau, Greg Vesey, Nathan Wiker, Deanna Young

**Board (online):** Pierre Aristide, Deric Bryant, Darin Carroll, Larry Franco, Bob Franklin, Colin O'Beirne, Mark Lashier, Guillermo Martinez, Lees Rodionov, Laura Whitley

**Staff (in-person):** Camila Aguiar, Joe Burke, Ne'Cole Caldwell, Jennifer Craig, Carla Crowe, De Jones, Andrea Richardson, Karen St. Fort, Liisa Williams

**Staff (online):** Courtney Azuiké, Tania Daniel, Cecily Messer, Becky Neeley

**Guests:** Jennifer Baker (Alief ISD), Amina Garcia (Frost Bank), Delores Jones (Alief ISD), Ashley McNeice (Alief ISD)

Niloufar Molavi, Board Chair, called the meeting to order at 11:35 a.m.

The January 31, 2025 financials were sent to all members in the pre-read materials. Niloufar asked for questions/comments/corrections on the minutes and financials. Hearing none, she requested a motion and a second. The motion passed unanimously.

Niloufar informed members of three board resignations: Kola Fagbayi of bp America, Mike Graff of American Air Liquide, and Preeti Jain of Worley. The Nominating Committee will be meeting in the coming months to discuss member term renewal and potential new board members.

Evelyn Angelle, chair of the Building Tomorrows Campaign Cabinet and Project Committee, provided an update on the Phillips 66 |JA Discovery Center. Construction on the facility commenced on February 3<sup>rd</sup>. A ceremonial groundbreaking will be held on Thursday, March 27<sup>th</sup> at 10:00 a.m. It is anticipated that substantial completion will be at the end of November with an early December move-in. Classes will begin in Spring 2026. To date, \$22,036,740 in assets are dedicated to the campaign (\$14.7M in-hand which includes \$10.2M in pledges and \$4.5M in assets, proceeds, and interest). There are requests of \$1M outstanding. Approximately \$6.4M has been expended.

Evelyn then discussed the two pad sites on the frontage road of the property. One offer has been made on one, and negotiations are underway. The buyer is planning a beauty supply store and retail development for the site.



Ne’Cole Caldwell and De Jones welcomed and introduced a panel of guests from Alief ISD and Frost Bank to share their experiences with JA BizTown and JA Finance Park. Each guest shared their perspective on the benefits of partnering with JA.

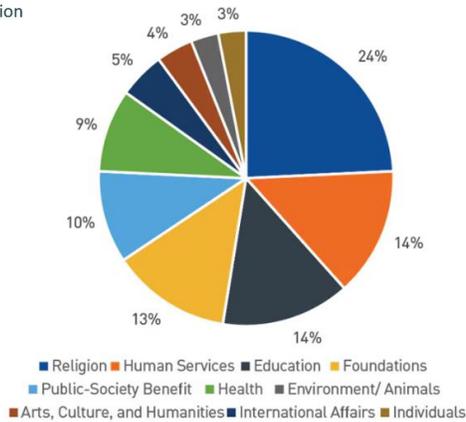
Amina Garcia (Frost Bank), shared that the bank values the partnership and sees it as a commitment to students, community, and as employee engagement opportunities.

Representatives from Alief ISD shared their perspective on the partnership and the invaluable benefit to the students and teachers. They noted that the experiences provided by JA “can’t be replicated in a classroom environment”. They cherish the “ah-ha” moments of the students. Additionally, the students take the information home to their parents and siblings. Board members asked questions regarding any challenges. While they have struggled slightly in the past for volunteers, great progress has been made. JA staff are working to identify additional volunteer sources.

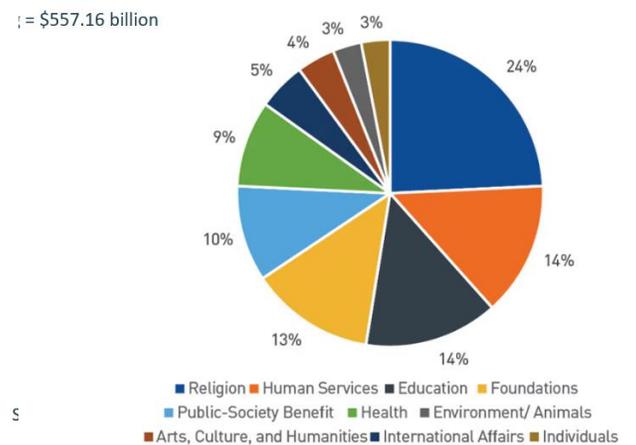
Jennifer Craig shared information on JASET’s revenue sources as compared to national data and the plans to increase philanthropic support.

National giving statistics according to Giving USA 2024 are:

2023 Giving = \$557.16 billion

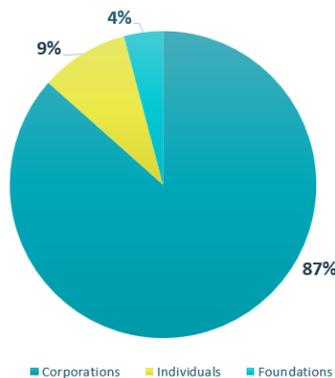


2023 Giving = \$557.16 billion



JASET’s current giving is substantially from corporations.

23-24 Revenue



Maintaining relationships with current donors and identifying new donors are essential. Staff are working to identify prospective investors from various industries and foundations and develop a base of individual supporters.

Jennifer then shared an update on the status of shop sponsors for the new BizTown and Finance Park spaces. Currently, 10 of 17 opportunities in BizTown and 13 of 16 in Finance Park remain available. Staff are reaching out to current and prospective partners. She encouraged members to introduce her to those with whom they have a personal connection. They can then join staff at introductory meetings with potential donors, invite their network to join them at JA events (i.e. golf tournaments and HoA), or host small gatherings in their homes or other spaces.

Members were then asked to individually complete a prospect list. Jennifer will analyze and reach out to members individually.

Joe Burke provided an agency strategy update and next steps. In alignment with JAUSA, JASET is streamlining its focus to allocate resources to product solutions that hold a competitive differentiation within education and the economic mobility space. We will develop clear, compelling narratives with proven results and measurable outcomes for students, school districts, teachers, and the community. He explained the framework we will follow to lead to economic opportunity and mobility. Four pillars are identified: 1) Student Engagement and Growth Mindset; 2) Transferable Skills and Competencies; 3) Educational and Academic Attainment; and 4) Access to Networks and Opportunities. He noted the specific product solutions that align with each pillar.

Next steps include aligning to an outcomes-based vision state, determining strategic decision points for the next 3-year priorities, and assessing the current state and organizational readiness. The board will have a chance to weigh in during the fall strategy sessions during which we will discuss the strategy and answer any questions.

Joe reminded members of upcoming events, including the groundbreaking on March 27<sup>th</sup>, the Marc Vandermeer Golf Classic on April 14<sup>th</sup>, the CSPES tournament on May 12<sup>th</sup>, the Katy ISD Golf Scramble on June 9<sup>th</sup>, and the annual board meeting on June 19<sup>th</sup>.

There being no further business, the meeting adjourned at 1:05 pm.

Recorded by: Joe Burke

Respectfully submitted: William Swanstrom Secretary