

New Mexico Finance Authority  
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Minutes of Board Strategic Planning Retreat  
April 25, 2018  
Santa Fe Community Foundation  
Santa Fe, New Mexico

**Present:**

John McDermott, Chair	McDermott Advisory Services, LLC
William Fulginiti	Executive Director, NMML
Katherine Ulibarri	V/P for Finance/Operations, Central NMCC
A. J. Forte	Secretary Designee, Dept. of Finance & Administration
Juan Torres	Secretary Designee, Economic Development Dept.
Judy Kahl	Secretary Designee, NM Environment Dept.
Santiago Chavez	Designee, Executive Director, NMAC

**Absent:**

Blake Curtis	CEO, Curtis & Curtis, Inc.
Ken McQueen	Secretary, NM Energy & Minerals

**Finance Authority Staff:**

Robert Coalter	Dora Cde Baca
Heather Boone	Marquita Russel
Zach Dillenback	Dan Opperman
Oscar Rodriguez	Michael Zavelle

**Guests:**

Leslie Hoffman	LEH Consulting Group, LLC
Linh Nyugen	LEH Consulting Group, LLC

1. **Call to Order.** Chair John McDermott called the meeting to order at 9:10 a.m.
2. **Introduction.** Ms. Heather Boone, Chief Compliance Officer, introduced Ms. Leslie Hoffman, and Mr. Linh Nyugen of LEH Consulting Group, LLC. Ms. Boone noted that LEH Consulting Group would facilitate the Strategic Planning Retreat. Ms. Hoffman provided an overview of the agenda and Mr. Nyugen outlined the objectives for the meeting. Mr. Coalter, Chief Executive Officer, welcomed the Board members and discussed the participation of the management team in developing the content for review. Ms. Ulibarri, Chair of the Strategic Planning Task Force, thanked the Board's Strategic Task Force members for participating in the strategic planning initiative.

3. **Board Strategic Planning Discussion.** The Board members discussed their backgrounds, and the purpose, structure, strengths, and weaknesses of the New Mexico Finance Authority and the Board. The Board discussed both successes and challenges.
4. **New Mexico Finance Authority Management Presentation.** The New Mexico Finance Authority management team, consisting of Ms. Boone, Ms. Cde Baca and Ms. Russel and Messrs. Coalter, Dillenback, Rodriguez, Opperman and Zavelle, presented management's proposed Organizational Framing. The Organizational Framing included the proposed Mission, Vision, Values, Core Competencies, Value Proposition, and Strategic Framework. The Board and management discussed each item and the Board provided feedback and suggestions.
5. **Strategic Planning Process.** The Board discussed the continuing efforts involved in the strategic planning process. Ms. Hoffman presented the "four quadrant" framework as a method for understanding and continuing strategic planning discussions. The Board members discussed how it, management, and staff could best promote one another's roles. The Board members completed a plus/delta evaluation of the Retreat.
6. **Closing Remarks.** Mr. Robert Coalter, Member Katherine Ulibarri, and Chairman John McDermott each thanked the Board members for their attendance and participation.
7. **Adjournment.** The meeting adjourned at 2:26 p.m.

*John McDermott*

Secretary

*May 24, 2018*

Date