









# LAURA M. MONTOYA NEW MEXICO STATE TREASURER

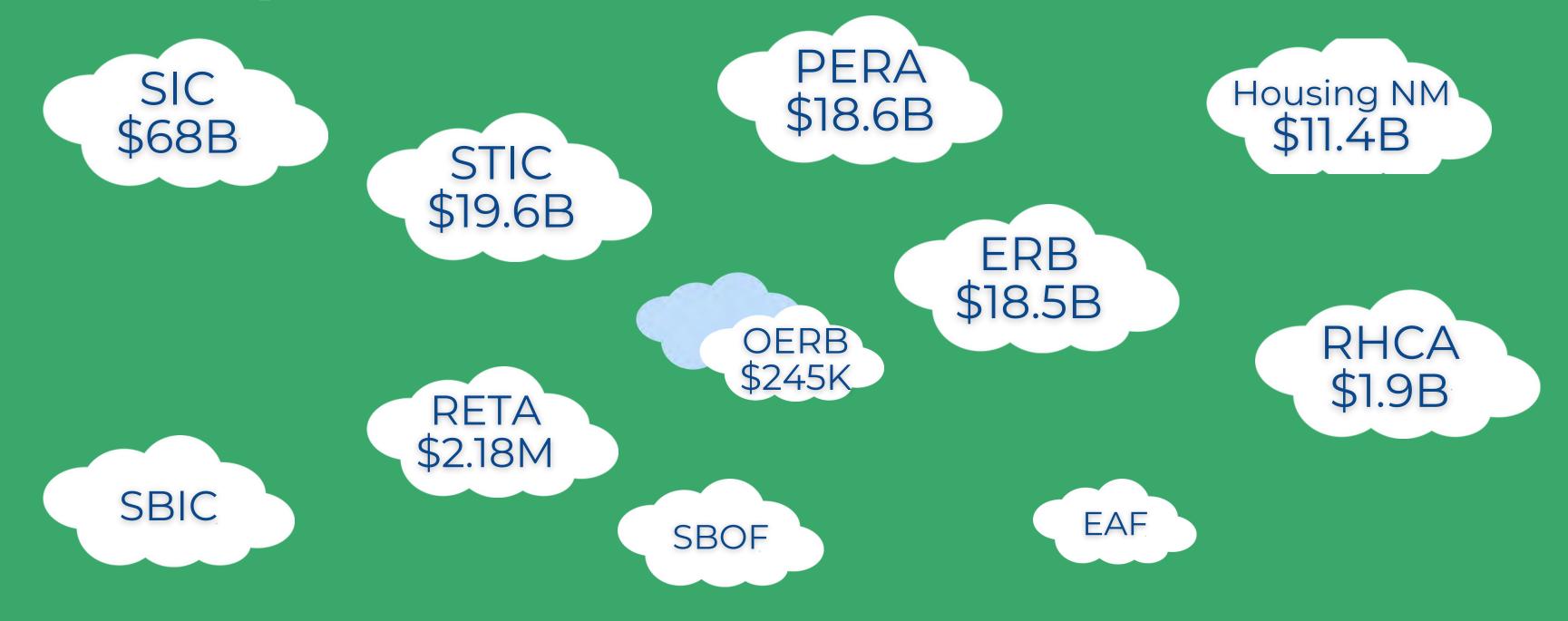
Raised and educated in Northern New Mexico, Laura M. Montoya broke barriers as the first female New Mexico State Treasurer and the first elected Latina State Treasurer in the United States.

Treasurer Montoya works tirelessly to address inequities through various initiatives, such as outreach for financial literacy, the New Mexico State Treasurer's Achieving a Better Life Experience (NM STABLE) program, Baby Bonds, and leading conversations on Diversity, Equity, and Inclusion (DEI) strategies, both in New Mexico and nationally.

Treasurer Montoya's dedication ensures that sound financial policies and practices pave the way for a more equitable and prosperous future for New Mexico. The Treasurer manages the state's \$17.9 billion and serves on 13 boards, councils, and commissions with fiduciary responsibility for state funds exceeding \$160 billion.



## BOARDS, COUNCILS & COMMISSIONS



MLK

Total Oversight= \$160 billion



## WHERE IS NM TODAY?

#### **FAMILY AND COMMUNITY**

New Mexico is ranked 49th.

Source: The Annie E. Casey Foundation, 2024 Kids Count Data Profile

#### **HIGH SCHOOL GRADUATION RATES**

New Mexico is among the lowest ranking states in the nation in high school graduation, with students tending to drop out in ninth and 10th grades.

Source: New Mexico Legislative Finance Committee Progress Report, January 15, 2024

#### **EDUCATION**

New Mexico is ranked **50th.** 

Source: The Annie E. Casey Foundation, 2024 Kids Count Data Profile

#### **HEALTH**

New Mexico is ranked 44th.

Source: The Annie E. Casey Foundation, 2024 Kids Count Data Book

#### **SUBSTANCE ABUSE**

New Mexico consistently has the **highest** alcohol-related death rate in the country and ranked sixth nationally for drug overdose deaths in 2021.

Source: New Mexico Legislative Finance Committee Progress Report, August 24, 2023

The state spent at least \$2 billion in FY23 on income support programs to subsidize low wages and support people not working.

#### **CHILD WELL-BEING**

New Mexico is ranked 50th.

Source: The Annie E. Casey Foundation, 2024 Kids Count Data Book

#### **PUBLIC ASSISTANCE**

New Mexico has the highest per-capita percentage of SNAP recipients and Medicaid recipients in the country

Source: USDA Economic Research Service & NM Senate Bill 88 Fiscal Impact Report, 2025

#### **VIOLENCE**

New Mexico topped a recent Forbes list of 'Most Dangerous States' with the **highest violent crime rate** in the nation.

Source: Forbes, March 2024

#### **SUICIDE**

In 2022, the most recent data available, New Mexico had the **fourth highest** suicide rate (24.7 per 100,000 residents) in the United States. Source: NMHealth, September 5, 2024

**INCARCERATION** 

country on earth.

Kids Count Data Book

With an incarceration rate of 647 per

100,000 residents, New Mexico locks

up a higher percentage of its people

than any independent democratic

**ECONOMIC WELL-BEING** 

New Mexico is ranked 48th.

Source: The Annie E. Casey Foundation, 2024

Source: Prison Policy Initiative, New Mexico Profile

Sources: Legislative Finance Committee Program Evaluation Unit, 2023. Income & labor force participation: ACS 5-year Estimates. Unemployment: Bureau of Labor Statistics.

Footnote: \$8 billion includes federal spending. The state portion is approximately \$2 billion.

### NEW MEXICO DATA

4.2%

Unbanked Households Nationwide

14.2%

Underbanked Households Nationwide 44,785

Unbanked New Mexico Households

12% Native households, 10%
Hispanic/ Latinx households, 9%
Black households, 5% Other
households, 2% Asian and 2% White
households

5.3%

Unbanked New Mexico Households

20.8%

Underbanked New Mexico Households





### FINANCIAL FITNESS

The 2021 National Financial Capabilities Survey (NFCS), conducted by the Financial Industry Regulatory Authority Foundation (FINRA), found that respondents with low financial literacy were:



#### More likely to:

- Spend more money than their income
- Incur late payment fees
- Use credit cards for cash advances
- Exceed credit limits
- Borrow money from non-banking institutions (pawn shops or 'pay-day' loan businesses)



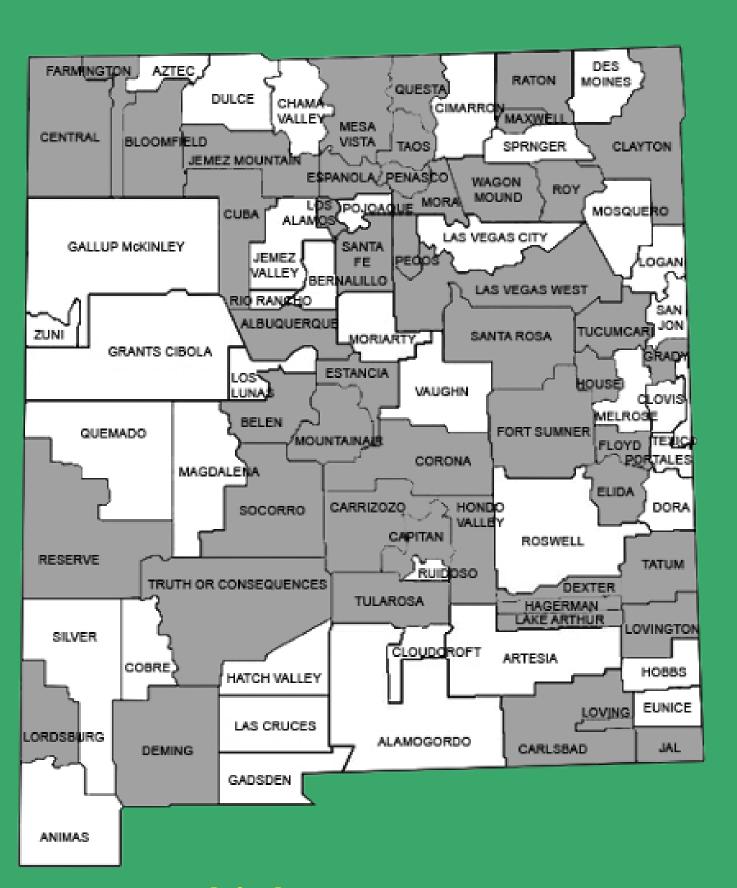
#### Less likely to:

- Set aside emergency funds
- Have a retirement plan or retirement account compared to respondents with high financial literacy



#### FINANCIAL FITNESS





- As of September 2025, **49** local school districts, **reaching over 150,000 public school students in the state**, have made Financial Literacy a high school graduation requirement for their students.
- Thirty-seven of those districts require completion of a year-long Financial Literacy course, while 12 require at least a semester.
- Total Student Population in New Mexico: 308,913
- Percentage of Total Student Population in these Districts: 48.58%

Source: Think NM

#### EDUCATION

#### Zoom Out: 4 Levers To Transform Our Socio-Economy

From Aristotle to Political Science: Every University on Earth

\$140 Trillion are managed by Investment Account Officers (IAO).

10,000 business schools worldwide

Companies

Government

484 accredited
Financial Economics
& Finance Depts.

Who They Serve:

Society, Voters,

Customers, Members.

Stakeholders

Environment,

Planet

Etc.

Financial Intermediaries

**Asset Owner** 

Investors

Stanford Long-Term Investing



75 university programs (globally) that teach some "investing".

(ZERO prof. schools)





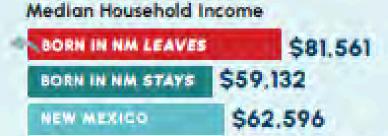
# TODAY NEW MEXICO

#### New Mexico is facing a demographic and economic crossroads:

- People are leaving: Out-migration outpaces in-migration. Those leaving tend to be younger, better educated, and higher income.
- Wages are low and poverty is high: New Mexico ranks 3rd in poverty nationally, with persistent disparities for Native Americans, women, and people born in-state.
- Educational attainment is lagging: Graduation rates are low, especially for in-state-born residents. Many still leave college with debt despite generous aid.
- Housing and capital are out of reach: First-time buyers struggle with affordability. Small businesses face barriers to financing—especially in rural and underserved areas.
- Retirement security is weak: Most private-sector workers lack access to workplace retirement savings. One-third of seniors live in poverty, heavily reliant on Social Security.
- The state pays the price: Over \$10 billion annually is spent on public assistance—highlighting the fiscal cost of financial instability.







U. S. Census Bureau. American Community Survey (ACS) 2023 5-Year Public Use Microdata Sample; U. S. Census Bureau. ACS 2023 5-Year Subject Tables.

\$78,538



Annual public assistance spending (\$2+ billion in state funds)



# A BRIGHTER TOMORROW

#### How Can Baby Bonds Address It?

Baby bonds offer a long-term solution to the state's short- and long-range challenges by giving every child born in New Mexico access to an investment they can use between ages 18–35 to build wealth.

#### The investment is designed to:

- Jumpstart homeownership: Baby bond funds can support down payments or home renovations, increasing access to ownership and equity-building, especially for first-time buyers.
- Expand access to education: By covering tuition, training, and other higher educational costs, baby bonds reduce reliance on student loans and improve degree completion and career readiness.
- Fuel entrepreneurship: Aspiring business owners can use baby bonds to launch or grow ventures, especially in capital-starved communities.
- Improve mobility and job access: Purchasing a reliable vehicle helps rural and low-income recipients access education and employment.
- Offer long-term stability: Unused funds convert into retirement savings after age 65—building a safety net where none exists for many today.

\$7,000

at age 18-25

\$23,000-\$37,000

at age 35-65

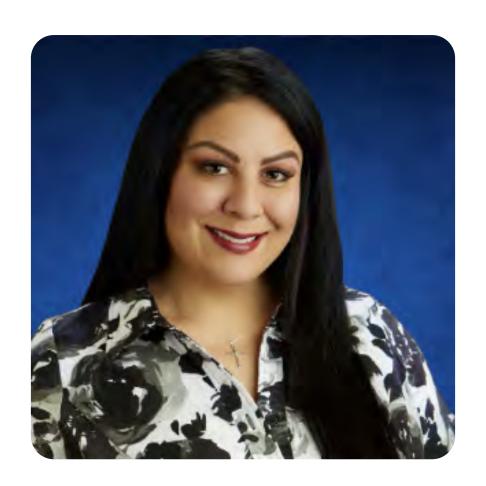
\$74,000-\$568,000

Assumes compounding at a 7% interest rate.





# LET'S START OUR FINANCIAL FITNESS JOURNEY!



LAURA M. MONTOYA
NEW MEXICO STATE TREASURER





# S CREDIT UNION





#### BANK

 An establishment for the custody, loan, exchange, or issue of money, for the extension of credit, and for facilitating the transmission of funds

#### CREDIT UNION

 A cooperative association that makes small loans to its members at low interest rates and offers other banking services (such as savings and checking accounts)





#### WHAT DOES FDIC INSURE?

- · It insures the dollars you have on deposit in your checking and/or savings accounts up to \$250,000.
- It's insurance on deposited funds that are currently held in a bank in the event of a bank failure.





# WHAT IS A NON-BANKING FINANCIAL INSTITUTION (NBFIS)?

- A NON-Banking financial institution (NBFIs) is a financial institution that does not have a full banking license and is not supervised by a national regulatory agency (e.g., pawn shops, check cashing locations, payday lenders, currency exchanges).
- Typically, NBFIs are lending companies that don't take traditional deposits. Examples are investment banks and commercial lending companies.





## WHY USE MOBILE BANKING?

- SECURITY AND CONVENIENCE ARE KEY FOR MOBILE BANKING.
  THIS IS NOT A WAY TO PUSH OUR CLIENTS AWAY, BUT TO
  PROVIDE BETTER AND FASTERW AYS TO BANK WITH US THAT
  WILL SAVE YOU TIME AND MONEY.
- EVERYONE IS ON THE GO. WITH MOBILE BANKING, YOU CAN MANAGE YOUR FINANCES AT YOUR OWN PACE.





# WHAT ARE SOME BENEFITS OF DEPOSITING YOUR CHECKS USING MOBILE BANKING?

 One benefit of depositing your check through mobile banking is convenience. You don't have to leave home or work, and it only takes a few minutes. Simply follow the prompts on your mobile banking app to submit your signed check and you're done!





#### WHAT ARE MOBILE WALLETS?

- A MOBILE WALLET IS AN APP THAT STORES PAYMENT CARD INFORMATION ON YOUR MOBILE DEVICE TO EASILY PAY FOR GOODS AND SERVICES (APPLE PAY, GOOGLE WALLET) USING THE TAP-TO-PAY FEATURE.
- ANYTHING THAT YOU CURRENTLY HAVE IN YOUR PHYSICAL WALLET CAN NOW BE STORED IN YOUR SMARTPHONE! FROM EVENT TICKETS, GIFT CARDS, POINT CARDS, AND MEMBERSHIP CARDS, YOU CAN STORE IT ALL.





# LET'S GET INTO THE LINGO





# INIEREST

# COMPOUND INTEREST





#### WHAT IS INTEREST?

· It's a fee for borrowing money. It's a percentage of the dollar amount you borrowed that you have to pay back.

 Interest is a percentage of money you earn on top of the original amount you invested/lent out.





#### COMPOUND INTEREST

- Compound interest is when you receive interest on both the money you saved and on the interest you earn.
- For example, when you have a savings account or CD, interest is paid to you on a monthly or quarterly basis. The interest you gain will also earn its own interest, and the money earned is "compounded." With compound interest, your money grows a lot faster!





# S VARIABLERATE



## FIXED RATE



A fixed interest rate is an interest rate that stays the same for the term of a loan or line of credit. Unlike variable interest rates, which can change based on market conditions, fixed interest rates don't change. Fixed interest rates are common for mortgages, student loans, auto loans, and personal loans.

### VARIABLERATE

A variable interest rate can change over time. It fluctuates based on an index—like the prime rate—that lenders use to set their own rates. Variable interest rates are common with credit cards, private student loans, home equity lines of credit (HELOCs) and personal loans.



# SAVING S INVESTING





## SAVING

Saving is the act of setting aside money now in preparation for the future. A savings acount is designed to earn interest on your excess cash not needed for daily/monthly expenses.

## INVESTING

Investing is different from saving. Investing is the process of using money to purchase assets (e.g. stocks, bonds, real estate) with the expectation of earning a positive return over time. Investing is riskier than saving money. Savings are sometimes guaranteed, but investments are not. However, if you were to keep your money under the mattress and not invest, you'd never earn more than that amount.



# S BROKER DEALER



## FIDUCIARY



A fiduciary has a legal obligation to place the best interest of their client above all else. They manages money or property. They are certified and licensed through the SEC.

## BROKER/DEALER

A broker is any person engaged in the business of buying or selling securities for the account of others. A dealer is any person engaged in the business of buying or selling securities. A broker/dealer must register with the FINRA. They are not a fiduciary nor do they have a fiduciary duty.



#### SOME TYPES OF INVESTMENT RISK

- Market Risk: risk of decline in value because of economic developments.
- Liquidity Risk: risk of paying a fee for cashing in on your investment early.
- Inflation Risk: risk of investments' value falling behind growing inflation or cost of living.
- Longevity Risk: risk of outliving your savings.
- · Horizon Risk: risk of unforeseen circumstances (losing a job).
- Reinvestment Risk: the risk of reinvesting at a lower rate.
- Credit Risk: risk of government or company inability to pay interest or repay your principal.
- Concentration Risk: risk of nondiverse investments (putting all your eggs in one basket).





# MONEY MARKET ACCOUNT VS

CERTIFICATE OF DEPOSIT





### MONEY MARKET ACCOUNT

- A hybrid of a checking and savings account.
- Money will earn higher interest than a checking or savings account.
- May come with monthly minimum balance requirements and maintenance fees.





## CERTIFICATE OF DEPOSIT (CD)

- A CD is an account where you lock the money away for a certain period of time (a term). Think of it like a savings account that you're not supposed to touch until the timer is up.
- CDs are issued by a bank to a person who deposits money for a certain rate at a specified length of time.
   This usually pays better than a savings account and may require higher balances.





# NEEDS VS WANTS





# DEFINITIONS





#### WHAT IS DEBT?

 Debt is money borrowed to make purchases you can not afford at the time and plan to pay back at a later date when you do have the actual money.

#### Good debt and bad debt

- Debt that has a low, fixed interest rate used for certain purchases, such as a house, can be considered good debt.
- Credit cards, however, can come with high interest rates and should be avoided or used in limited scenarios whenever possible.





#### WHAT IS COLLATERAL OR GUARANTEE?

- Collateral or Guarantee is something pledged as security for repayment of a loan and may be forfeited in the event of default.
- For example, your house is collateral for a mortgage.
   If you cannot pay the mortgage, the house will be forfeited.
- · A guarantee is also used to secure a loan.





# WHAT IS DEBT-TO-INCOME (DTI)?

 Debt-to-Income (DTI) is the percentage of your gross monthly income that is spent on your monthly expenses like:

mortgage/rent, auto loan, student loan, taxes and insurance & credit card payments.





# CREDIT SCORE





# WHAT IS A CREDIT SCORE?

• It is a 3-digit number that represents your credit risk. The range is between 300 - 850. The higher your score, the higher the likelihood you will get additional credit and better interest rates. A higher score is achieved when you borrow on credit and pay it back on schedule or even better before it is due. If you can pay above the monthly payments (even just a little), it will improve your credit score.





# CREDIT SCORE TIER LIST

- 800 and above exceptional. It allows you to get approved in all circumstances when your debt ratio and collateral fit. Higher lending limits available.
- 700 and above very good. Caution, one late payment could reduce your score.
- 600 and above fair. You have riskier credit. Potential to not have enough, need a co-signer, will need collateral to get a loan.
- 600 and below poor. High rates with higher risks of default.



# WHAT ARE THE 3 NATIONWIDE CREDIT REPORTING BUREAUS?

• EXPERIAN, EQUIFAX, AND TRANSUNION.



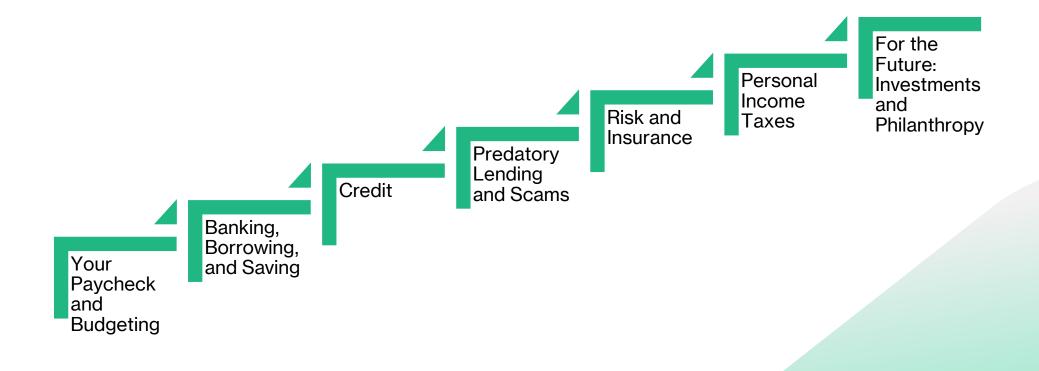
# THE A TO Z OF PERSONAL FINANCE A COMPLETE GUIDE TO FINANCIAL LITERACY

DAVID DILLER
CFP®, CPA, FINANCIAL ADVISOR





### Personal Finance 101 Topics



- ☐ Gross Pay -The amount of money you make before taxes or deductions.
- □ **Net Pay** -The amount of money you receive on your paycheck **after** taxes and deductions.
- □ Federal Income Tax The rate of tax is determined by the amount of income an individual makes. The tax rate can increase or decrease as the amount of income earned increases or decreases.
- □ State Income Tax -The rate of tax is determined by the amount of income an individual earns. The rate can increase or decrease based on income.
- □ Social Security Tax -A 6.2% tax paid on gross income up to given amount. The employer is also required to pay 6.2% tax on the employee's gross income. It is also known as Known as OASDI.
- **Medicare Tax** A 1.45% tax paid on gross income. The employer is also required to pay 1.45%. It provides health insurance for those aged 65+ who have paid into the system.
- ☐ Note: Medicare and Medicaid are different programs.
- □ Additional Deductions taken from your paycheck could be for: a retirement plan such as a 401K or pension plan, health insurance including dental and vision insurance a donation, such as United Way union fees, etc.
- □ Deductions can be a percentage of gross income or a set amount.

# Your Paycheck and Budgeting

#### **Pay Dates**

Employers may pay employees weekly, biweekly, semimonthly or monthly.

weekly=52 paychecks/year biweekly=26 paychecks/year semimonthly=24 paychecks/year monthly=12 paychecks/year



# YOUR MONEY

#### Budget=Income-Expenses

A budget is having a plan that shows your income minus expenses. It can help you manage your money and makes you accountable for your spending.

50/30/20 Rule for Budgeting

Limit your NEEDS to 50% of net income
Limit your WANTS to 30% of net income
Spend at least 20% on Savings and Debt Repayment

# Your Paycheck and Budgeting

#### Personal Finance Terms



#### Assets

Something you own that has monetary value. An example is piece of jewelry, land or a home that is paid for. The most common asset people have is cash.



#### Debts

Something that you owe. An example is your loan payment for you vehicle.

>Short term debts are owed back within a year.

>Long term debts are owed back over a period of a year or longer.



#### Cash Flows

Are the actual inflow or outflow of cash in a given period. >Cash inflows are money coming in, such as your paycheck. >Cash outflows are money going out, such as paying your cell phone bill for the month.



#### **Discretionary Cash**

Is the cash that someone has after all of their taxes and bills are paid.



#### **Reconciling Your Bank Account**

It is important to reconcile your bank account to catch errors, make sure your spending aligns with your budget, ensure you are spending responsibly, and guard against identity theft.

Everyone should check their bank account regularly.

# 12/8/2025

#### BANKS

A for-profit business, owned by shareholders, offers diverse services, such as mobile banking and ATMs. Banks accept deposits and use funds to provide business and personal loans.

#### **CREDIT UNIONS(CU)**

CUs are non-profit organizations, owned by members. CUs also offer diverse services, such as online banking, savings accounts and ATMs. Many times CUs serve members who have a common affiliation such as community or employer.

#### UNBANKED

Unbanked means when someone does not having an account with a bank or CU where they are able to conduct financial transactions.

#### MOBILE BANKING

Mobile access of your account through an application on a smart phone or website.

#### INTERNET BANKING ONLY

An institution that is operated solely online; all of the services of a "brick and mortar" bank without the building.

#### FDIC AND NCUA

Federal Deposit Insurance Corporation (FDIC) and National Credit Union Administration (NCUA) – provides insurance for depositors up to \$250,000.

# Banking, Borrowing, and Saving

#### **DEPOSITORY INSTITUTIONS**

Financial institutions that accept deposits from individuals and provide loans.

#### NON-DEPOSITORY INSTITUTIONS

Financial institutions that do not offer FDIC accounts but provide other financial services. They are securities firms, insurance companies and investment companies.

#### SIMPLE INTEREST

Computed as a percentage of the loan or savings amount, measured using the principal (loan/savings amount), interest rate and term of the loan or maturity date.

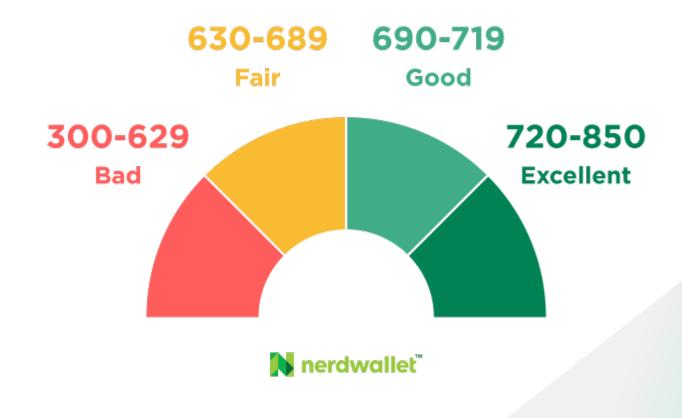
#### APR

Annual Percentage Rate; the nominal APR is the simple-interest rate (for a year); the effective APR is the fee + compound interest rate (calculated across a year).

#### TIME VALUE OF MONEY

The idea that money available at the present time is worth more than the same amount in the future due to its potential earning capacity.

### Why is it Important to have good Credit?





# CREDIT

#### WAYS TO IMPROVE CREDIT

- Make payments on time
- · Create a budget and stick to it
- · Cut credit cards, but don't close them
- · Keep only 1 credit card for emergencies
- Pay more than the minimum amount to pay off balances
- Understand your FICO Score, a credit rating system



### CREDIT REPORTING AGENCIES

Equifax Experian TransUnion

## CREDIT REPORTS & CREDIT LIMITS

Credit Reports-provided by credit agencies document a person's credit history. Go to www.annualcreditreport.com for a copy. (This website is authorized by the federal government.)

#### WAYS TO GENERATE CREDIT

- 1. Research the best type of credit card for you
- Request a secured credit card that is backed by cash deposits
- 3. Apply for a student credit card
- 4. Use Your credit card responsibly
- 5. Do not maximize your credit limit
- 6. Check your credit report at least once a year

#### **5 C'S OF CREDIT**

A system used by lenders to measure the creditworthiness of potential borrowers: Character, Capacity, Capital, Collateral and Conditions

#### **CREDIT (FICO) SCORE**

FICO scores are used by **lenders** and **credit card issuers** to help decide whether to **approve your credit application**. Income and debt obligations enter the decision, too. Creditors want to know both what your **track record** is and that you have the **means to repay them**.

### How can you protect yourself from scams?

- 1) Be suspicious of unsolicited contact
- 2) Do NOT give out personal information
- 3) Be careful what you click on
- 4) Use a strong password or a password manager
- 5) Be aware of the latest scams Al impersonations
- If someone is claiming to be someone you trust/know verify
- 7) Payment request made in giftcards = 100% scam

#### What should you do if you think you have been scammed?

- ❖ Report the scam to the authorities: If you think you have been scammed, report it to the police, the Federal Trade Commission (FTC), or the Consumer Financial Protection Bureau (CFPB).
- Change your passwords: If you think your personal information has been compromised, change your passwords for all of your online accounts.
- ❖ Place a fraud alert on your credit report: A fraud alert is a free service that tells creditors to take extra steps to verify your identity before opening a new account in your name.
- Monitor your credit report: Review your credit report at least once a year to look for any unauthorized accounts or activity.



### RISK AND INSURANCE

#### WHAT IS RISK?

It is a chance or chances that we take. Many of us take risks each day. Can you avoid taking risks? Not always. Sometimes we can avoid risks by being aware of what is going on around us or understanding the cause and effect of taking a certain risk

#### LIFE INSURANCE

A contract between an insured (insurance policy holder) and an insurer or assurer. The insurer promises to pay a designated beneficiary a sum of money (the "benefits") in exchange for a premium, upon the death of the insured person.





#### HEALTH INSURANCE

(Also known as Medical Insurance) Insurance against the risk of incurring medical expenses. This could include dental and vision insurance.

#### PROPERTY INSURANCE

(Also known as Homeowner's Insurance) Provides protection against most risks to property, such as fire, theft and some weather damage.





#### RENTER'S INSURANCE

Like homeowner's insurance provides coverage both for the insured's belongings and for liability that may result from an accident in the insured's home.

#### COST FACTORS

Age, credit score, driving record, lifestyle (smoker vs active), zip code, mileage per day, grades, driver's education, value of item, etc.





#### **TAXABLE INCOME**



Money that may be subject to federal and state tax. For example:

- · Certain types of financial aid like grants or scholarships
- · Payment for services, such as wages
- · Self-employment income
- · Investment income

If you have taxable income, you may be required to complete a tax return.

W-2 form Name **Address** 

**Employer** 

#### W-2 WAGE STATEMENT

A form that employers provide to an employee that lists their earnings, federal and state taxes withheld, Social Security tax and other withholdings for the calendar year. Employees receive a W-2 statement every year.



IRS.gov

#### **1040 FORM**

U.S. individual income tax return used to report income and taxes paid for the calendar year. This form determines whether or not the individual owes additional taxes or is due a refund of taxes that were overpaid. It is due every year by April 15th.

#### **TERMS**

#### ADJUSTED GROSS INCOME

Your gross income from taxable sources minus allowable deductions.

#### TAX DEDUCTION

A deduction from gross income that arises due to various type of expenses incurred by the taxpayer.

#### TAX FRAUD

The willful attempt to defraud the IRS.

#### SALES TAX

Tax imposed on the sales of goods and services.

#### **PAYROLL TAX**

Refer to the Learning Module 4 for more information about your paycheck and the taxes withheld.

#### **EARNED INCOME CREDIT**

A refundable tax credit for low to moderate income working individuals and couples-particularly those with children.

10

# FOR THE FUTURE



**INVESTMENTS** 

PURCHASE OF GOODS THAT ARE NOT CONSUMED TODAY BUT ARE USED IN THE FUTURE TO CREATE WEALTH.

**STOCKS** 

SHARES IN THE OWNERSHIP OF A COMPANY. A SHARE OF STOCK REPRESENTS A CLAIM ON THE COMPANY'S ASSETS AND EARNINGS.



THE U.S. SECURITIES AND EXCHANGE COMMISSION (SEC.GOV) PROTECTS INVESTORS, PROMOTES FAIRNESS AND SHARES INFORMATION ABOUT COMPANIES TO HELP INVESTORS MAKE INFORMED DECISIONS.

**BONDS** 

A BOND IS A DEBT INVESTMENT IN WHICH AN INVESTOR LOANS MONEY TO AN ENTITY (TYPICALLY CORPORATE OR GOVERNMENTAL) WHICH BORROWS THE FUNDS FOR A DEFINED PERIOD OF TIME AT A VARIABLE OR FIXED INTEREST RATE.

**MUTUAL FUNDS** 

MADE UP OF A POOL OF FUNDS COLLECTED FROM MANY INVESTORS FOR INVESTMENT IN SECURITIES SUCH AS STOCKS, BONDS, MONEY MARKETS, REAL ESTATE, ETC. AN EXAMPLE WOULD BE A 401-K.

STOCK EXCHANGE

AN EXCHANGE ON WHICH SHARES OF STOCK AND COMMON STOCK EQUIVALENTS ARE BOUGHT AND SOLD. EXAMPLES INCLUDE THE NYSE (NEW YORK STOCK EXCHANGE) AND THE AMEX (AMERICAN STOCK EXCHANGE).

RETURN ON INVESTMENT (ROI)

THE AMOUNT OF PROFIT, BEFORE TAX, FROM AN INVESTMENT MADE, USUALLY EXPRESSED AS A PERCENTAGE OF THE ORIGINAL TOTAL COST INVESTED.

PHILANTHROPY

GIVING YOUR MONEY AND/OR TIME TO ORGANIZATIONS FOR THOSE IN NEED TO IMPROVE QUALITY OF LIFE.



**COMMUNITY SERVICE** 

VOLUNTEER WORK DONE FOR FREE IN ORDER TO GIVE BACK TO THE COMMUNITY.

### The Argument for Investing



## **Questions?**



# RADA MOSS MANAGER OF THE OFFICE OF FINANCIAL EMPOWERMENT WITH THE CITY OF ALBUQUERQUE



# YOUR ABQ FINANCIAL UPGRADE

THE POWER OF OFE & BANK ON BURQUE





VANESSA ARBALLO
PROGRAM MANAGER
FOR BANK ON WITHIN
THE OFFICE OF
FINANCIAL
EMPOWERMENT WITH
THE CITY OF
ALBUQUERQUE

# Your ABQ Financial Upgrade The Power of OFE & Bank On Burque

**DECEMBER 11, 2025** 



- Part of the City of Albuquerque's Office of Equity and Inclusion (OEI).
- Works to address economic inequities and improve access to essential resources.
- Supports residents facing financial hardship and systemic barriers.

#### **MISSION**

- Promote informed financial decision-making.
- Support wealth-building opportunities for residents.
- Integrate financial-empowerment strategies into city services.
- Help reduce systemic barriers and narrow the racial wealth gap.

#### **VISION**

 An inclusive, resilient Albuquerque where financial stability supports community wellbeing and long-term financial security.



#### WHAT IS BANK ON?

- National banking access program
- Created through Cities for Financial Empowerment Fund
- Ensures access to safe, affordable bank or credit union account
- We are NOT a bank or a credit union

#### WHO SUPPORTS BANK ON?

- Municipalities (City, County, State & Local Government Agencies)
- Financial Institutions (banks & credit unions)
- Non-profit organizations
- These organizations partner together and form a Bank On Coalition



New Mexico's Bank On coalitions are dedicated to helping improve the financial stability of households in our community by:

- o ensuring availability of safe and affordable Bank On certified accounts,
- raising <u>public awareness</u> of these efforts and opportunities,
- and <u>expanding access</u> to financial education and other financial empowerment opportunities.



# Banking Access in New Mexico: The What and Why

WHAT DOES "UNBANKED" MEAN, AND WHAT CONDITIONS CONTRIBUTE TO IT IN OUR STATE?



### What is "Unbanked"?

No one in the household had a checking or savings account at a bank or credit union.

Nationally there were an estimated 4.2 percent of U.S. unbanked households in 2023.

#### 2023 FDIC SURVEY RESULTS

- An estimated 5.3% of households are unbanked
- 44,785 households in New Mexico are unbanked.

#### 2021 FDIC SURVEY RESULTS

- There were 7.0% households unbanked indicated in the 2021 FDIC National Survey.
- •We have an improvement of 1.7%.
- 14,365 MORE households got banked between 2021 and 2023!

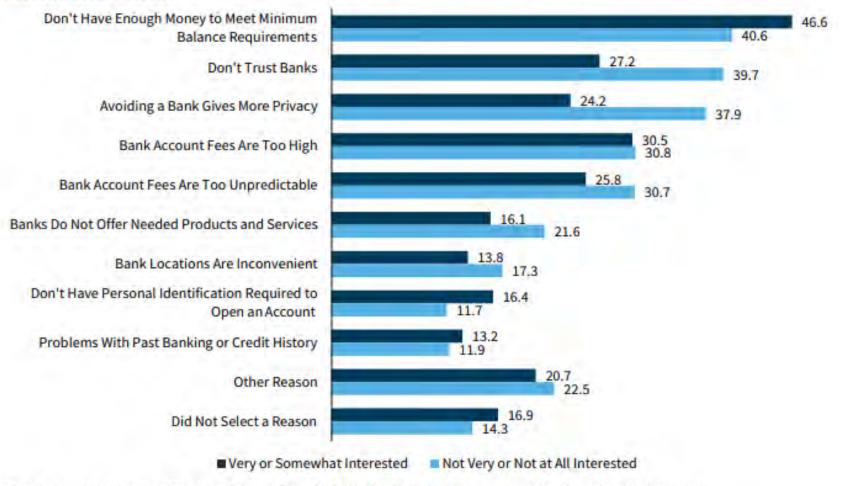
# Unbanked Rates by Year Comparison

**Unbanked Rates by Year for US** 

Unbanked Rates by Year for Albuquerque, NM



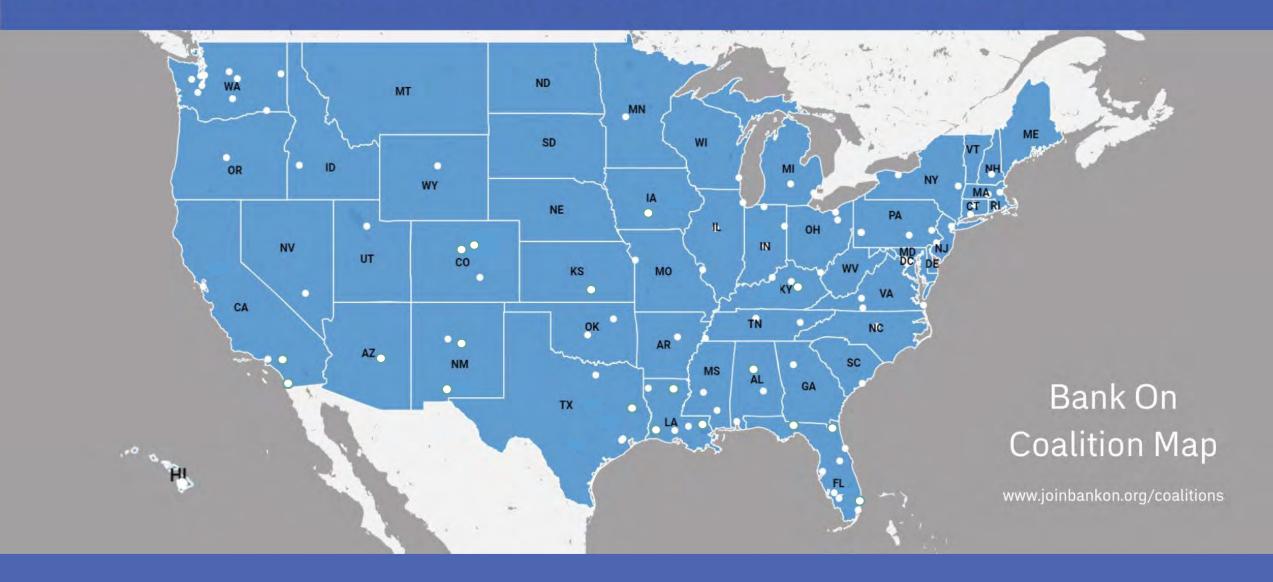
### FIGURE ES.3 Unbanked Households' Cited Reasons for Not Having a Bank Account by Interest in Having a Bank Account, 2023 (Percent)





Note: Bars sum to more than 100 percent because households could select more than one reason for not having a bank account.

#### 498 Certified Accounts | Available in 46,350+ branches | 98 locally-led Bank On Coalitions



### Bank On Certified Accounts Are...



#### Safe



These accounts do not allow overdraft or non-sufficient funds fees, so you'll never be hit with a surprise fee.

#### Low Cost



\$5 or less per month, \$25 or less to open, and with no unpredictable fees.

#### **Functional**



Certified accounts always allow free deposits, free withdrawals, and free bill payments.



# Bank On Accounts available here in Albuquerque

#### Bank or Credit Union





BANK OF ALBUQUERQUE Powered by BOK Financial	Opportunity Banking
BANK OF AMERICA 🥟	Advantage SafeBalance Banking
вмо 🖴	Smart Money Checking
CHASE 🕠	Secure Banking
FIRST CONVENIENCE BANK Autorian of the Visional State Vision	eAccount
NUSENDA CREDIT UPON	breeze® Account
<b>₽NC</b>	Simple Checking
RIOGRANDE - CREDIT UNION -	Fresh Start Checking
Sunward	Simple Spend Checking
usbank	Safe Debit Account
UMB BANK	Check-Free Banking
<b>SEagle</b>	FlexChecking
<b>WaFd</b> Bank	Fresh Start Account
WELLS FARGO	Clear Access Banking

# Thank you!



Vanessa Arballo
City of Albuquerque
Bank On Burque Program
Manager
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#### financial empowerment

Rada Moss
City of Albuquerque
Manager, Office of Financial
Empowerment
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# THE INVESTOR'S GPS

10 RULES OF THE ROAD FOR INVESTING SUCCESS

JOEL ESQUIBEL FINANCIAL ADVISOR



#### Edward Jones<sup>®</sup>

# Rules of the road



Edward Jones<sup>®</sup>

### Welcome!

Presented by:



Joel Esquibel Financial Advisor

### The 10 most important "rules of the road"

Principles of investing that can help you work toward your goals and avoid common investing mistakes

Learn how to use these rules as guidelines for your investing success



# Rule 1 Develop your strategy

- What's most important to you?
- Document your goals



## Benefits of working with a financial advisor



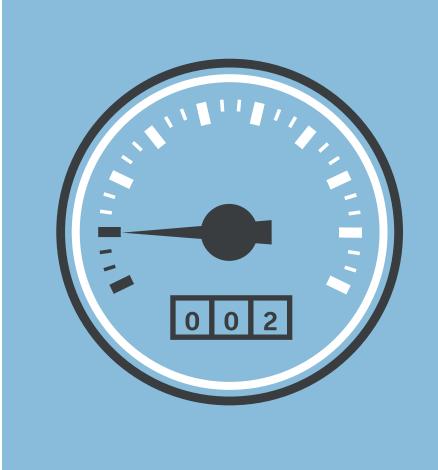




Outline and prioritize your long-term goals

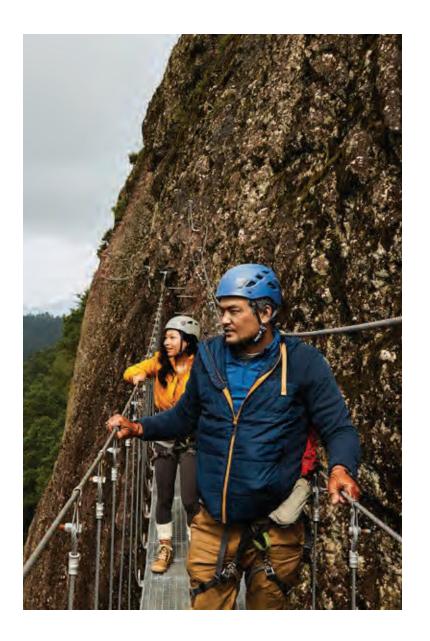
Maintain discipline and provide guidance

Revisit your goals to help keep yourself on track



# Rule 2 Understand the risk

- Risk is more than the ups and downs of the market
- How much risk makes sense?
- Address the most important risk



## Ask yourself these questions

What is your comfort level with risk?

How much risk are you able to take?

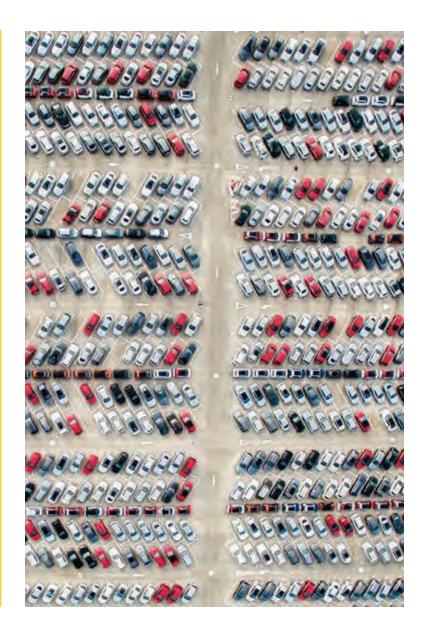
How much risk do you need to take?



## Rule 3

# Diversify for a solid foundation

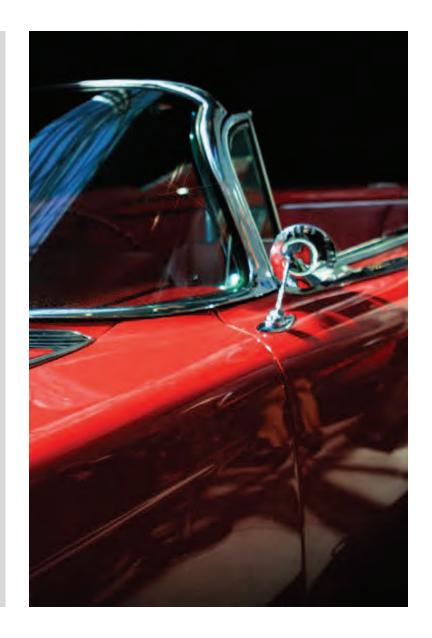
- Can help reduce swings in portfolio value over time
- It's the mix that matters
- Deeper diversification with asset classes

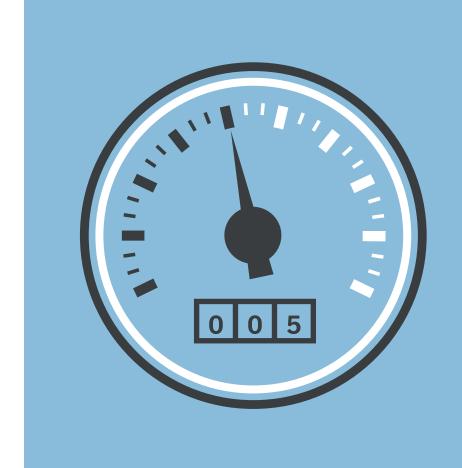




# Rule 4 Stick with quality

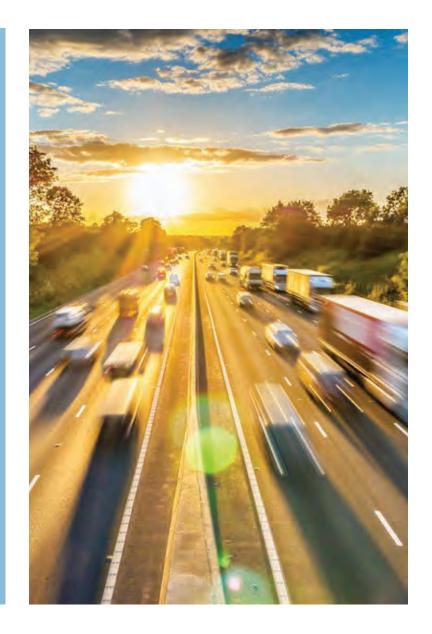
- What is quality?
- Fads vs. fundamentals
- Don't reach for yield





# Rule 5 Invest for the long term

- Time in the market, not timing the market
- Buy and hold doesn't mean buy and forget



## When reacting to investments

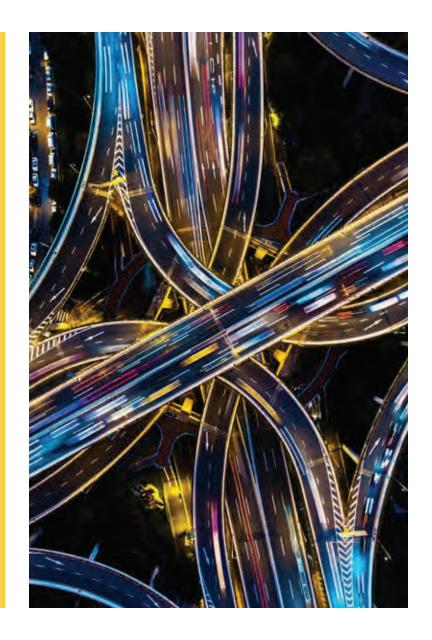
Investments don't move up and down at the same time

Diversification can help smooth the ups and downs of the market Keep a long-term perspective and your goals in mind while reviewing an investment's performance



# Rule 6 Have realistic expectations

- What return do you need to reach your goals?
- Achieve your expectations



## After setting your expectations



Don't count on averages

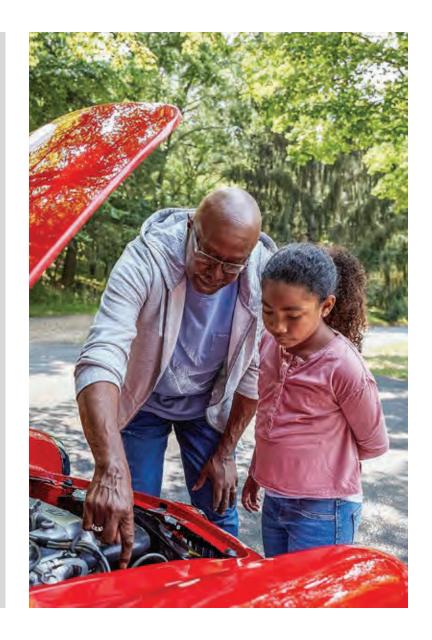


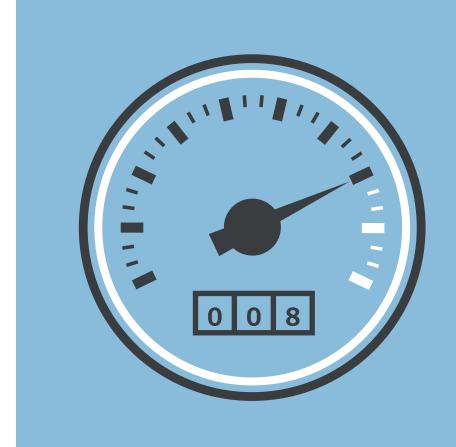
Don't chase performance



# Rule 7 Maintain your balance

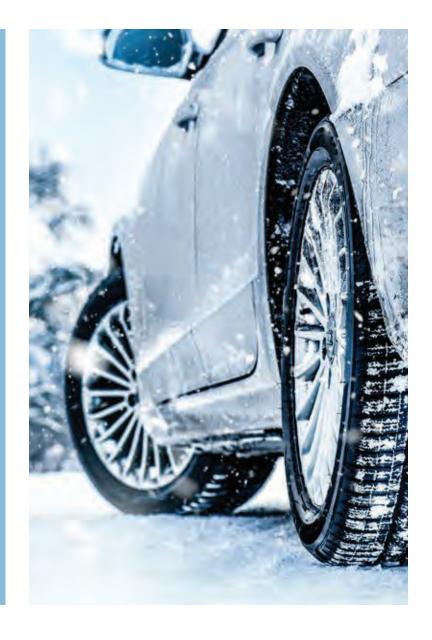
- Are you out of alignment?
- The benefits of rebalancing



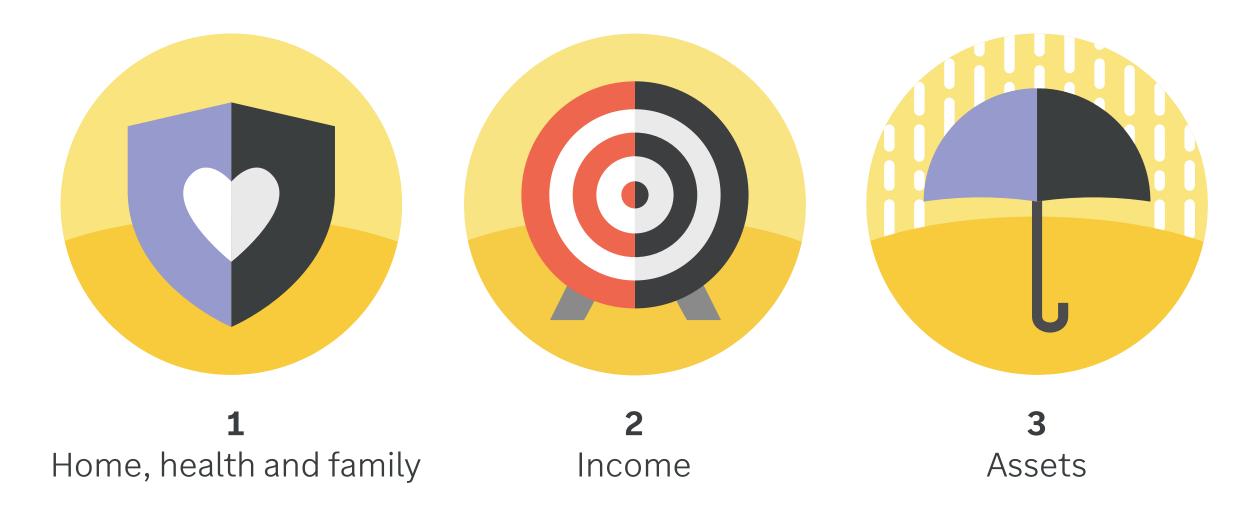


# Rule 8 Prepare for the unexpected

- Establish a proper foundation
- Address risks throughout your life



## **Prioritizing your protection strategies**





# Rule 9 Focus on what you can control

- Time-tested principles, not predictions
- Don't let emotions drive your decisions
- Focus on your strategy

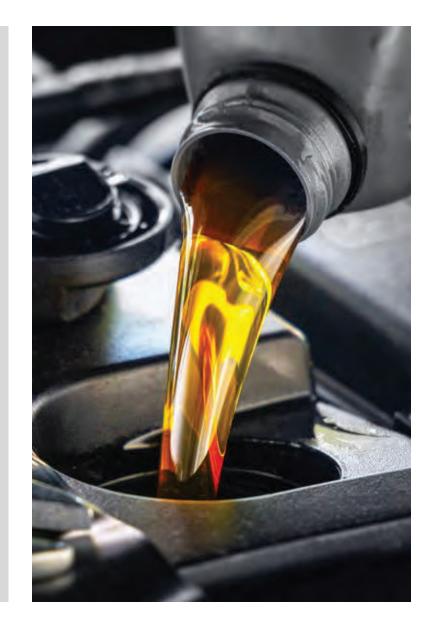




## **Rule 10**

# Review your strategy regularly

- Stay on course
- Look at more than just your investments
- Your periodic checkup



## Recap: Rules of the road

**Rule 1:** Develop your strategy

**Rule 2:** Understand the risk

**Rule 3:** Diversify for a solid foundation

**Rule 4:** Stick with quality

**Rule 5:** Invest for the long term

**Rule 6:** Set realistic expectations

**Rule 7:** Maintain your balance

**Rule 8:** Prepare for the unexpected

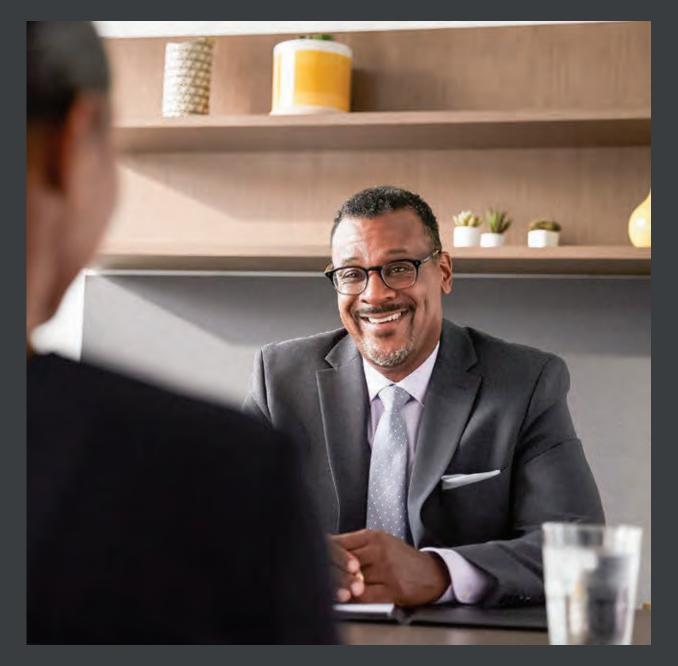
Rule 9: Focus on what you can control

**Rule 10:** Review your strategy regularly

Edward Jones<sup>®</sup>

# Any questions?

Please be sure to complete your seminar evaluation form.



Edward Jones<sup>®</sup>

# Thank you for attending!

Please contact me with any questions or to make an appointment.



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12251 Academy Rd NE Suite 102
Albuquerque, NM 87111

## Important considerations

Diversification does not guarantee a profit or protect against loss in a declining market. Past performance is not a guarantee of future results.

Investment-grade bonds are those rated BBB/Baa and above by Standard & Poor's and Moody's. A bond represents a loan that an investor makes to an issuer in which the issuer agrees to pay the owner the amount of the face value of the bond at a future date, and to pay interest at a specified rate at regular intervals. Bonds are subject to yield and market value fluctuation. If a bond is sold prior to maturity, the amount received from the sale may be less than the amount originally invested. Bond values may decline in a rising interest rate environment.

Dividends can be increased, decreased or eliminated at any point without notice. Investors should understand the risks involved in owning investments, including interest rate risk, credit risk and market risk. The value of investments fluctuates, and investors can lose some or all of their principal.

Special risks are inherent to international investing, including those related to currency fluctuations and foreign political and economic events.

Edward Jones, its employees and financial advisors cannot provide tax or legal advice. Please consult your attorney or qualified tax professional regarding your situation.

Before investing, you must evaluate your investment objectives, risk tolerance and financial circumstances.

# THE EDUCATION ::: TRUST BOARD: INVEST IN THEIR FUTURE EDUCATION

BEYOND STUDENT LOANS: UNLOCK THE POWER OF THE EDUCATION PLAN FOR A BRIGHTER TOMORROW

NATALIE CORDOVA

CPA, EXECUTIVE DIRECTOR, THE
EDUCATION TRUST BOARD OF
NEW MEXICO - THE EDUCATION
PLAN® & SCHOLAR'S EDGE®







# The New Mexico Education Trust Board

FINANCIAL EMPOWERMENT SUMMIT

**DECEMBER 11, 2025** 

# Agenda



**529 Education Savings Plan Overview** 



New Mexico 529 Plans



**529 Plan Qualified Expenses** 

**Investments** 

# **529 Education Savings Plan Overview**

# 529 Plan History

#### Section 529 of the Internal Revenue Code

- 1996 Congress enacts Section 529 of the Internal Revenue Code
- 529 plans allow an individual to invest and pay for another person's (or their own) higher/future education expenses free of federal tax.

#### **Qualified Tuition Program means a program:**

- established and maintained
- by a state or agency or instrumentality, or by one or more eligible educational institutions

#### **Types of 529 Plans**

- Prepaid plans where a person may purchase tuition credits or certificates on behalf of a designated beneficiary for the waiver or payment of qualified higher education expenses, or
- College savings plans where contributions can be made to an account established for the purpose of meeting the qualified higher education expenses of the designated beneficiary

## 529 Education Savings Plan Advantages



- Contributions grow on a tax-deferred basis. *Many ways to make contributions (even as gifts)*
- Account owner *retains control* over investments, withdrawals and beneficiaries.



- 529 assets can be used to pay for a variety of qualified expenses.
- All *qualified* educational expenses withdrawals from a 529 plan are free from federal and state income taxes. (Nonqualified subject to tax and penalty on earnings)



• Contributions to The Education Plan or Scholar's Edge by a New Mexico taxpayer may be deducted from income for New Mexico individual income tax purposes (no limit to deduction).

5

# Flexibility in 529 Education Savings Plans



- IRC § 529:
  - No limit on state residency
  - No limit on time account remains open
  - No limit on age of beneficiary or owner
  - No limit on account growth
  - No limit on income amount or nature of income of contributor
  - No limit on who can be designated beneficiary (do need SSN or TIN)
  - No limit on number of designated beneficiary changes
  - No limit on # of accounts 1 owner may have

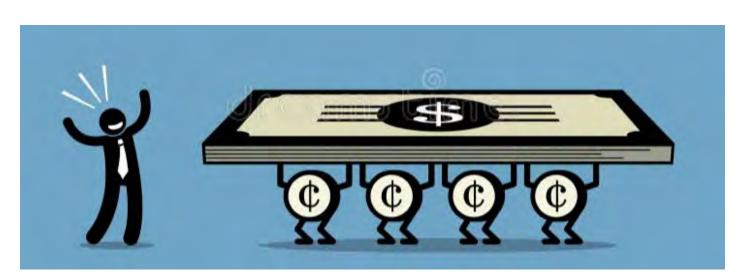


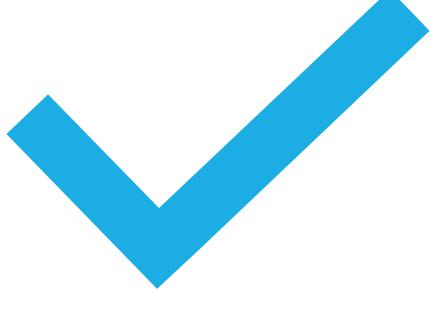




# 529 Plan Uses

(Qualified Education Expenses)





# Common Qualified Education Expenses

#### **Qualified Expenses – Section 529 IRC**

- Post-secondary education public or private (any school nationwide)
  - Tuition and fees
  - Room and board
  - Books, supplies, and equipment
  - Computer technology, equipment, or internet access
  - Expenses for special needs services
  - Student loans (\$10K lifetime limit)
  - Apprenticeship program costs
  - K-12 Expenses (\$20K per year limit in 2026)
  - Credentialing and licensing

#### **Examples of expenses not covered**

- Transportation Costs
- Health insurance
- Extracurricular activities
- Expenses used to generate federal education tax credits such as
  - American Opportunity Tax Credit (AOTC)
  - Lifetime Learning Tax Credit (LLTC)

## For more detail on Qualified Education Expenses, Visit:

https://www.theeducationplan.com/basics/529qualified-expenses

Rollover into Roth IRA – considered qualified rollover of funds beginning in 2024 (\$35K max)

#### 529 Plans allow a variety of uses

- Opportunity to combine scholarships and other sources.
- In and out of state
- ☐ Public and private institutions
- ☐ More than just tuition!
- ☐ Diverse career paths
- No academic requirements

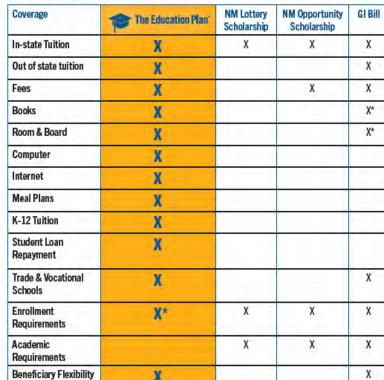
Get even more opportunities with a 529 plan from The Education Plan.





When it comes to your child's future, open up the most possibilities with The Education Plan. A 529 helps cover college costs—and so much more. You can even enhance other options like the Lottery or Opportunity Scholarship with The Education Plan to help eliminate future debt.

#### Take a look at the breakout below





<sup>\*</sup> Some restrictions may apply. See specific plan for more information.

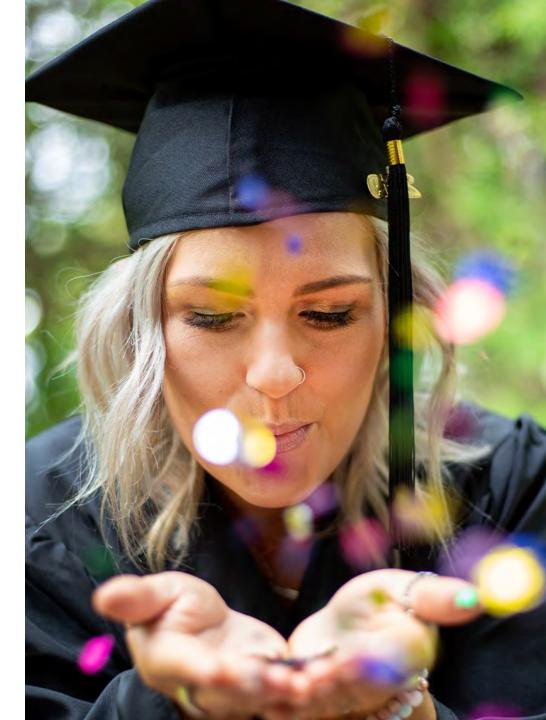


# Which Post Secondary Schools Can 529 Savings Be Used?

Funds can be used at any accredited school in the country that qualifies to receive federal financial aid.

- Trade and vocational schools
- Public and private schools (post-secondary)
- 2-year colleges
- 4-year colleges
- Graduate and professional schools
- Certain international schools

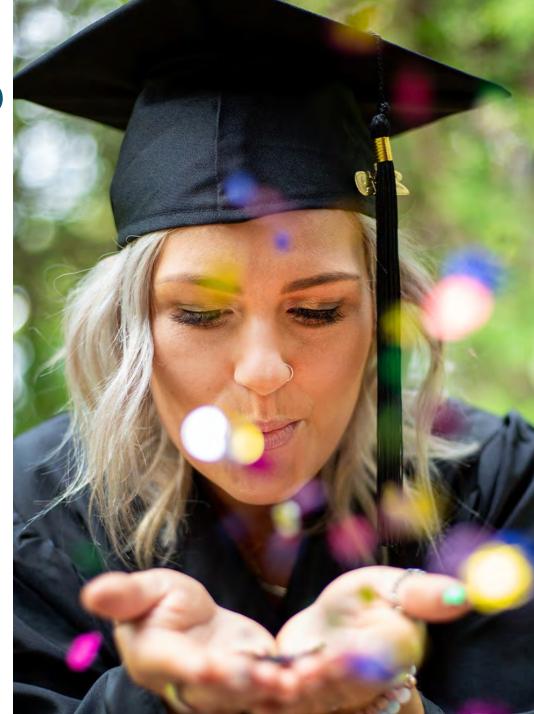
\*Average Public 4-Year University cost is upwards of \$30,000 annually



# What Courses of Study Can 529 Savings Be Used For?

- Certificates
- Associate's degrees
- Undergraduate degrees
- -Professional schools
- -Master's and PhD degrees
- -And now, credentialing and licensing!

\*Average Public 4-Year University cost is upwards of \$30,000 annually



## **New Mexico 529 Plans**

## **NM Education Trust Board**

#### NM ETB is the governing body for NM's 529 programs

- Administratively attached to the NM Higher Education Department
- Acts as a <u>fiduciary</u> of the Education Trust
- Solely dedicated to oversight of NM 529 plans
  - Oversee over 100,000 accounts with \$2.3 Billion in assets
    - <u>The Education Plan</u> https://theeducationplan.com/
    - Scholar's Edge https://scholarsedge529.com/

#### Five Member Board of Directors

- Board Chair is the Secretary of Higher Education Department or the Secretary's designee
- Two Governor appointees
- One Senate Pro Tem appointee
- One Speaker of the House of Representatives appointee

#### Selection and Term

- In accordance with NM Statute, the appointed members must possess knowledge, skill and experience in higher education, business or finance
- NM ETB website: <a href="https://nmetb.org/">https://nmetb.org/</a>





## **About NM ETB**



#### MISSION

To make future education more attainable by offering a flexible, low-cost, tax-efficient way to save for the costs of education.



#### **VISION**

To enable as many New Mexican families as possible to open and fund accounts for beneficiaries of 529 Education Savings Accounts, and to promote continued contributions to the Accounts.



#### **GOALS**

- To grow new accounts year-overyear in NM and nationally.
- To increase awareness and education of 529 plans and to foster positive working and community relationships to further promote 529 plans.
- To be a top-rated program for both in-state and out-of-state residents.
- To provide a range of investment options across the risk spectrum.

# Investments

## **529 Plan Investments**

- Investment Selection Options in The Education Plan and Scholar's Edge
  - Target date or aged based
    - Aligned with beneficiary's age automatically changes investments based on age
  - Fixed
  - Individual
- Portfolio of Assets
  - Mutual funds
  - Exchange-traded funds
  - Principal-protected bank product
    - Capital Preservation Option (typically % "floor" guaranteed on return)
- Investor owns "units" of the 529 savings plan based on contribution dollars

## **529 Plan Investment**

- The Education Plan (Direct Sold)
  - Investment info
    - https://theeducationplan.com/investment
  - Plan Description and Participation Agreement
    - https://cdn.unite529.com/jcdn/files/NMD/pdfs/plandescription.pdf
- Scholar's Edge (Advisor Sold)
  - Investment info
    - https://scholarsedge529.com/investments/year-of-enrollment-portfolios
    - https://scholarsedge529.com/investments/target-risk-portfolios
    - https://scholarsedge529.com/investments/individual-portfolios
  - Plan Description and Participation Agreement
    - https://brandassets.principal.com/m/64c61999a8e251ce/original/Scholar-s-Edge-529-Plan-Description-and-Participation-Agreement.pdf

NM EDUCATION TRUST BOARD 17

## New Mexico's Plans





theeducationplan.com

## **SCHOLAR'S EDGE**



scholarsedge529.com

# Thank you

NATALIE CORDOVA - NATALIE.CORDOVA@ETB.NM.GOV

505-476-3860

IM EDUCATION TRUST BOARD

# SAY NO TO "USE IT OR LOSE IT": THE NM STABLE PROGRAM

FINANCIAL FREEDOM FOR INDIVIDUALS WITH DISABILITIES

DENISE BALDERAS

NM STABLE PROGRAM

COORDINATOR





## WHAT IS ABLE?

The Achieving a Better Life Experience (ABLE) Act of 2014 created savings and investment accounts for individuals with disabilities

Save money <u>without impacting</u> eligibility for certain means-tested benefits

SSI

Medicaid



# WHAT IS ABLE?

**ABLE** accounts have hybrid functionality

**529 College Savings** 



Checking Account



**Special Needs Trust** 



# WHAT IS New Mexico STABLE?

New Mexico's ABLE plan

Administered by the Office of State Treasurer, Laura M. Montoya

Launched January 18, 2018

Offered to New Mexico residents through a partnership with the Ohio STABLE Plan





# BENEFITS OF NM STABLE ACCOUNTS

#### **OWNERSHIP**

Account is owned by the individual with the disability

#### FINANCIAL INDEPENDENCE

Eliminate spend-down and increase the amount of short-term and/or long-term savings





To see who qualifies for a NM STABLE Account, take our eligibility quiz at <u>ablenewmexico.com</u>

# An individual with a disability that occurred prior to age 26

#### PLUS ONE OF THE FOLLOWING:

Eligible to receive SSI or SSDI due to disability; or

Condition listed on SSA's "List of Compassionate Allowances Conditions"; or

Self-certification





To see who qualifies for a NM STABLE Account, take our eligibility quiz at <u>ablenewmexico.com</u>

# Beginning January 1, 2026, an individual with a disability that occurred prior to age 46 will qualify

- The Federal ABLE Age Adjustment Act passed in 2022, and NM HB 98 passed in 2024, which expands the qualifying age of onset of disability from 26 to 46
  - goes into effect January 1, 2026
  - an estimated 6 million Americans will be newly eligible, including about 1 million veterans.



# WHAT IS SELF-CERTIFICATION?

Need diagnosis of a physical or mental impairment that causes "marked and severe functional limitations"

Condition has lasted or is expected to last for at least 1 year

Do not need to send in written diagnosis, but must have on hand



# **ENROLLMENT**

Free online enrollment at **nmstable.com** 

Quick & easy process (appx. 20 minutes)

\$25 minimum opening deposit



# **ENROLLMENT** Can be completed by:

Individual with a disability (Accountholder)

OR

#### **Authorized Legal Representative (ALR)**

- ☐ Agent under a Power of Attorney
- Conservator / Legal Guardian
- Spouse
- Parent
- Sibling
- Grandparent
- ☐ Social Security Representative Payee

... in that order, and that there is no other willing and able person with a higher priority as listed above to establish the STABLE account.



# FUNDING YOUR NM STABLE ACCOUNT

**EFT** (Electronic Funds Transfer)

Check

**Direct Deposit** 



## Payroll Direct Deposit For Employees with Disabilities and Their Families

#### **INCLUSION**

Benefits for Your Company

- Adds a no-cost benefit for your company and employees
- Provides every employee the opportunity to save and invest in their future
- Promotes inclusion and brings financial parity to your workforce

#### **EMPOWERMENT**

Benefits for Your Employees

- Employees living with disabilities can now save more money while keeping public benefits
- Easily set up payroll direct deposit for themselves or family members with disabilities
- Diverse savings and investment opportunities through STABLE Account



# FUNDING YOUR NM STABLE ACCOUNT

#### IF NOT EMPLOYED

\$19,000 per year from all sources
\*2026: will increase to \$20,000

#### IF EMPLOYED

Up to \$34,060 per year \$19,000 + wages up to an additional \$15,060

\*2026: will increase to \$15,650

#### LIFETIME LIMIT

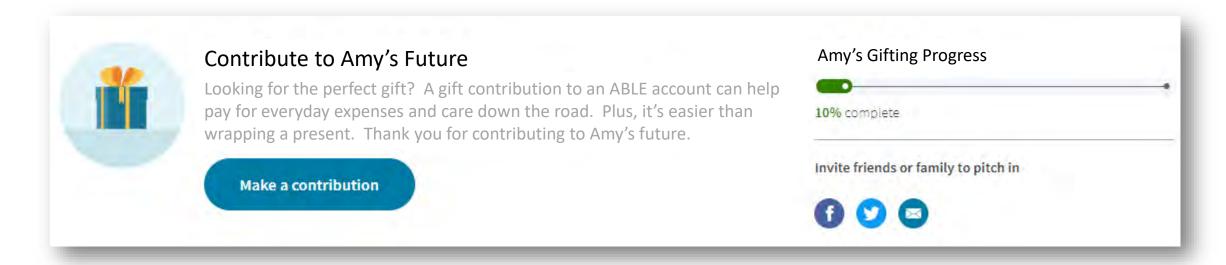
\$555,000 balance limit \*2026: will increase to \$570,000



System automatically rejects excess contributions



# **The Gifting Page** allows anyone to give financial gifts...directly into the NM STABLE account



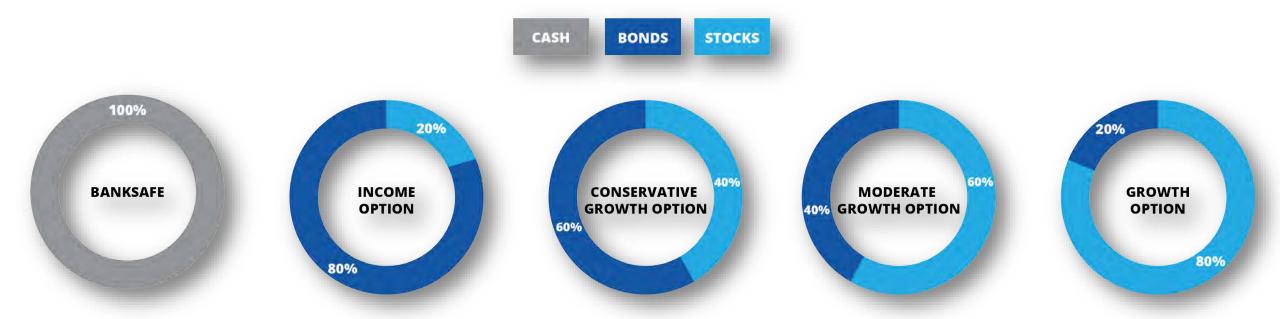
## Does **NOT** count as a **RESOURCE** or **INCOME**



# INVESTMENT OPTIONS

#### **Choose From**

- Four Vanguard mutual funds ranging from aggressive to conservative
- One principal-protected FDIC-Insured option





# SPENDING YOUR FUNDS

Withdrawals must be used on "Qualified Disability Expenses"

# Must relate to the disability + help maintain or improve health, independence, or quality of life



















# SPENDING FROM YOUR ACCOUNT

#### **CHECKING & SAVINGS**

Transfer to personal checking or savings

#### THIRD-PARTY

Pay with a Third-Party Check

#### THE STABLE VISA CARD

Transfer onto STABLE Visa Card



# STABLE VISA CARD



The STABLE Visa Card is a loadable/prepaid card that can be used anywhere Visa is accepted

#### **LOADABLE**

Provides controlled access to spending

#### TRACKS EXPENSES

Online spending records with ability to add notes

#### **PROTECTIONS**

No overdraft, no cash access, able to limit merchants and types of expenses

#### **ALERTS**

Notifications to monitor spending and low balances

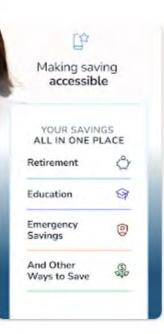


# Vestwell Mobile App

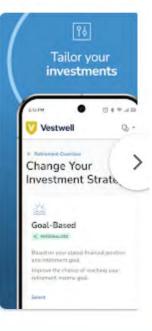
#### 24/7 access to your account at your fingertips

Log in using the Vestwell app on iOS and Android.











Balances over \$100,000 count as a resource – but SSI merely suspended, not terminated

If you hold on to the money from one calendar month to the next, then housing expenditures count as resources

Accountholder's own wages still count as income even if contributed to a STABLE account



# IF ACCOUNTHOLDER PASSES AWAY

## Account will pass to the accountholder's estate

The estate administrator notifies NM STABLE Account Customer Service and can take over account access

If the accountholder does not have a will then the account will go through normal probate process



# MEDICAID SERVICES

Money in a NM STABLE account is better protected from Medicaid payback than money in other accounts

Medicaid can ask for payback in some cases, but there are protections:

#### **LIMITATIONS**

Medicaid Payback is only from date the account was opened

#### **OUTSTANDING BILLS**

Pay any outstanding bills for QDEs

#### **DEDUCTIONS**

Deduct Medicaid Buy-In premiums you paid

#### **FUNERAL EXPENSES**

Pay for funeral and burial expenses



# ACCOUNT COST

There is a minimal cost for owning a NM STABLE account

#### **Monthly Maintenance Fees**

\$6.75 per quarter (\$27.00 Annual)

**Exciting News:** 

Beginning on January 1, 2026, there will be no monthly maintenance fees!!!!

**Asset-Based Fees** 

Between 0.19% and 0.33%



# STABLE ACCOUNT & SPECIAL NEEDS TRUSTS

# Complementary tools that can be used together

- ✓ Trusts can make distributions to NM STABLE accounts
- ✓ Trusts can accept unlimited cash and non-cash assets

#### **Unique STABLE account benefits**

- ✓ Broader spending power (i.e. housing and food)
- ✓ No federal or state income tax on earnings
- Can be established, administered and owned by an individual with a disability



# 2026 Exciting Updates

#### Starting January 1, 2026:

- STABLE accountholders will no longer have an account maintenance fee. This update will initially appear on the first-quarter 2026 account statement which will be available in April 2026. (Note: This fee elimination does not include investment asset-based fees.)
- The ABLE Age Adjustment Act goes into effect, expanding eligibility for STABLE accounts to individuals whose disability began before age 46. This exciting update opens the door for even more people in our communities to start saving and reach greater financial independence, especially our Veterans.
- The STABLE Account Enrollment Incentive will be available to all eligible individuals in our communities
  who open a new account. Through this effort, STABLE Account will match the minimum initial deposit of
  \$25 that the new accountholder contributes when opening an account. It's our way of helping new savers
  take their first step toward a more secure financial future.



# WE'RE HERE TO HELP!

#### **CUSTOMER SERVICE INFORMATION**



1-800-439-1653

Monday - Friday (9 am - 8 pm EST)

or

1-505-955-1136

Monday - Friday (8 am – 5 pm MT)



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# BOOST YOUR BENEFIT

MAXIMIZE RETIREMENT WITH PERA SMARTSAVE

PAUL LIUM
PLAN INVESTMENT ADVISOR
REPRESENTATIVE, PERA SMARTSAVE



#### PERA SmartSave

Deferred Compensation Plan



Albuquerque, NM 12/11/2025



Paul Lium, Plan Investment Advisor Representative

#### Overview

- The PERA SmartSave Deferred Compensation Plan is a supplemental, voluntary 457b retirement plan available to NM government employees affiliated with NM PERA; and some schools affiliated with NM ERB.
- It is a *defined contribution plan* benefits are based on total contributions plus investment earnings.
- Participants choose their own contribution amount the minimum contribution amount is \$10 per pay period; as of 2025, the maximum set by IRS, updates annually.
- Participants have access to these funds when they terminate employment\*.



<sup>\*</sup>Active participants can access funds through the loan and/or unforeseen emergency options or if age 591/2.

#### Contributions and the Stock Market

- Contributions are made through payroll deduction.
- Your contributions are then invested in the stock market specifically funds you select from the menu of available funds offered by your Plan.

#### Easy Fund Choice

#### If you like:

- A simple way to pick an overall investment solution that seeks to maximize assets for retirement, based on your tolerance for risk and your investment time horizon.
- A pre-diversified investment mix that is designed to continuously reduce risk exposure until the target date is reached.

#### Consider:

#### The New Mexico LifeCycle Portfolios<sup>2</sup>

These "one-stop-shopping" funds are a pre-diversified mix of investments managed by a professional fund manager who automatically adjusts the risk/return exposure of the fund as you get closer to retirement. You choose the fund most closely associated with your normal retirement age (generally, your 65th birthday).

Year of Birth	Participant Fund  New Mexico Conservative Portfolio		
Before 1957			
1958-1962	New Mexico LifeCycle 2025 Portfolio		
1963-1967	New Mexico LifeCycle 2030 Portfolio		
1968-1972	New Mexico LifeCycle 2035 Portfolio		
1973-1977	New Mexico LifeCycle 2040 Portfolio		
1978-1982	New Mexico LifeCycle 2045 Portfoli		
1983-1987	New Mexico LifeCycle 2050 Portfol		
1988-1992	New Mexico LifeCycle 2055 Portfoli		
1993 or after	New Mexico LifeCycle 2060 Portfolio		

#### Mix-Your-Own

#### If you like:

- To be in control
- To pick and manage your investment mix

#### Consider:

#### The Core Funds

You pick the funds and create a strategy that you think will best fit your time horizon and risk tolerance, and then manage your portfolio of funds over time. These include stock, bond and stable value options:

#### Stable Value Funds

New Mexico Stable Value Fund

#### Bond Funds

- Vanguard Total Bond Market Index Fund Institutional Shares
- Vanguard Inflation Protected Securities Fund Institutional Shares

#### Stock Funds

- Vanguard® Institutional Index Fund Institutional Plus Shares
- · Vanguard Institutional Index Fund
- State Street Russell Small/Mid Cap Index Fund Class II
- · Vanguard Real Estate Index Admiral Shares

#### International Funds

 Vanguard Total International Stock Index Fund – Institutional Shares



### The Power of Time and Compounding

• Time allows your earnings to be reinvested, generating their own earnings and creating exponential growth. The sooner you start, the better.

Growth Period			Ending Balance		
Deferral Per Pay	Paycheck Impact	Annual Pay Reduction	Accumulation 10 Years	Accumulation 20 Years	Accumulation 30 Years
\$25	\$18.75	\$488	\$9,304	\$27,605	\$63,607
\$50	\$37.50	\$975	\$18,607	\$55,210	\$127,124
\$75	\$58.25	\$1,463	\$27,911	\$82,815	\$190,821
\$100	\$75	\$1,950	\$37,214	\$110,420	\$254,428
\$125	\$93.75	\$2,438	\$46,518	\$138,025	\$318,035
\$150	\$112.50	\$2,925	\$55,821	\$165,631	\$381,642
\$175	\$131.25	\$3,413	\$65,125	\$193,236	\$445,249
\$200	\$150	\$3900	\$74,429	\$220,841	\$508,856
\$225	\$166.75	\$4388	\$83,732	\$248,446	\$572,463
\$250	\$187.50	\$4,875	\$93,035	\$276,051	\$636,070

The above is an example of a hypothetical compound annual rate of 7% and a 25% federal tax rate, for a single person with an annual salary of \$38,000 and one deduction for federal tax purposes.



# ESTATE PLANNING: PREPPING FOR THE FINAL CHAPTER IT IS NOT IF, IT IS WHEN

CRISTY J. CARBÓN-GAUL, ESTATE PLANNING ATTORNEY, THE LAW OFFICE OF CRISTY J. CARBÓN-GAUL



IT IS NOT IF, IT IS WHEN
(Some immediate items to review in your Estate Plan)

## PURPOSE OF PLANNING

- Lifetime issues
- Family issues
- Wealth protection
- Tax avoidance

## WHAT DOES AN ESTATE PLAN INCLUDE? (how to be a good consumer)

- Will
- Statement of Disposition of Tangible Personal Property
- Revocable Trust
- Life Insurance/ Irrevocable Trust
- Durable General Power of Attorney

- Durable Health CarePower of Attorney
- Organ Donation / Cremation and Funeral Instructions
- Beneficiary Designations
- Re-titling of Assets

### REVOCABLE OR "LIVING TRUST"

- Trust Agreement
- Pour-Over Will
- Restatements
- Funding Trust (checking accounts)
- Incapacity

## WILL VS. REVOCABLE TRUST

- Tax planning
- Organize now or later
- Administration

### WHAT IS A PROBATE?

The purpose of probate is to transfer assets and deal with the creditors of the decedent.

### Probate Avoidance

- In New Mexico
- TODs
- Revocable Trust
- Beneficiary Designations

### Estate Taxes

- 1. Current Estate Tax \$12.06 (\$15M in 2026)
- 2. Capital Gain
- 3.Income Taxes IRA

## Portability Election for Estate Tax

- In 2010, the portability election became available for married couples when both spouses are U.S. Citizens
- You have five years to make the election

## GENERAL DURABLE POWER OF ATTORNEY

- This document handles your financial matters.
- When does it become effective
- Needs to be comprehensive
- Needs to be notarized
- Successor agents
- Without it, conservatorship

# GENERAL DURABLE HEALTH CARE POWER OF ATTORNEY

- You appoint someone to make health care decisions for you when you are unable
- Includes the "living will"
- When does it become effective
- Without it, guardianship
- Right to Die

## STATEMENT OF DISPOSITION OF TANGIBLE PERSONAL PROPERTY

- If you take the time to do it, put it in a safe place
- Sign and Date

## Putting Children on Accounts and Deeds

## TITLING OF ASSETS

- TENANTS IN COMMON
- JOINT TENANTS

## Beneficiary Designations

- 1.Coordinate with Estate Plan/ making educated decisions
- 2. Naming Minors

## When Death Certificates are Slow

- Access to Liquidity
- Prepayment for Burial/Cremation

Understanding your Financial Situation when Spouse/Partner dies

- PENSIONS-ARE THEY TWO LIFE ANNUITIES?
- -Social Security

## Understanding Ramifications of Remarriage

- Pensions
- Social Security
- Pre-Nuptial Agreements

## Updating In General

#### 45-5B-301. Statutory form power of attorney.

A document substantially in the following form may be used to create a statutory form power of attorney that has the meaning and effect prescribed by the Uniform Power of Attorney Act:

#### "NEW MEXICO STATUTORY FORM POWER OF ATTORNEY IMPORTANT INFORMATION"

This power of attorney authorizes another person (your agent) to make decisions concerning your property for you (the principal). Your agent will be able to make decisions and act with respect to your property (including your money) whether or not you are able to act for yourself. The meaning of authority over subjects listed on this form is explained in the Uniform Power of Attorney Act.

This power of attorney does not authorize the agent to make health care decisions for you.

You should select someone you trust to serve as your agent. Unless you specify otherwise, generally the agent's authority will continue until you die or revoke the power of attorney or the agent resigns or is unable to act for you.

Your agent is entitled to reasonable compensation unless you state otherwise in the Special Instructions.

This form provides for designation of one agent. If you wish to name more than one agent, you may name a co-agent in the Special Instructions. Co-agents are not required to act together unless you include that requirement in the Special Instructions.

If your agent is unable or unwilling to act for you, your power of attorney will end unless you have named a successor agent. You may also name a second successor agent.

This power of attorney becomes effective immediately unless you state otherwise in the Special Instructions.

If you have questions about the power of attorney or the authority you are granting to your agent, you should seek legal advice before signing this form.

#### **DESIGNATION OF AGENT**

l,	,
(Your Name)	
name the following person as my agent:	
Name of Agent:	_
Agent's Address:	
Agent's Telephone Number:	

#### **DESIGNATION OF SUCCESSOR AGENT(S) (OPTIONAL)**

If my agent is unable or unwilling to act for me, I name as my successor agent:

Name of Successor Agent:
Successor Agent's Address:
Successor Agent's Telephone Number:
If my successor agent is unable or unwilling to act for me, I name as my second successor agent
Name of Second Successor Agent:
Second Successor Agent's Address:
Second Successor Agent's Telephone Number:
GRANT OF GENERAL AUTHORITY
I grant my agent and any successor agent general authority to act for me with respect to the following subjects as defined in the Uniform Power of Attorney Act:
(INITIAL each subject you want to include in the agent's general authority. If you wish to grant general authority over all of the subjects, you may initial "All Preceding Subjects" instead of initialing each subject.)
() Real Property
() Tangible Personal Property
() Stocks and Bonds
() Commodities and Options
() Banks and Other Financial Institutions
() Operation of Entity or Business
() Insurance and Annuities
() Estates, Trusts and Other Beneficial Interests
() Claims and Litigation
() Personal and Family Maintenance
() Benefits from Governmental Programs or Civil or Military Service
() Retirement Plans
() Taxes
() All Preceding Subjects

#### **GRANT OF SPECIFIC AUTHORITY (OPTIONAL)**

My agent MAY NOT do any of the following specific acts for me UNLESS I have INITIALED the specific authority listed below: (CAUTION: Granting any of the following will give your agent the authority to take actions that could significantly reduce your property or change how your property is distributed at your death. INITIAL ONLY the specific authority you WANT to give your agent.) ( ) Create, amend, revoke or terminate an inter vivos trust ) Make a gift, subject to the limitations of Section 217 of the Uniform Power of Attorney Act and any special instructions in this power of attorney ( ) Create or change rights of survivorship ( ) Create or change a beneficiary designation ) Authorize another person to exercise the authority granted under this power of attorney ) Waive the principal's right to be a beneficiary of a joint and survivor annuity, including a survivor benefit under a retirement plan ( ) Exercise fiduciary powers that the principal has authority to delegate ( ) Disclaim or refuse an interest in property, including a power of appointment LIMITATION ON AGENT'S AUTHORITY An agent that is not my ancestor, spouse or descendant MAY NOT use my property to benefit the agent or a person to whom the agent owes an obligation of support unless I have included that authority in the Special Instructions. **SPECIAL INSTRUCTIONS (OPTIONAL)** You may give special instructions on the following lines:

#### **EFFECTIVE DATE**

This power of attorney is effective immediately unless I have stated otherwise in the Special Instructions.

#### **NOMINATION OF CONSERVATOR OR GUARDIAN (OPTIONAL)**

If it becomes necessary for a court to appoint a conservator or guardian of my estate or guardian of my person, I nominate the following person(s) for appointment: Name of Nominee for conservator of my estate: Nominee's Address: Nominee's Telephone Number: \_\_\_\_\_ Name of Nominee for guardian of my person: Nominee's Address: Nominee's Telephone Number: \_\_\_\_\_ **RELIANCE ON THIS POWER OF ATTORNEY** Any person, including my agent, may rely upon the validity of this power of attorney or a copy of it unless that person knows it has terminated or is invalid. SIGNATURE AND ACKNOWLEDGMENT Your Signature: Your Name Printed: Your Address: \_\_\_\_\_ Your Telephone Number: State of \_\_\_\_\_ County of \_\_\_\_\_ This instrument was acknowledged before me on \_\_\_\_\_\_\_, \_\_\_\_\_ (Date) by\_\_\_\_\_\_ (Name of Principal). (Seal)

Signature of Notary Public

My commission expires:

#### IMPORTANT INFORMATION FOR AGENT

#### **Agent's Duties**

When you accept the authority granted under this power of attorney, a special legal relationship is created between you and the principal. This relationship imposes upon you legal duties that continue until you resign or the power of attorney is terminated or revoked. You must:

- 1. do what you know the principal reasonably expects you to do with the principal's property or, if you do not know the principal's expectations, act in the principal's best interest;
- 2. act in good faith;
- 3. do nothing beyond the authority granted in this power of attorney; and

4. disclose your identity as a	n agent whenever you act for the prin	cipal by writing or
printing the name of the prir	ncipal and signing your own name as "	agent" in the following
manner:	by	as Agent
(Principal's Name)	(Your Signature)	

Unless the Special Instructions in this power of attorney state otherwise, you must also:

- 1. act loyally for the principal's benefit;
- 2. avoid conflicts that would impair your ability to act in the principal's best interest;
- 3. act with care, competence and diligence;
- 4. keep a record of all receipts, disbursements and transactions made on behalf of the principal;
- 5. cooperate with any person that has authority to make health care decisions for the principal to do what you know the principal reasonably expects or, if you do not know the principal's expectations, to act in the principal's best interest; and
- 6. attempt to preserve the principal's estate plan if you know the plan and preserving the plan is consistent with the principal's best interest.

#### **Termination of Agent's Authority**

You must stop acting on behalf of the principal if you learn of any event that terminates this power of attorney or your authority under this power of attorney. Events that terminate a power of attorney or your authority to act under a power of attorney include:

- 1. death of the principal;
- 2. the principal's revocation of the power of attorney or your authority;

- 3. the occurrence of a termination event stated in the power of attorney;
- 4. the purpose of the power of attorney is fully accomplished; or
- 5. If you are married to the principal, a legal action is filed with a court to end your marriage, or for your legal separation, unless the Special Instructions in this power of attorney state that such an action will not terminate your authority.

#### **Liability of Agent**

The meaning of the authority granted to you is defined in the Uniform Power of Attorney Act. If you violate the Uniform Power of Attorney Act or act outside the authority granted, you may be liable for any damages caused by your violation.

If there is anything about this document or your duties that you do not understand, you should seek legal advice.

History: Laws 2007, ch. 135, § 301; 1978 Comp., § 46B-1-301 recompiled as § 45-5B-301 by Laws 2011, ch. 124, § 102.

#### **ANNOTATIONS**

Recompilations. — Laws 2011, ch. 124, § 102 recompiled former 46B-1-301 NMSA 1978 as 45-5B-301 NMSA 1978, effective January 1, 2012.

Cross references. — For power of attorney for health care decisions, see 24-7A-4 NMSA 1978.

#### New Mexico Optional Advance Health Care Directive Form EXPLANATION FOR MEMBERS

You have the right to give instructions about your own health care. You also have the right to name someone else to make health care decisions for you. This form lets you do either or both of these things. It also lets you express your wishes regarding the designation of your primary physician.

THIS FORM IS OPTIONAL. Each paragraph and word of this form is also optional. If you use this form, you may cross out, complete or modify all or any part of it. You are free to use a different form. If you use this form, be sure to sign it and date it.

PART 1 of this form is a power of attorney for health care. PART 1 lets you name another individual as agent to make health care decisions for you if you become incapable of making your own decisions or if you want someone else to make those decisions for you now even though you are still capable. You may also name an alternate agent to act for you if your first choice is not willing, able or reasonably available to make decisions for you. Unless related to you, your agent may not be an owner, operator or employee of a health care institution at which you are receiving care.

Unless the form you sign limits the authority of your agent, your agent may make all health care decisions for you. This form has a place for you to limit the authority of your agent. You need not limit the authority of your agent if you wish to rely on your agent for all health care decisions that may have to be made. If you choose not to limit the authority of your agent, your agent will have the right to:

- 1. Consent or refuse consent to any care, treatment, service or procedure to maintain, diagnose or otherwise affect a physical or mental condition;
- 2. Select or discharge health care providers and institutions;
- 3. Approve or disapprove diagnostic tests, surgical procedures, programs of medication and orders not to resuscitate; and
- 4. Direct the provision, withholding or withdrawal of artificial nutrition and hydration and all other forms of health care.

PART 2 of this form lets you give specific instructions about any aspect of your health care. Choices are provided for you to express your wishes regarding life-sustaining treatment, including the provision of artificial nutrition and hydration, as well as the provision of pain relief. In addition, you may express your wishes regarding whether you want to make an anatomical gift of some or all of your organs and tissue. Space is also provided for you to add to the choices you have made or for you to write out any additional wishes.

PART 3 of this form lets you designate a physician to have primary responsibility for your health care.

After completing this form, sign and date the form at the end. It is recommended but not required that you request two other individuals to sign as witnesses. Give a copy of the signed and completed form to your physician, to any other health care providers you may have, to any health care institution at which you are receiving care and to any health care agents you have named. You should talk to the person you have named as agent to make sure that he or she understands your wishes and is willing to take the responsibility.

You have the right to revoke this advance health care directive or replace this form at any time.

#### PART 1 POWER OF ATTORNEY FOR HEALTH CARE

	(name of individual you choose as agent)				
(address)	(city)	(state)	(zip code)		
(home phone)	(work phone)				
If I revoke my agent's authority or care decision for me, I designate a			ably available to make		
(name of	individual you choose as	first alternate ag	gent)		
(address)	(city)	(state)	(zip code)		
(home phone)		(work pho	one)		
(name of	individual you choose as	second alternate	agent)		
(address)	(city)	(state)	(zip code)		
(address) (home phone)		(state)			
(home phone) (2) AGENT'S AUTHORITY: My information about me and to make withhold or withdraw artificial nut	(vagent is authorized to oball health care decisions	vork phone) tain and review for me, includin	(zip code)  medical records, report g decisions to provide,		
	(vagent is authorized to oball health care decisions	vork phone) tain and review for me, includin	(zip code)  medical records, report g decisions to provide,		

- (4) AGENT'S OBLIGATION: My agent shall make health care decisions for me in accordance with this power of attorney for health care, any instructions I give in Part 2 of this form and my other wishes to the extent known to my agent. To the extent my wishes are unknown, my agent shall make health care decisions for me in accordance with what my agent determines to be in my best interest. In determining my best interest, my agent shall consider my personal values to the extent known to my agent.
- (5) NOMINATION OF GUARDIAN: If a guardian of my person needs to be appointed for me by a court, I nominate the agent designated in this form. If that agent is not willing, able or reasonably available to act as guardian, I nominate the alternate agents whom I have named, in the order designated.

#### PART 2 INSTRUCTIONS FOR HEALTH CARE

If you are satisfied to allow your agent to determine what is best for you in making end-of-life decisions, you need not fill out this part of the form. If you do fill out this part of the form, you may cross out any wording you do not want.

(6) END-OF-LIFE DECISIONS: If I am unable to make or communicate decisions regarding my health care, and IF (i) I have an incurable or irreversible condition that will result in my death within a relatively short time, OR (ii) I become unconscious and, to a reasonable degree of medical certainty, I will not regain consciousness, OR (iii) the likely risks and burdens of treatment would outweigh the expected benefits, THEN I direct that my health care providers and others involved in my care provide, withhold or withdraw treatment in accordance with the choice I have initialed below in one of the following three boxes:

[] I CHOOSE NOT To Prolong Life
I do not want my life to be prolonged.
[] I CHOOSE To Prolong Life
I want my life to be prolonged as long as possible within the limits of generally accepted health care standards.
[] I CHOOSE To Let My Agent Decide
My agent under my power of attorney for health care may make life-sustaining treatment decisions for me.
(7) ARTIFICIAL NUTRITION AND HYDRATION: If I have chosen above NOT to prolong life, I also specify by marking my initials below:
[] I DO NOT want artificial nutrition OR
[] I DO want artificial nutrition.
[] I DO NOT want artificial hydration unless required for my comfort OR

	(phone	)	
(address)	(city)	(state)	(zip code)
	(name of physic	cian)	
(11) I designate the following	g physician as my primary p	hysician:	
	PART PRIMARY PH		
(Add additional sheets if nee	eded.)		
	you wish to write your own above, you may do so here.)		wish to add to the
[] I CHOOSE to let my	agent decide.		
[] I REFUSE to make a	n anatomical gift of any of n	ny organs or tissue.	
	a partial anatomical gift of so e maintained long enough for		
	an anatomical gift of all of math, and artificial support may		
	DESIGNATION: Upon my of all or some of my organs of		rked below whether I choose
following space, I direct that	t the best medical care possi	ble to keep me clean	rm and except as I state in the comfortable and free of pain f this care hastens my death:
[ ] I DO want artificial l	nydration.		

(name of physician)					
(address)	(ci	ty)	(state)	(zip code)	
		(phone)			
12) EFFECT OF COP	Y: A copy of this for	rm has the same e	ffect as the orig	ginal.	
DIRECTIVE at any time provider and any health copies of this power of signed writing or by per-	ne, and that if I revoken care institution when attorney. I understand rsonally informing the	e it, I should promere I am receiving and that I may revoke supervising hear	ptly notify my care and any ot te the designati	ANCE HEALTH CAR supervising health care hers to whom I have giv on of an agent either by er.	
14) SIGNATURES: S	orn and date the fort	n nere:			
(date)			(sign your	name)	
(addres	ss)		(print your	name)	
city)	(state)		(your socia	al security number)	
Optional) SIGNATUR	ES OF WITNESSES	S:			
First witness:		Seco	ond witness:		
(print r	name)		(p	print name)	
(address)			(address)		
(city)	(state)	(city	')	(state)	
(signature	of witness)		(signature	of witness)	
	(date)			(date)	



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# THANK YOU FOR JOINING US!

New Mexico State Treasurer's Office

