

J A N Y

JUNIOR ACHIEVEMENT OF NEW YORK



PARTNERS IN ACHIEVEMENT | ANNUAL REPORT 2017



**Junior
Achievement[®]**
of New York

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Joseph A. Peri
President



Gavin G. O'Connor
Board Chair

LEADERSHIP MESSAGE

DEAR FRIENDS AND SUPPORTERS,

It is our great privilege to share with you this report on our accomplishments for the 2016-17 fiscal and academic year.

We are pleased to report that Junior Achievement of New York increased its reach by more than 6% this past year, serving more than 85,000 students across New York City, Long Island and the Lower Hudson Valley. Students from all walks of life, in more than 275 schools and community programs received relevant, real-world experiences, empowering them to envision what's possible if they work hard and dream big.

When young people understand how money, careers and business ownership work, they are poised to make intelligent decisions that will pave the way for their success in the years to come. Thanks to a dedicated team of more than 6,600 corporate and community-based volunteers which brings our programs to life in classrooms and workplaces across the greater New York area, Junior Achievement turns "I can't" into "I can," helping students realize their full and boundless potential.

Equipping young people with the skills they will need to succeed in life also creates a vital talent pipeline of financially literate and entrepreneurial young people ready to engage in the careers and challenges of tomorrow. Like many of our JA alumni, they will be better positioned to realize their personal and financial goals, as well as the benefits of contributing to society as productive and engaged citizens in their communities.

We hope that this impact report will demonstrate the many benefits of the Junior Achievement model. From teachers and students, to businesses and the economy as a whole, everyone wins when Junior Achievement is part of the K-12 educational experience.

JOSEPH A. PERI
President
Junior Achievement of New York

GAVIN G. O'CONNOR
Board Chair
Junior Achievement of New York



ABOUT US

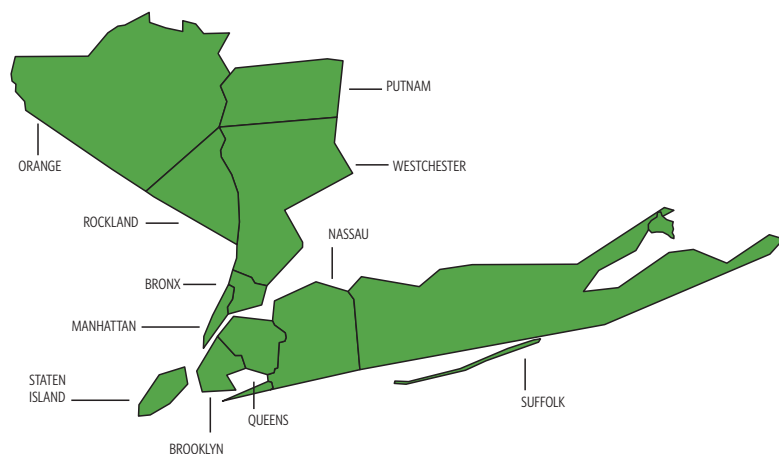
Junior Achievement of New York (JA New York) is the local affiliate of Junior Achievement USA, the nation's largest organization dedicated to educating K-12 students about financial literacy, entrepreneurship and work readiness through experiential, hands-on programs.

OUR PURPOSE

We inspire and prepare young people to succeed in a global economy. Junior Achievement programs:

- Encourage young people to develop skills for the real world
- Engage youth as productive and contributing stakeholders in their own communities
- Prepare and teach young people to become job creators, innovators and problem solvers
- Guide and inspire young people to make informed career and life choices

JA NEW YORK PROGRAMMING FOOTPRINT



THREE PILLARS

FINANCIAL LITERACY • ENTREPRENEURSHIP • WORK READINESS

Junior Achievement programs focus on three key areas of youth development that we believe are essential foundations of success for 21st century workers and citizens: financial literacy, entrepreneurship and work readiness. Our volunteer-delivered, K-12 programs use experiential learning to inspire students to reach their fullest potential. With the support of our corporate and community volunteers and the critical help of school systems and teachers, JA students develop the skills they need to prepare for the realities and opportunities of the global economic marketplace. Here are some examples of JA New York's three pillars of youth development in action.

FINANCIAL LITERACY

JA financial literacy programs focus on personal economics through hands-on training and lessons in budgeting, spending, investing and the global economy. These skills promote financial independence and help kids understand how to set and ultimately attain their goals. Teaching and modeling best money management practices is central to financial empowerment and is especially important in today's worldwide marketplace. By providing relevant, hands-on learning, the JA More than Money program teaches students the basics of money management early on. It prepares an entire generation to become more financially responsible and literate adults who contribute positively to their communities.

In partnership with HSBC, the recently updated program is designed specifically for elementary students, ages 8-12. Its purpose is to introduce students to financial literacy and entrepreneurship, including social studies learning objectives focused on money-management skills, goods and services and global markets.



Through hands-on activities and a new cast of characters serving as symbols for financial literacy and entrepreneurship concepts, students learn a practical approach to starting a business and making smart decisions about managing money. Additionally, the program features online digital resources to enhance and extend classroom learning.

The curriculum also reflects new trends in financial literacy and entrepreneurship, which show that the most successful millennial entrepreneurs are distinguished by a desire to positively affect their community and the economy. JA More than Money fosters these aspirations by introducing the foundations of entrepreneurship to students at an early age, including why businesses are important and what their positive impact can be on society.



ENTREPRENEURSHIP

The JA New York Business Plan Competition is one of our premier capstone programs. It is an intensive entrepreneurship education experience for high school students. Since its inception in 2008, more than 7,000 high school students have participated. First, second and third place prizes are awarded to competitors who present the strongest, most creative and innovative business plans. The JA New York Business Plan Competition has shown young people the benefits of entrepreneurship and has helped them to understand that the creativity and solutions-driven impact of business has the power to shape the future of our local economy and workforce.

The program affords diverse groups of students from high schools throughout New York City, Long Island and the Lower Hudson Valley



the opportunity to identify a need in the marketplace, create a business idea, develop and present a business plan and compete against other students, all under the guidance of JA New York corporate and community volunteers.



This past year, more than 740 students from 19 schools participated in the program. More than 180 teams were formed, beginning the competition in February and culminating with the Finals event on June 1, 2017. This year's theme was "Think Local," challenging teams to create businesses that would provide a service for their local communities. To mark the 10th anniversary of the program, several alumni returned to speak and interact with current students, encouraging and inspiring them with personal success stories.



WORK READINESS

The widespread gap between the skills taught in schools and those sought by employers plays a major role in the under-employment of today's youth. JA's work readiness programs help bridge this gap. By immersing students in experiential learning activities centered on real-life work in a variety of industries, they are well-equipped to develop their teamwork, critical thinking, problem solving, communication and leadership skills—the skills needed for young people to become active participants in our global economy.

JA Career Success equips high school students with the tools required to earn and keep a job in high-growth career industries. Students explore the crucial workplace skills employers seek but often find lacking in young employees. They also learn about valuable tools to find that perfect job, including resumes, cover letters and interviewing techniques.

This new program covers the following key topics: The 4Cs - critical thinking, communication, collaboration and creativity; the importance of strong soft skills; work priorities; STEM and other high-growth industries; and personal-brand and job-hunting tools—resumes, cover letters, interviews and digital profiles.



EXECUTIVE COMMITTEE

Board Chair

GAVIN O'CONNOR (retired)
Managing Director, Goldman Sachs

President

JOSEPH PERI
Junior Achievement of New York

Secretary

SEY-HYO LEE
Partner, Winston & Strawn LLP

Treasurer

GARY KOZLOWSKI
Partner, EY LLP

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EVP, Enterprise Development,
Univision Communications

Vice Chair

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Founding Partner,
G. C. Andersen Partners, LLC

Vice Chair

LESLIE GODRIDGE
Vice Chairman, Co-Head Wholesale
Banking, U.S. Bank

Chair—Program Committee

NANETTE MALEBRANCHE
Managing Director, Big Apple District
FedEx Express

Chair—Board Development Committee

JOSEPH MURPHY
Executive Vice President; Head,
Public & Nonprofit Finance, U.S. Bank

Vice Chair

RICHARD POCCIA (retired)
Partner, PwC LLP

Chair—Audit Committee

LISA SAWICKI
Partner, PwC LLP

Chair—Brand Awareness Committee

BRENDAN WALSH
Executive Vice President & General
Manager, Global Corporate Payments, US
American Express

Vice Chair

DR. H.C. ANTHONY VISCOGLIOSI
Principal, Viscogliosi Bros., LL

MEMBERS

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Assistant Vice President
Santander Bank

PERVEZ BAMJI

General Auditor
Pitney Bowes

KEVIN BARR

Senior Vice President
Human Resources
Terex Corporation

JENNIFER BARBETTA

Managing Director
Goldman Sachs

MICHAEL BARTON

Partner
Accenture

CHARLES BORROK

Vice Chairman
Cushman & Wakefield, Inc.

SHMUEL BULKA

General Counsel, Financial &
Risk Division, Americas
Thomson Reuters

MANUEL CHINEA

EVP & COO
Popular Community Bank

WILLIE DENNIS

Partner
K&L Gates LLP

JOSEPH DUGGAN (EX-OFFICIO)

Partner
KPMG LLP

PHIL EVANS

Managing Director
BlackRock

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Founder and CEO
Fosina Marketing Group

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SVP & Controller
PepsiCo, Inc.

CHUCK IMHOF

Staff Vice President
New York Sales
Delta Air Lines

BRIAN INSELBERG

SVP, Financial Lines
Starr Companies

NICK JOHNSON

SVP, Digital Ad Sales Strategy
Turner Broadcasting Systems, Inc.

SCOTT KARNAS

Corporate Controller
KKR & Co. L.P.

JILL KERN

EVP, Governance & Policy
Wholesale & Market Risk
HSBC Bank USA, N.A.

KURT KURIMSKY

Corporate Controller
BNY Mellon

CHRISTOPHER LEVENDOS

EVP, Field Operations
Frontier Communications

SCOTT LIPPSTREU

Principal
Deloitte Consulting

VICTOR MALANGA

Executive Vice President
& Worldwide Chief Financial Officer
Edelman

GREGORY MARKEL

Partner
Litigation Dept.
Seyfarth Shaw LLP

MONA MOAZZAZ

SVP & Chief of Staff
Global Technology &
Operations
MetLife

ANNUAL PROGRAM IMPACT

JON MONKS

Managing Director
Greater New York Region
AIG

KENNETH NEWMAN

Senior Vice President
Eastern Regional Counsel
& Assistant Secretary
The Walt Disney Company

KEITH PINNIGER

Managing Director
Citigroup

CRYSTAL SAMPSON

Partner
EY LLP

KISHORE SIVA

SVP, Customer Experience
Strategy Lead
Wells Fargo & Co.

CRAIG SOLOFF

VP, Sales
K2View

AMY SPRINGSTEEL

Assistant Vice President
Corporate Responsibility
Voya Financial

BRIAN VARGA, P.E.

Director
Gas Field Operations
National Grid

JOANNE ZAIAC

Chief Client Officer
Merkle

85,000

STUDENT EXPERIENCES

275

SCHOOL & COMMUNITY PARTNERS

500,000+

STUDENT CONTACT HOURS

6,600

VOLUNTEERS



2016-17 STUDENT OF THE YEAR

LINDA CHAN



As a rising senior from Manhattan's Cathedral High School, Linda Chan stood out from the crowd. She had already participated in JA's Be Entrepreneurial program, attended our Youth Leadership Conference and competed in our invigorating capstone program, the JA New York Business Plan Competition. Linda's dedication to finding new enriching experiences exposed her to the breadth of programs JA offers, and, after a rigorous round of interviews, she earned the title of Junior Achievement of New York's 2016-17 Student of the Year.

The position of Student of the Year allowed Linda to represent the needs of students in New York City, Long Island and the Lower Hudson Valley, while expanding her knowledge of the business world into which she plans to dive as soon as possible. As she worked directly with corporate and community mentors and attended several special events where she spoke of her experiences with JA New York, Linda grew to believe in herself more than she thought possible and, ultimately, developed the confidence to go after her dreams. Linda also had the opportunity to network with corporate executives throughout the year, and she was eager to grow her connections to the business world.

Raised in a tight-knit community in Chinatown, Linda credits Junior Achievement for her realization that she can affect the world around her and, "become a part of something larger than [her] immediate community." As she steps out towards college and beyond, Linda looks forward to what the future holds. Thanks to Junior Achievement, Linda is prepared and confident for the journey ahead.

In her final speech as Student of the Year, Linda said,

"I'm so grateful and will always be a JA student, learning and growing every day. It is my turn now to give back and help others just like JA has helped me."



WHERE ARE THEY NOW?

JA New York alumni are making waves in New York and around the country. This past year, we caught up with some of our alumni during the 10th anniversary of the Business Plan Competition. Read about their experiences below and learn how Junior Achievement helped shape their future careers.



JACKSON FINIO

Bronx High School of Science and JA New York alumnus Jackson Finio, now a graduate of University of Southern California, attributes much of his post-college success to the three years he spent competing for the first place award in Business Plan Competition.

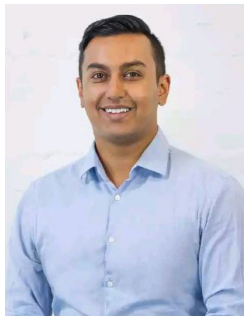
After finally achieving that goal in his senior year, Jackson and his teammates wanted to turn their winning idea into reality, but lacked both capital and technical training. Jackson turned to computer science in college to gain the knowledge he would need to bring his ideas to life. He partnered with other engineers to found Fund3, a hedge fund that employs machine learning algorithms to capitalize on the volatility of cryptocurrencies such as Bitcoin. Throughout his three years participating in BPC, Jackson gained the real-world experience he needed to discover his passion and form his own path to entrepreneurial success.



SISI PENG

Sisi Peng, JA New York alumna and Brooklyn Technical High School graduate, credits many of her academic and career choices to her participation in Business Plan Competition during her junior and senior years of high school.

The highly competitive nature of BPC challenged Sisi and her team to think outside the box and fully understand each component necessary to start and run a successful business. Throughout the process, Sisi improved her leadership and public speaking skills and her ability to work in a productive team environment - all of which are essential skills in college and beyond. Now a graduate of Cornell University, Sisi works for inVentiv Health PR Group. BPC empowered Sisi to make smart academic and personal economic choices, and it gave her the opportunity to develop the confidence and creativity to carry her through the start of her career.



AWAD SAYEED

Awad Sayeed is a JA New York alumnus; as a senior at Brooklyn Technical High School, his team won first place in the pilot year of the JA New York Business Plan Competition in 2008.

Awad is the Chief Technology Officer and co-founder of Pixlee, a visual marketing platform that helps brands to market and sell using real customer photos and videos. Pixlee works with over 150 customers, including top brands such as Levi's Jeans, Kimpton Hotels & Restaurants, and Kenneth Cole. He has pioneered numerous web technologies including hosted third-party iFrames on web sites, version-controlled content management systems, russian doll caching, behavioral tracking and analytics, and containerized environments. Awad has been featured in Forbes' 30 Under 30 List and his work has been highlighted in The Today Show, Fox News, Bloomberg, and The New York Times. Awad put himself through college at the City University of New York, Baruch by doing product consulting for companies in New York City. Pixlee is headquartered in San Francisco with offices in New York and Toronto.



GOLD SCHOOL PARTNERS

NEW YORK CITY

We recognize our top tier school partnerships with gold and silver credentials. Year-round consistency and reliability in school-wide programming distinguishes gold and silver school partnerships. A gold partnership demonstrates the highest level of engagement a school can have with JA New York programming.

BRONX

| | |
|------------------------------|------------|
| Bronx High School of Science | HIGH |
| H.E.R.O. High School | HIGH |
| PS 43 Jonas Bronck School | ELEMENTARY |
| PS 86 Kingsbridge Heights | ELEMENTARY |
| PS 9 | ELEMENTARY |

BROOKLYN

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| Brooklyn Academy of Science and the Environment | HIGH |
| Brooklyn Preparatory High School | HIGH |
| Brooklyn Technical High School | HIGH |
| Edward R. Murrow High School | HIGH |
| High School of Telecommunications, Arts & Technology | HIGH |
| IS 187 Christa McAuliffe School | MIDDLE |
| MS 582 | MIDDLE |
| PS 104 Fort Hamilton School | ELEMENTARY |

H. Ronald Weissman NYC Educator of the Year

GENA ZAIDERMAN, LEADERSHIP & PUBLIC SERVICE HIGH SCHOOL



Gena has been a great champion for Junior Achievement at Leadership & Public Service High School (Manhattan). She is dedicated to the mission

and does great work with the students. As a long-time partner, Gena led the High School Heroes program this year at her school, and her students continue to impress each year at the annual Business Plan Competition.

NYC School Partner of the Year

PS/IS 104 FORT HAMILTON SCHOOL



PS/IS 104 Fort Hamilton School (Brooklyn) has been a wonderful partner school. Over the years, their students have participated consistently in programs including

Finance Park, High School Heroes (with partner school High School of Telecommunications, Arts and Technology), as well as corporate JA Days.

Long Island Educator of the Year

ROB MUGNO, COVERT AVENUE SCHOOL



Rob brought JA to his entire school and was instrumental in implementing High School Heroes. He goes above and beyond to coordinate every event

and covers every detail to ensure each experience runs smoothly. Thanks to Rob, the students of Covert Avenue participate in multiple JA programs. Rob shows passion for our mission and always speaks highly of JA. He is a truly giving person who wants to expose as many students as possible to JA. Rob was responsible for providing over 1,000 students with JA this year alone.

PS 139 Alexine A. Fenty
PS 16 Leonard Dunkly
PS 161 Crown School
PS 17 Henry D. Woodworth
PS 196 Ten Eyck School
PS 20 Clinton Hill
PS 206 Joseph F. Lamb
PS 229 The Dyker School
PS 230 Doris Cohen
PS 264 Bay Ridge Elementary School For The Arts
PS 277 Gerritsen Beach School
PS 67 Charles Dorsey
St. Francis Xavier Catholic Academy
St. Joseph High School

MANHATTAN

Community Health Academy of the Heights
High School For Dual Language & Asian Studies
High School for Leadership and Public Service
PS 128 Audubon
PS 129 John H Finley
PS 198 Isador and Ida Straus School
PS 208 Alain L. Locke
PS 42 Benjamin Altman
PS 5 Ellen Lurie School
PS 64 Robert Simon
PS 83 Luis Munoz Rivera
PS/IS 57 James Weldon Johnson School
Thurgood Marshall Academy Lower School

QUEENS

Academy of Finance & Enterprise High School
Al-Ilsan Academy
Hillcrest High School
HS for Construction Trades, Engineering, and Architecture
IS 230
Martin Van Buren High School
Newcomers High School
PS 117 Joyce Keld Briarwood School
PS 150 Sunnyside
PS 166 Henry Gradstein
PS 212 School of CyberScience and Literacy
PS 273
PS 303 Academy for Excellence through the Arts
PS 33 Edward M.Funk
PS 51 Early Childhood Center
PS 84 Steinway
PS 85 The Judge Charles J. Vallone School
PS 86
Richmond Hill High School

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STATEN ISLAND

PS 21 Elm Park School
PS 3 Margaret Gioiosa School
PS 30 Westerleigh
PS 5 Huguenot
Staten Island School of Civic Leadership
Tottenville High School

LONG ISLAND

NASSAU COUNTY

Baldwin Senior High School
Covert Avenue Elementary School
Division Avenue High School
East Meadow High School
Floral Park-Bellerose School
Freeport High School
John Lewis Childs School
Martin Avenue Elementary School
Massapequa High School
New Hyde Park Memorial High School
Steele Elementary School
Summit Lane Elementary School
W.T. Clarke High School
Westbury High School

SUFFOLK COUNTY

Albany Academy Elementary School
Charles A. Mulligan Middle School
Commack High School
Daniel Street Elementary School
Dogwood Elementary School
Forest Brook Elementary School
Fort Salonga Elementary School
James H. Boyd Intermediate School
John F. Kennedy Elementary School
Kings Park High School
Longwood High School
Northport High School
Norwood Avenue Elementary School
Park View Elementary School
R.J.O. Intermediate School
Ralph G. Reed Middle School
Santapogue Elementary School
Smithtown High School East
Smithtown High School West
South Middle School
Tooker Avenue Elementary School

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Long Island School Partner of the Year

NEW HYDE PARK MEMORIAL HIGH SCHOOL



As a partner for over four years, New Hyde Park Memorial High School (Nassau) engages in just about every JA program we have available for high school students. They participate in the National Grid Young Women's Leadership Conference, Business Education Days, Finance Park, Business Plan Competition, Job Shadows and High School Heroes. Christine Teetz coordinates every event, and looks to engage her students in any JA program she can get her hands on. She and the other teachers are a pleasure to work with and are always hospitable and grateful to our volunteers and corporate partners. Christine referred us to the Manhasset Community Grant program, which resulted in \$5,000 in support over the past two years for JA New York.

Lower Hudson Valley Educator of the Year

LEANNE SCHWAN, ROOSEVELT HIGH SCHOOL



New to Roosevelt High School (Yonkers) two years ago, Leanne stepped right in as the JA coordinator and has done a fantastic job. In her first year she coordinated one High School Heroes event and increased it to two events last year. She introduced Finance Park and Job Shadows to her school and always aims to have the students prepared and excited to engage with our volunteers.

Lower Hudson Valley School Partner of the Year

LINCOLN HIGH SCHOOL



A wonderful school partner to work with each year, Lincoln High School (Yonkers), participates in many JA events. Holding three High School Heroes days each year, the school also participates in Job Shadows and Finance Park. The students and teachers are always prepared for JA programming and, simply put, they are an outstanding school partner to work with.

Corporate Volunteer of the Year

MATT TRIANO, PEPSICO



A longtime volunteer, Matt has participated in many JA Days, JA Weekly mentoring and recently participated in a new capstone program, Career Clue.

Matt's passion and dedication for the JA mission is second to none, and he is a fantastic role model for the students he works with.

Community Volunteer of the Year

BILL MCNAMARA



Bill is a dedicated JA volunteer and has been teaching JA programs for more than seven years. He is always well-prepared to teach and has a great rapport

with diverse students of all ages. Bill volunteered for Finance Park last spring three times, in addition to teaching two new capstone programs, ExpandED and Career Clue this past summer. Bill chooses to share his knowledge with students, actively contributing to building their confidence and preparing them for their futures.

Volunteer Coordinator of the Year

LISA JOHANNESSEN, AT&T



Lisa has been instrumental in expanding JA programming with AT&T over the years. Through her commitment, we have been able to serve the entire

kindergarten through 5th grade classes at P.S. 43 Jonas Bronck School (The Bronx). Her team covers 21 classes, serving over 430 students. Lisa organized a Young Women's Leadership Conference, welcoming students from St. Joseph High School (Brooklyn). She wrapped up the school year with another JA Day at P.S. 4 Duke Ellington School, with her team teaching nine classes and serving nearly 170 students. She is a true JA champion and a pleasure to work with!

LOWER HUDSON VALLEY

| | |
|--|-------------------|
| Casimir Pulaski School | ELEMENTARY/MIDDLE |
| Cedar Place School | ELEMENTARY/MIDDLE |
| Enrico Fermi School | ELEMENTARY/MIDDLE |
| Gorton High School | HIGH |
| Hamilton Elementary School | ELEMENTARY |
| Lincoln High School | HIGH |
| Mount Vernon High School | HIGH |
| Paideia School 24 | ELEMENTARY |
| Pennington Elementary School | ELEMENTARY |
| Roosevelt High School | HIGH |
| School 16 | ELEMENTARY/MIDDLE |
| School 21 | ELEMENTARY |
| School 23 | ELEMENTARY |
| School 25 | ELEMENTARY |
| School 5 | ELEMENTARY/MIDDLE |
| School 9 | ELEMENTARY |
| William Boyce Thompson Elementary School | ELEMENTARY |
| Yonkers High School | HIGH |

SILVER SCHOOL PARTNERS

NEW YORK CITY

BRONX

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|---|------------|
| DeWitt Clinton High School | HIGH |
| Grand Concourse Academy Charter School | ELEMENTARY |
| IS 219 New Venture Academy | MIDDLE |
| MS/HS 223 The Laboratory School of Finance and Technology | HIGH |
| PS/MS 95 The Sheila Mencher Van Cortlandt School | ELEMENTARY |

BROOKLYN

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|---|------------|
| Achievement First Endeavor Charter School | MIDDLE |
| PS 138 | ELEMENTARY |
| PS 249 Caton School | ELEMENTARY |

QUEENS

| | |
|--------------------------------------|------------|
| Baruch College Campus High School | HIGH |
| Cathedral High School | HIGH |
| High School of Economics and Finance | HIGH |
| Jacqueline Kennedy Onassis HS | HIGH |
| Mosaic Preparatory Academy | ELEMENTARY |

PS 130 Desoto School
 PS 188 Island School
 PS 2 Meyer London
 PS 34 Franklin D Roosevelt
 PS 96 Joseph C. Lanzetta
 Urban Assembly School of Business for Young Women
 Forest Hills High School
 PS 153 Maspeth
 PS 161 Arthur Ashe School
 PS 2 Alfred Zimberg
 PS 90 Horace Mann

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STATEN ISLAND

Port Richmond High School HIGH
 Susan E. Wagner High School HIGH

LONG ISLAND

NASSAU COUNTY

Clara H. Carlson Elementary School ELEMENTARY
 Floral Park Memorial High School HIGH
 Leo F. Giblyn School ELEMENTARY
 Plainview-Old Bethpage John F. Kennedy High School HIGH
 Saw Mill Road Elementary School ELEMENTARY

SUFFOLK COUNTY

Branch Brook Elementary School ELEMENTARY
 Francis J. O'Neill Elementary School ELEMENTARY
 Hampton Bays Elementary School ELEMENTARY
 Hauppauge High School HIGH
 Mount Pleasant Elementary School ELEMENTARY
 Riley Avenue Elementary School ELEMENTARY
 Smithtown Elementary School ELEMENTARY

LOWER HUDSON VALLEY

Bruno M. Ponterio Ridge Street School ELEMENTARY
 Columbus School ELEMENTARY
 Graham Elementary School ELEMENTARY
 Nyack Middle School MIDDLE
 Oakside Elementary School ELEMENTARY
 Riverside High School HIGH
 School 19 ELEMENTARY
 School 30 ELEMENTARY
 Spring Valley High School HIGH

Bowl-A-Thon Coordinators of the Year

GRIFFITH DUDLEY, JOE TRIGONA AND JOHN VIOLET, AMERICAN EXPRESS



The Global Merchant Services business unit increased participation and revenue significantly this year, raising over \$70,000. As the highest grossing Amex business unit, these hands-on coordinators gave internal prizes and fundraising deadlines and started their own internal competitions among groups.

Bowl-A-Thon Fundraiser of the Year

JONATHAN DAFFRON, GOLDMAN SACHS



Jonathan personally raised over \$19,000 and worked to secure an additional \$5,000 the day of the event. He is extremely committed to the JA cause. He also gifted the iPad his team won to our Student of the Year and counselled her about business and her future plans.

Bowl-A-Thon Fundraising Team of the Year

35TH FLOOR BALL BUSTERS, PwC

Team members: Denise Barbaro, Wendy Crasto (captain), Nirmala Deokie, Cheryl Fennell, Bella Friedman, Lee Hayden, Adrienne Lozito and Yvonne Wahrman. This fantastic team of ladies consistently raises a large amount of money each year and is dedicated to the mission of JA.

Junior Achievement Triple Threat

KEN GROSS, FORTIS LUX



Ken brought JA to his new company for the June Super Bowl-A-Thon and personally raised over \$4,500. He volunteers in the classroom several times each year and works to spread the word about JA to new prospective partners, networking to promote JA to other companies.



THANKS TO OUR INVESTORS

Your financial support for JA New York allows us to provide JA experiences for more students each year. We are grateful to our individual, corporate and foundation investors who help us meet the growing demand for our programming.

INDIVIDUAL INVESTORS

\$50,000+

Gavin G. O'Connor

\$10,000-\$24,999

Manuel H. and Claire Barron
Philanthropic Fund

Steven M. Barry
Robert A. Berry
David A. Fishman
Jim Fosina
Gary J. Kozlowski
Deborah R. Leone
John William McMahon
Keith Pinniger
Crystal L. Sampson
Gavin Simms
Sharon Teles

\$5,000-\$9,999

Charles A. Baillie
Jennifer Barbetta
Charles R. Borrok
Clarence K. Brenan
Shmuel Bulka
David Ertel
Peter E. Finn

Leslie V. Godridge
Jeffery B. Goldenberg
Jay Hamilton
Irfan S. Hussain
Chuck Imhof
Andrew J. Kaiser
Scott Karnas
Kurt Kurimsky
Eric S. Lane
Kyriacos A. Loupis
Nanette J. Malebranche
James A. McNamara
Joseph F. Murphy
Kenneth E. Newman
Charles H. Perl
Richard J. Poccia
Ellen Porges Dannenberg
Alexander Potter
Corey Reason
Michael J. Richman
Haim Saban
Lisa P. Sawicki
Michael H. Siegel
Esta Stecher
Laurence Stein
Robin A. Vince
Anthony G. Viscogliosi
Simon Wedgbury
Fred Wilpon

Judy York

\$2,500-\$4,999

Michael Arnot
Kevin Barr
Michael P. Barton
Michael Bellach
Robert B. Catell
Michael W. Chin
Larry Coaxum
Rizvan Dhalla
Suzanne Donohoe
Joseph Duffy
Joseph W. Duggan
Cliff Ginn
Brian Inselberg
William Janetschek
Mohammad Khan
Christopher D. Levandos
Scott Lippstreu
Thomas Melvin
Michael Modena
Una Mary Neary
Scott C. Nuttall
Tagar Olson
Nathan Rose
Ralph Rosenberg
David J. Sorkin
George Whipple

Eric Wolfe
Christopher York
Joanne Zaiac

\$1,000-\$2,499

Eric Aboaf
Jenifer Adams
Jennifer Adler
Catherine Ahearn
Debra Baker
Piyush Bharti
Willard C. Butcher
Stephen Case
Angela Celestin
Vikram Chadna
Allison Citron
Grace Cleland
Donna Coallier
John Cole
Jonathan Daffron
James DiCostanzo
Gerard du Toit
Phil Evans
Joseph Fielding
Michael E. Finn
Todd A. Fisher
Carolanne Fried
Marie T. Gallagher
Valentino Gallo
Susan Garcia
Matthew Giammarinaro
David Hoffman
James Holanda
Peter K. Ingerman
Jill Kern
Kathleen King
Christine Larsen
Chris E. Lee
Sey-Hyo Lee
Robert Lewin
Albert Lojko
Fiona Macaulay
Don and Dot Monks
Brian Murray
John Myers
John Parauda
Joe Patellaro
Joseph A. Peri
Robert Pinniger
Ken Porcaro
James Rittinger
Mary Roig
Eliot Rubenzahl
Thomas M. Sember
Margaret Shaughnessy
Nora Slatkin
Judy and Todd Slotkin

Nigel Smith
Adam Smith
Craig Soloff
Chand Sooran
Edward Stroz
Mary Helen Taylor
Anthony Tepedino
Candice Tse
Usic Us E
Regynald Washington
Atsuko Watanabe
Robert Wiederecht
Anré Williams
James Wong
Paul W. Zwicker

**CORPORATE AND
FOUNDATION INVESTORS**

\$100,000+

AIG
American Express
Citi
PwC

\$50,000-\$99,999

Accenture
Capital One Bank
Deloitte & Touche, LLP
Delta Air Lines, Inc.
EY LLP
HSBC
ICE NYSE Foundation
KPMG LLP
MetLife
National Grid
Paul, Weiss, Rifkind, Wharton &
Garrison LLP
Popular Community Bank
U.S. Bank
Voya Financial, Inc.

\$25,000-\$49,999

AT&T
Bayview Asset Management, LLC
BNY Mellon
Broadridge Financial Solutions, Inc.
Cravath, Swain & Moore LLP
Davis Polk & Wardell LLP
FedEx
Goldman Sachs
PepsiCo
Santander Bank
Siegel Family Endowment
The G. C. Andersen Family Foundation
The Pinkerton Foundation

The Walt Disney Company
Thomson Reuters
Univision Communications, Inc.

\$15,000-\$24,999

Bank of Hope
Bethpage Federal Credit Union
Credit Suisse
JP Morgan Chase & Co.
NYC Civic Corps
S&P Global
Sterling National Bank
Terex Corporation
The Sidney, Milton and Leoma Simon
Foundation
Wells Fargo Foundation

\$10,000-\$14,999

All State Sales Group
Bank of America Merchant Services
Citrin Cooperman
Clifford Chance LLP
Consumer and Merchant Awareness
Foundation
Croesus Group
Cushman & Wakefield, Inc.
DigitasLBI
Edelman
First Data Corporation
Fosina Marketing Group
Genpact
KeyBank Foundation
Kohlberg, Kravis, Roberts & Co.
Marsh & McLennan Companies, Inc.
McKinsey & Company, Inc.
MUFG
Pitney Bowes
PSE&G
Skadden Arps Slate Meagher & Flom
SS&C Technologies, Inc.
Starr Companies
TD Ameritrade
The PepsiCo Foundation

\$5,000-\$9,999

Allianz Global Investors
Atlas Air, Inc.
Bunzl USA Inc.
Corbel Communications Industries LLC
Cornerstone Research
Crowe Horwath Foundation
FactSet Research Systems, Inc.
Google, Inc.
IBM
Manhasset Community Fund
MasTec North America, Inc.

Preferred Bank
Salesforce
Shearman & Sterling LLP
State Street Bank & Trust Co./IFS
The Marie-Josée and Henry R. Kravis
Foundation, Inc.
The New York Yankees
XL Catlin

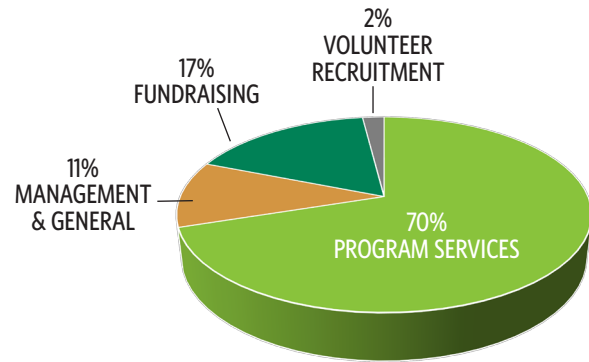
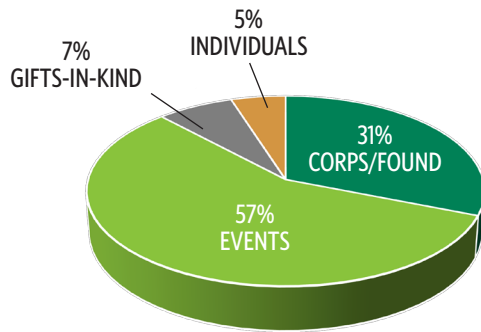
\$2,500-\$4,999

3M
Cathedral High School
CBS EcoMedia
Covington & Burling LLP
Cross Country Consulting
First Niagara Bank N.A.
Kerbey Harrington Pinkard LLP
Maspeth Town Hall Community
Center
Nyack Public Schools
Ridgewood Savings Bank
Robert Half International Inc.
Swiss Re
United Network Development
Corporation
Viscogliosi Bros., LLCs

\$1,000-\$2,499

Allstate Insurance Co.
Ally Financial
Ashworth College
Barrett Social Club
Blind Brook Elementary School
Catholic Charities Brooklyn & Queens
Children's Aid Society
Ericsson
Fogo de Chão Churrascaria
Gen Re
Grandstand Sports &
Memorabilia, Inc.
Holborn Corporation
JA Worldwide
NTT Data Consulting, Inc.
Stop and Stor
The Hayden Harman Foundation
The Raether 1985 Charitable Trust
The Siegfried Group
The Warren and Katherine
Coopersmith Foundation
United Way of New York City

FINANCIAL SUMMARY



SOURCES OF FUNDING 2016-17

| | |
|---------------------------------|-------------|
| Corporations/Foundations | \$1,203,016 |
| Events (net of direct expenses) | \$2,172,370 |
| Gifts-In-Kind/Other | \$279,287 |
| Individuals | \$191,050 |

EXPENSES 2016-17

| | |
|-----------------------|-------------|
| Program Services | \$2,487,931 |
| Management & General | \$383,304 |
| Fundraising | \$598,760 |
| Volunteer Recruitment | \$89,813 |

OPERATING SUPPORT AND REVENUE

| | 2016-2017 | 2015-2016 |
|----------------------------------|--------------------|--------------------|
| Contributions | \$1,394,066 | \$1,443,029 |
| Events (Net of direct expenses) | 2,172,370 | 1,773,498 |
| In-Kind & Other Income | 279,287 | 247,953 |
| TOTAL REVENUE AND SUPPORT | \$3,845,723 | \$3,464,480 |

OPERATING EXPENSES

| | 2016-2017 | 2015-2016 |
|---------------------------|--------------------|--------------------|
| Program Services | \$2,487,931 | \$2,325,644 |
| Management & General | 383,304 | 300,644 |
| Development & Fundraising | 688,573 | 646,909 |
| TOTAL EXPENSES | \$3,559,808 | \$3,273,197 |

Excess of Operating Support & Revenue

| | | |
|---------------|-----------|-----------|
| Over Expenses | \$285,915 | \$191,283 |
|---------------|-----------|-----------|

STAY IN TOUCH



NEW YORK CITY OFFICE
420 Lexington Avenue, Suite 205
New York, NY 10170-0002
Tel: 212.949.5269
Email: info@jany.org

LONG ISLAND OFFICE
250 Willis Avenue
Roslyn Heights, NY 11577
Tel: 516.625.9069
Email: info@jany.org

LOWER HUDSON VALLEY OFFICE
12 Hamilton Place, Suite 2
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Tel: 914.524.9760
Email: info@jany.org



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