

EMPOWERING THE FUTURE



JUNIOR ACHIEVEMENT OF NEW YORK
2017-18
Annual Impact Report

Leadership Message

DEAR FRIENDS AND SUPPORTERS,

It is our great privilege to share with you this report on our accomplishments for the 2017-18 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 90,000 students across New York City, Long Island and the Lower Hudson Valley. Students from all walks of life, in 300 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 7,200 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.



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Junior Achievement of New York



GAVIN G. O'CONNOR
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Annual Program Impact



90,000 STUDENTS SERVED



3,900 CLASSES SERVED



540,000 CONTACT HOURS



7,200 VOLUNTEERS

Junior Achievement Programs

Youth Development that Builds the Future

At Junior Achievement of New York, our work is future focused. Each program is designed with the future in mind: who our leaders will be, how our global economy will change, what technological advancements are in store. We aim to inspire, empower and prepare students to cultivate their skills and become the leaders our world needs. Below are brief descriptions of some of our signature programs. For a complete listing, visit janya.org.

Business Plan Competition ————— *INSPIRE*

The JA New York Business Plan Competition (BPC) asks nearly 700 high school students working in teams to identify a need, envision an idea, develop a comprehensive plan and present it to top business executives. They are emboldened to dive deep into entrepreneurship with the guidance of volunteer mentors from the business world. But even more than that, they are inspired to reach high, make an impact and see how a simple idea might change the world.



In 2018, the first place winners of the competition from Bronx High School of Science proposed a cell phone-based biosensor that detects contaminants in meat and would allow consumers to inexpensively and quickly screen meat samples. This group impressed the judges with their immense passion for the idea, their consideration of the competitive landscape and their thoughts for scaling the product and bringing it to market. Thanks to generous support from Presenting Sponsor The ICE NYSE Foundation, Major Partner Sponsor Delta Air Lines and Founding Partner GC Andersen for making possible a program that inspires young people to think and behave entrepreneurially in all aspects of life.

High School Heroes ————— *EMPOWER*

JA High School Heroes is nothing short of a win-win. The Heroes are high school-aged volunteers who deliver JA programs to local elementary schools. They engage the kids through fun activities, personal experiences, games and simulations. They open the students' eyes to the opportunities out there and inspire them to aim for success. In teaching the elementary students, the Heroes themselves are transformed - they may walk into a classroom, nervous and unsure, but inevitably they walk out confident and optimistic for their future. Being a Hero develops their leadership skills, increases their own knowledge about business and money and empowers them to take control of their future.



This past year, JA High School Heroes has continued its substantial growth. In the 2017-18 school year, over 25,000 students were served by the program, and we expect to see increased growth in the coming years. We were delighted to welcome a major investment in High School Heroes from Assurant. The company has made

a generous Elite Partner commitment over three years that will empower even more high school and elementary students to develop the skills they need to become confident leaders and role models.

JA Finance Park PREPARE

JA Finance Park, much like *The Game of Life*, puts middle and high school students in a real-life simulation and asks them to make decisions that adults make every day. More than 5,600 students participated in this wildly popular program in 2017-18, and demand continues to grow each year.

Prior to visiting the Park, students complete 13-20 hours of classroom preparation in budgeting, career awareness and decision-making skills. Once at the Park, they receive a tablet with a randomly assigned life situation or persona that will shape their experience.

The students must take into account their salaries, number of children, marital status, credit and student debt balances and other factors to create a budget, shop for their family's necessities, save for the future and ultimately avoid running a deficit - an activity that prepares them for the decisions and choices they'll need to make in just a few years.



Led by volunteers, the students spend their day gaining an understanding of the intricacies and challenges of adulthood that they might not have known before. A day at JA Finance Park is a day of 'aha' moments. Teenagers leave the Park with a sense of what everyday goods and services cost, like groceries, clothing and insurance and how to balance a budget to get what they need. Thanks to Title Sponsor Capital One and Elite Partner Goldman Sachs for supporting a signature program that transforms the outlook and prospects of each and every student that attends JA Finance Park.

Testimonials

“ Dear Mr. Bill,

Thank you for teaching us about entrepreneurs. One of my favorite things we did was the hot dog game. It was epic! Another thing I liked was the advertising game because it helped us know about real advertisements and how they were made. Lastly, I really liked the supply chain game because it teaches us about how you can't make a product unless you have all of the parts. When I grow up I want to be an entrepreneur.

Sincerely,
Oscar, Elementary student

“ I am certain that I at least motivated some kids to overcome their challenges and to set long-term goals, just like entrepreneurs do. —Jasper, High School Heroes volunteer

“ What an amazing experience! My children worked on listening, following directions and cooperative learning. The volunteers were wonderful and had my students excited and engaged the entire time. Thank You! —Ms. Cooper, teacher

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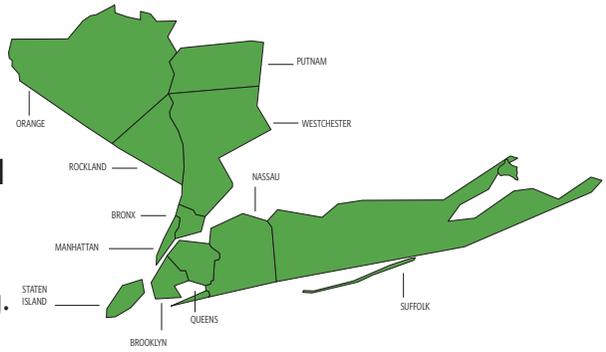
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December 31, 2018*

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

JA NEW YORK PROGRAMMING FOOTPRINT



NEW YORK CITY

BRONX

- Grand Concourse Academy
- PS 43 Jonas Bronck School
- PS 46 Edgar Allen Poe
- PS 86 Kingsbridge Heights
- PS 9

- ELEMENTARY
- ELEMENTARY
- ELEMENTARY
- ELEMENTARY
- ELEMENTARY

BROOKLYN

- Brooklyn Academy of Science and the Environment
- Brooklyn Preparatory High School
- Brooklyn Technical High School
- Edward R. Murrow High School
- High School of Telecommunications, Arts & Technology
- IS 392
- MS 582
- PS 104 Fort Hamilton School
- PS 139 Alexine A. Fenty
- PS 16 Leonard Dunkly
- PS 161 Crown School
- PS 17 Henry D. Woodworth
- PS 196 The Williamsburg Bridge Magnet 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

- HIGH
- HIGH
- HIGH
- HIGH
- HIGH
- MIDDLE
- MIDDLE
- ELEMENTARY

MANHATTAN

- Community Health Academy of the Heights
- High School for Dual Language and Asian Studies
- Leadership and Public Service High School
- PS 102 Jacques Cartier
- PS 128 Audubon
- PS 197 John B. Russworm
- PS 4 Duke Ellington School
- PS 42 Benjamin Altman
- PS 5 Ellen Lurie School
- PS 64 Robert Simon
- PS 83 Luis Munoz Rivera
- PS 96 Joseph C. Lanzetta
- Thurgood Marshall Academy Lower School
- Transfiguration School

- HIGH
- HIGH
- HIGH
- ELEMENTARY

GOLD SCHOOL PARTNERS

QUEENS

Academy of Finance and Enterprise	HIGH
Al-Ihsan Academy	HIGH
Aviation Career & Technical High School	HIGH
Bard High School	HIGH
High School for Construction Trades, Engineering and Architecture	HIGH
Hillcrest High School	HIGH
IS 230	MIDDLE
Martin Van Buren High School	HIGH
Newcomers High School	HIGH
PS 2 Alfred Zimberg	ELEMENTARY
PS 117 Joyce Keld Briarwood School	ELEMENTARY
PS 120	ELEMENTARY
PS 150 Sunnyside	ELEMENTARY
PS 166 Henry Gradstein	ELEMENTARY
PS 212	ELEMENTARY
PS 303 Queens The Academy for Excellence through the Arts	ELEMENTARY
PS 51 Early Childhood Center	ELEMENTARY
PS 84 Steinway	ELEMENTARY
PS 85 The Judge Charles J. Vallone School	ELEMENTARY
PS 86	ELEMENTARY
Richmond Hill High School	HIGH

STATEN ISLAND

PS 21 Elm Park School	ELEMENTARY
PS 3 Margaret Gioiosa School	ELEMENTARY
PS 30 Westerleigh	ELEMENTARY
PS 5 Huguenot	ELEMENTARY
Staten Island School of Civic Leadership	ELEMENTARY
Susan E. Wagner High School	HIGH

LONG ISLAND

NASSAU COUNTY

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

SUFFOLK COUNTY

Albany Avenue Elementary School	ELEMENTARY
Amityville Memorial High School	HIGH
Bellerose Elementary School	ELEMENTARY
Bretton Woods Elementary School	ELEMENTARY
Charles A. Mulligan Middle School	MIDDLE
Daniel Street Elementary School	ELEMENTARY
Forest Brook Elementary School	ELEMENTARY
Fort Salonga Elementary School	ELEMENTARY
Hauppauge High School	HIGH
James H. Boyd Intermediate School	MIDDLE
John F. Kennedy Elementary School	ELEMENTARY
Kings Park High School	HIGH

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
William Rall Elementary School
William T. Rogers Middle School

HIGH
HIGH
ELEMENTARY
ELEMENTARY
MIDDLE
MIDDLE
ELEMENTARY
HIGH
HIGH
MIDDLE
ELEMENTARY
ELEMENTARY
MIDDLE

LOWER HUDSON VALLEY

Cesar E. Chavez Elementary School
Charles E. Gorton High School
Columbus Elementary School
Enrico Fermi School
Graham Elementary School
Hamilton Elementary School
Lincoln High School
Mount Vernon High School
Paideia School 24
Riverside High School
Roosevelt High School
School 16
School 21
School 23
School 25
School 30
School 5
Yonkers High School
Yonkers Montessori Academy

ELEMENTARY/MIDDLE
HIGH
ELEMENTARY
ELEMENTARY/MIDDLE
ELEMENTARY
ELEMENTARY
HIGH
HIGH
ELEMENTARY
HIGH
HIGH
ELEMENTARY
ELEMENTARY
ELEMENTARY
ELEMENTARY
ELEMENTARY
ELEMENTARY/MIDDLE
HIGH
ELEMENTARY/MIDDLE/HIGH

NEW YORK CITY

BRONX

Bronx High School of Law & Community Service
Bronx High School of Science
MS 223 Lab School of Finance & Technology
MS 95 Sheila Mencher
PS 277
PS 71

HIGH
HIGH
MIDDLE
MIDDLE
ELEMENTARY
ELEMENTARY

BROOKLYN

Ditmas Junior High School 62
IS 62
IS 187 Christa McAuliffe School
New American Academy Charter School
PS 249 The Caton School
St. Joseph High School

MIDDLE
MIDDLE
MIDDLE
ELEMENTARY
ELEMENTARY
HIGH

MANHATTAN

Baruch College Campus High School	HIGH
Cathedral High School	HIGH
Hamilton Grange Middle School	MIDDLE
High School of Economics and Finance	HIGH
Jacqueline Kennedy Onassis High School	HIGH
JHS Simon Baruch	MIDDLE
Manhattan Christian Academy	MIDDLE
PS 129 John H Finley	ELEMENTARY/MIDDLE
PS 130 Hernando De Soto School	ELEMENTARY
PS 188 Island School	ELEMENTARY/MIDDLE
PS 2 Meyer London	ELEMENTARY
PS 34 Franklin D Roosevelt	ELEMENTARY/MIDDLE
St. Luke's School	ELEMENTARY/MIDDLE
Urban Assembly School of Business for Young Women	HIGH

QUEENS

Forest Hills High School	HIGH
Information Technology High School	HIGH
PS 153 Maspeth	ELEMENTARY
PS 161 Arthur Ashe School	ELEMENTARY
PS 273Q	ELEMENTARY
PS 33Q Edward M. Funk Elementary	ELEMENTARY
PS 90 Horace Mann	ELEMENTARY

STATEN ISLAND

Port Richmond High School	HIGH
Tottenville High School	HIGH

LONG ISLAND

NASSAU COUNTY

Barack Obama Elementary School	ELEMENTARY
Clara H. Carlson Elementary School	ELEMENTARY
John W. Dodd Middle School	MIDDLE
Meadow Elementary School	ELEMENTARY
Plainview-Old Bethpage John F. Kennedy High School	HIGH
Saw Mill Road Elementary School	ELEMENTARY
Steele Elementary School	ELEMENTARY
Wantagh Middle School	MIDDLE

SUFFOLK COUNTY

Aquebogue Elementary School	ELEMENTARY
Commack High School	HIGH
Dogwood Elementary School	ELEMENTARY
Francis J. O'Neill Elementary School	ELEMENTARY
Great Neck Road Elementary School	ELEMENTARY
Mills Pond Elementary School	ELEMENTARY
Mount Pleasant Elementary School	ELEMENTARY
Smithtown Elementary School	ELEMENTARY

LOWER HUDSON VALLEY

Church St. Elementary School	ELEMENTARY
Eugenio Maria De Hostos MicroSociety School	ELEMENTARY
Oakside Elementary School	ELEMENTARY
William Boyce Thompson School	ELEMENTARY

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.

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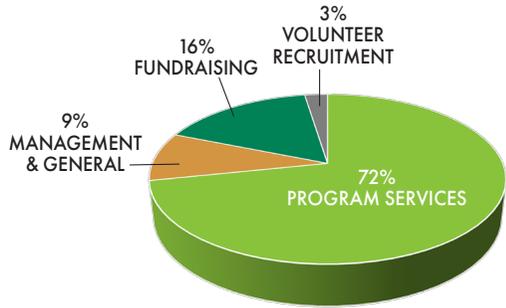
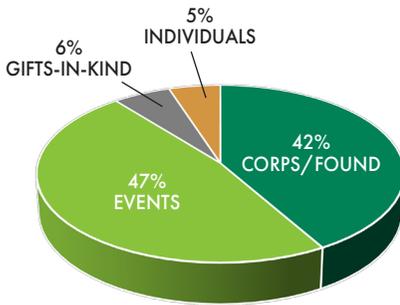
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FINANCIAL SUMMARY



SOURCES OF FUNDING 2017-18

Corporations/Foundations	\$1,616,451
Events (net of direct expenses)	\$2,103,010
Gifts-In-Kind/Other	\$251,867
Individuals	\$224,832

EXPENSES 2017-18

Program Services	\$2,683,806
Management & General	\$348,916
Fundraising	\$615,434
Volunteer Recruitment	\$92,315

OPERATING SUPPORT AND REVENUE

	2017-2018	2016-2017
Contributions	\$1,841,283	\$1,394,066
Events (Net of direct expenses)	2,103,010	2,172,370
In-Kind & Other Income	251,867	279,287
TOTAL REVENUE AND SUPPORT	\$4,196,160	\$3,845,723

OPERATING EXPENSES

	2017-2018	2016-2017
Program Services	\$2,683,806	\$2,487,931
Management & General	348,916	383,304
Fundraising & Volunteer Recruitment	707,749	688,573
TOTAL EXPENSES	\$3,740,471	\$3,559,808

Excess of Operating Support & Revenue
Over Expenses

\$455,689 \$285,915

For a complete set of audited financial statements, please visit jany.org or call us at 212-949-5269.

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