PARTNERS IN ACHIEVEMENT | ANNUAL REPORT 2016
DEAR FRIENDS AND SUPPORTERS,

It is our great privilege to share with you the progress and growth we enjoyed in the 2015-16 fiscal and school year. We are delighted to announce that our successful merger with Junior Achievement of the Hudson Valley, effective January 2016, brings four counties of the Lower Hudson Valley—Rockland, Orange, Putnam and Westchester—together with our existing New York City and Long Island operations, creating a “metro New York” organization that is poised to benefit from increased synergies and greater efficiencies. We are already seeing the benefits of the merger, with year-over-year program growth in the new area contributing to overall program growth during the fiscal year, and we are cultivating new partnerships with schools and businesses throughout our expanded footprint. And we concluded the year with a responsible financial surplus. These milestones could not have been reached without you, our partners and supporters.

We are pleased to report that Junior Achievement of New York provided more than 80,000 student experiences across New York City, Long Island and the Lower Hudson Valley last year. More than 260 schools and after-school programs signed up for their students to receive cutting-edge, experiential programming that teaches students how money, careers and business ownership work. As a result, these students will be more financially literate, understand the core principles of entrepreneurship and business, and will be better prepared to join the workforce, knowing what it takes to achieve success, learning how they can realize their personal and financial goals, and understand the need to contribute as responsible citizens to their communities.

Thanks to our dedicated partners in education and business, we renew our shared commitment to empowering the next generation of young people to own their economic success. We have worked to ensure this success by strengthening our relationships with business partners, community members and schools. In 2015-16 we increased the number of our prestigious Gold partnerships to 105 schools, which is a testament to the growing advocacy and demand for our work by educators and school administrators.

Our biggest milestone is seen in the steady growth of the number of student experiences we delivered in the 2015-16 school year. More than 80,000 student experiences marks an extraordinary number of students whose lives were opened to the wider world around them, thanks to Junior Achievement. Each year, JA New York raises the bar for students in New York City, Long Island and the Lower Hudson Valley by offering meaningful programming with the partnership and support of individuals, corporations, foundations and educators across the region. We hope that this impact report will demonstrate the reciprocal 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 community.

JOSEPH A. PERI
President, Junior Achievement of New York

GAVIN G. O’CONNOR
Board Chair, Junior Achievement of New York
Managing Director, Goldman Sachs
Junior Achievement of New York inspires young people to turn “I can’t” into “I can” and realize their full and boundless potential. We empower youth with authentic, relevant real-world experiences, challenging them to envision what’s possible if they work hard and dream big.

JA New York is the local affiliate of Junior Achievement USA, the nation’s largest organization dedicated to educating K-12 students about work readiness, entrepreneurship and financial literacy through experiential, hands-on programs. JA New York shows students how money, careers and business ownership work with the help of volunteer role models from the business world and the community.

Our programs are delivered by more than 6,200 committed volunteer role models. JA New York provides vital programs to more than 260 New York City, Long Island and Lower Hudson Valley schools, transforming the lives of more than 80,000 students each year.

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 especially important in today’s worldwide marketplace.

JA’s Global Marketplace is the premier middle school program for establishing students’ understanding of the world around them and how trade and commerce are conducted globally. This year, JA New York piloted a new blended learning version of this program at the St. Gregory the Great School in Manhattan with the help of dedicated volunteers from HSBC. In a ‘Crash the Classroom’-style event, volunteers surprised a seventh grade classroom with items, cuisine, and activities inspired by various countries and businesses around the world. The students were immediately immersed in different cultures and products. From this, they learned about a world beyond the one in which they’ve grown up and gained an understanding of how trade among countries works and affects their daily lives.

Upon entering the program, many students had little understanding of how the global economy works and little interest in learning more. But after working hands-on with the volunteers, these students gained knowledge about other cultures and why it’s crucial to have a global perspective in today’s economy. They were inspired to continue discovering the world of global business because of the unique experience JA’s Global Marketplace offered.

ENTREPRENEURSHIP

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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 examples of JA New York’s three pillars of youth development in action.

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FINANCIAL LITERACY
OUR THREE PILLARS continued

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 presented the strongest, most creative, and innovative business plans. Several past participants have gone on to create successful business enterprises of their own.

In Spring 2016, more than 600 students from 16 New York City and Long Island high schools participated in intensive, six-week, business education boot camps, where they conceived, developed and wrote original business plans with guidance and coaching from business volunteers. The 2016 Business Plan Competition theme was Arts and Entertainment. After three preliminary rounds, six teams made it through to the finals of the competition where they competed for cash prizes totaling more than $14,000. Students from the Bronx High School of Science won with their app, Nearby New York, which connects high school students through hosting and promoting local events across New York City.

Click here to read about the competition in the Wall Street Journal

WORK READINESS

The widespread gap between the skills taught in schools and those sought out 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 and meaningful participants in our global economy.

This year, JA New York worked with corporate partners including PwC, National Grid, BNY Mellon, and Cadwalader, Wickersham & Taft to host female students at Young Women’s Leadership Conferences. Extensions of JA’s wildly popular Job Shadow program, the Young Women’s Leadership Conferences opened the doors for many young women to experience real-world jobs while shadowing employees at these companies. At a time when the economy is changing rapidly, JA recognizes the importance of exposing students to relatable role models who can inspire them to pursue a variety of careers. By bringing young women into offices with large percentages of female employees and leaders who embody the JA mission, the Young Women’s Leadership Conferences empower students to explore their career options and own their future economic success.
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Market President, Capital One Bank

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SVP & Chief of Staff
Global Technology & Operations
MetLife

JA NEW YORK | BOARD OF DIRECTORS (As of December 31, 2016)

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Managing Director, Goldman Sachs

President
JOSEPH PERI
Junior Achievement of New York

Secretary
SEY-HYO LEE
Partner, Chadbourne & Parke LLP

Treasurer
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Partner, Ernst & Young LLP

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G. C. Andersen Partners, LLC

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Vice Chair
DR. H.C. ANTHONY VISCOGLIOSI
Principal, Viscogliosi Bros., LLC

JA NEW YORK | BY THE NUMBERS

80,000
STUDENT EXPERIENCES

260
SCHOOL PARTNERS

500,000
STUDENT CONTACT HOURS

6,200
VOLUNTEERS

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

DOUGLAS ROZMAN
Adjunct Professor
Marketing & Public Relations
New York University

CRYSTAL SAMPSON
Partner
Ernst & Young LLP

JOSH SHAMANSKY
Senior Vice President
Head of Total Rewards
TIAA

CRAIG SOLOFF
VP, Operations
Erisson

AMY SPRINGSTEEL
Assistant Vice President
Corporate Responsibility
Voya Financial

BRIAN VARGA, P.E.
Director, U.S.
Technical Learning & Development
National Grid

KEVIN WASSONG
JOANNE ZAIAC
Chief Operating Officer
North America
DigitasLBi
NICOLE OLIVEIRA

Seventeen-year-old Nicole Oliveira, from the Academy of Finance and Enterprise, participated in three Junior Achievement of New York programs in her first three years of high school. From JA Job Shadows and High School Heroes to Capital One/JA Mobile Finance Park, Nicole immersed herself in opportunities to learn, reflect, teach, and dream. Her participation in these programs gave Nicole a stage on which she could join other students to build a community that she otherwise might not have known. In June 2015, Nicole was selected from a highly competitive pool to be Junior Achievement of New York’s 2015-16 Student of the Year scholarship winner.

“I am a more confident individual who is a better public speaker, with a love for entrepreneurship and the desire to give back.”

Her position as Student of the Year allowed Nicole to advocate for the needs of students in New York City, Long Island and the Lower Hudson Valley. She had the chance to work with community mentors who helped her realize her potential and inspire her to grow her own small business, Hipstirs—a company that builds customized hula-hoops and promotes exercise and a healthy lifestyle. Nicole’s experience as a JA High School Hero, teaching younger students the importance of financial literacy and entrepreneurship, motivated her to use her business to work with children and inspire them to stay active.

Thrilled to be chosen for this role with Junior Achievement of New York, Nicole said she is, “a more confident individual who is a better public speaker, with a love for entrepreneurship and the desire to give back.” Like a true Student of the Year, Nicole has continued to embody the mission of Junior Achievement through her dedication, values, and belief that “young people really are the ones we should be looking out for. They will be the artists, the engineers, the doctors, and architects of tomorrow.”

NEW YORK CITY

BRONX
Bronx High School of Science
CES 28 Mount Hope Centennial School
DeWitt Clinton High School
Hero High School
Metropolitan Lighthouse Charter School
MS/HS 223 The Laboratory
School of Finance and Technology
PS 43 Jonas Bronck School
PS 86 Kingsbridge Heights
PS 9

BROOKLYN
Academy of Hospitality and Tourism
Brooklyn Academy of Science and the Environment

GOLD SCHOOL PARTNERS

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

HIGH
ELEMENTARY
MIDDLE/HIGH
ELEMENTARY
ELEMENTARY
HIGH
ELEMENTARY
High
Since 2002, JA New York has enjoyed a valuable partnership with JFK Elementary School in West Babylon. Over the years, our corporate and community volunteers have delivered JA programs to 337 classes and 8,026 students. Principal Gregg Cunningham serves as the JA coordinator, and our successful collaboration with the school owes much to his leadership and commitment to achieving JA New York’s mission. We thank JFK Elementary School for working with us to provide our students with relevant, hands-on experiences that give students from kindergarten through 5th grade vital knowledge in financial literacy, entrepreneurship, and work readiness.

MIDDLE SCHOOL PARTNER OF THE YEAR
SCHOOL 5, YONKERS

Junior Achievement of New York has delivered programs to students at School 5 for over 15 years. Every year, almost 600 students from Pre-K through 8th grade take part in grade appropriate programs, learning key concepts in JA New York’s curriculum. The entire 8th grade class participates in Capital One/JA Mobile Finance Park where students learn the value of budgeting, savings, and credit. We are thrilled to work with School 5 each year and hope to continue this partnership for many years to come.

Brooklyn Preparatory High School
Brooklyn Technical High School
IS 187 Christa McAuliffe School
PS 104 Fort Hamilton School
PS 139 Alexine A. Penty
PS 16 Leonard Dunkly
PS 161 Crown School
PS 196 Ten Eyck School
PS 20 Clinton Hill
PS 206 Joseph F. Lamb
PS 229 The Dyker School
PS 264 Bay Ridge Elementary School for the Arts
PS 277 Gerritsen Beach School
PS 67 Charles Dorsey
St. Joseph High School
Urban Assembly Institute of Math and Science for Young Women

MANHATTAN
Community Health Academy of the Heights Opportunity Charter School
PS 129 John H. Finley
PS 198 Iador and Ida Straus School
PS 208 Alain L. Locke
PS 4 Duke Ellington School
PS 42 Benjamin Altman School
PS 83 Luis Munoz Rivera
PS 96 Joseph C. Lanzetta
PS/IS 57 James Weldon Johnson School
St. Gregory the Great School

QUEENS
Hilcrest High School
HS for Construction Trades, Engineering and Architecture
IS 230
Martin Van Buren High School
Newcomers High School
PS 150 Sunnyside
PS 166 Henry Gradstein
PS 2 Alfred Zimberg
PS 212 School of Cyberscience and Literacy
PS 273Q
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
The Academy of Finance & Enterprise High School

STaten island
PS 5 Huguenot
PS 21 Elm Park School
Staten Island School for Civic Leadership

LONG ISLAND

NASSAU
Baldwin Senior High School
Division Avenue High School
East Meadow High School
Floral Park-Bellerose School
Freeport High School
Front Street Elementary School
John Lewis Childs School
Massapequa High School
Steele Elementary School
Summit Lane Elementary School
W.T. Clarke High School
Wantagh Middle School
Westbury High School

SUEFSUK
Charles A. Mulligan Middle School
Commack High School
Fort Salonga Elementary School
James H. Boyd Intermediate School
John F. Kennedy Elementary School
Kings Park High School
Longwood High School
Park View Elementary School
R.J.O. Intermediate School
Ralph G. Reed Middle School
Santapogue Elementary School
Smithtown High School West
South Middle School
South Street Elementary School
Tooker Avenue Elementary School
William Paca Middle School
William Rail Elementary School
William T. Rogers Middle School
Rick Collins has been actively involved in AT&T fundraising initiatives to benefit JA New York since 2010, consistently claiming a spot among the top five fundraisers for the AT&T Bowl-A-Thon. During the 2015-16 school year, Rick was the highest individual fundraiser for the AT&T Bowl-A-Thon, bringing in nearly $2,600 to support our K-12 programs. We are grateful for Rick’s passion for fundraising and dedication to the JA cause.

During the 2015-16 school year, Goldman Sachs’ Bowl-A-Thon team, “The Incredibowls,” led by captain George Ingram, distinguished themselves by exceeding their team fundraising goal of $15,000. Not only were they the top fundraising team for the Goldman Sachs Bowl-A-Thon, they were the top fundraising team of all 2015-16 Bowl-A-Thon teams. We thank The Incredibowls and Goldman Sachs for their fantastic dedication and persistence in raising money for our students across New York City, Long Island and Lower Hudson Valley.

Mavel Jones and David Sullivan of MetLife are both longtime supporters of JA New York. They have been involved with the MetLife Bowl-A-Thon for over five years, working tirelessly to keep engagement and fundraising at a high level. Thanks to Mavel and David’s commitment and hard work, MetLife has engaged more than 170 employee bowlers who came together to raise over $42,000. We are so thankful for Mavel and David’s continued enthusiasm and passion for all that they do for JA New York.

Casimir Pulaski School
Cedar Place School
Gorton High School
Hamilton Elementary School
Lincoln High School
Mount Vernon High School
Paideia School 24
Pennington Elementary School
Riverside High School for Engineering & Design
School 16
School 21
School 23
School 25
School 5
School 9
Yonkers High School

Mary Cipriano has been a JA New York champion for almost 15 years. Her dedication to JA has allowed our programming to flourish at two excellent K-8 schools in Brooklyn. After years of engaging her students in Capital One/JA Mobile Finance Park and JA in a Day at PS 206, Ms. Cipriano relocated and introduced JA to a brand new community of students at PS 229. Under her guidance, JA New York served over 1,200 students at PS 229 in the past two years alone. We are thankful for Ms. Cipriano’s extraordinary efforts and longstanding passion for the JA New York mission.

Mary Cipriano PS 229, BROOKLYN

Since 2009, Arlene Tam has been one of JA New York’s most dedicated champions. While getting her MBA at Baruch College Zicklin School of Business, she helped coordinate three days of “Financial Literacy for Youth” to help high school students better understand personal finance. Up to 60 students at a time attended a program at Baruch to complete one of JA’s financial literacy programs, preview campus life, and network with volunteers. After graduating, Ms. Tam continued to incorporate JA into her work by spearheading two major JA events at Marsh & McLennan and inspiring other business units to get involved. We thank Ms. Tam for her amazing personal commitment and ongoing dedication to youth in our community.

Arlene Tam Marsh & McLennan Companies

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Arlene Tam Marsh & McLennan 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 programs.

INDIVIDUAL INVESTORS

$50,000+ Gavin G. O’Connor


$1,000–$2,499 Joanne Zaiac, Robert Wiederecht, Kimberly A. Wagner, Robert Wiederecht, Joanne Zaia.

$1,000–$2,499 Ralph Rosenberg, Adam Smith, David J. Sorkin, Tyler Stoker, Kimberly A. Wagner, Robert Wiederecht, Joanne Zaia.


CORPORATE AND FOUNDATION INVESTORS

$100,000+ AIG American Express Capital One Bank PwC U.S. Bank

$50,000–$99,999 Accenture Alphadt, Chf, Citi Deloitte & Touche, LLP Delta Air Lines, Inc. Ernst & Young HSBC ICE/NYSE Foundation KPMG LLP Mattel, Inc. Voya Financial, Inc.

$25,000–$49,999 AT&T BNY Mellon Consumer and Merchant Awareness Foundation Cravath, Swan & Moore LLP E*Trade


$10,000–$14,999 Credit Suisse DigtasLiBi Ericsson Marsh & McLennan Companies, Inc. MUFJ OCIO, Inc. Pitney Bowes TD Ameritrade Travelers Companies Foundation Viscoglio Bros., LLC

$5,000–$9,999 Americas, Coopersmith Fund

$2,500–$4,999 XL Catlin


$1514

$2,500–$4,999

$1,000–$2,499

$50,000+ G.C. Andersen Partners, LLC FedEx

$10,000–$24,999 E*Trade

$5,000–$9,999

$2,500–$4,999

$1,000–$2,499

$50,000–$99,999

$25,000–$49,999
FINANCIAL SUMMARY

OPERATING SUPPORT AND REVENUE

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<td>Contributions</td>
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OPERATING EXPENSES

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<td>Program Services</td>
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<td>Development &amp; Fundraising</td>
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Excess of Operating Support & Revenue Over Expenses

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<tr>
<td>Excess of Operating Support &amp; Revenue Over Expenses</td>
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For a complete set of audited financial statements, please visit: jany.org or call us at 212.949.5269.