WELCOME TO
JA NEW YORK

COVER PHOTO: Two of the nearly 4,000 High School Heroes who are trained to teach JA curriculum to elementary students, serving as inspiring role models to younger students in their communities.
It is our great privilege to share with you this report on our accomplishments for the 2018-2019 fiscal and academic year.

We are pleased to report that Junior Achievement of New York increased its reach by more than 11% this past year, serving over 100,000 K-12 students across New York City, Long Island, and the Lower Hudson Valley. Students from all walks of life in 330 schools and community programs received relevant, real-world experiences, empowering them to unlock their potential and build a thriving future.

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 7,600 corporate, community, and student volunteers, students gain a sense of agency, purpose, and the belief that they can change their lives and the world for the better.

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. JA alumni are better positioned to realize their personal and financial goals, as well as the benefits of contributing to society as productive and engaged citizens.

We hope that this impact report will demonstrate the many benefits of the Junior Achievement model. From teachers and students, to business and the economy as a whole, everyone wins when Junior Achievement is part of the equation.

DEAR FRIENDS AND SUPPORTERS,

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We hope that this impact report will demonstrate the many benefits of the Junior Achievement model. From teachers and students, to business and the economy as a whole, everyone wins when Junior Achievement is part of the equation.

JOSEPH PERI
President & CEO, JA New York

KEITH PINNIGER
Board Chair, JA New York

ABOUT US

JUNIOR ACHIEVEMENT OF NEW YORK is the local affiliate of Junior Achievement USA, the nation’s largest organization dedicated to giving young people the knowledge and skills they need to shape their economic futures by making smart academic and economic choices. We recruit, train, and mobilize more than 7,600 corporate, community, and student volunteers to provide relevant, hands-on experiences that give students knowledge and skills in financial literacy, work readiness, and entrepreneurship. Today, JA New York delivers this vital education to more than 100,000 students each year in more than 330 New York City, Long Island, and Lower Hudson Valley schools.
Students who participate in JA are more confident in their ability to manage their finances and make sound choices. Students who participate in JA learn to think entrepreneurially in business and in life. Students who participate in JA are better prepared to enter the workforce and understand what it takes to succeed in a rewarding career.

100,000+ Student Lives Changed

7,600 Volunteers Engaged

330 Schools Reached

527,000 Educational Contact Hours

4,400 Classes Served
JA in a Day, our signature method of program delivery for K-8 students, engages volunteers who spend an entire school day at a nearby elementary or middle school, leading lessons and workshops that give students the chance to practice making real-life adult decisions. In 2018-2019, over 3,000 JA in a Day classes were taught, reaching over 70,600 students. On March 21, 2019, several members of the JA New York Board of Directors and their colleagues taught a special JA in a Day at PS 41 Gun Hill Road in the Bronx. Together, they reached almost 400 K-2 students. Corporate partners that were represented include: BNY Mellon, Crown Castle, Deloitte, FedEx Express, KKR, MetLife, Santander, Sterling National Bank, Univision, and Wells Fargo.

CLASSROOM LEARNING
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JOB SHADOW
The JA Job Shadow consists of middle or high school students spending time on-site at a host company, learning about the company and its industry, while also working in small groups with volunteer mentors on interview skills, resume writing, case studies, and more. Companies including Citi, Delta Air Lines, PepsiCo, PwC, The Walt Disney Company, and Voya Financial host annual Job Shadows that expose students to real-world opportunities and open their eyes to the skills that different jobs require. In 2018-2019, almost 3,000 students attended over 140 JA Shadows.

CAPSTONE
Middle and high school students have the opportunity to participate in a variety of deep-dive programs that immerse them in JA concepts ranging from managing money and starting a business to teaching elementary school students, and all the transferable skills in between. Each year, JA hosts Finance Park, Business Plan Competition, and High School Heroes events that are designed to empower students to develop the tools they need for life after high school with the help of dedicated mentors from companies across the New York region, including AIG, Edelman, EY, and more. In 2018-2019, almost 13,000 students participated in one of JA’s capstone programs. Special thank you to our corporate supporters who make the capstone programs a success: Assurant, Capital One, CII Group, Delta Air Lines, FedEx, ICE NYSE Foundation, G.C. Andersen Partners LLC, Goldman Sachs, National Grid, and Voya Financial.

LEARNING INITIATIVES
In addition to JA’s in-classroom, at-workplace, and capstone programs, JA New York has implemented several new learning initiatives that provide students with even more opportunities to dive deep into the real world and gain a better understanding of life after high school.

ALTERNATIVE SPRING BREAK
College students from universities including Florida International University and West Chester University of Pennsylvania self-fund an “Alternative Spring Break” trip to New York, where they spend a week teaching JA. This program offers the unique opportunity for students from other communities to raise money for their direct service and ultimately provide a fresh perspective to New York City students.

JA LEADERSHIP ACADEMY
The JA Leadership Academy is a month-long immersive experience that introduces high school seniors to the teaching profession, cultivates leadership and public-speaking skills, and promotes civic engagement. While participating in JA programs including High School Heroes, Job Shadows, and career workshops, students both serve their local community and grow into empowered young professionals.

JA DAY IN ALBANY
In conjunction with JA New York’s efforts to engage the public sector in its mission, a group of students were chosen to represent JA in Albany on March 19, 2019. Students had the opportunity to speak with elected officials from their districts about the value of JA programs. Officials who dedicated part of their day to JA students included: Assembly Members Clyde Vanel, Michael Cusick, Michael DenDekker, Michaelle Solages, Ellen Jaffee, Joe DeStefano, Charles Fall, Michael Benedetto, and Senator Kevin Parker. Special thanks to Assembly Speaker Carl Heastie for his support of JA.
HOW IT HAPPENS

JA New York is able to provide its immersive, impactful programs thanks to myriad fundraising channels and supporters. It is through special events, corporate and foundation grants, public sector funding, and individual giving that JA can provide over 100,000 students with the skills they need to become the next generation of leaders.

SPECIAL EVENTS
Special events make up nearly half of JA New York’s annual revenue. From the annual Leadership Awards Gala and Golf Outings to Casino Nights and every Bowl-A-Thon in between, special events are a tremendous source of support for JA’s programming.

GRANTS
Funding partnerships with corporations, foundations, and public sector entities are responsible for more than 40% of JA New York’s revenue. Thanks to the commitment of our corporate and foundation partners, these investments fuel our growth each year.

INDIVIDUAL GIVING
Individual giving and gifts in-kind are also a vital source of revenue. JA New York is increasingly expanding its individual donor base through marketing campaigns, social media donations, and online auctions.

GREENWICH MEAN TIME

2018 LEADERSHIP AWARDS GALA
On Tuesday, November 6, 2018, Junior Achievement of New York was thrilled to honor three outstanding champions at the annual Leadership Awards Gala. Rodney O. Martin, Chairman and CEO, Voya Financial, was honored with the 2018 Leadership Award, and Scott Gerber, CEO, The Community Company and Founder, Young Entrepreneur Council, was presented with the inaugural EY Young Innovators Award. The 2018 Student of the Year Award was also presented to Josue Quintero, a senior at Brooklyn Preparatory High School. This signature fundraising event raised over $713,000 to benefit the students of JA New York.

EVENT HIGHLIGHTS


GOLFING WITH JA NEW YORK
JA New York was proud to host two golf outings in the 2018-2019 fiscal year. Taking place at the esteemed Westchester Country Club and Leewood Golf Club, these events raised almost $300,000 combined.
BOARD OF DIRECTORS

OFFICERS AND EXECUTIVE COMMITTEE

Keith Pinniger
Board Chair
Managing Director
Citigroup

Joseph Peri (Ex-officio)
President & CEO
Junior Achievement of New York

Sey-Hyo Lee
Secretary
Partner
Winston & Strawn LLP

Gary Kozlowski
Treasurer
Partner
EY LLP

Chris Andersen
Vice Chair
Founder Partner
G.C. Andersen Partners LLC

Dave Fishman
Chair, Resource Development Committee
Managing Director
Goldman Sachs

Gabriella Fitzgerald
Chair, Brand Awareness Committee
EVP, General Manager, U.S. Large Market & Global Commercial Clients
American Express

Leslie Godridge
Vice Chair
Vice Chairman
Co-Head Wholesale Banking
U.S. Bank

Paul Griggs
Chair, Audit Committee
Partner
PwC LLP

Nanette Malebranche
Chair, Program Committee
Managing Director Tri-State District
FedEx Express

Joseph Murphy
Chair, Board Development Committee
EVP, Head of Public Nonprofit Finance
U.S. Bank

Gavin O’Connor
Immediate Past Chair
COO & CFO
Point72, L.P.

Dr. h.c. Anthony Viscogliosi
Vice Chair
Principal
Viscogliosi Bros., LLC

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Assistant Vice President
Santander Bank

Yvette Baez
VP, Partner Solutions
Univision Communications

Pervez Bamji
General Auditor
Pitney Bowes

Kevin Barr
SVP, Human Resources
Terex Corporation

Michael Barton
Partner
Accenture

Gregg Bishop
Commissioner
City of New York Department of Small Business Services

Charles Borrok
Vice Chairman
Cushman & Wakefield, Inc.

Shmuel Bulka
General Counsel, Americas
Refinitiv

Manuel Chinea
EVP & COO
Popular Bank

Joseph Duggan (Advisory)
Partner
KPMG LLP

Michael Finn
SVP & Chief Risk Officer
Sterling National Bank

Jim Fosina
President & CEO
Amora LLC

Marie Gallagher
SVP & Controller
PepsiCo, Inc.

John Gambale
President, New York Zone
AIG

Angela Harrell
SVP, Chief Diversity & Corporate Responsibility Officer
Voya Financial;
President
Voya Foundation

Sean Houston
Managing Director
BlackRock

Chuck Imhof
Vice President
New York & Sales - East
Delta Air Lines

Brian Inselberg
SVP, Financial Lines
Starr Companies

Scott Karnas
Managing Director, Finance
KKR & Co. L.P.

Kurt Kurimsky
Corporate Controller
BNY Mellon

Scott Lippstreu
Principal
Deloitte Consulting

Victor Malanga
EVP & Worldwide Chief Financial Officer
Edelman

*Board List as of December 31, 2019

Mona Moazzaz

Kenneth Newman
SVP & Eastern Regional Counsel & Assistant Secretary
The Walt Disney Company

Rosa Ramos-Kwok
Managing Director
JPMorgan Chase & Co.

Crystal Sampson
Partner
EY LLP

Kishore Siva
EVP & Head of Wholesale Customer Excellence
Wells Fargo & Co.

Craig Soloff
Tyler Spalding
Director, Corporate Affairs
PayPal

Amy Springsteel
Principal, Corporate Social Responsibility
BNY Mellon

Brian Varga, P.E.
Director, Gas Field Operations
National Grid

*Board List as of December 31, 2019
LOWER HUDSON VALLEY ADVISORY BOARD

David Barr
Partner
KPMG

Michael Bellach
Managing Director & Northeast Leader
Virtas Partners

Michael Finn*
SVP & Chief Risk Officer
Sterling National Bank

Jim Fosina*
President & CEO
Amora LLC

Marie Gallagher*
SVP & Controller
PepsiCo, Inc.

Christopher Levendos
Vice President
Crown Castle

Joseph McCoy
Region Manager Commercial Lending, EVP
People’s United Bank

Stephen Moroney
SVP, Regional Manager TD Bank

Richard Schnapper
SVP
Capital One Bank

Spencer Schwartz
Chief Financial Officer
Atlas Air Worldwide

* Serves dual role on Advisory Board and JA New York Board of Directors

LONG ISLAND ADVISORY BOARD

Richard Alonso
Managing Director, Long Island
AIG

Vincent Calabrese
Managing Director
KPMG

Daniel Delehanty
SVP & CRA Office, Director of Community Development
BNB Bank

James Griffin
SVP & Director, Consumer Banking Network
Sterling National Bank

Mario Hernandez
Long Island District Manager
Wells Fargo

Julie Manteria
Marketing Director
UHY Advisors

Patrick McGinness
Partner
PwC LLP

Lee Peretz
Business Development Manager
Farrell Fritz

Brian Scheidel
Regional VP, Commercial Lending
TD Bank

AnnaMarie Signoretti
Vice President, Relationship Sales Manager
Valley Bank

Chivonne Williams
Senior Manager
EY LLP

WHAT THEY SAY ABOUT US

JA has provided my students with an enriched insight into the financial, banking, and business world that they have only begun to experience but will encounter as they get older and choose their careers.

NYC Educator

JA helps students understand the importance of managing money, entrepreneurship, and basic career skills. The students are very engaged and enjoy the team building experiences, which makes it an exciting and energetic environment.

Corporate Volunteer

Junior Achievement has provided me with the opportunity to not only create memorable experiences, but to network as well, while I’m giving back to the community. JA is shaping future leaders.

JA High School Hero
THANK YOU 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, and public sector supporters who help us meet the growing demand for our programming.

CORPORATE INVESTORS

$100,000+
AIG
American Express Company
Ernst & Young LLP
Goldman Sachs
National Grid
Voya Financial, Inc.

$50,000 - 99,999
Accenture
Assurant Foundation
Capital One Financial Corporation
Deloitte
Delta Air Lines, Inc.
HSBC Finance Corporation
ICE NYSE Foundation
KPMG LLP
PepsiCo, Inc.
Popularity Bank
PwC
Sterling National Bank
U.S. Bank
Winston & Strawn LLP

$25,000 - 49,999
Bayview Asset Management, LLC
Citigroup Inc.
Cravath, Swaine & Moore LLP
Crown Castle
Edelman
FedEx Corporation
G.C. Andersen Partners, LLC
JP Morgan Chase & Co.
Paul, Weiss, Rifkind, Wharton & Garrison LLP
PurePoint Financial
Refinity
Santander Bank
The Community Company
The Walt Disney Company
Webster Bank
Wells Fargo & Company

$10,000 - 24,999
Allianz Global Investors
ASG
Avanade Inc.
Bank of America Corporation
Bank of Hope
Bethpage Federal Credit Union
BlackRock, Inc.
BNY Mellon
CIT Group
CNA Financial Corporation
Covington & Burling LLP
FactSet
Kohlberg, Kravis, Roberts & Co.
McGuireWoods LLP
Morgan Stanley
PayPal
Pitney Bowes Inc.
PSEG
S&P Global
Salesforce
TD Ameritrade
TD Bank NA
Terex Corporation
The Sidney, Milton and Leoma Simon Foundation
The Staten Island Foundation

$1,000 - 9,999
Allegis Group Foundation
Alma Bank
Amora LLC
AT&T
Atlas Air, Inc.
Bancker Construction Corp.
Bank of America Merchant Services
Bank OZK
BB&T Bank
Citizens Bank
Central National Gottesman Foundation
Citizens Bank
Citrin Cooperman
Cornerstone Research
Credit Suisse
Cross Country Consulting
Crowe
CTBC Bank
Cushman & Wakefield, Inc.
DLC Management Corp
EO New York
Fahrenheit 212
Fogo De Chao Holdings
Harris Beach PLLC
Industrial & Commercial Bank of China (ICBC) (USA) NA
KeyCorp
M & T Bank
Marie-Josée and Henry R.
Kravis Foundation
Marsh & McLennan Companies, Inc.
Morgan Stanley
New York Paving, Inc.
People’s United Bank
Point72, LP
Preferred Bank
Ridgewood Savings Bank
Robert Half International Inc.
Royal Bank of Canada
Shearman & Sterling LLP
Simone Development Companies
Starr Companies
State Street Bank & Trust Co./IFS
Stop & Stor
The Hartford Financial
The New York Yankees
The Raether 1985 Charitable Trust
The Westchester Bank
TIAA
Valley National Bank

PUBLIC SUPPORT

East Ramapo Central School District
New York City Council
New York City Department of Youth and Community Development (DYCD)
New York State Office of Children and Families Services (OCFS)
Nyack Public Schools
NYC Civic Corps
One Brooklyn Fund
Westchester County Youth Bureau
INDIVIDUAL INVESTORS

$50,000+
Michael H. Siegel
Tyler Spalding
Harit Talwar
Robin Vince
Anre Williams
Fred Wilpon

$10,000 - 25,000
Gavin O’Connor

Philip Armstrong
Jennifer Barbeta
Manuel H. and Claire Barron
David Fishman
Scott Karnas
Gary Kozlowski
Joseph F. Murphy
Keith Pinniger
Peter C. Russell
Crystal Sampson

$1,000 - 4,999
Ashish Shah
Michael J. Richman
Larry Restieri
Sharmin M. Rahmani
Alexander Potter
Ellen R. Porges
Rich Poccia
Charles Perl
Kenneth E. Newman
Rod Martin
Hugh Lawson
Scott Lippstreu
Jim Fosina
Jeffrey Goldenberger
Elizabeth Hammack
Irfan Hussain
Andrew Kaiser
Jack L. Kopinsky
Kurtis Kurimsky

$5,000 - 9,999
Charles A. Baillie
Steven M. Barry
Clarence Brenan
Gary Chropuvka
Kathleen Connolly
Peter Finn
Jim Bosina

NEW YORK CITY

BRONX
Grand Concours Academy for Applied Math & Science
MS 223 The Laboratory School of Finance 
Technology
PS 42 The Claremont School
PS 43 Jonas Bronck
PS 46 Edgar Allen Poe
86 Kingsbridge Heights
9 Rye Avenue Elementary School

BROOKLYN
Brooklyn Preparatory High School
Brooklyn Technical High School
Edward R. Murrow High School
High School of Telecommunication Arts & Technology
IS 187 Christa McAuliffe School
IS 392
MS 582 The Upper School
PS 139 Alexine A. Fenty
PS 16 Leonard Dunkly
PS 17 Henry Woodworth
PS 196 Ten Eyck
PS 20 Clinton Hill
PS 206 Joseph F. Lamb
PS 229 Dyker
PS 230 Doris Cohen The Lower School
PS 264 Bay Ridge Elementary
School for the Arts
PS 67 Charles A. Dorsey
IS/5 104 The Fort Hamilton School
St. Joseph High School
The New American Academy Charter School

MANHATTAN
Community Health Academy of the Heights
High School for Dual Language & Asian Studies
Mosaic Prep Academy
PS 102 Jacques Cartier
PS 128 Audubon
PS 129 John H Finley
PS 188 The Island School

GOLD PARTNERS

PS 197 John B Russwurm
PS 34 Franklin D. Roosevelt
PS 4 Duke Ellington
PS 42 Benjamin Altman
PS 5 Ellen Lurie
PS 64 Robert Simon
PS 83 Luis Munoz Rivera
PS 96 Joseph Lanza
Thurgood Marshall Academy
Lower School
Transfiguration School

QUEENS
Academy for Excellence through Arts
Academy of Finance and Enterprise
Al-Ham Academy
Forest Hills High School
High School for Construction Trades, Engineering, & Architecture
Hillcrest High School
IS 230 School for Civics in Community
Martin Van Buren High School
Newcomers High School
PS 120 Queens
PS 150 Queens
PS 161 Arthur Ashe School
Ps 166 Henry Gradstein
PS 2 Alfred Zimbeg
PS 212Q
PS 33 Edward M. Funk
PS 84 Steinway
PS 85 Judge Charles Vallone
PS 86Q
PS 90 Horace Mann
Richmond Hill High School

STATEN ISLAND
PS 3 Margaret Giaiosa School
PS 30 Westerleigh
PS 2 Huguenot
Tottenville High School

JA New York recognizes our top tier school partnerships with gold and silver credentials. Year-round commitments to programming distinguish these partnerships. A gold partnership demonstrates the highest level of school engagement.
FINANCIAL SUMMARY

Sources of Funding 2018–19

<table>
<thead>
<tr>
<th>Source</th>
<th>2018-19</th>
<th>2017-18</th>
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<tbody>
<tr>
<td>Corps/Found/Gov’t</td>
<td>$1,861,593</td>
<td>$1,841,283</td>
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<tr>
<td>Events (net of direct expenses)</td>
<td>$2,085,142</td>
<td>$2,103,010</td>
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<tr>
<td>Gifts In-Kind/Other</td>
<td>$293,219</td>
<td>$251,867</td>
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<tr>
<td>Individuals</td>
<td>$145,164</td>
<td>$145,164</td>
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Expenses 2018–19

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<th>Category</th>
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<tr>
<td>Program Services</td>
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<td>$3,025,079</td>
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<tr>
<td>Volunteer Recruitment</td>
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<td>Management &amp; General</td>
<td>$404,396</td>
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<td>Fundraising</td>
<td>$495,379</td>
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Operating Support and Revenue

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<tr>
<th>Category</th>
<th>2018-19</th>
<th>2017-18</th>
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</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$2,006,757</td>
<td>$1,841,283</td>
</tr>
<tr>
<td>Events (Net of direct expenses)</td>
<td>$2,085,142</td>
<td>$2,103,010</td>
</tr>
<tr>
<td>In-Kind &amp; Other Income</td>
<td>$293,219</td>
<td>$251,867</td>
</tr>
<tr>
<td>Total Revenue and Support</td>
<td>$4,385,118</td>
<td>$4,196,160</td>
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</table>

Excess of Operating Support & Revenue Over Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>2018-19</th>
<th>2017-18</th>
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</thead>
<tbody>
<tr>
<td>Excess</td>
<td>$361,188</td>
<td>$455,689</td>
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For a complete set of audited financial statements, please visit www.jany.org or call us at 212.907.0050.