## Table of Contents

- **2** Letter from the Board Chair
- **4** About JA
- **6** Special Events
- **14** Core Curriculum
- **16** Elementary School
- **18** Middle School
- **20** High School
- **22** After & Out-of-School
- **26** Financials
- **34** Board of Directors
- **35** Corporate Contributors/Foundations
- **36** Personal Supporters/In-Kind Donors
Dear Friends of Junior Achievement,

As Chair of the Junior Achievement of Northern New England Board of Directors, it is my pleasure to provide you with this Annual Report. As you know, our ability to serve the students of Eastern and Central Massachusetts and New Hampshire is dependent on your generous support – the hours you volunteer and the financial contributions you make. This past year, Junior Achievement of Northern New England implemented 1,641 programs throughout 246 schools and after-school sites, reaching over 38,000 youth through the efforts of 1,700 trained volunteers.

True to its founding mission to support youth, Junior Achievement (JA) continues to help bridge the in-school and out-of-school financial literacy education gap through its programs that teach financial literacy for life, workforce readiness and entrepreneurship, to empower the personal and professional success of youth.

It has been truly exciting to be Board Chair for this organization over the last year – a year of many accomplishments and milestones, including: winning thirty-six grants, impacting 46% “at risk” students, recruiting twenty-two new corporate donors, earning $79,652 worth of media coverage, and achieving 100% board and staff giving. In addition, we won two prestigious awards from JA USA – the Bronze Summit Award, which recognizes boards and staff in areas that have achieved operational soundness, including financial solvency, program impact, program practices, and management practices, and the Phoenix Award, recognizing our area as the most improved operation regionally, based on fiscal solvency and growth in students impacted by JA programs.

In closing, I want to thank you for all for your contributions to Junior Achievement and to the students we serve.

Sincerely,

William Driscoll
Chair, Junior Achievement of Northern New England
Board of Directors
**About Junior Achievement**

**Mission and History**

**Mission Statement**
The mission of Junior Achievement (JA) is to inspire and prepare young people to succeed in a global economy. Using hands-on experiences, JA helps to prepare young people for the real world by teaching skills in financial literacy, workforce readiness and entrepreneurship. Junior Achievement trains community volunteers to deliver curricula, and to incorporate the sharing of personal and professional experiences with students. The hallmark of Junior Achievement efforts, these mentors inspire students by transforming the JA lessons into relevant messages that connect what is learned in the classroom to real-world situations.

**Junior Achievement History**
Founded nationally by Horace A. Moses in 1919, the local JA operation, Junior Achievement of Northern New England (JANNE), began in 1945 and focuses on serving disadvantaged K-12 students in Barnstable, Dukes, Essex, Middlesex, Plymouth, Norfolk, Nantucket, Suffolk and Worcester counties of Massachusetts, as well as the entire state of New Hampshire.

Horace A. Moses, a prominent industrialist and profound social engineer, donated time and finances towards the betterment of youth, to ensure that children would have access to economic education and financial literacy lessons. From his vision nearly 100 years ago, the Junior Achievement organization has grown to over 118 chapters in the US, and JA Worldwide efforts grow each day. We, Junior Achievement of Northern New England, are especially grateful to Horace Moses for his foresight in creating a namesake foundation that provides financial support that empowers youth, and creates opportunities for bright futures. We pay homage to Mr. Moses by serving the JANNE community of students, volunteers, educators, governance members, and donors, with excellence in all aspects of program delivery, constituency engagement, and best practices.

**Junior Achievement of Northern New England Values**

- Belief in the boundless potential of young people;
- Commitment to the principles of market-based economics and entrepreneurship;
- Passion for what we do, and honesty, integrity, and excellence in how we do it;
- Respect for the talents, creativity, perspectives, and backgrounds of all individuals;
- Belief in the power of partnership and collaboration; and
- Conviction in the educational and motivational impact of relevant, hands-on learning.
Engage.
Honor.
Educate.
Celebrate.
Define.

Special Events
Engage. Honor.

Junior Achievement Golf Classic
On July 9, 2012, the Junior Achievement Golf Classic took place at the Golf Club at Turner Hill in Ipswich, Massachusetts. 120 golfers from the region’s business community hit the links and enjoyed a wonderful day of golf and networking. Over $122,000 (net) was raised at this signature event, which included a fantastic silent auction.

Boston Business Hall of Fame
On March 6, 2013, the annual Junior Achievement Boston Business Hall of Fame Dinner Celebration and Silent Auction took place at the Westin Copley Place Hotel. Liz Brunner emceeed the event and led an inspiring discussion with Howard Stevenson, a renowned business strategist and entrepreneur who teaches at Harvard University. We celebrated the achievements of local students and inducted the following organizations into the Junior Achievement Boston Business Hall of Fame: Hobbs Brook Management, Houghton Mifflin Harcourt, Sullivan & Worcester, and the Waltham Boys & Girls Club. Inductees were selected based on their excellence in industry and strong commitment to the community. $222,550 (net) was raised at this hallmark event.
Bowl-a-thon Series

More than 800 employees from 23 companies came together to bowl and raise money for Junior Achievement of Northern New England, and the students we serve. The bowl-a-thons took place during the Fall and Spring, and were held at Lucky Strike, King’s and Boston Bowl. These events are a popular way for companies to bring employees together for teambuilding, networking and fun. The bowl-a-thon series raised $160,019 (net), which supports program delivery for close to 5,000 students.

Educate.

Stock Market Challenge

Wall Street came to Boston on November 29, 2012 at the annual Junior Achievement Stock Market Challenge event, held on the 36th floor of One Lincoln Street in Boston. Over 140 students participated in a hands-on learning experience with “virtual” trading featuring high stakes and high energy. Each team was issued an account with $500,000 in play money, and used that money to make stock picks and, ultimately, strive to be crowned the winner of the 2012 Stock Market Challenge. Norwood High School won the Student Competition.

The same competition took place that evening with 120 players from 21 companies competing against each other for a tense 60 minutes. Robert Half International was the presenting sponsor and over $54,000 (net) was raised at this event.
For the first time ever, women (and a few men) joined together at the Junior Achievement Women Fore Financial Literacy Golf Tournament. 100 golfers arrived at Sandy Burr Country Club in Wayland, Massachusetts, on the morning of May 12th to play 18 holes of golf, and enjoy a post-golf reception that included a silent auction, several vendor tables, and complimentary manicures. Event partners included Shiseido, MiniLuxe, and Golfsmith. $16,490 (net) was raised, which will support JA program delivery for local girls.
Core Curriculum

Junior Achievement of Northern New England (JANNE) offers twenty-two programs for students in kindergarten through grade 12, which can be delivered both during the school day and in after-school settings. Each year, students across Eastern and Central Massachusetts, and the state of New Hampshire, participate in hands-on, interactive lessons taught by local business and community volunteers. JANNE’s theme-based programs are aligned to the English, math and/or social studies Common Core Standards and support concepts required for success on standardized testing. JANNE has found that once students experience a JA program, they are eager for more. The JA Curriculum consists of age-appropriate programs centered on financial literacy, workforce readiness, and entrepreneurship. JANNE provides program materials to schools and after school sites at no cost.
Elementary School Programs

The elementary school programs include five, sequential, themed lessons for kindergarten through grade 5. Students learn the basic concepts of wants and needs, money, and how education is relevant to the workplace. The sequential activities build on studies from each preceding grade, and prepare students for secondary school and lifelong learning.

**JA Ourselves® (Kindergarten)** teaches personal economic concepts through storybook characters presented by the volunteer in read-aloud and hands-on activities.

**JA Our Families® (Grade 1)** introduces students to the intersection of entrepreneurship and first grade social studies learning objectives, including how family members’ jobs and businesses contribute to the well-being of the family.

**JA Our Community® (Grade 2)** provides practical information about businesses, various occupations, the interdependent roles of workers in a community, and how communities work.

**JA Our City® (Grade 3)** demonstrates the intersection of financial literacy and third grade social studies learning objectives, including the characteristics of cities and how businesses in cities manage their money. Students are introduced to concept of banking and taxes.

**JA More than Money® (Grades 3-5)** presents students with information about earning, spending, sharing, and saving money, and promotes entrepreneurial thinking.

**JA Our Region® (Grade 4)** instills a sense of entrepreneurship and shows students how entrepreneurs use resources to produce goods and services in a community.

**JA Our Nation™ (Grade 5)** explores practical information about businesses’ need for individuals who can meet the demands of the job market, including high-growth, high-demand, STEM-focused careers.
The middle school programs for students in grades 6 through 8 build on concepts the students learn through the social studies Common Core Standards. The programs are geared toward helping teens make difficult decisions regarding their educational and professional futures, and encouraging students to start thinking about their career goals.

**JA Global Marketplace® (Grades 6-8)** provides practical information about the key aspects of the global economy, what makes world trade work, and how trade effects students’ daily lives.

**JA It’s My Business!® (Grades 6-8)** encourages students to use critical thinking to hone entrepreneurial skills that support positive attitudes as they explore and enhance their career aspirations.

**JA America Works® (Grades 6-8)** provides students with examples of how business and entrepreneurship affected the economic development of the United States during the 19th century.

**JA Economics for Success® (Grades 7 & 8)** presents practical information about personal finance and the importance of identifying education and career goals based on a student’s skill, interests and values.
As high school students in grades 9 through 12 begin to position themselves for their future, there are many unanswered questions about what lies ahead. Junior Achievement’s high school programs help students make informed, intelligent decisions about their future, and foster skills that will be highly useful in the business world. With a range of different programs, Junior Achievement teaches about concepts relating to financial literacy, workforce readiness and entrepreneurship. The JA-trained volunteers bring real-life business experience and guidance into the classroom at a time that represents an essential crossroads for young people.

**JA Skills to Achieve (Grades 9-12)** offers students a stimulating and informative day on-site at a corporate setting. Company employees teach JA lessons on personal banking, credit, and soft skills strengthening, and provide students with a thorough understanding of their industry.

**JA Economics® (Grades 9-12)** explores the fundamental concepts of micro-, macro- and international economics.

**JA Titan® (Grades 9-12)** introduces critical economics and management decisions through an interactive simulation.

**JA Personal Finance® (Grades 9-12)** teaches financial literacy skills with an emphasis on earning, spending, budgeting, saving, investing, and using credit wisely.

**JA Be Entrepreneurial® (Grades 9-12)** provides students with lessons on the essential components of a practical business plan, and challenges them to launch an entrepreneurial venture while in high school.

**JA Company Program® (Grades 9-12)** explores personal opportunities and responsibilities through a student-led company. Over 12 weeks of 90-120 minute sessions, students create a business while guided by mentors from the business community.

**JA Academy (Grades 9-12)** invites students from different high schools to an after-school, corporate or college location, where they form a student-led company while guided by mentors from the business community.
Junior Achievement of Northern New England (JANNE) provides programs to over two-hundred schools, after-school programs and community partners. Some of these programs are the same as those offered during the school day, while others are tailored to the non-classroom setting. JANNE also promotes programs through which students gain practical knowledge by spending time in actual office environments.

**JA Job Shadow™ (Grades 9-12)** provides students the opportunity to experience first-hand the realities of a working day as they shadow business volunteers. By exposing students to various business professions, the JA Job Shadow program motivates them academically and provides tangible career goals.

**JA More Than Money® (Grades 3-5)** presents students with information about earning, spending, sharing, and saving money, and promotes entrepreneurial thinking.

**JA It’s My Business® (Grades 6-8)** encourages students to use critical thinking to hone entrepreneurial skills that support positive attitudes as they explore and enhance their career aspirations.

**JA Skills to Achieve (Grades 9-12)** offers students a stimulating and informative day on-site at a corporate setting. Company employees teach JA lessons in personal banking, credit, and soft skills strengthening, and provide students with a thorough understanding of their industry.

**JA Academy (Grades 9-12)** invites students from different schools to an after-school, corporate or college location, where they form a student-led company while guided by mentors from the business community.

All JA programs are designed with some intra- and inter-grade flexibility, and may be tailored to accommodate relative performance levels.
2012-2013 School Program Partners
Massachusetts

Acton
Conant Elementary School

Allston
Jackson Mann Community School

Andover
Greater Lawrence Technical School
Henry C. Sanborn Elementary School
High Plain Elementary
Shawmeen Elementary School
West Elementary School

Ashburnham
Oakmont Regional District High School

Ayer
Page Hilltop Elementary School

Bellingham
Bellingham High School
Bellingham Middle School
Clara Macy Bellingham After School
South Elementary BASIE Program
Stall Brook Elementary School After School

Beverly
St. John the Evangelist School

Billerica
Hogar School
Shawmeen Valley Technical High School

Boston
Batty Powers Library/Computer Center
Boston Center for Youth and Families
Cathedral Grammar School
Cathedral High School
Delalette & Touche LLP*
Eliot K-8 School
Fenway High School
Franklin Park Zoo – Zoo Teen Program
Girl Scouts of Eastern Massachusetts
John P. Holland Elementary School
Junior Achievement Worldwide
Kaplan Bay tenants of Harvard Affairs Program
TAG Program/UMASS Boston

Brantley
Brantley High School
Donald Ross Elementary School
Highlands Elementary School
Liberty Elementary

Brookline
Brookline High School
Brookline Area Workforce Investment Board
Brookline High School Coaching for Change
Keefe School/BB Russell School
Old Colony YMCA – Brookline South
West Middle School – Brookline

Cambridge
Cambridge Rindge & Latin School
Fletcher Maynard Academy

Canton
St. Peter M. Hansen Elementary School
St. John the Evangelist Elementary

Chariton
Heritage School

Chelsea
Roca – Chelsea
Salvation Army Chelsea/E. Boston
St. Rose School

Danvers
Danvers High School

Dedham
Greenlodge Elementary School
Riverdale Elementary School

Dorchester
Big Business Network After School Program
Bird Street Community Center
Boys & Girls Club of Dorchester
Catholic Charities Teen Center
Ephorion Middle School
GRASP @ John Marshall
Holland Community Center (BCFY)
Jeremiah E. Burke High School
Pope John Paul II Catholic Academy – Copley Campus
Pope John Paul II Catholic Academy – Lower Mills
Pope John Paul II Catholic Academy – Neponset Campus
St. Brendan School

East Boston
East Boston High School
YMCA East Boston

East Bridgewater
Central Elementary School

East Falmouth
East Falmouth Elementary

East Freetown
Whitney Academy

Easton
Parkview Elementary School

Everett
Everett High School

Falmouth
Mullen-Hall School
Teacreek Elementary School

Framingham
Framingham High School
St. Bridget School
Woodrow Wilson Elementary School

Franklin
Hockomock Area YMCA
Tri County Regional High School

Grafton
Grafton High School

Hingham
Saint Paul School

Holden
Dawson Elementary School

Holliston
Holliston High School

Hopedale
Hopedale Junior Senior High School

Hopkinton
Hopkinton Elementary School

Hyannis
21st Century After School

Hyde Park
Boston Community Leadership Academy
Boston Preparatory Charter Public School

Jamaica Plain
Bikes Not Bombs

Lawrence
Esperanza Academy
Gerald A. Guilmette School
Notre Dame Cristo Rey High School – Lawrence
Phoenix Academy Lawrence
UP Academy Lawrence Middle School

Leominster
Northwest Elementary School

Lowell
Lowell Community Charter Public School

Lynn
Drewic Elementary School
Lynn Classical High School
Lynn Vocational Technical High School
Robert L. Ford Elementary School
YMCA Lynn

Malden
Mystic Valley Regional Charter School

Mansfield
Hockomock YMCA Mansfield Branch
Mansfield High School

Mattapan
Pope John Paul II Catholic Academy – Mattapan Campus

Medfield
Medfield High School

Melrose
Horace Mann Elementary School
Lincoln Elementary School
Robert L. Ford Elementary School
St. Mary’s Elementary School
Winthrop Elementary School

Medway
St. Monica School

Middleboro
Burckland Elementary School YMCA
After School
Nichols Middle School

Milford
Memorial School

Milton
Glover Elementary School
St. Agatha School

Nahant
Johnson Elementary School

Newton
Benett-Hernanway School
Brown Elementary School
Memorial School Newton
Newton North High School

North Andover
Annie L. Sargent School
Kettredge Elementary School

North Attleboro
Armat School’s Out
Community School’s Out
Marvin School YMCA
North Attleboro On Site

North Falmouth
North Falmouth Elementary

North Quincy
State Street Corporation

Northborough
Girl Scout Ambassador Troop 3033

Norwell
Cole Elementary School
Wick Elementary

Norwood
Norwood High School

Plainville
Jackson Elementary School

Plymouth
Indian Brook Elementary
Old Colony YMCA – Plymouth

Plymouth North High School

Quincy
Bethel Church of the Nazarene
Broad Meadows Middle School
Coffin Marshall School – After School
Four River Clubhouse
Lincoln Hancock Community School
North Quincy Community Center
North Quincy High School
Parker Elementary School
South Shore YMCA Learning Center
Stars Program – Atlantic
Stars Program – Broadmeadows
Teen Friendly Friday and Middle School Breakout
War IV Neighborhood Center

Randolph
Randolph High School
Stars Program – Randolph

Roslindale
Charles Sumner Elementary School
Roslindale Middle School

Roxbury
Boston Day and Evening Academy
Boston Police B-2
James P. Timilty Middle School
Maurice J. Tobin School K-8
Nathan Hale Elementary School

South Middleboro
Memorial Education Child Center

Salem
Nahtaniel Bowditch Elementary School

Saugus
YMCA-Saugus

Schulke
Cushing Elementary School
Hathley Elementary School
Jenkins Elementary School

Somerville
Arthur D. Kealy School
Benjamin G. Brown School
Elizabeth Perabo House
Somerville High School

South Boston
Boston Green Academy
South Boston Catholic Academy
South Boston Neighborhood House

Stoneham
Central Elementary School
South Elementary School

Tewksbury
Heath Brook School
Louisa Dasy Wayahan Elementary School
Uxbridge
Our Lady of the Valley

Waldorf
North East Metropolitan Regional Educational School

Walpole
Wapack High School

Waltham
Boston Preparatory Charter Public School

Westwood
Gossard Park School

Williamstown
Meadows Elementary School

Wrentham
West Roxbury High School

School Program Partners
New Hampshire

Amherst
Clark-Wilkins Elementary School

Belmont
Bellingham Elementary School – NH
Bellingham High School – NH

Claremont
Bartlett Elementary School

Concord
Concord Elementary School

Derry
Pinkerton Academy

Dover
Seymour Oamarum Community Center/Dover Housing Authority

Durham
Alpine Community School

Epsom
Epsom Central School

Exeter
Phillips Exeter Academy

Hampton
Hampton Central School

Hudson
Alpine High School

Keene
Benjamin Franklin School

Lyme
Lyme Elementary School

Manchester
Gossard Park School

Newport
Rye Elementary School

Northwood
Northwood Elementary School

Penacook
Penacook Elementary School

Salem
Salem High School

Salisbury
Salem High School

Sargent
Sargent Elementary School

Somers
South Middle School

South Street
South Street Elementary School

Spofford
Spofford Elementary School

Stratton
Stratton Elementary School

School Program Partners
Vermont

Bradford
Bradford High School

Burlington
Burlington High School

Chittenden
Chittenden High School

Coventry
Coventry High School

Fairbanks
Fairbanks Elementary School

Framingham
Framingham High School

Galilee
Galilee Elementary School

Greenfield
Greenfield Elementary School

Greenwich
Greenwich Elementary School

Hartford
Hartford High School

Holliston
Holliston High School

Lakeville
Lakeville Middle School

Lexington
Lexington High School

Litchfield
Litchfield High School

Middlebury
Middlebury High School

Montpelier
Montpelier High School

Mount Snow
Mount Snow Elementary School

Mount Mansfield
Mount Mansfield High School

Newfane
Newfane Elementary School

Northfield
Northfield High School

Northampton
Northampton High School

Orange
Orange High School

Pomfret
Pomfret High School

Stowe
Stowe High School

School Program Partners
West Virginia

Beckley
Beckley High School

Charleston
Charleston High School

Clermont
Clermont High School

Clarksburg
Clarksburg High School

Clayton
Clayton High School

Collinsville
Collinsville High School

Dyke
Dyke Elementary School

Elkins
Elkins High School

Fairmont
Fairmont High School

Grafton
Grafton High School

Greenbrier
Greenbrier West High School

Huntington
Huntington High School

 Martinsburg
Martinsburg West High School

Parkersburg
Parkersburg High School

Wheeling
Wheeling High School

Wheeling
Wheeling Central School
Percentage of Gross Revenue 2012-2013
- Other: 10%
- Corporate: 14%
- Individual: 20%
- Special Events: 35%
- Foundation: 21%

Program Impact 2012-2013
- High School: 15%
- Middle School: 7%
- Elementary School: 78%

Financial History Revenue
- FY 08: $1,490,220
- FY 09: $1,261,813
- FY 10: $1,094,381
- FY 11: $1,031,788
- FY 12: $1,238,702
- FY 13: $1,651,120

Special Events Revenue 2012-2013
- Stock Market Challenge: $54,116
- Other: $10,716
- Boston Business Hall of Fame: $222,550
- Golf Classic: $122,758
- Bowl-a-thon Series: $160,019
- Women Fore Financial Literacy: $13,490
Statement of Financials

2012 Financials

Statement of Activities
For the Year Ending June 30, 2013

Revenue

Contributions $899,122
Special Events Revenue $850,346
Less: Cost of Direct Benefit to Donors $266,697
Net Revenue From Special Events $583,649
Total Revenues $1,482,771

Other Support

Interest $33,906
Unrealized Gain/Loss) on Endowment $8,442
In-Kind Contributions $119,422
Other Income $6,579
Total Revenue and Other Support $1,651,120

Program and Supporting Services Expenses

Program Expenses $825,830
Supporting Services
  Administrative $247,914
  Fundraising $301,996
Total Supporting Services $549,910
Total Program and Supporting Services $1,375,740

Change in Net Assets

$275,380

Net Assets, Beginning of Year $587,308
Net Assets, End of Year $862,688

Statement of Financial Position
June 30, 2013

Assets

Current Assets
  Cash and Cash Equivalents $284,845
  Pledge Receivable, Net $165,532
  Inventory $2,515
  Prepaid Expenses $6,009
  Total Current Assets $458,901

Long-Term Assets
  Cash and Cash Equivalents - Restricted $12,401
  Investments $474,357
  Security Deposits $14,982
  Property and Equipment, Net $43,782
  Total Long Term Assets $545,522

Total Assets $1,004,423

Liabilities & Net Assets

Current Liabilities
  Accounts Payable and Accrued Expenses $32,264
  Refundable Advances $89,250
  Total Current Liabilities $121,514

Long-Term Liabilities
  Deferred Rent $20,221
  Total Long-Term Liabilities $20,221

Total Liabilities $141,735

Net Assets/(Deficit)
  Unrestricted $637,685
  Temporarily Restricted $125,003
  Permanently Restricted $100,000
  Total Net Assets $862,688

Total Liabilities and Net Assets $1,004,423
Volunteerism

Smart.
Generous.
Insightful.
Talented.
Enthusiastic.

The JA volunteer is all of the above — and more. A sincere thank you goes out to the 1,700 men and women who volunteered their time to teach 38,000 local students about financial literacy, workforce readiness, and entrepreneurship.
Board of Directors
Junior Achievement of Northern New England
FY 2012-2013 Board of Directors

OFFICERS:
Mr. William N. Driscoll
Chair
President
Robert Half International, New England District

Mr. Daniel L. Kabat
Vice Chair
Partner
PricewaterhouseCoopers LLP

Mr. James Boyer
Treasurer
Partner
KPMG LLP

Ms. Emily A. Neill
President
Junior Achievement of Northern New England

MEMBERS:
Mr. Gregory Badger
Managing Director
Corporate Banking
Bank of America Merrill Lynch

Mr. Chip Barnes
Ms. Donna Barry
Mr. Chip Batchelder
Managing Director
Wyman Street Advisors

Mr. Bob Boudreau
Chief Executive Officer
WinterWyman

Mr. James Boyer
Partner
KPMG LLP

Mr. Steve Bradway
Vice President/General Manager
Enterprise Holdings

Ms. Cheryl M. Burke
Partner and Chief Operating Officer
DiCicco, Gulman & Company LLP

Mr. Brendan Callahan
Managing Director
Jones Lang LaSalle

Mr. Edward A. Casale

Mr. John Doyle
Vice President and Comptroller
Corporate Finance
Liberty Mutual Group

Mr. William N. Driscoll
President, New England District
Robert Half International, Inc.

Ms. Amy Fracassini
Attorney
Davis, Malm & D’Agostine, P.C.

Mr. Hal Geissler
Senior Vice President and Market Manager
Eastern Massachusetts
People’s United Bank

Mr. Joseph Giannino
Principal
Government Relations Group

Mr. Marvin E. Gilmore
President & CEO
Community Development
Corporation of Boston, Inc.

Mr. Lloyd Hamm, Jr.
President & CEO
Grafton Suburban Credit Union

Mr. William Herp
Founder & CEO
Linear Air

Mr. Raymond C. Hoefling
Senior Vice President,
Commercial Banking
Webster Bank, N.A.

Mr. Brad Humphries
Managing Director
Accenture

Mr. Michæl C. Jorgensen
General Manager
The Westin Copley Place Hotel

Mr. Daniel L. Kabat
Partner
PricewaterhouseCoopers LLP

Mr. Paul Krat
Lead Partner
Deloitte & Touche LLP

Mr. Damien Leigh
Vice President, Business Services
Staples

Ms. Marcjo Lerner
VP of Treasury
BJ’s Wholesale Club

Mr. Scott Levy
New England Managing Partner
Grant Thornton LLP

Mr. Keith Linhart
Vice President
State Street Corporation

Mr. Patrick K. Murphy
Vice President, Commercial Lending
Rockland Trust

Ms. Emily A. Neill
President
Junior Achievement of Northern New England

Ms. Marci Jo Lerner
VP of Treasury
BJ’s Wholesale Club

Mr. Scott Levy
New England Managing Partner
Grant Thornton LLP

Mr. Keith Linhart
Vice President
State Street Corporation

Mr. Patrick K. Murphy
Vice President, Commercial Lending
Rockland Trust

Ms. Emily A. Neill
President
Junior Achievement of Northern New England

Mr. Russell D. Norris
General Manager
Slalom Consulting

Ms. Patricia O’Connor
Managing Consultant
Towers Watson

Ms. Rebekah Pagis
Senior Vice President, Group
Account Director
Mullen

Mr. Jeremy Parker
Senior Vice President, Treasury
Boston Private Bank & Trust Company

Mr. Raj Pathak
Managing Director
Morgan Stanley

Mr. Ned Philie
Managing Director
Robert Half Executive Search

Mr. Joseph Giannino
Principal
Government Relations Group

Mr. Marvin E. Gilmore
President & CEO
Community Development
Corporation of Boston, Inc.

Mr. Lloyd Hamm, Jr.
President & CEO
Grafton Suburban Credit Union

Mr. William Herp
Founder & CEO
Linear Air

Mr. Raymond C. Hoefling
Senior Vice President,
Commercial Banking
Webster Bank, N.A.

Mr. Brad Humphries
Managing Director
Accenture

Mr. Michæl C. Jorgensen
General Manager
The Westin Copley Place Hotel

Mr. Daniel L. Kabat
Partner
PricewaterhouseCoopers LLP

Mr. Paul Krat
Lead Partner
Deloitte & Touche LLP

Mr. Damien Leigh
Vice President, Business Services
Staples

Ms. Marcjo Lerner
VP of Treasury
BJ’s Wholesale Club

Mr. Scott Levy
New England Managing Partner
Grant Thornton LLP

Mr. Keith Linhart
Vice President
State Street Corporation

Mr. Patrick K. Murphy
Vice President, Commercial Lending
Rockland Trust

Ms. Emily A. Neill
President
Junior Achievement of Northern New England

Mr. Russell D. Norris
General Manager
Slalom Consulting

Ms. Patricia O’Connor
Managing Consultant
Towers Watson

Ms. Rebekah Pagis
Senior Vice President, Group
Account Director
Mullen

Mr. Jeremy Parker
Senior Vice President, Treasury
Boston Private Bank & Trust Company

Mr. Raj Pathak
Managing Director
Morgan Stanley

Mr. Ned Philie
Managing Director
Robert Half Executive Search

Mr. Joseph Giannino
Principal
Government Relations Group

Mr. Marvin E. Gilmore
President & CEO
Community Development
Corporation of Boston, Inc.

Mr. Lloyd Hamm, Jr.
President & CEO
Grafton Suburban Credit Union

Mr. William Herp
Founder & CEO
Linear Air

Mr. Raymond C. Hoefling
Senior Vice President,
Commercial Banking
Webster Bank, N.A.

Mr. Brad Humphries
Managing Director
Accenture

Mr. Michæl C. Jorgensen
General Manager
The Westin Copley Place Hotel

Mr. Daniel L. Kabat
Partner
PricewaterhouseCoopers LLP

Mr. Paul Krat
Lead Partner
Deloitte & Touche LLP

Mr. Damien Leigh
Vice President, Business Services
Staples

Ms. Marcjo Lerner
VP of Treasury
BJ’s Wholesale Club

Mr. Scott Levy
New England Managing Partner
Grant Thornton LLP

Mr. Keith Linhart
Vice President
State Street Corporation

Mr. Patrick K. Murphy
Vice President, Commercial Lending
Rockland Trust

Ms. Emily A. Neill
President
Junior Achievement of Northern New England

Mr. Russell D. Norris
General Manager
Slalom Consulting

Ms. Patricia O’Connor
Managing Consultant
Towers Watson

Ms. Rebekah Pagis
Senior Vice President, Group
Account Director
Mullen

Mr. Jeremy Parker
Senior Vice President, Treasury
Boston Private Bank & Trust Company

Mr. Raj Pathak
Managing Director
Morgan Stanley

Mr. Ned Philie
Managing Director
Robert Half Executive Search

Ms. Gloria Spence
Vice President
WCVB TV Channel 5

Mr. Craig Stockmal
Principal
Standard Register

Mr. Jimmy Suppletsa
Senior Vice President
FactSet Research Systems Inc.

Mr. Kevin Thuston
Financial Advisor
UBS

Mr. Rick Tyson
Senior Vice President
Boston Private Bank & Trust Company

Mr. David A. Weber
Director
MIT Sloan School of Management

Mr. Ron J. Willett
President, Northeast Region
AIG

Ms. Amy Zidow
Partner, Assurance Services
Ernst & Young LLP

Ms. Veronica Zsolcsak
President - Consulting Division
The Schawbel Corporation

Ms. Gloria Spence
Vice President
WCVB TV Channel 5

Mr. Craig Stockmal
Principal
Standard Register

Mr. Jimmy Suppletsa
Senior Vice President
FactSet Research Systems Inc.

Mr. Kevin Thuston
Financial Advisor
UBS

Mr. Rick Tyson
Senior Vice President
Boston Private Bank & Trust Company

Mr. David A. Weber
Director
MIT Sloan School of Management

Mr. Ron J. Willett
President, Northeast Region
AIG

Ms. Amy Zidow
Partner, Assurance Services
Ernst & Young LLP

Ms. Veronica Zsolcsak
President - Consulting Division
The Schawbel Corporation
CORPORATE CONTRIBUTORS AND FOUNDATIONS

Platinum ($50,000+)
Liberty Mutual Group
State Street Corporation

Gold ($25,000-$49,999)
Bank of America Merrill Lynch
KPMG LLP
Microsoft Corporate
PricewaterhouseCoopers LLP
Robert Half International, Inc.
UBS
UPS

Silver ($10,000-$24,999)
Accenture
Adelaide Breast Bayrd Foundation
Blue Cross Blue Shield of MA
Citi Commercial Bank
Columbia Construction Company
Deloitte & Touche LLP
Enterprise Holdings
Ernst & Young LLP
FactSet Research Systems Inc.
Hobbs Brook Management LLC
Microsoft Corporate
People’s United Bank
Schwab Consulting
Staples
State Street Global Advisors
Webster Bank, N.A.
WinterWyman
Wyman Street Advisors

Bronze ($5,000 - $9,999)
AHA Consulting Engineers, Inc.
AVG
American Stock Transfer & Trust Company, LLC
ACP
A&T Corporation
Boston Capital Corporation
Boston Private Bank & Trust Company
Cafco Construction Management, Inc.
Celtrio & Capone LLP
Clean Harbors, Inc.
Comcast Corporation
Cubist Pharmaceuticals
Dechamonds Savings Bank
D.L. Piper LLP
Eastern Bank Charitable Foundation
EMC
FedEx
First Republic Bank
Guy Carpenter & Company
Hagans Bernard Sobol Shapiro LLP
Houghton Mifflin Harcourt
Linear Air
The Little Family Foundation
Majestic Construction
Matson, Driscoll, & Damico
Mullen
Procter & Gamble
Putnam Investments
Raytheon
Robert Half Executive Search
Sullivan & Worcester LLP
T.Rowe Price Foundation
The Advocator Group
The Boston Foundation
TJX Companies, Inc.
UPS

Citizen Leader ($2,500-$4,999)
Care.com
DiCicco, Gulman & Company LLP
General Reinsurance Corporation
Grant Thornton LLP
Rodman Ride for Kids
Salom Consulting
The Nelson Companies
The Westin Copley Place Hotel
Upper Valley Bus/Education Partnership (UVEBP)

Investors ($1,000-$2,499)
abilityBanking
Alexander, Aronson, Finning & Co. P.C.
America’s Growth Capital
Best Doctors
Bird Street Community Center
CBL Tofos
CIS International
Cushman & Wakefield
Daniel Dennis & Co., LLP
Eaton Vance Corp.
Halister Inc.
Jones Lang Lasalle
PTC
Risk Strategies
Wild Blue Flight Simulators

Supporters ($500-$999)
Central Steel Supply Co., Inc.
Charles River Apparel
Delta Dental
KOSA Consulting LLC
Leraze Americas
McGladrey LLP
TMA-CREF

Corporate Partners ($100-$499)
Zurich Insurance Company

PERSONAL SUPPORTERS

Free Enterprise Society ($100,000+)
William Schawbel

Leadership Circle ($5,000-$9,999)
Chip Batchelder
James Boyer
Steve Bradway
George Cushing
John Doyle
William N. Driscoll
Richard Moore
Stephen G. Sullivan

Chairman’s Circle ($3,000 - $4,999)
William Bacic
Bob Boudreau
Daniel L. Kabat
Michael A. Krupa
Annette Leckie
Scott Levy
Craig Stockmal

Investors ($1,500-$2,999)
Gregory Badger
Chip Barnes
Brendan W. Callahan
Edward A. Casale
Hal Geissler
Brad Humphries
Emily A.Neill
Raj Pathak
Nathaniel E. Pusey
PTC
Mark E. Reily
Andrea Santangelo
David Seligman
David Summers
Rick Tyson
Andrew M. Virgian
WCVB Channel 5
Ron J. Wittef
Veronica Zolanska

Century ($1,000-$1,499)
Richard J. DeAgazio
Kevin Gillis
Joseph Grimaildi
Lloyd Hamm, Jr.
Raymond C. Hoefling
Paul Kraft
Damien Leigh
Ranganath Matur
Rebekah Pagis

Michael F. Quinlan
Gloria Spencer
Susan S. Stevenson
Jimmy Suppelka
David A. Weber

Friends of JA ($500-$999)
Ann Anderson
James Bowdring
Cheryl M. Burke
Stephen DeSalvo
Scott Fitzgerald
Amy Fracassini
James Goldinger
Dana M. Griffin
Benjamin D. Heer
Keith Linhart
Russell D. Norris
Patricia O’Connor
Brendan Smyth
Tanise Thompson
Kevin Thurman

Partners ($250-$499)
William Amrino
Nicholas Ashooh
Charles Atkinson
Bill Berges
Benjamin Breslaw
John Buckley
Tim Cohen
Brian F. Connolly
Catherine A. Daly
Travis D’Amato
John Duffy
David Eaglesham
Connie Ferreira
Barbara Foley
Daniel Kolar
Nancy Larkin
Marc J. Lerner
Kelly B. Lockberg
Ned Philie
Richard Renwick
Maura S. Rudolph
Elizabeth Seeley
David Syle
Shaua Stimpson
Glenn P. Stireh
James Wayman
Amy Zawor

Contributors ($100-$249)
Amy Zidow
David Slye
Kelly B. Lockberg
Marci Jo Lerner
Nancy Larkin
Connie Ferreira
Travis D’Amoto
Brian F. Connolly
John Buckley
Benjamin Breslaw
William Annino

Silver Club (valued over $500-$499)
Robert Half International, Inc.
Microsoft Corporate
KPMG LLP
Bank of America Merrill Lynch
Gold Club (valued over $5,000)
State Street Corporation
Liberty Mutual Group
Platinum (50,000+)
AND FOUNDATIONS

Rebekah Pagis
Paul Kraft
Lloyd Hamm, Jr.
Kevin Gillis
Richard J. DeAgazio
Century ($1,000-$1,499)
Veronica Zsolcsak
Ron Knerrich
Crystal Kjelsberg
Peter Kuechle
Christopher Laurence
Rhonda Lushan
Sean Lynch
Lorraine Mabardi
Kenneth Q. MacNulty
Reh Mahoney
Melissa Marcarin
Patrick Martin
Amanda Mason
Dana A. Smith
Duncan McCallum
Lauren C. McDonough
Dough McConnell
John McCurdy
Cathal McClain
Stephen Marks
Gerald Moore
Brian K. Monissey
James Nagle
Meghan Nefteilton
Gregory C. Noble
Thomas O’Connor
Gary O’Neil
Frank Petz
Eliane Pierce
Saeed Plooz
Richard Pond
Gregory Paolus
Jon Quint
Thomas Reilly
Peter Richardson
Naomi Rizkowski
Molly Salatch
Thomas Sevingny
Rajev Shah
Agi Shah
Steve Shapiro
Matthew Sherry
Joan Smith
Wesley Smith
Bryan K. Sparkes
Peter J. Stankiewicz
Ronald Tashjian
Bryan Tatarczuk
Tara Taylor
Scott Thompson
Tracina Tracina
Paul Urso
Joseph Walsh
Fredrick Wedell
David Woodman
Sam Zales
Eric Zarin

IN-KIND DONORS

Gold Club (valued over $5,000)
Accenture
Boston Business Journal
Goodwin Procter
Microsoft Corporate
Mullen
Robert Half International, Inc.
Standard Register

Silver Club (valued over $500-$499)
BJ’s Wholesale Club
Citi Commercial Bank
David Fox Photographer
Hyatt Regency Newport
Kenneth Berman Photography
Mandarin Oriental Hotel
New England Patriots Charitable Foundation
New England Patriots Charitable Foundation
Silver Club (valued over $5,000)
Citi Commercial Bank
BJ’s Wholesale Club
Citi Commercial Bank
David Fox Photographer
Hyatt Regency Newport
Kenneth Berman Photography
Mandarin Oriental Hotel
New England Patriots Charitable Foundation

JA STAFF LISTING 2012 - 2013

Rachel Burack
Education Coordinator
Jeffrey Jan
Senior Marketing
Communications
& Events Manager

Dale Burton
Administrative Assistant
Susan Green
Senior Vice President of Education

Sue Marble-Cuthbert
Director of Education
Pamela Leins
Education Manager

Bonnie Day
Grant Writer
Rhonda Lushan
Corporate Development Officer

Barbara Foley
Senior Director of Special Events & Community Relations

Paulo Fraade
Senior Accountant/IT Manager

Bronze Club (valued $50-$499)
Boston Celtics
Boston Harbor Hotel
Boston Red Sox
Courtyard Boston-Waltham
Del Frisco’s
Direct Tire
F1 Boston
Fogo de Chao Holdings
ImprovBoston

Lucky Strike
New England Patriots Charitable Foundation
Schwab Consulting
Seaport World Trade Center & Seaport Hotel
Sheraton Boston Hotel
Shinseido
Ski 93 Trips
Sterling Golf Management, Inc.
Tqg Boston Hotel
The Colonnade Hotel
The Langham Hotel
The Liberty Hotel
The Schawbel Corporation
Your name, organization and/or school are very important to us. We have carefully reviewed the names listed in this report, but in a listing of such length, errors may still occur. If your name has been omitted or incorrectly listed, please accept our apologies and bring the error to our attention so that we may update our records.