Empower the future by volunteering in one of Junior Achievement’s kindergarten through grade 12 programs. You’ll demonstrate the importance of workforce readiness, entrepreneurship, and financial literacy—and inspire youth to navigate their path to the American dream.

**Our impact by the numbers**

- **46,817 students served**
- **1,664 CLASSES**
- **$43 COST PER STUDENT**
- **598,139 INSTRUCTIONAL HRS**
- **337 SCHOOLS & COMMUNITY SITES**
- **61 PARTNER ORGANIZATIONS**
- **913 DEDICATED EDUCATORS**
- **2,214 VOLUNTEER ROLE MODELS**

**2016-17 SCHOOL YEAR OUTREACH**

**STUDENT REACH BY SYSTEM**

- **1,933 Howard**
- **1,860 Community Organizations**
- **3,509 Archdiocese**
- **1,488 Frederick**
- **3,309 Private & Homeschool**
- **7,068 Baltimore**
- **787 Johns Hopkins University**
- **2,249 Community.Orgs**
- **1,488 Washington**
- **1,007 Carroll**
- **11,405 St. John's College**
- **901 Carroll**
- **2,214 Community.Orgs**
- **601 Baltimore City**
- **652 Queen Anna’s**
- **51 Frederick**
- **12,513 Capital One**
- **1,505 St. John’s College**
- **350 Howard**

**JAMARYLAND.ORG**

**FORWARD THINKING ACCESS TO KNOWLEDGE AND OPPORTUNITIES.**

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We empower youth with authentic, relevant, real-world experiences—challenging them to envision what's possible if they work hard and dream big. Our proven programs, dedicated educators, and role-model mentors show youth how education, money, careers, and business ownership work—giving today’s students the edge to seize tomorrow’s opportunities.

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**JA BIZTOWN**

Fourth through sixth graders run a 10,800-square-foot simulated city, complete with the same store-fronts, businesses, students become an employee, later team leader, and finally assigned to each St. Patrick’s Shop and guide students as they purchase items learning into practice by earning and working at a St. Patrick’s Business.

**JA IN A DAY**

Volunteers bring the JA elementary school curriculum to life for an entire school. This program is a great way to impact the community while providing a meaningful team-building experience.

**JA FINANCE PARK**

Middle school students receive a life situation and work to design a balanced monthly budget. Individual classroom volunteers bring authenticity to the lessons by helping students make the realistic decisions they will face in the real world.

**JA PERSONAL FINANCE EXPERIENCE**

During the school day, a group of volunteers guide teens through a hands-on, real-world budgeting scenario.

**JA JOB SHADOW**

Allows organizations to host a group of students for a worksite visit to experience the reality of careers available within a company and receive the guidance of a career mentor.

**JA PROFESSIONAL WOMEN**

An after-school program that gives high school girls a hands-on opportunity to create and run a real business venture. Volunteers assist the students with product development, sales, supply chain, and liquidation.

**INSTRUCTIONAL HRS**

- **598,139**

**PARTNER ORGANIZATIONS**

- **337**

**STUDENTS**

- **46,817**

**SCHOOLS & COMMUNITY SITES**

- **337**

**DEDICATED EDUCATORS**

- **913**

**VOLUNTEER ROLE MODELS**

- **2,214**

**COST PER STUDENT**

- **$43**

**IN 5 YEARS**

- **2017**

**INSPIRING THE NEXT GENERATION TO TRANSFORM "I CAN’T" INTO "I CAN" AND REALIZE THEIR FULL AND BOUNDLESS POTENTIAL.**

jammaryland.org

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jamaryland.org

jamaryland.org
"JA played a role in my own entrepreneurial story and gave me the opportunity to experience the world of business first-hand. Not only does JA expose young people to the variety of promising careers available to them, it shows them the pathway to get there and allows them to practice real-world skills. In addition, the guidance of community volunteers adds an important mentoring element that gives kids positive role models and cheerleaders. This exposure can truly mean the difference between a life of poverty and a life of prosperity and purpose.”

— CATHY HUGHES, JA ALUMNA
FOUNDER & CHAIRPERSON, RADIO ONE, INC.

Are 30% more likely to have a four-year degree than the general population and 67% more likely to have a graduate degree than the general population.

JA ALUMNI...
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**Our impact by the numbers**

1,664 CLASSES

45,817 students served

$43 COST PER STUDENT

598,139 INSTRUCTIONAL HRS

913 DEDICATED EDUCATORS

2,214 VOLUNTEER ROLE MODELS

337 SCHOOLS & COMMUNITY SITES

61 PARTNER ORGANIZATIONS

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**2016-17 SCHOOL YEAR OUTREACH**

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**STUDENT REACH BY SYSTEM**

<table>
<thead>
<tr>
<th>System</th>
<th>Number of Students</th>
</tr>
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<tbody>
<tr>
<td>1,007</td>
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<tr>
<td>1,488</td>
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<tr>
<td>1,933</td>
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<td>7,068</td>
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<tr>
<td>12,613</td>
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<td>11,405</td>
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<td>6,52</td>
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<td>5,81</td>
<td></td>
</tr>
<tr>
<td>1,680 Community Organizations</td>
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<td>4,008 Howard</td>
<td></td>
</tr>
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<td>652 Queen Anna's</td>
<td></td>
</tr>
</tbody>
</table>

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**COST PER STUDENT**

$43

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**INSTRUCTIONAL HRS**

598,139

---

**DEDICATED EDUCATORS**

913

---

**VOLUNTEER ROLE MODELS**

2,214

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**SCHOOLS & COMMUNITY SITES**

337

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**PARTNER ORGANIZATIONS**

61

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**5½ hours 8:30 a.m. – 2 p.m.**

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**1 hour**

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**4 hours 9 a.m. – 1 p.m.**

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**1-2 hours per week Multiple Weeks**

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**1-2 hours per week Multiple Weeks**

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**1 hour**

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**2-3 hours**

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**STUDENTS**

work in the same field as their JA volunteer.

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**IMPACT REPORT**

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**INSPIRING THE NEXT GENERATION TO TRANSFORM "I CAN'T" INTO "I CAN" AND REALIZE THEIR FULL AND BOUNDLESS POTENTIAL.**

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**jamaryland.org**

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**2017**

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**JA FINANCE PARK**

Middle school students receive a life situation and work to design a balanced monthly budget. Individual classroom volunteers bring authenticity by helping students make decisions during the online simulation or serving as content experts on specific topics.

**JA PERSONAL FINANCE EXPERIENCE**

During the school day, a group of volunteer guides teach their students about budgeting as a hands-on, real-world budgeting scenario.

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**JA JOB SHADOW**

All organizations host a group of students for a worksite visit to showcase the skills or careers available within a company and receive the goodwill of a new relationship.

**JA PROGRAMS**

In an after-school program that gives high school students hands-on experience in service and a real business venture. Volunteers assist the students with product development, sales, supply chain, and liquidation.

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**JA BIZTOWN**

Fourth through sixth graders run a 10,000-square-foot simulated city, complete with the real-world experience. Volunteers are assigned to each BIZTOWN shop and guide students into putting business into practice by running and operating a BIZTOWN business.

**JA IN A DAY**

Volunteers bring the JA elementary school curriculum to life for an entire school. This program is a great way to impact the community while providing employees with an engaging team-building experience. Due to the volunteer’s role, it is assigned to classrooms to provide a series of interactive, grade-specific lessons, while teachers enjoy the benefits of professional learning in their classroom.

**JA COMPANY PROGRAM**

Provides a hands-on opportunity to create and run a real business venture. Whether in the classroom or after-school, volunteers assist the students with product development, sales, supply chain, and liquidation.

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Are 30% more likely to have a four-year degree than the general population and 67% more likely to have a graduate degree than the general population.

JA ALUMNI...

JA builds a strong foundation, preparing students for post-secondary education and to pursue high-demand careers. It’s exciting to see the organization bring the education, business and non-profit communities together to help more than forty-thousand youth reach their potential and feed Central Maryland’s workforce pipeline.

—TOM SADOWSKI, JA BOARD CHAIR
VICE CHANCELLOR FOR ECONOMIC DEVELOPMENT, UNIVERSITY SYSTEM OF MARYLAND

Statistics and findings from the 2016 JA Alumni Study

JA special event opportunities provide fun and meaningful ways to build employee engagement within your organization, strengthen business networks, and mentor youth for success.

October 19, 2017
Teams from various local companies compete against one another in a series of business-themed games. Your employees can bring home the gold while building team engagement, networking with other professionals, and helping JA inspire future generations for success in their own careers.

June 2018
Bowl-a-Thon is our largest fundraiser of the year, with the involvement of over 1,500 participants and 60 companies in a series of spring events across Central Maryland. The Bowl-a-Thon is a great networking and team-building opportunity for participating companies, and a fun and easy way to support quality programming for the young people served by JA in the region.

March 21, 2018
Businesswomen and outstanding female high school students in the Baltimore area connect to celebrate successes, develop talents, build networks, and inspire the next generation of women leaders.

JA edge

01 >> CAREER READY
JA STUDENTS:
Secure employment at a higher rate than the general population
Demonstrate communication, critical thinking, collaboration, and innovative problem-solving skills
Exhibit professional behavior and strong work ethic
Act ethically and with integrity
Apply their skills, talents, and traits to high-demand jobs

02 >> ENTREPRENEURIAL
JA STUDENTS:
Leverage their education to start a business
Have a positive view of the American economic system
Demonstrate the skills to operate a business
Can balance risk vs. reward
Understand how to increase revenue and manage expenses to maximize profits
Are motivated to overcome challenges

03 >> FINANCIALLY RESPONSIBLE
JA STUDENTS:
Focus their efforts on their peers
Know how to create and manage a realistic budget
Understand how to improve their credit score
Use credit and debit appropriately
Save to achieve life-long goals

04 >> DRIVEN
JA STUDENTS:
Are more optimistic about achieving financial success
Pursue education goals to achieve their career aspirations
Finish school—93% of JA alumni have graduated high school
Feel less entitled and more self-motivated
Take control of their financial futures

Are socially mobile, with more than 60% of alumni shifting from low-income areas in their youth to middle- and high-income areas in adulthood.

Start businesses at a rate 2.5 times higher than the general population.

Early 20% more than the general population and are more likely to be better off than their parents.

Any 30% more likely to have a four-year degree than the general population and 67% more likely to have a graduate degree than the general population.