

EMPOWER

THE FUTURE®



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About JA

We are the nation's largest organization dedicated to giving young people the knowledge and skills they need to own their economic success, plan for their futures, and make smart academic and economic choices. Junior Achievement's programs—in the core content areas of work readiness, entrepreneurship and financial literacy—ignite the spark in young people to experience and realize the opportunities and realities of work and life in the 21st century.

A Brief History

Junior Achievement was founded in 1919 by Theodore Vail, president of American Telephone & Telegraph; Horace Moses, president of Strathmore Paper Co.; and Senator Murray Crane of Massachusetts. Its first program, JA Company Program®, was offered to high school students on an after-school basis. In 1975, the organization entered the classroom with the introduction of Project Business for the middle grades. Since then, Junior Achievement has expanded its activities and broadened its scope to include in-school and after-school students.

Purpose

Junior Achievement's Purpose is to inspire and prepare young people to succeed in a global economy.

Core Values:

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

A Message from our President



Laurie A. Mahoney - President

When we recruit volunteers to deliver JA classroom programs, we focus on all of the benefits students receive from their JA volunteer. The real-world work experience you bring into their classroom, your ability to give another perspective and voice to the school curriculum and the feeling students get knowing you care enough to give your time to them.

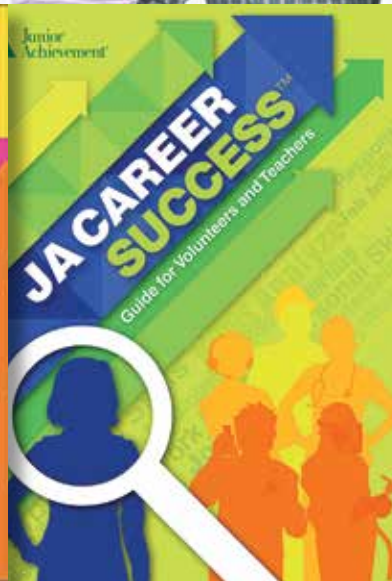
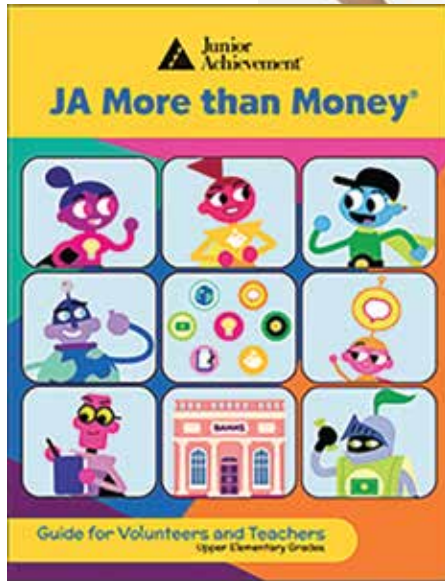
However, **the benefits of volunteering are enormous to you as well.** The right match can help you reduce stress, find friends, connect with the community, learn new skills, provide a sense of purpose, increase your feeling of happiness and self-confidence. In fact, volunteering may even advance your career by providing the opportunity to practice important skills used in the workplace, such as teamwork, communication, problem solving, project planning, task management, and organization. Doing volunteer work you find meaningful and interesting can be a relaxing, energizing escape from your day-to-day routine. Volunteering also provides you with renewed creativity, motivation, and vision that

can carry over into your personal and professional life. It can even provide the chance to try out a career with no long-term commitment.

With busy lives, it can be hard to find time to volunteer. However, volunteering doesn't have to involve a long-term commitment or take a huge amount of time out of your busy day to be impactful. Volunteering with Junior Achievement can make a tremendous difference in the lives of the next generation in **just one hour a week** for five to seven weeks. It may even provide the opportunity for you to become the teacher you never knew you were. Seems like a small investment for such a high return.

If you already volunteer, thank you on behalf of the students we serve. If you aren't a JA volunteer, now would be the perfect time to contact our office to see how you can improve your life, as well as the life of a JA student. Interested? E-mail Alycia Ivancie, Sr. Education Manager [aivancie@jawny.org] to get started.

JA Programs



JA's elementary school programs are the foundation of its K-12 curricula. Six sequential themes, as well as an after-school program, work to change students' lives by helping them understand business and economics.

- ▲ Kindergarten : JA Ourselves®
- ▲ 1st grade: JA Our Families®
- ▲ 2nd grade: JA Our Community®
- ▲ 3rd grade: JA Our City®
- ▲ 4th grade: JA Our Region®
- ▲ 5th grade: JA Our Nation®
- ▲ 3rd-5th grade: JA More than Money®

The middle grades programs build on concepts the students learned in Junior Achievement's elementary school program and help teens make difficult decisions about how to best prepare for their educational and professional future. The programs supplement standard social studies curricula and develop communication skills that are essential to success in the business world.

- ▲ JA It's My Business®
- ▲ JA It's My Business® - Blended
- ▲ JA It's My Future®
- ▲ JA It's My Future® - Blended
- ▲ JA Economics for Success®
- ▲ JA Global Marketplace® - Blended
- ▲ JA Finance Park®

As high school students 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.

- ▲ JA Career Success™
- ▲ JA Job Shadow™
- ▲ JA Economics®
- ▲ JA Exploring Economics®
- ▲ JA Titan®
- ▲ JA Personal Finance®
- ▲ JA Personal Finance® - Blended
- ▲ JA Company Program®
- ▲ JA Be Entrepreneurial®



JA Experiences

JA Stock Market Challenge 2017



On November 16, 2017, 495 local students from 32 high schools experienced the thrill of the stock market trading floor at Junior Achievement's ninth annual JA Stock Market Challenge. M&T Bank was the Presenting Sponsor for this unique computer simulated stock market event which took place at the Buffalo Niagara Convention Center.

Top 3 Teams

1st Place: Lockport Laser Falcons, Lockport High School (pictured above)

2nd Place: Team Newman, Nichols School

3rd Place: Sad Boys, LeRoy Jr/Sr High School



JA Career Quest 2018

JA Career Quest, presented by GM Powertrain: Tonawanda Engine, invited students in grades 8 - 12 to participate in a half-day of workshops and a career fair, focused on work-readiness skills and STEM careers and presented by volunteers from the business community. Students from Sweet Home Middle School, Lockport High School, Charter School for Applied Technologies High School, West Seneca West High School, and Frederick Law Olmsted School at Kensington High School participated.

JA Entrepreneurs Showcase 2017

40 high school students had the opportunity to spend a morning with a number of local entrepreneurs as part of our National Entrepreneurship Month event, JA Entrepreneurs Showcase. Presenters included: Lauren Ashley, Atomic Barber Shop & Salon; Melanie Bunch, The Book Fairy; Todd Salansky, Bootleg Bucha; Thomas Wilkie, Storillo; Bob Confer, Confer Plastics, and Michel Ogden, Whimsy Confections.

JA / BNSME Golf Outing 2018



Buffalo Niagara Sales and Marketing Executives (BNSME) supports JA in many ways throughout the year. In June, golfers gathered at Orchard Park County Club for the annual event to support JA and this long-standing partnership. In 2018, this event raised \$12,000 for JA programs.



The 1st place SMC team saw a

158.92%

Return on Investment!

JA Bowl-A-Thon 2018

www.jawnybowlathon.org



By The Numbers

2 Days • 5 Locations • 9 Bowling Shifts

- \$164,761** Amount raised by our 2018 events
- 56** Participating Companies
- 1,460** Participating Bowlers
- 34** Number of years JAWNY has held the JA Bowl-A-Thon
- 16/9** 16 WNY personalities from 9 media outlets competed in the annual Golden Pin Bowling Challenge

Top Performers

Top Individual Fundraiser:

Lauren Smith, Tops Friendly Markets

Top Teams:

"Bowl Us Over or Strike Us Down",
Tops Friendly Markets

Top New Company:

Northwest Bank

Most Raised Online:

Independent Health

Most Improved:

GEICO & Perry's Ice Cream

2018 Top Fundraising Companies

- 1. Tops Friendly Markets \$16,869**
- 2. Independent Health \$15,547**
- 3. National Fuel \$11,816**
- 4. KeyBank \$8,647**
- 5. Lawley \$5,515**

Presenting Sponsor

Bank of America

Gold Sponsors

GEICO, Tops Friendly Markets, and Tully's Restaurant

Silver Sponsors

ADPRO Sports, Allpro Parking, BlueCross BlueShield of WNY, Bryant & Stratton College, Delta Air Lines, Freed Maxick CPAs, Perry's Ice Cream, and Seneca Resorts

Supporting Silver Sponsors

Chakra, Manzella Marketing, Progressive Direct Marketing, Outlet Liquor, and WBBZ-TV

JA Bowl-A-Thon Survey Results

- 100%** Say their JA Bowl-A-Thon experience was excellent/very good
- 94%** Feel more connected to their co-workers because of their participation in the JA Bowl-A-Thon
- 88%** Left with a greater understanding of JA's work and mission
- 80%** Feel more positively about their employer because of their participation in the JA Bowl-A-Thon



JA Spotlight

M&T Bank



Junior Achievement values the relationships built with our community partners. Those partners help us reach our goal of being able to inspire and prepare students to succeed in a global economy. We are fortunate to have many corporate partners that have been with us for many years and support the various JA initiatives throughout the year. M&T Bank has long been one of those valued community partners. During the 2017-2018 school year, M&T quickly rose to the top to become our Top Volunteer Company, with 112 volunteers working in JA classrooms!

A true partnership reflects the goals of both organizations, and from this grew our relationship with Buffalo Promise Neighborhood. Volunteering for JA was incorporated as a leadership project for M&T's Management Development Program. As part of this initiative, members of the MDP would volunteer as part of JA in a DAY at Westminster Community Charter and Highgate Heights schools within the Buffalo Promise Neighborhood. In addition to the time volunteered at these two schools, additional M&T employees were volunteering their time at schools throughout WNY.

In addition to growing their volunteer support each year, M&T also supports different JA events during the year, such as the JA Stock Market Challenge and JA Bowl-A-Thon.



"I'm so proud to be a Junior Achievement volunteer. My pride comes from volunteering in classrooms and being able to leave each time knowing that the students learned something essential, something they can use to make their lives better, something they can talk about with their families at dinner."

- Jaime Dombrowski, Corporate Communications, M&T Bank

"I have continued to partner with JA of WNY because I am a firm believer in their commitment to providing WNY students the necessary skills to become successful citizens in their respective communities."

- Daniel Baco, Retail Performance & Enablement, M&T Bank

Participating Schools & Organizations

Erie

Baker Road Alternative Middle/
High School - Erie 2CC BOCES
Boys & Girls Club of Buffalo
Boys & Girls Clubs of the
Northtowns
Buffalo Urban League
Erie 1 BOCES
Just for Kids
Matt Urban Center at Polonia Hall
Parker Academy
Stanley G Falk School
The Belle Center
Villa Maria College
Westminster Economic
Development Initiative
Young Audiences of WNY

Akron Central School District

Akron High School

Alden Central School District

Alden Intermediate School
Alden Senior High School

Amherst Central School District

Smallwood Elementary School

Buffalo Public Schools

BPS #156 Frederick Law Olmsted
BPS #27 Hillery Park Academy
BPS #32 Bennett Park Montessori
Center
BPS #45 International School
BPS #64 Frederick Law Olmsted
BPS #69 Houghton Academy
BPS #74 Hamlin Park School
BPS #80 Highgate Heights
Elementary
BPS #95 Waterfront Elementary
School
Buffalo Public Schools Adult
Education
DaVinci High School
East High School
Emerson School of Hospitality
Hutchinson Central Technical
High School
McKinley High School
MST Prep School at Seneca
Vocational High School
Riverside Institute of Technology
South Park High School
Southside Elementary School

Catholic / Private Schools

Cardinal O'Hara High School

Christ the King School
Immaculate Conception School
Nativity of the Blessed Virgin
Mary School
Our Lady of the Blessed
Sacrament
Southtowns Catholic School
St. Aloysius Regional School
St. Amelia School
St. Andrew's Country Day School
St. Christopher School
St. Francis High School
St. Gregory the Great
St. John the Baptist School
St. John the Baptist-Alden
St. John Vianney School
St. Mary's of Lancaster
St. Mary's of Swornville
St. Peter and Paul School
St. Peter and Paul
School-Hamburg
St. Stephen School
Trinity Christian School

Charter Schools

Aloma D. Johnson Fruit
Belt Charter School
Charter School for Applied
Technologies
Charter High School for Applied
Technologies
Charter School for Inquiry
Global Concepts Charter School
West Buffalo Charter School
Western New York Maritime
Charter School
Westminster Community
Charter School

Cheektowaga Central School District

Union East Elementary School

Clarence Central School District

Clarence Center Elementary
School
Harris Hill Elementary School
Sheridan Hill Elementary School

Cleveland Hill Union Free School District

Cleveland Hill High School

Depew Union Free School District

Cayuga Heights Elementary
School
Depew High School

East Aurora Union Free School District

East Aurora High School

Frontier Central School District

Frontier Central High School
Pinehurst Elementary School

Hamburg Central School District

Armor Elementary School
Hamburg Senior High School

Iroquois Central School District

Wales Elementary School

Kenmore/Tonawanda Union Free School District

Ben Franklin Elementary School
Ben Franklin Middle School
Charles Lindbergh Elementary
Holmes Elementary School
Hoover Elementary School
Kenmore East High School
Kenmore West Sr High School
Thomas A. Edison Elementary
School

Lackawanna Public Schools

Lackawanna High School
Martin Road Elementary School

Lancaster Central School District

Como Park Elementary School
Lancaster High School
William Street School

Maryvale School District

Maryvale Intermediate School
Maryvale Middle School
Maryvale Primary School

Orchard Park Central School District

Orchard Park Central High School
Windom Elementary School

Sweet Home Central School District

Sweet Home Middle School
Willow Ridge Elementary School

West Seneca Central School District

Allendale Elementary School
Clinton Street Elementary School
Northwood Elementary School
West Seneca East Senior
High School

West Seneca West Elementary
School

West Seneca West Senior
High School

Winchester Elementary School

Williamsville Central School District

Country Parkway Elementary
Dodge Elementary School
Heim Elementary School
Maple East Elementary School

Chautauqua

Eastside YMCA (Jamestown)
Erie 2 BOCES Chautauqua-
Cattaraugus

Brocton Central School District

Brocton Middle-Senior
High School

Falconer Central School District

Falconer Jr./Sr. High School
Fenner Elementary School
Temple Primary School

Frewsburg Central School District

Robert H. Jackson Elementary

Jamestown City School District

Bush Elementary School
Carlyle C. Ring Elementary School
Jamestown High School
Samuel G. Love Elementary
School

Sherman Central School District

Sherman Central School

Southwestern Central School District

Southwestern Elementary School

Westfield Central School District

Westfield Central School

Genesee

Alexander Central School District

Alexander Elementary School
Alexander Middle/High School

Batavia City School District

Batavia High School
Jackson Elementary School
John Kennedy Elementary School

Byron-Bergen Central School District

Byron Bergen Elementary School
Byron Bergen Middle/High School

Catholic/Private Schools

St. Joseph's School

LeRoy Central School District

Wolcott Street Elementary School

Pavilion Central School District

Pavilion Central Middle/High
School

Cattaraugus

Allegheny-Limestone Central School District

Allegheny-Limestone Middle/High
School

Cattaraugus Little Valley Central School District

Cattaraugus-Little Valley
High School

Ellicottville Central School District

Ellicottville Central School

Franklinville Central School District

Franklinville Jr./Sr High School

West Valley Central School District

West Valley Central School

Orleans

Orleans/Niagara BOCES

Medina Central School District

Clifford Wise Intermediate School
Medina High School

Oak Orchard Elementary School

Wyoming

Letchworth Central School District

Lockwood Elementary School

Perry Central School District

Perry Jr./Sr. High School

Pioneer Central School District

Pioneer Central School

Warsaw Central School District

Warsaw Elementary School
Warsaw Middle/High School

Wyoming Central School District

Wyoming Central School

Niagara

Catholic/Private Schools

Catholic Academy of Niagara Falls
DeSales Catholic School
St. Peter School

Lewiston Porter Central School District

Lewiston-Porter Middle School

Lockport City School District

Charles A. Upson School
Emmet Belknap Intermediate
School

Lockport High School

Roy B. Kelley Elementary School

Niagara Falls City School District

Niagara Falls High School

Niagara Wheatfield School District

Erick Road Elementary School

Tuscarora School

North Tonawanda School District

Meadow Elementary School

Starpont Central School District

Starpont High School

Starpont Middle School



50%

of WNY School Districts participate in Junior Achievement

Participating Volunteers

AAA Western and Central New York

Andrea Robinson
Angela Wawrzynek
Jacki Hankinson
Jennifer Fincik
Jennifer Scero
Julie Fundalinski
Linda Tompkins
Lisa Stopper
Nancy Kenney
Stacey McConnell
Traci Bax

Allpro Parking, LLC

Brian Dusenberry

Amber Lantern

Kristi Streamer

Applied Business Systems

Steve Samis

Architectural Resources

Ann Casey

Atomic Babor Shop and Salon

Lauren Ashley

AXA Advisors, LLC.

Jonathan Mann

Nicholas Aguglia

Bank of Akron

Katie Pfeiffer

Rebecca Smith

Bank of America/Merrill Lynch

Brett Koepfel

Christopher White

Denis Serugendo

James McDermott

Joanne Campagna

Kathryn DeFreze

Kenneth Mersimovski

Laura Dolan

Lisa Bogart

Michele Turk

Paula Eye

Richard Benkleman

Steven Scalzo

Valerie Muka

William Gartz

Bank on Buffalo

Darnell Haywood

Ryan Gorman

Batavia Business Improvement District

Beth Kemp

Baxter Healthcare Corp

Alicia Becking

Ashley Seager-Cecchini

Barbara Ulrich

Cecilia Fura

Dan May

David Feltz

Derek Reigle

Donnell Holloway

Jason Maine

Jodi Gates

Kimberly Eick

Valerie Pratt

Vanja Zinaja

BestSelf-Behavioral Health

Diane Gratto

Falisha Oser

BIO-Engineering Co.

Dean Bellavia

Blackstone Advanced Technologies LLC

Heather Turner

Bloomsbury Lane Toy Shoppe

Crystal Newman

BlueCross BlueShield of WNY

Amy Schraufstetter

Danielle Campanella

Jeff Martin

Jenna Willis

Katie Hurlay

Laura Shannon

Michael Harber

Paula Venne

Stephaine Huston

Thomas Kuenzi

Victoria Lojaco

Boys & Girls Clubs of the Northtowns

Gabby Mosher

Stephon Ford

William Reece

Bryant & Stratton College

Lynn Fetes

Robert Barton

Tiffany Cook

Buffalo Manufacturing Works

Liz Callahan

Buffalo Niagara Partnership

Rachael Herrman

Buffalo Public Schools Adult Education

Reginald Garner

Buffalo Urban League

Erich Wheeler

Makeda Holley

Calamar

Richard Gunn

Cannon Design

Ashley Allen

Corey Beck

Dan Buccini

Dianne George

Jason Sokolowski

Jeremy Dwyer

Kristen Segarra

Lynn Puerner

Michael Klein

Mike Mocer

Rebecca McGowan

Stacey Stevens

Cardinal O'Hara High School Students

Abigail Ochs

Adam Gorski

Adrianna Duic

Aiden O'Lay

Alexander Patkalitsky

Alyssa Kolacz

Cameron Sloma

Carlos Didas

Cierra Harrison

Elysee Hirwa

Gabriella LaBarber

Jack Akins

Jackson Bright

Jacob Neumeister

Jeremiah Martinez

Joey Finley

Kale Klis

Kaley Bonner

Kevin Kovach

Madeleine Sowinski

Raymond Mezydlo

Tory Hurtubise

Victoria Carberry

Zackary Doel

Castle Hill LLC

Marilyn Keller

Chandler Creative Services LLC

Matt Chandler

Chautauqua County Education Coalition

Justin Hanft

Chautauqua Department of Health and Human Services

Johanna Damcott

Chiampou Travis Besaw Kershner LLP

Quinn McAndrew

Christine Gephart, LCSWR

Christine Gephart

Citibank, N.A.

Amy Leach

Andrew Fred

Angelo Goodenough

Brenda Pokojowczyk

Brian Punch-Eastman

Cory Ekstrum

Courtney Kent

Jacqueline Beaudoin

Jamielyn Siergie

Jennifer Hutzol

Jonathan Williams

Josh Iorizzo

Kathleen Johnson

Kimberly Wayman

Laura Gratteri

Mark Attea

Sean Nickerson

Terrell Leslie

Tom Rzeszutek

Zachary Shilvoek

Zachary Zorich

Citizens Bank

Alicia Ruiz

Anthony VanDette

Fred Heinle

Top Volunteer Companies

2017-2018

1. M&T Bank	112
2. Travelers Insurance	56
3. HSBC Bank	43
4. Key Bank Community Volunteers	40
5. Cardinal O'Hara HS-Students	24

Gail Pettis-Plato

Ricky Scott

Vannitda Chanthanane

Erica Piddisi

City of Batavia

Jay Gsell

Cleveland Hill High School

Marcie McDougal-Domroes

Community Volunteer

Alexis Sullivan

Alyssa Thornton

Amanda Braley

Amy Chambers

Andrea McLean

Beth Cerminara

Billie Hens

Cherie Messore

Cierra Hernandez

Cynthia Heximer

Donna Charest

Elva Duckworth

Erica Jankowski

Gurleen Kaur

Jane Fosberg

Jill J. Jacobs

John Whiting

Jordan Weinstein

Judy Willert

Karen Marconi

Lauren Warkenthien

Leah Weinberg

Lee Magneson

Lisa Bruce

Maria Bentley

Mary Maj

Melinda Bauerlein

Mitzi Cantanese

Pat Green

Patrice Allen

Robin Ormand

Sarah Tonzi

Sarah Wagner

Stephen Brooks

Steve Overbeck

Steven Falicito

Sue O'Connor

Thomas Wilkie

Tom Treadwell

Vicki Stapleton

Confer Plastics, Inc.

Bob Confer

Courier Capital Corporation

Jason Stronz

Credimac, P.B.C.

Ryan Carroll

Cummins Inc. Jamestown Engine Plant

Adhlojo Teixeira

Brian Kookan

Christian Domanick

Corey Thompson

Karla Gonzales

Lori Jafarjian

Melissa Hagberg

Sherman Sweeney

Wayne Stephenson

Davis Financial

Joseph Gunning

Delaware North Companies, Inc.

Alice Canaday

Deppas Insurance Agency

Michael Baker

Dopkins & Company, LLP

Eric Vohwinkel

Michael Knapp

Sarah DesJardins

Vincent Pasini

dPost Productions

Andy Donovan

Beth Donovan

Dresser-Rand, A Siemens Business

Arthur Hile

Bob Forness

Brad Monroe

Gary Pearson

Jay King

Leigh Renfer

Lisa Hoch

Michael Dunaway

Michael McGee

Wendy Blimline

EGW Personnel Staffing

Jeff Wach

Erie Community College

Stephanie Huffnagle

Erie County Legislature

Brian Poliner

Hon. Edward A. Rath, III

Hon. John J. Mills

Hon. Joseph C. Lorigo

Evans Bank

Kevin O'Donnell

Falconer Printing & Design

James Roach

Stephen Roach

Fisher-Price, Inc.

Katherine Sinicropi



96,270

instructional contact hours were spent working with JA students

Mark Hoffman
 Martin Strenk
 Mary-Ammielle Nichols
 Matthew Braun
 Matthew Mancini
 Matthew McDermott
 Megan Chaves
 Miguel Holmes
 Nicole Crilly
 Nicole Neary
 Nilab Hussain
 Oscar Chavarria
 Paul Kucinski
 Raknee Rai
 Ryan Brekovsky
 Sanjoy Chatterjee
 Sara Corry
 Serafina Mitri
 Shelbi Smolak
 Sky Aitken
 Spencer Payne
 Stephanie Foster
 Stephanie Gretch
 Stephanie Tapolsky
 Susan Peterson
 Terri Zelasko
 TJ Kaszubski
 Tom Keating
 Travis Wood
 Tyler Durham
 Uyen Tu
 Zachary Boyd
 Zachary Morlock
Manzella Marketing Group
 Nicole Meisenburg
Marquat Brothers LLC
 Chad Heeb
Maryvale Middle School
 Kathy Wild
Mass Mutual Financial
 Rich Lash
Matt Urban Center at Polonia Hall
 Benjamin Connor
Medaille College
 Jeanine Purcell
 John Crawford
Media One Group
 Andrew Hill
Medina Central School District
 Daniel Doctor
Microsoft
 Emily Rautenstrauch
MidCity Office Furniture
 George Hatsios
 Jessica Amico
 Julie Wilcox
 Kurt Amico
 Melissa Marsh
 Sara Evans
 Steven Sommers
Monofrax LLP
 William Andrews
MST Prep School at Seneca Vocational High School
 Tim Wagner
National Fuel
 Alex Lent

National Grid
 Daniel Keating
New York State Laborers
 Gary Bernardo
Niagara County Community College
 Allison Armusewicz
 Julia Pitman
Niagara University
 Chris Cornier
Norris Clifton Creative
 Todd Salansky
Northrop Grumman
 Jennifer Holliday
 Jesse Parrish
Northwest Bank
 Aimeelyn Zaccaria
 Doug Nelson
 Katie Champoux
 Katie Couch
 Loretta Sauer
 Melissa Fowler
 Scott Ode
Office of NYS Senator Charles Schumer
 Shannon Patch
Our Lady of the Blessed Sacrament
 Alex Tiberia
Parker Academy
 Jamie Parker
Perry's Ice Cream Company
 Lynn Staples
 Steven Helms
Phillips Lytle
 Matthew Mazgaj
Praxair, Inc.
 Amber Boll
 Arya Ayaskanta
 Carolyn Caruso
 Mary Uselmann
 Tyrone Allen
Prendergast Library
 Tina Scott
PwC
 Amanda Slimko
 Angela Nowicki
 Chris DiDuro
 Chris Kufchak
 Danielle Giancarlo
 Eric Chapman
 Eric Smolarek
 Gordon Lyons
 Kelsey Gasiorczyk
 Kristin Burke
 Mark Peer
 Michael Laskowski
 Michael Szymkowiak
 Molly Booi
 Molly Curry
 Richard Karpie
 Ryan Walter
Remedy Intelligent Staffing
 Jason Gordon
Rich Products Corp.
 Aaron Tichenor
 Alexis Book
 Bradley Gurbacki
 Christine Candino
 Clair Schneckenberger
 James Hubbell

Jordan Wishman
 Katie Gardiner
 Katie Sykes
 Megan Brant
 Rachel Smith
 Shannon Chowanec
 Timothy Allen
RTM Enterprises, Inc.
 Ron Marconi
Schumacher Events
 Sara Schumacher-Marks
Silver Grove Financial Group
 John McCauley
Sodexo
 Polly Pillitteri
Southern Chautauqua Federal Credit Union
 Candace Peterson-White
St. Aloysius Regional School
 Chelsey Smith
St. John the Baptist-Alden
 Auguste Pautler
St. Mary's of Lancaster
 Jeremy Kroll
St. Peter and Paul School-Hamburg
 Alexis Knavel
Starpoint Middle School
 Kelly Preisch
State Farm
 JP Ross
Stella Collision Service, Inc.
 Gina Stella
Stosh Collectibles, LLC
 Tim Mroczek
Strickly Business
 Darrin M. Strickland
The Art of Mandy
 Mandy Humphrey
The Belle Center
 Ariyanna Allen
The Bonadio Group
 Daniel Church
 Daniel Montante
 Josh Woodworth
 Kelly Kanick
 Kevin Penner
The Daily News
 Donna Elliott
The Legend Group
 Ryan Deppas
The Resource Center
 Terri Johnson
Tim Hortons
 Blake Tarana
Tompkins Bank of Castile
 Charlene Strain
 Darlene Raines
 Jessica Laursen
 John Wheeler
 Michelle Sacco
 Mickey Hyde
 Nancy Cappadonia
Tompkins Insurance Agencies Inc.
 Laura Geary
 Melissa Stein
Tops Friendly Markets
 Anita Bishop
 Ashley Gracie
 Courtney Mailhot

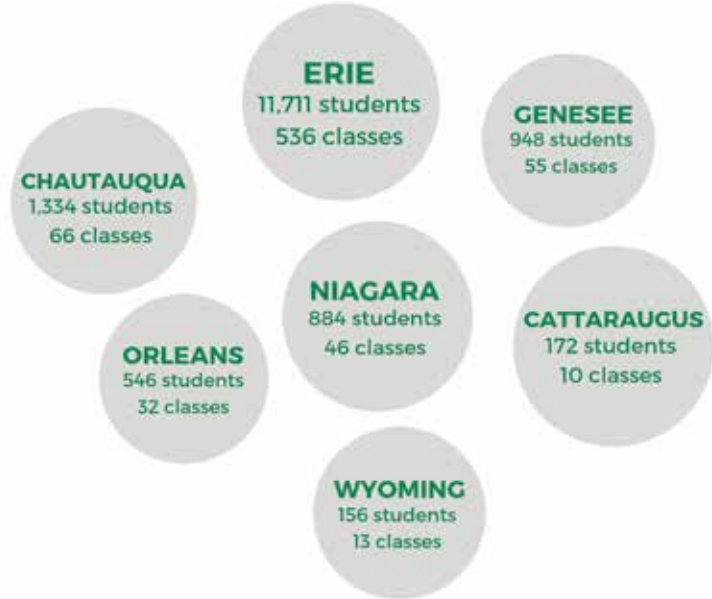
Denise Terrell
 James Singleton
 Kathleen Romanowski
 Kathy Graim
 Kathy Liou
 Kristine Wydro
 Lisa Capage
 Lori Farmer
 Lynn Marie M. May
 Natalie Walczyk
 Sam Chmura
 Shannon Farmer
 Susan Mason
 Tara Abbatay
 Teresa Klawon
 Thomas Petrie
 Tiffany Mulrain
Travelers Insurance
 Adrienne George
 Alexandra Johns
 Amanda Patel
 Amanda Salisbury
 April Rivera
 Ashley Kirwan
 Bianca Louis
 Brenna Brandt
 Brian Johns
 Christi Zolnowski
 Christopher Ricotta
 Christopher Sze
 Cindy Bergmann
 Corey Ann Pellicci
 Courtney Vona
 Courtney Wrinn
 Cynthia McEachon
 Daniel Didas
 Danielle Zappia
 Dave Cunningham
 Dominique Calhoun
 Elaine Hayes
 Erica Lewandowski
 Farren Squelch
 Heather Fisher
 Jacqueline Niemira
 Jamie Wilday
 Jane DiMaggio
 Jeff Hayes
 Joan Scherer
 Joni Redlinski
 Jordan Keane
 Joseph DeLoretto
 Karen Jackson
 Katie Smith
 Krista Spero
 Kristin McCann
 Krystal Burke
 LaTrece Roberson
 Lauren Conrad
 Leanne Peruzzini
 Mariam Adekoya
 Mary Brun-Huegel
 Mary Prenta
 Matthew Summers
 Mike Gardner
 Nicole Kmiotek
 Pemba Sherpa
 Rebecca Delmonte
 Rhonda Wilson
 Sarah Mang
 Shannon Kelley

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 Lorry Goldhawk
Trocaire College
 Lori Puckerin
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 Trisha Lembke
 Vedha Krishnamoortny
T-Shirts Etc.
 Rikki Ettinger
Uniland Development Company
 Jill Pawlik
United Way of Buffalo & Erie County
 Nicole Juzdowski
United Way of Genesee County
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University at Buffalo
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WNY Reach

Number of JA Classes by County

NUMBER OF JA CLASSES BY COUNTY
15,751 students



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Jamestown City School
District

Sue Arrance
Falconer School District

Jane Fosberg
Community Advocate

Katie Geise
Chautauqua County Work-
force Investment Board

Justin Hanft
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Technologies LLC

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Genesee, Wyoming, & Orleans County Advisory Group

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Eve Hens
Genesee County

Mickey Hyde
Tompkins Bank of Castile

Beth Kemp
Batavia Business Improvement
District

Linda Leblond
Wyoming County Business
Education Council

Karyn Winters
Genesee County Business
Education Alliance



161

schools and community organizations welcomed JA volunteers



JA Works!



**Student reach increased by 13%,
1,823 students over 2016-2017**

**Value of our Volunteers:
\$118,158.68**

**Market Share: 6.6%
(15,751 students out of
239,721 students)**

**84% School Retention Rate for JA Stock
Market Challenge**


**After participating in the JA
Our Nation program, 5th grade
students reported:**

96% found the JA Our Nation program to be interesting

93% said the program taught them things they didn't already know

74% said they learned about new jobs they didn't know existed

93% indicated the program helped them to see that what they are learning in school can be used in the real world.



“Junior Achievement has been an extremely beneficial class that has taught me many things that I always wished school put a larger focus on. The information that I have learned about managing my financial security has been invaluable. In my opinion the Junior Achievement classes should be increased in time so that we have more time to learn other crucial life skills that will help us later in life. The information that I have learned in this class is helping me in the long term as much as it is in the short term.”

- Erik, JA High School Student



“This was great! The lessons were important (as commented by the teacher as well), age appropriate, and EASY to teach thanks to the materials available. They were made fun and interactive and it was a blast. I would suggest any organization needing volunteers should be as prepared and pre-planned as this.”

- Amber, JA Volunteer

2018 Scholarship Recipients



Delta Air Lines Scholarship

Katherine Leyonmark, Hamburg High School

John Lord Hettrick Sr. Memorial Scholarship

Colin Meagley, Lockport High School

JA of WNY Board of Directors Scholarship

Benjamin Chaback, Byron Bergen High School

(pictured above)



“Overall, I think what I have taken away most from JA is a sense of professional confidence... Being able to walk out of high school already knowing I have the soft skills needed to succeed in any career is a feeling that most students don’t have so I am thankful to have had the opportunity to participate in JA.”

- Katherine, JA High School Student

Donor Support

Junior Achievement is pleased to recognize those that supported JA during the past fiscal year. To view our complete 2017-2018 Roll of Donors, please visit www.jawny.org

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100%

of JAWNY Board Members make a personal contribution to the organization



JUNIOR ACHIEVEMENT OF WNY

Statement of Activities

For Fiscal Year Ending June 30, 2018

REVENUE

Contributions	\$	395,882
Government		17,700
Special Events		292,899
Interest Income		5,737
In-Kind Contributions		86,096
TOTAL REVENUE	\$	798,314

Full set of audited financial statements are available upon request.

EXPENSE

Program Expense	\$	569,159
Management and General		59,065
Fundraising Expense		49,962
Special Expense		65,475
In-Kind Special Events		40,007
TOTAL EXPENSE	\$	783,668

Change in Net Assets \$ 14,646

JA of WNY Leadership

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Senior Operations Director
Anna Fohrd

Senior Education Manager
Alycia Ivancie

Senior Development Manager
Lisa Roy

Events Manager (Bowl-A-Thon)
Tammy Bixby

Program Coordinator
Shannon Okonczak

District Coordinator -Chautauqua
Cathy Moots

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