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...**
  - in the boundless potential of young people

- **Commitment...**
  - to the principles of market-based economics and entrepreneurship

- **Passion...**
  - for what we do and how we do it

- **Respect...**
  - for the talents, creativity, perspectives, and backgrounds of all individuals

- **Belief...**
  - in the power of partnership and collaboration

- **Conviction...**
  - in the educational and motivational impact of relevant, hands-on learning

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.

15,751 students participated in a JA experience this year
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.

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.

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 Programs

- 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®
- 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®
- 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®
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.

**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.

**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 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
56
1,460
34
16/9

Amount raised by our 2018 events
Participating Companies
Participating Bowlers
Number of years JAWNY has held the JA Bowl-A-Thon
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

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
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 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

“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
Participating Schools & Organizations

**Erie**
- Baker Road Alternative Middle/High School - Erie 2 C 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 Southside
- 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 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 Central 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 School
- 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
- Windsor Elementary School

**Sweet Home Central 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

**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 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 School
- Jamestown City School District
- Bush Elementary School
- Carlyle C. Ring Elementary School
- Jamestown High School
- Samuel G. Love Elementary School
- Sherman Central School District
- Southwestern Central School District
- Southwestern Elementary School
- Westfield Central School District

**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**
- 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
- Evro Rod Elementary School
- Tuscarora School
- North Tonawanda School District
- Meadow Elementary School
- Starpoint Central School District
- Starpoint High School
- Starpoint Middle School

**Wyoming**
- Letchworth Central School District
- Lockwood Elementary School
- Perry Central School District
- Perry Jr/Sr. High School
- Pioneer Central School District
- 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
- Evro Rod Elementary School
- Tuscarora School
- North Tonawanda School District
- Meadow Elementary School
- Starpoint Central School District
- Starpoint High School
- Starpoint Middle School
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

Bank of America/Merrill Lynch
Brett Koeppe
Christopher White
Denis Seruendo
James McDermott
Joanne Campagna
Kathryn DeFreze
Kemietr Seresimovski
Laura Dolan
Lisa Bogart
Michele Turk
Paula Eye
Richard Benkenman
Steven Scalzo
Valerie Muka
William Gartz

Bank on Buffalo
Anita VanDette

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 Zinaj
BestSelf-Behavioral Health
Diane Gratton
Farisha 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
Jenn Matt
Jenna Willis
Katie Hursley
Laura Shannon
Michael Harber
Paula Venne
Stephanie Huston
Thomas Kuenzi
Victoria Lojaco

Boys & Girls Clubs of the Northtowns
Gabby Mosher
Stephan Ford
William Reece

Bryant & Stratton College
Lyneates
Robert Barton
Tiffany Cook

Buffalo Manufacturing Works
Liz Callahan

Buffalo Niagara Partnership
Rachael Herman

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
Dannie George
Jason Sokolowski
Jeremy Dwyer
Kristen Segarra
Lynn Puerner
Michael Klein
Mike Moceri
Rebecca McGowan
Stacey Stevens

Cardinal O’Hara High School Students
Abigail Duchs
Adam Gorski
Adrianna Duic
Aiden O’Lay
Alexander Patkalitsky
Alyssa Kolacz
Cameron Soma
Carlos Didas
Ciera Harrison
Elysee Hinwa
Gabriella LaBarber
Jack Akins
Jackson Bright
Jacob Neumeister
Jeremiah Martinez
Joey Finley
Kale Kis
Kaley Bonner
Kevin Kovach
Madeleine Sowinski
Raymond Wezyl
Tony Hurtubise
Victoria Carbrey
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 Darnscott

Champion Travis Besaw Kershner LLP
Quinn McAndrew
Christine Gephart, LCSWR
Christine Gephart

Citibank, N.A.
Amy Leahy
Andrew Fred
Angela Goodenough
Brenda Pochotyczyn
Brian Punch-Eastman
Cory Ekstrum
Courtney Kent
Jacqueline Beaudoin
Jamielyn Sengle
Jennifer Hutzol
Jonathan Williams
Josh Kozioz
Kimberly Wayman
Laura Grattei
Mark Attea
Sean Nickerson
Terrell Leslie
Tom Rzeszutek
Zachary Shilvock
Zachary Zorich

Citizen’s Bank
Alicia Ruiz
Anthony VanDette
Fred Heene
Gail Pettis-Plato
Ricky Scott
Vanndita Chanthanan
Erica Pild Is

City of Batavia
Jay Gsell

Cleveland Hill High School
Marcie McDougald-Domroes

Community Volunteer
Alexis Sullivan
Alyssa Thornton
Amanda Braley
Amy Chambers
Andrea Mclean
Beth Cermirana
Billie Hens
Cherie Messore
Cierra Hernandez
Cynthia Heximer
Donna Charest
Elva Duckworth
Erica Jankowski
Gerleen Kour
Jane Foxberg
Jill J. Jacobis
John Whiting
Jordan Weinstein
Judy Willert
Karen Marconis
Lauren Warkentien
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
Steven Falicito
Sue O’Connor
Thomas Wilkie
Tori Treadwell
Vicki Vachelor

Confer Plastics, Inc.
Bob Confer

Courier Capital Corporation
Jason Siroet

Credimac, P.B.C.
Ryan Carroll

Cummins Inc. Jamestown Engine Plant
Adhiho Teneva
Brian Kookien
Christian Domanick
Corey Thompson
Karla Gonzales
Lori Jafarian
Melissa Hagberg
Sherman Sweeney
Wayne Stephenson

Davis Financial
Joseph Gunning

Delaware North Companies, Inc.
Alice Canaday

Deppas Insurance Agency
Michael Baker

Dekins & Company, LLP
Eric Vohwinkel
Michael Knapp
Sarah Deslards
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 Bilmire

EGW Personnel Staffing
Jeff Wach

Erie Community College
Stephanie Huffnagle

Erie County Legislature
Brian Palmer
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 Sicincipo

2017-2018

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

96,270 instructional contact hours were spent working with JA students
volunteers shared their time and expertise with JA students
Alex Lent
National Fuel
New York State Laborers
Gary Bernardo
Niagara County Community College
Allison Armusiewicz
Julia Pitman
Niagara University
Chris Corner
Norris Clifton Creative
Todd Salansky
Northrop Grumman
Jennifer Holiday
Jesse Parrish
Northwest Bank
Amrelyn Zaccaria
Doug Nelson
Katie Chamoux
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
Aya Ayasakanta
Carolyn Caruso
Mary Uselmann
Tyone Allen
Prendergast Library
Tina Scott
PwC
Amanda Slimko
Angela Nowicki
Chris DiDario
Chris Kutchak
Danielle Giancarlo
Eric Chapman
Eric Smolarek
Gordon Lyons
Kelsey Gasiorczyk
Kristin Burke
Mark Peer
Michael Laskowski
Michael Szymkowiak
Molly Box
Molly Curry
Richard Karpie
Ryan Walter
Remedy Intelligent Staffing
Jason Gordon
Rich Products Corp.
Aaron Tichnor
Alexis Book
Brady Gurbachi
Christine Candinio
Clair Schneckenberger
James Hubbell
Jordan Wishman
Katie Gardiner
Katie Sykes
Megan Brant
Rachel Smith
Shannon Chowaniec
Timothy Allen
RTM Enterprises, Inc.
Ron Maciob
Schumacher Events
Sara Schumacher-Marks
Silver Grove Financial Group
John McCauley
Sodexo
Polly Pilitinger
Southern Chautauqua Federal Credit Union
Candace Peterson-White
St. Aloysius Regional School
Chelsey Smith
S. John the Baptist-Alden
Auguste Pautler
St. Mary’s of Lancaster
Jeremy Kroel
St. Peter and Paul School-Hamburg
Alexis Knavel
Starpoint Middle School
Kelly Preshsr
State Farm
JP Ross
Stella Collision Service, Inc.
Gina Stella
Stosh Collectibles, LLC
Tim Mioczek
Strickly Business
Darrin M. Strickland
The Art of Mandy
Mandy Humphrey
The Belle Center
Aryanna Allen
The Bonadio Group
Daniel Church
Daniel Montante
Josh Woodworth
Kely Kanick
Kevin Penner
The Daily News
Donna Elliott
The Legend Group
Ryan Deppas
The Resource Center
Tens Johnson
Tim Hortons
Blake Tarana
Tompkins Bank of Castile
Charlene Strain
Darlene Raines
Jessica Laursen
John Wheeler
Michelle Sacco
Mickey Hyde
Nancy Caporosi
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 Liu
Kristine Wydro
Lisa Capage
Lori Farmer
Lynn Marie E. May
Natalie Walczyk
Sam Chmura
Shannon Farmer
Sara Mason
Tara Babatay
Teresa Klawon
Thomas Petrie
Tiffany Mular
Travelers Insurance
Adrienne George
Alexandra Johns
Amanda Patel
Amanda Salisbury
April Rivera
Ashley Krwan
Bianca Louis
Brenna Brandt
Brian Johnson
Chri Kuszolnowski
Christopher Ricotta
Christopher Se
Cindy Bergmann
Corey Ann Pellicci
Courtney Vona
Courtney Winn
Cynthia McEchon
Daniel Didas
Danielle Zappia
Dave Cunningham
Denis Wild Calhoun
Elaine Hayes
Erica Lewandowski
Farren Squeich
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
LaTrecce Roberson
Lauren Conrad
Leanne Peruzzi
Marian Adekoya
Mary Brun-Huegel
Mary Prenta
Matthew Summers
Mike Gardner
Nicole Mioteket
Pembta Sherpa
Rebecca Delmonte
Rhonda Wilson
Sarah Mang
Shannon Kelley
Tammie Ellison
Thomas Ganadola
Tim Zuika
Whitley Stefanik
Triple Track HR Partners
Lorry Goldhawk
Trocaire College
Brittany Puckering
Tronconi Segarra & Associates
Trisha Lembke
Vedha Krishnamoorthy
T-Shirts Etc.
Rikki Ettinger
Uniland Development Company
Jill Pawlik
United Way of Buffalo & Erie County
Nicole Juzdowski
United Way of Genesee County
Erik Fix
University at Buffalo
John Craig
Kelseanna Hollis-Hansen
Melanie Bihmast-Bunch
UPS
Eric Klinski
ValueCentric, LLC.
Jessica Bruyn
Visit Buffalo Niagara
Ally Pawarski
Cindy Kincaide
Dianne Williamson
Jensal Mescal
Jennifer Gregory
Karen Cox
Leah Mueller
Michael Even
Wallen & Associates
Louis Wallen
Walsch Duffield
Felicia Jones
Wegmans Food Markets
Sarah Levin
Weinberg Financial Group
Debra Field
West Herr Automotive Group
Cheryl Byrne
Western New York FCU
Teressa Stacey
Victoria Bawdy
Westminster Economic Development Initiative
Bethany Ortuzt
Whimsy Confections
Michele Ogden
Willis Towers Watson
Ashley Waterman
Windham Professionals, Inc.
Ryan Bein
Wyoming County Business Education Council
Linda Leblond
Xerox
Stefanie Tallman
Young Audiences of WNY
Esther Blakely
WNY Reach

Number of JA Classes by County

Number of JA Classes by County

15,751 students

ERIE
11,711 students
536 classes

GENESEE
948 students
35 classes

CHAUTAUQUA
1,334 students
66 classes

NIAGARA
884 students
46 classes

CATTARAUGUS
172 students
10 classes

ORLEANS
546 students
32 classes

WYOMING
156 students
13 classes

Chautauqua Advisory Group

Bret Apthorpe
Jamestown City School District

Sue Arrance
Falconer School District

Jane Fosberg
Community Advocate

Katie Geise
Chautauqua County Workforce Investment Board

Justin Hanft
Chautauqua County Education Coalition

Andrew Hill
Media One Group

Michael Metzger
SUNY Fredonia

Stephen Penhollow
Falconer School District

Heather Turner
Blackstone Advanced Technologies LLC

Joelle Washer
Northwest Bank

Genesee, Wyoming, & Orleans County Advisory Group

Kathryn Barrett
Freed Maxick CPA’s

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
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

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

JA students earn **20%** more than the general population
“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 Bergan 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
JUNIOR ACHIEVEMENT OF WNY

Statement of Activities

For Fiscal Year Ending June 30, 2018

REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$395,882</td>
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<tr>
<td>Government</td>
<td>$17,700</td>
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<tr>
<td>Special Events</td>
<td>$292,899</td>
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<tr>
<td>Interest Income</td>
<td>$5,737</td>
</tr>
<tr>
<td>In-Kind Contributions</td>
<td>$86,096</td>
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<tr>
<td>TOTAL REVENUE</td>
<td>$798,314</td>
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EXPENSE

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program Expense</td>
<td>$569,159</td>
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<tr>
<td>Management and General</td>
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<tr>
<td>Fundraising Expense</td>
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<tr>
<td>Special Expense</td>
<td>$65,475</td>
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<tr>
<td>In-Kind Special Events</td>
<td>$40,007</td>
</tr>
<tr>
<td>TOTAL EXPENSE</td>
<td>$783,668</td>
</tr>
</tbody>
</table>

Change in Net Assets

$14,646

Full set of audited financial statements are available upon request.

JA of WNY Leadership

President
Laurie Mahoney

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 Onkonczak

District Coordinator
-Chautauqua
Cathy Moots

JA Board of Directors

OFFICERS
Chair:
Steve Helms
Perry’s Ice Cream Company

Vice-Chair:
John Crawford
Medaille College

Treasurer:
Jennifer Fincik
AAA of Central & WNY

Secretary:
Cheryl M. Byrne
West Herr Automotive Group

DIRECTORS
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Prairair, Inc.

Williams Andrews
Monofrax, LLC

Kathleen Armstrong
Evans Agency

Brian Barns
HSBC Bank USA, N.A.

Kathryn Barrett
Freed Maxick & Battaglia, PC

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Randy Bianchi
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West Herr Automotive Group

Colleen Christmann
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Medaille College

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Allpro Parking LLP

Jennifer Fincik
AAA of Central & WNY

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Bank of America

Jennifer Gibson
Northwest Bank

James Gramkee
Gramkee Financial Consulting

Laura Gratteri
Citibank, N.A.

Steve Helms
Perry’s Ice Cream

John Hettrick
WSF Industries, Inc.

Mark Hoffman
M&T Bank

Mark Izzo
Ernst & Young

Eric Klimski
UPS

Kristin Koch
KPMG

Tim Lamere
GEICO

Sara Laskowski
KPMG

Mark Laurrie
Niagara Falls City School District

Mary Maisano
Independent Health

Jeff Martin
BlueCross BlueShield

David Mauricio
Buffalo Public Schools

Jack McCauley
Silver Grove Financial Group

Daniel Mecca
Abbey, Mecca & Co., Inc.

Stephen Pease
KeyBank, N.A.

Pat Peri
Employee Benefits Specialists

Lynn Puerner
Cannon Design

Matthew Scherer
Hodgson Russ LLP

Ricky Scott
Citizens Bank

Thomas Wach
EGW Personnel Staffing

Kristine Wydro
Tops Friendly Markets

JA students start businesses at a rate of 2.5x higher than the general population