

Annual Report 2011



**Junior
Achievement[®]**
of Arizona, Inc.



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

OUR VALUES

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

We partnered with **384 schools** and **2,940 classroom teachers** to bring Junior Achievement® programs to **83,314 Arizona children** this year.

Our **6,728 program volunteers** came from all walks of life. These dedicated individuals are the backbone of our organization teaching **895,367 hours of financial literacy, entrepreneurship and workforce readiness instruction** to our youth!

We are dedicated to the responsible stewardship of all resources shared with our organization so it is with great pride that we share these remarkable results with you.

Our mission continues to increase in relevance as we prepare the next generation to take their place in our free-market economy. By focusing on education and youth development, our programs are contributing to the vitality of our communities and the availability of a well-educated workforce.

We appreciate our partners who share their time, talents and resources to help young people develop the competence, confidence and character needed to compete in today's global economy. The knowledge and skills they are acquiring will enable them to make smart academic choices and own their future economic success.

Can you envision yourself leading a classroom of students through activities that will help them discover their talents? Or sharing your knowledge and experience on one of our special event committees? We invite you to join us in helping our youth become **Motivated** to stay in school, **Inspired** to make a difference, **Knowledgeable** about money, and **Hopeful** about their future.

Your investment will enable us to engage more children in the Junior Achievement experience.

Your Time, Talents and Resources. Their Future.

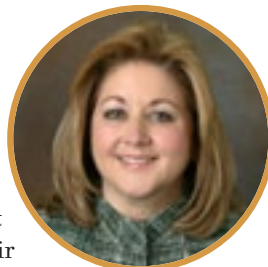


A handwritten signature in black ink that reads "Joyce Richards".

Joyce A. Richards
President
Junior Achievement of Arizona, Inc.

A handwritten signature in black ink that reads "Marcia Wepfer".

Marcia Wepfer
Wells Fargo Bank
SVP, Institutional Retirement & Trust
Junior Achievement State Board Chair



BY THE numbers

384

SCHOOLS

2,940

TEACHERS

83,314

STUDENTS

6,728

VOLUNTEERS

895,367

HOURS OF

CURRICULUM

INSTRUCTION

In-Classroom Programs

In partnership with businesses, communities and educators, Junior Achievement brings the real world to students, opening their minds to their potential and preparing them for the realities of work in a global economy. Each Junior Achievement program encompasses one or more of our three pillars of student success:

Financial Literacy

The measure of personal finance knowledge necessary to effectively meet fiscal challenges and obligations, take advantage of economic opportunities, and plan courses of action to achieve goals.

Work Readiness

The knowledge, attitudes and skills required to demonstrate an individual's readiness to successfully engage in meaningful and productive work.

Entrepreneurship

Recognizing opportunities and organizing resources to maximize innovative thought and creative activity.

Junior Achievement classroom lessons are taught by trained business and community volunteers who teach with a mentoring attitude about what they know best. By sharing their personal and professional experiences, classroom volunteers enhance the relevance of the lessons to help students make the connection between school and work.



JA Curriculum comes to life in the classroom through the interaction between volunteers and young eager learners.



JA students engage in interactive lessons presented by dedicated volunteers. Over 60% of JA volunteers return to teach again.

Educators rate Junior Achievement programs a **9.4** on a **10-point** scale for overall quality & effectiveness.

Teachers recognize the value of Junior Achievement programs because they provide students with a foundation in financial literacy and teach tangible job skills. At the same time, students are strengthening core academic skills such as math, reading and communication.

JA programs provide students with opportunities to practice new skills and gain confidence.



In-Classroom Elementary

Elementary Programs include 6 themes for kindergarten through fifth-grade students. The sequential activities build on studies from each preceding grade and prepare students for secondary school and lifelong learning.

Through 5 interactive lessons, students learn the basic concepts of business and economics and how education is relevant to the workplace. These concepts are taught using an interactive approach that grabs the attention of all styles of learners and engages them in learning.

Ourselfes®

(Kindergarten) Uses compelling stories read aloud by the volunteer, along with hands-on activities to demonstrate helping, working, earning, and saving.

Our Families®

(1st Grade) Emphasizes the roles people play in the local economy and engages students with activities about needs, wants, jobs, tools and skills, and interdependence.

Our Community®

(2nd Grade) Explores the interdependent roles of workers in a community, the work they perform, and how communities function.

Our City®

(3rd Grade) Studies careers, the skills people need to work in specific careers, and how businesses contribute to the economy of a city.

Our Region®

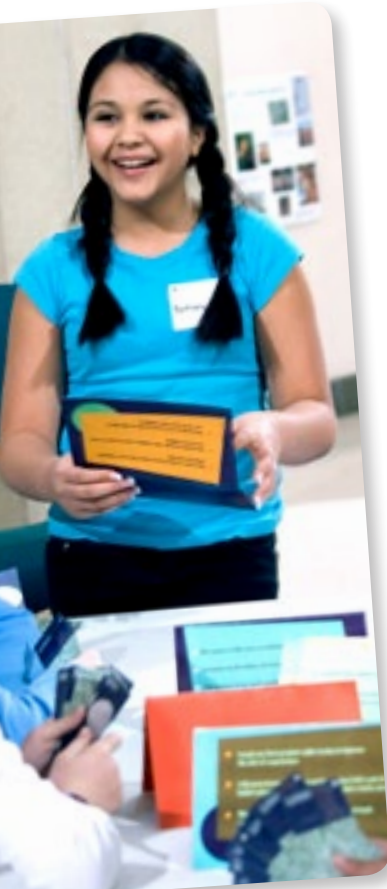
(4th Grade) Introduces the relationship between the natural, human, and capital resources found in different regions and explores regional businesses that produce goods and services for consumers.

Our Nation®

(5th Grade) Provides practical information about the demands of the job market, including high-growth, high-demand jobs and the importance of science, technology, engineering and math (STEM) skills. This program also emphasizes the need for students to be entrepreneurial in their thinking to meet the requirements of these jobs.

JA More Than Money®

Teaches students about earning, spending, sharing, and saving money, as well as businesses they can start or jobs they can perform to earn money.



Proven Success

I grew up in a crime-infested, drug-riddled neighborhood in East Palo Alto, CA. I watched my older brother go to jail and my friends become involved in gangs. When I was in middle school, a Junior Achievement volunteer walked into my classroom wearing a suit. Something clicked and right then I decided "That's what I want. I want to have a job where I wear a suit every day." The skills I learned through Junior Achievement gave me the tools I needed to do just that.

Because of Junior Achievement and that one volunteer who cared enough to wear a suit to an inner-city school, I stayed in school and stayed away from drugs and gangs. Today I am proud to wear a suit into classrooms in my hometown of Tucson to teach the next generation of entrepreneurs and pay that kindness forward. Not only did Junior Achievement change my life, it may well have saved it.

Michael Lewis

JA Alum

Executive V.P. of Sales

AVG Enterprises dba

Desert Clean Janitorial Services



In-Classroom Middle School

Junior Achievement **Middle School Programs** provide students with the opportunity to envision the possibilities of what they can be by helping them see the value of staying in school. Junior Achievement's interactive curriculum engages and excites students as they develop the competence, confidence and character needed to compete in today's global economy.

JA Global Marketplace®

Provides practical information about the key aspects of the global economy.

JA America Works®

Focuses on the impact of business and entrepreneurship on the development of the United States during the 19th Century.

JA Economics for Success®

Explores personal finance and students' education and career options based on their skills, interests, and values.

JA It's My Business!®

Emphasizes entrepreneurship as students explore their career aspirations.



JA volunteers are thoroughly trained to use the prepared lesson plans and are supported throughout the program by the classroom teacher.

8 out of 10
students report that
Junior Achievement
taught them the
importance of staying
in school.



JA lessons are multi-sensory and contain hands-on activities that capture the attention of all styles of learners.



93% of students agree that Junior Achievement lessons are easy to understand, **relevant** to their goals and teach skills that are **useful** in their lives.

In-Classroom High School

It is Junior Achievement's vision that every child, at a minimum, graduates from high school. The broad scope of Junior Achievement's **High School Programs** give young people the knowledge and skills they need to own their economic success, plan for their future, and make smart academic and economic choices.

JA Banks in Action®

Teaches high school students the principles of business operations through a simulation of the banking system.

JA Be Entrepreneurial®

Focuses on challenging students through interactive classroom activities to start their own entrepreneurial venture while still in high school.

JA Business Ethics®

Fosters ethical decision-making in students as they prepare to enter the workforce and the global marketplace.

JA Careers with a Purpose®

Introduces students to the importance of seeking careers that help them realize their life potential and noble purpose.

JA Company Program®

The "original" Junior Achievement program that analyzes and explores personal opportunities and responsibilities within a real student-led business.

JA Economics®

Examines the fundamental concepts of micro-, macro-, and international economics.

JA Exploring Economics®

Helps students better understand the impact they have on the economy as consumers and taxpayers and teaches personal financial lessons about spending, saving and investing.

JA Personal Finance®

Helps students prepare for a successful financial life by demonstrating the importance of sound habits of budgeting, planning, saving, goal setting, investing and managing risk.

JA Success Skills®

Provides engaging, academically enriching experiential-learning sessions in work readiness education and career perspectives.

JA Titan®

Introduces critical economic and management decisions through an interactive web-based simulation.

Proven Success

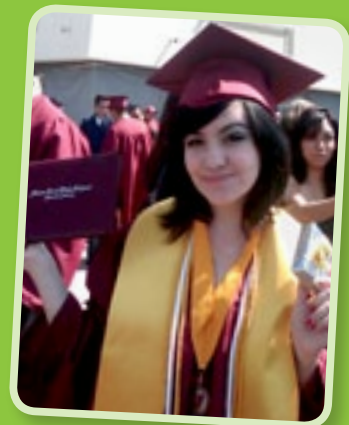
Junior Achievement has impacted me in a tremendous life-changing way. Through my participation in their internship program, I now have first-hand experience of how multiple departments and even multiple out-of-state locations work together for the success of the company. I have gained the perspective of how a business operates internally and the importance of employee satisfaction in the workplace. The skills I developed through JA make me feel confident that I have the edge in future interviews, jobs, and opportunities I come across. This is definitely a program that would benefit all students everywhere.

Perla Carrillo

Junior Achievement Alum

Arizona State

University Freshman



JA volunteers integrate current resources with first-hand knowledge to help young people explore career opportunities.

JUNIOR ACHIEVEMENT EXPERIENTIAL EDUCATION CELEBRATING 10 YEARS & 100,000 STUDENTS



Children learn best by doing and learning comes alive in our experiential programs which combine 19 hours of in-classroom lessons with an exhilarating, life-like simulation experience in our JA BizTown® facility.

JA BizTown is an intensive, high energy, learning experience that strengthens classroom instruction and gives 4th, 5th and 6th grade students the opportunity for self-discovery.

Students begin their simulation experience by creating a business plan, applying for a business loan and launching a marketing campaign. The day continues as the student citizens run all aspects of a market-driven economy including:

- Determine the pricing of the goods and services they sell.
- Create and implement a marketing campaign for their business.
- Practice responsible citizenship by voting and paying taxes.

Each citizen receives two paychecks during the day which they spend to stimulate the economy of JA BizTown. Perhaps they will buy a healthy snack, take a trip to Paris, purchase a custom-designed car or donate to a favorite charity.

Throughout the day students will adjust their business strategies to achieve success by paying back their business loan.

Back at school, learning is extended with follow-up activities where students assess their business strategy and discuss the results of their JA BizTown experience.



98% of
JA BizTown students
agree that "JA BizTown
is an exciting way
to learn about how
business works."

ABOVE: Students gain an understanding of the real world by becoming employees and consumers. At the bank, JA BizTown citizens proudly deposit their hard-earned pay checks.

RIGHT: Students assume leadership roles by becoming CEOs, CFOs, and elected officials.



JA FINANCE PARK



ABOVE: JA BizTown and JA Finance Park are housed in our 7,000 square foot experiential learning facility. The realistic setting includes 24 diverse student-run businesses that represent all economic aspects of a real community.

BELOW: Students visit JA Finance Park businesses to discover cost options related to each line item of their budget. Here, they review the option sheets and weigh the pro's and con's of each choice to create their personal budget.



JA Finance Park® helps middle grades students build a foundation of sound personal financial decision-making skills through an experiential, real-life simulation that introduces financial planning and career exploration.

During teacher-led lessons, students learn the basic components of a personal budget, explore investment options, and practice how to prioritize spending. In the classroom, students explore jobs that will be in high demand as they enter the workforce. These lessons illustrate the relationship between school and the real world and help students realize the value of education.

When students arrive at JA Finance Park, they receive individual life scenarios that consist of a job, salary, and family situation to use as the basis of their simulation experience.

Through a series of money management decisions, students put their classroom studies into action and face "adult" financial scenarios:

- Should they buy the pricey sports car or the practical economy sedan?
- How much do utilities cost and what kind of housing can they realistically afford?
- How much money should they save and how do they plan for their future?

As students strive to create a balanced budget, they begin to understand the value of money and make the connection between hard work, education, and their future earnings.

This eye-opening experience gives students a solid foundation on which to build effective personal financial habits for life.



ABOVE: Using their "real-life" personas, students learn how to construct and adhere to a personal budget including housing and utilities, food, transportation, and health care.

Proven success

Through Fountain Hills Unified School District's (FHUSD) participation in Junior Achievement, our students realize the ongoing need to understand and utilize knowledge of finance and business principles in their lives.

One of the things Junior Achievement does well is engage the community in educating students in a meaningful way. I see FHUSD classrooms from elementary level to senior high school applying economic principles in real world applications. I know that my students are benefiting from JA as they are engaged in the activities that build upon their prior knowledge. The programs reinforce the power of service, partnership and collaboration needed in all aspects of their lives.

I believe that JA programs are foundational for all students in a 21st Century world. This is more important now than ever before in supporting my district's goals to create world class citizens based on knowledge, skills and personal integrity.

*Dr. Bill Myhr
Superintendent
Fountain Hills Unified
School District*



Innovative Community Solutions

Junior Achievement of Arizona has recognized the need for increased opportunities for youth to acquire and practice the skills they will need to be prepared for the future. In collaboration with business professionals, community leaders and educators, Junior Achievement has addressed this need by implementing unique experiential programs to create a deeper impact for middle and high school students.

JA Student Stock Market Challenge

Volatile times in financial markets lead to engaging classroom discussions for students who prepare for the annual **JA Student Stock Market Challenge**. This relevant program combines classroom lessons on the basics of investing with a thrilling live simulation of the New York Stock Exchange. During the simulation, teams of five students manage a \$500,000 portfolio. Traders with hand-held computers and 80-second trading days create excitement as the teams compete to gain the highest net worth during this one-of-a-kind, high energy event. Upon returning to school, students extend their learning through **Take Stock In Your Future lessons** which reinforce financial literacy concepts as the students calculate their team's success and learn more about budgeting, saving and investing.



Teams make trades by attracting the attention of a floor trader who is equipped with a hand-held PDA that enters teams' trade orders instantly.



Junior Achievement was founded on the belief that it is the responsibility of today's business leaders to educate and inspire the next generation.

JA Map Your Success

Middle school students are at an important crossroads in their academic career. Many of the decisions they make today will affect their ability to realize their dreams for tomorrow. In preparation for the **JA Map Your Success Day**, students complete an online career assessment which encourages them to identify their talents, reflect on their life experiences and begin to discover careers that inspire them. During the **JA Map Your Success Day**, volunteers lead lessons that help students understand the connection between education and quality of life. Through this award-winning program, newly empowered students set educational, career and financial goals to support reaching their full potential.

JA volunteers encourage thoughtful decision making as students create their personal road map to success.





JA You're Hired!

JA You're Hired! is a locally created, nationally recognized youth development program specifically designed to promote tangible workforce readiness skills by combining in-classroom and on-line lessons with an exciting day-long student competition.

In-classroom lessons that focus on crucial skills like résumé writing, effective interviewing techniques, public speaking, and how to dress for success, help students gain an understanding of the business world. During a series of workshops and competitions, the students showcase their learning, develop their ability to solve problems, work collectively, and assume leadership roles. Learning is further extended through a comprehensive summer internship program that allows students to gain knowledge in a real business environment.



Student teams use various recycled objects to create an innovative product during the Creative Marketing Challenge at JA You're Hired!



Students have the opportunity to practice their communication skills during the networking session at JA You're Hired!

Proven Success

I support Junior Achievement because JA taught me the art of business, so that the business of the arts at ASU Gammage can continue to flourish and enrich our communities.

As a professional woman and proud JA alumni, I understand the vital importance of education and realize the doors that knowledge opens. I support Junior Achievement because I know from my own experience that JA programs can change lives. I encourage other professionals to make a difference for our kids by getting involved in Junior Achievement – it is a truly rewarding experience.

Colleen Jennings-Roggensack
JA Alum
Executive Director
Arizona State
University Gammage



Junior Achievement students are significantly more confident about their ability to complete college than students in general - **98%** versus 60%



Contributors

GOLD CIRCLE SOCIETY

Dee J. Balle
Todd H. and Fran Langley
Elizabeth McNamee
Steven G. Mihaylo
Sally S. Schindel
Georgia Takemoto

GOLD CIRCLE (\$100,000)

University of Phoenix
Wells Fargo Bank

FREE ENTERPRISE SOCIETY (\$50,000 - \$99,999)

Charles Schwab & Company, Inc. Foundation
Comcast Cable
JPMorgan Chase Bank
The Lodestar Foundation

CORNERSTONE SOCIETY (\$35,000 - \$49,999)

The Allstate Foundation
American Express
DeVry University
Discover Financial Services

DIRECTORS CLUB (\$15,000 - \$34,999)

Alliance Beverage Distributing Company
Arizona Office Technologies
Bank of America Arizona
Best Buy
The Capital Group Companies

City of Chandler Neighborhood Services
City of Phoenix
Cox Communications, Inc.
Express Scripts, Inc.
Freeport-McMoRan Copper & Gold Foundation
Fry's Food Stores
GE Foundation
Honeywell
The Humana Foundation
Intel Corporation
Metlife

Nationwide Insurance Foundation/
Scottsdale Insurance Company

Papa John's Pizza
Phoenix Coyotes Charities

Pulte Homes
Rolling Plains Construction

Salt River Pima-Maricopa Indian Community

Solheim Foundation
SRP

Superstition Mountain Golf and Country Club

Toyota Financial Services

US Airways

U.S. Bank

Western International University

Yavapai-Prescott Indian Tribe

ENTERPRISE CLUB (\$10,000 - \$14,999)

Arizona Chapter NECA

BBVA Compass Bank

Catalina Community Services

Deloitte
Dibble Engineering
Henkel Corporation
Kohl's

National Bank of Arizona

Nuance Communications, Inc.

ON Semiconductor

State Farm Insurance

Stone Canyon Community Foundation

Thomas R. Brown Family Foundations

TPC Scottsdale

USAA

Vacation Internationale

Zicarelli Foundation

PRESIDENTS ROUNDTABLE (\$5,000 - \$9,999)

Accenture

Accutron, Inc.

Air Products & Chemicals, Inc.

American Reliable Insurance Company

Arizona Community Foundation

The Arizona Diamondbacks Baseball Club

The Arizona Diamondbacks Charities

Arizona Plumbing and Cooling Contractors

The Arizona Republic

ASML

Avnet, Inc.

B and S Electric Supply Company, Inc.

Craig and Barbara Barrett

Blood Systems, Inc.

The Boeing Company - Mesa Employees' Community Fund

Border States Electric Supply

Susan Bulkeley Butler

CB Richard Ellis Property Management

Cemex

Citigroup

Climatec, Inc.

Comerica Bank

Defero

Delta Diversified Enterprises

Desert Tree Farm

DPR Construction, Inc.

Dry Bar

FedEx

Fluor Enterprises, Inc.

Fort McDowell Yavapai Nation

Geico Insurance

General Dynamics Decision Systems

Greenberg Traurig LLP

Holder Construction Company

Hunt Construction Group, Inc.

I.B.E.W. Local 640

Insight Direct

Jennings, Strouss & Salmon, P.L.C.

Jim Click Automotive and Banking Group

Jones Lang LaSalle

Kiewit Western Company

Kinetics

KSK Electric, Inc.

Todd and Fran Langley

Maricopa County Attorney's Office

Jonas and Joni McCormick

MidFirst Bank

Murray Transportation, Inc.

Northwestern Mutual

Nova Home Loans

O'Rielly Chevrolet

Pricewaterhouse-Coopers LLP

Quicken Loans

Resolute Commercial Services

Rosendin Electric

The Rotary Club of Four Peak Fountain Hills

Ryley Carlock & Applewhite

Hugh Schilling

Skanska USA Building, Inc.

Snell & Wilmer, LLP

Southwest Gas Corporation

Specialty Finishes, Inc.

Sundt Construction, Inc.

TIC - The Industrial Company

Trico Electric Cooperative

TruWest Credit Union

Tucson Federal Credit Union

Turner Construction

UA Local 469

UPS

Walters & Wolf Construction Specialties

Marcia and Timothy Wepfer

xpedx

ACHIEVEMENT CLUB (\$2,500 - \$4,999)

ACSS

Aetna

Alorica, Inc.

APS

APS Energy Services

Arizona Lottery

Alan and Charlene Augenstein

Bank of the West

Bay State Milling Company

Blue Cross® Blue Shield® of Arizona

Bondurant School of High Performance Driving

C3/Customer Contact Channels, Inc.

Robert Clark

Construction Financial Management Association

Dave Downing & Associates

Davison Benefits Group, Inc.

Deluxe Financial Services

Donald Dodgen

Edward Jones Investments

El Encanto Partners, LLC

End 2 End Technologies

First International Bank and Trust

FirstBank of Arizona

Jeremiah and Lisa Foster

Fountain Hills Community Foundation

GE Commercial Distribution Finance Corp

Good News Radio Broadcasting, Inc.

Gothic Landscape, Inc.

Horizon Moving Systems

The Innova Group

Intuit, Inc.

Hugh Jones

Laborers Pacific Southwest Regional Organizing Coalition

David Lane

Lansdale Semiconductor, Inc.

M&I Bank

Manpower

Scott McIntosh

Micor Communications

Mortenson Construction

NextMed Holdings, LLC

NPL Construction Co.
Performance Contracting, Inc.
Permasteelisa Group
Pima Medical Institute
PSCU Financial Services
Jack Rudel and Billie Jo Harned
Safeway Stores, Inc. Foundation
Sargent Controls Aerospace & Defense
Scottsdale Charros
Sedona Community Foundation
StandardAero
Sundt Construction, Inc. - Foundation
Thomas Title & Escrow
Gary and Victoria Tiepelman
Tolin Mechanical Systems Company
Troon Golf Management
Tucson Newspaper
Vantage West Credit Union
Walton International Group
John Waszolek
Williams & Cluff, PLC

ENTREPRENEUR (\$1,000 - \$2,499)

Aero Automatic Sprinkler Company
Bob Agahi
The Arizona Biltmore
Arizona Coin Exchange
AT&T
Auer Precision Company Inc
James Balogh
Barclaycard US
Barnhart Crane & Rigging
BHP Billiton - Pinto Valley Operations
Bluemia
William Brinehart
Chandler Horizon Rotary Club

City of Phoenix Neighborhood Services Dept.
Clear Channel Radio
Suzette Colley and David Ellis
ColorCor Painting, Inc.
Contractors West Inc.
Cushman & Wakefield, Inc.
CVS Pharmacy
Karen and Richard Czack
Desert Schools Federal Credit Union
Douglas Davis
Eller College of Management
Entrust Arizona, LLC
First Federal Credit Union
First National Bank of Scottsdale
First Western Trust Bank
Larry Fischer
Ford Motor Credit Company
Fountain Hills Rotary Club
Fountain Hills Times
Gainey Village Health Club & Spa
Gammage & Burnham, PLC
GAP Foundation
Joseph and Pat Gelinus
Gen Re
General Electric Company
Rhonda Gibler
Glacier Club
GolfTEC
Brad Harper
Harris Private Bank
Harvest Meat Company
Hunter Contracting Company
Hurtado Consulting Group
International Paper Foundation
Valerie and David Iwinski

J. Banicki Construction Inc.
Jen Electric, A.C.C.
Jennings, Haug & Cunningham LLP
Jon Wolf Photography
William and Elizabeth Keilen
Kiwanis Club of Litchfield
Norman and Teresa Klein
Doris Krischke
Kutak Rock, LLP
Adrian Larson
LECET Southwest
Magnus Title Agency
Masco Cabinetry
McGladrey & Pullen, LLP
McMurry Publishing Inc.
MedSolutions
Meetup.com
Metro Studios
Microchip Technology
Microsoft Corporation
Milena Sefferovich Photography
Stan Morris
Mutual of Omaha Bank
Nammo Talley, Inc.
North American Communication Resource
Oakwood Worldwide
Orbital Sciences Corporation
Paramount Windows Corp.
PHArchitecture
Phoenix Rotary 100
Pima Federal Credit Union
Pizza Hut of Arizona, Inc.
The Pointe Hilton at Squaw Peak
Premerus Diagnostic Accuracy
Protiviti, Inc.
The Resort Group, Inc.
Joyce Richards
Rico's American Grill

Ridenour Hienton & Lewis, PLLC
RocketGang Inc.
Rosenbluth Family Foundation
Ryan Companies US, Inc.
Santa Cruz One-Stop Career Center
Christy Schust
Steven and Pamela Seiler
Sertoma Club Of Mesa
Seville Golf & Country Club
Shadow Mountain Mini-Storage
Shamrock Foods
Shamrock Roofing Services
Lisa Short and Matt Johnson
Cary and Regina Smith
Sonic Drive In
Staffing Management Association of Greater Phoenix
R. J. Standerfer
Strategic Development, Inc.
Michael Suba
Team Fishel
Texas Instruments, Inc.
Toledo Community Foundation, Inc.
Town of Gilbert
Trademark Visual, Inc.
Trans-West Network Solutions
TRW
Tucson Electric Power Company
Udall Law Firm, LLP
UniSource
Lois Valichnac
Judie Verb
Walmart
Alan and Jayne Wessel
Western Container Corporation
The Westin La Paloma Resort & Spa
John Yale

FINANCIALS

Income 2009-10 ..2010-11

Contributions	\$1,587,235	1,619,553
Special Events	973,840	1,032,147
Annual Giving	2,561,075	2,651,700
Other Income, Gains/(Losses)	432,354	494,321
Income Related to Operations	2,993,429	3,146,021

Expenses 2009-10 ..2010-11

Program Services	1,771,670	1,831,782
Management & General	179,800	187,869
Development & Fund Raising	1,074,966	1,088,998
Less Depreciation Primarily Related to Assets Built from Capital Campaign Funds	<243,546>	<230,242>

*Expenses Related to Operations 2,782,890

*Surplus/(Deficit) 210,539

*Excludes Depreciation

Board of Directors

STATE BOARD

Marcia Wepfer

Chair

Todd Langley

Treasurer

Joseph Gelinas

Secretary

Leo Dembinski

Christopher Gleason

Valerie Iwinski

William Keilen

Kevin Kinerk

Norman Klein

Doug Martin

Steven Seiler

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Leo Dembinski

President

Todd Langley

Vice President

Daniel McAuliffe

Treasurer

Joyce Richards

Secretary

Michael Marrie

Peter Rathwell

Jack Rudel

Marcia Wepfer

Central District Board of Directors Executive Committee

Valerie Iwinski

Express Scripts, Inc.

Chair

Jeremiah Foster

Resolute Commercial

Services

Chair Elect

Kevin Kinerk

Western National Bank

Immediate Past Chair

Alan Augenstein

Pricewaterhouse-

Coopers LLP

Secretary/Treasurer

Charles Carefoot

Ryan Companies

US, Inc.

Chair, Construction

Karen Czack

American Express

Chair, Finance

Leo Dembinski

High Performance

Edge

Jay Nalli

Triton Technologies

Peter Rathwell

Snell & Wilmer, LLP

Jack Rudel

Jennings, Strouss &

Salmon, PLC

Gary Tiepelman

Scottsdale Insurance

Company

Judie Verb

U.S. Bank

Marcia Wepfer

Wells Fargo Bank

State Board Chair

Board Members

Ronald Barnes

Steer Davies Gleave

Joan Brubacher

Resolute Commercial

Services

William Conrad

UPS

Michael Czerneda

Vertical

Communications

Michael Farmer

JPMorgan Chase Bank

Karl Freeburg

Greenberg Traurig LLP

Iain Hamp

Wells Fargo Bank

Scott Hanson

HMA Public Relations

Brad Harper

Trigon Executive

Assessment Center

Kerry Hester

US Airways

Craig Jacob

DeVry University

Steven Jarosh

MidFirst Bank

W. Scott Jenkins

Ryley Carlock &

Applewhite

Hugh Jones

Oakwood Worldwide

Kenneth Lee

SRP

Frank Lyall

Cox Communications,

Inc.

Jonas McCormick

Deloitte

Michael Morano

First International

Bank and Trust

Robert Paine

Papa John's Pizza

Ian Parish

Henkel Consumer

Goods, Inc.

Rita Sanders

Rita Sanders Public

Relations & Advertising

Agency, Inc

Michael Schuster

Allstate Insurance

Company

Cary Smith

USAA

Art Tellez

Charles Schwab &

Company, Inc.

Tracy Turner

Holder Construction

Company

Scott Uelner

Accenture

Julius Veloria

Microsoft Corporation

Michael Vilello

Toyota Financial

Services

Alan Wessel

APS

David Woell

Bank of America

Chad Yoshinaka

GE Capital, Franchise

Finance

Southern District Board of Directors Executive Committee

Doug Martin

Good News

Communications

Chair

Christopher Gleason

NextMed Holdings, LLC

Immediate Past Chair

Wardell Brown

U.S. Bank

Treasurer/Chair Elect

Suzette Colley

Consultant

Secretary

Lisa Short

Sargent Controls

Board Members

Eliezer Asunsolo

BBVA Compass Bank

Joseph Atamian

Comcast Cable

Steven Banzhaf

Bank of America

Michael Bernal

BioMedix

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Stephanie Chavez

Vantage West Credit

Union

Mark Dean

Intuit, Inc.

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New York Life

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UPS

Jeremy Thompson

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Melissa Tureaud

State Farm Insurance

Your Time, Talents & Resources. *Their Future.*

Can you see yourself being part of the Junior Achievement community? Please consider sharing your Time, Talents and Resources by getting involved, and making a difference in the life of a child.

There are many ways to partner with Junior Achievement of Arizona

Invest

By investing your financial resources or in-kind product or service, you can help Junior Achievement to positively impact the lives of youth in Arizona.



Volunteer

- Volunteers make Junior Achievement programs relevant and fun! Join us in teaching students in Kindergarten through 12th grade about financial literacy, entrepreneurship and workforce readiness.
- Special event volunteers enjoy working with Junior Achievement staff and other community members to help raise awareness and assist in fundraising activities that increase our ability to serve students across Arizona.
- Committee members collaborate with Junior Achievement staff and share their time and expertise to improve program effectiveness and coordinate major special events in their community.
- Organize a company Bowl-a-Thon fundraiser as a team-building activity and highlight your company's corporate social responsibility while supporting Junior Achievement programs.

Proven Success

Junior Achievement has helped me get ready to be a successful adult. The volunteers are great teachers and have helped me learn about managing money, running a business and the importance of hard work.

JA BizTown is the coolest school work I have ever done! Now I get what it is like to be a grown-up. I can't wait to have my first real job and my own money to save and spend. I hope all the great companies and people that help Junior Achievement know they are making a really good investment in kids. Pretty soon I will be a great employee and an even better boss because of the things I have learned.

I am lucky to be a JA kid and hope that adults will keep helping Junior Achievement go to even more schools so that other kids can be lucky too.

*Anthony Cardellini
7th Grade Student
Junior Achievement
Young Ambassador*



TO FIND OUT MORE:

Please visit us at www.jaaz.org or reach us at 480-377-8500



Junior Achievement[®] of Arizona, Inc.

www.jaaz.org

Central District Office

636 W. Southern Avenue
Tempe, AZ 85282-4508
Phone: 480-377-8500
Fax: 480-377-8558
email: info@jaaz.org

Southern District Office

6339 E. Speedway Blvd., Suite 109
Tucson, AZ 85710
Phone: 520-792-2000
Fax: 520-792-2356
email: tucson@jaaz.org

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