



Junior
Achievement®
of Arizona

2013-2014 Annual Report



*“We cannot always
build the future for
our youth, but we
can build our youth
for the future.”*

–Franklin D. Roosevelt

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Our Vision



*150,000 Students Annually
by 2020*

Dear Friends,

We are proud to say that Junior Achievement of Arizona has completed its 57th successful year of educating our youth on entrepreneurship, financial literacy and work readiness! I would like to thank our incredible board of directors, donors, volunteers, educator partners and staff for **helping us reach 96,125 students last year.**

With more than 1 million students in our K-12 education system, there is a tremendous need to prepare them for the future. We need to continue to advocate for the importance of teaching our future leaders about work and money. After all, education is about preparing a child to succeed in the real world, so they can find the best careers and make enough money to live their version of the American Dream.

We have served 1.5 million students since our founding and continue to play an important role in Arizona's workforce and economic development. Through our programs, Junior Achievement is an integral component to our college and career readiness conversation. Career-ready, financially savvy students become adults who will create and run a vibrant economy for their children and future generations.

Our goal is to reach 150,000 kids annually by 2020. Together, we can prepare young people to own their economic success, which benefits all of us for years to come.

Are you in? We invite you to join us on this critical mission.

With Gratitude,

A handwritten signature in black ink, reading "Joyce Richards".

Joyce Richards
President

A handwritten signature in black ink, reading "Joseph Gelinas".

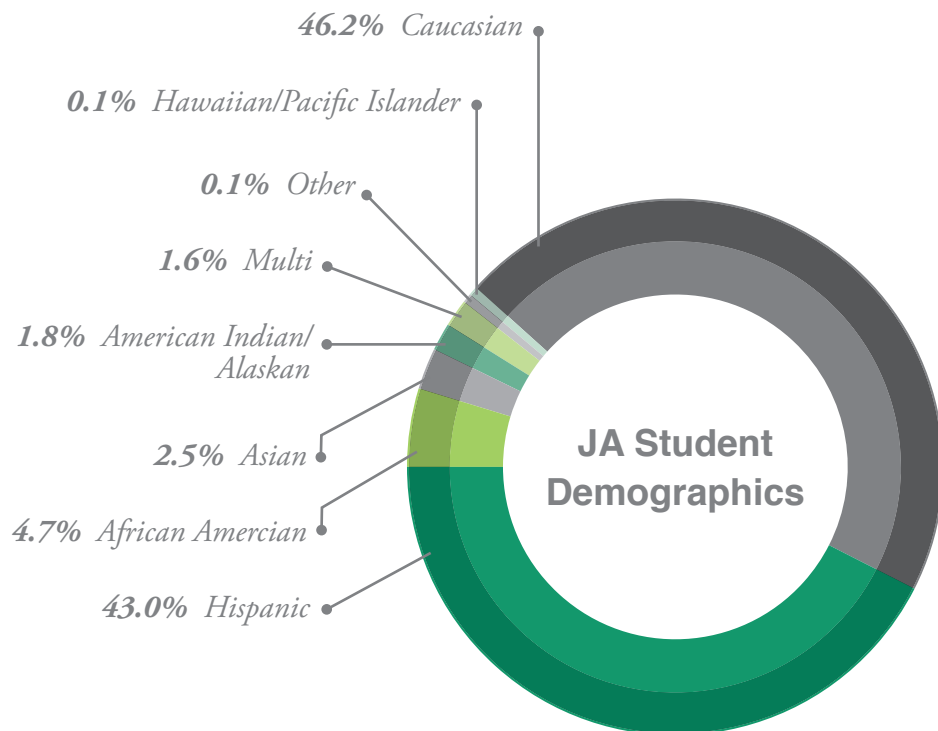
Joseph Gelinas
Retired SRP executive, State Board Chair

By the Numbers:

JA students are:

23% more likely to graduate high school

13% more likely to attend college



59

Percentage of JA students from low-income backgrounds

96,125

Number of students reached kindergarten through high school

7,695

Volunteers who taught students about entrepreneurship, financial literacy and workforce readiness

3,691

Number of classes where JA was taught

3,384

Teachers who supported our programs in-school and/or through our experiential learning programs, JA BizTown® and JA Finance Park®

368

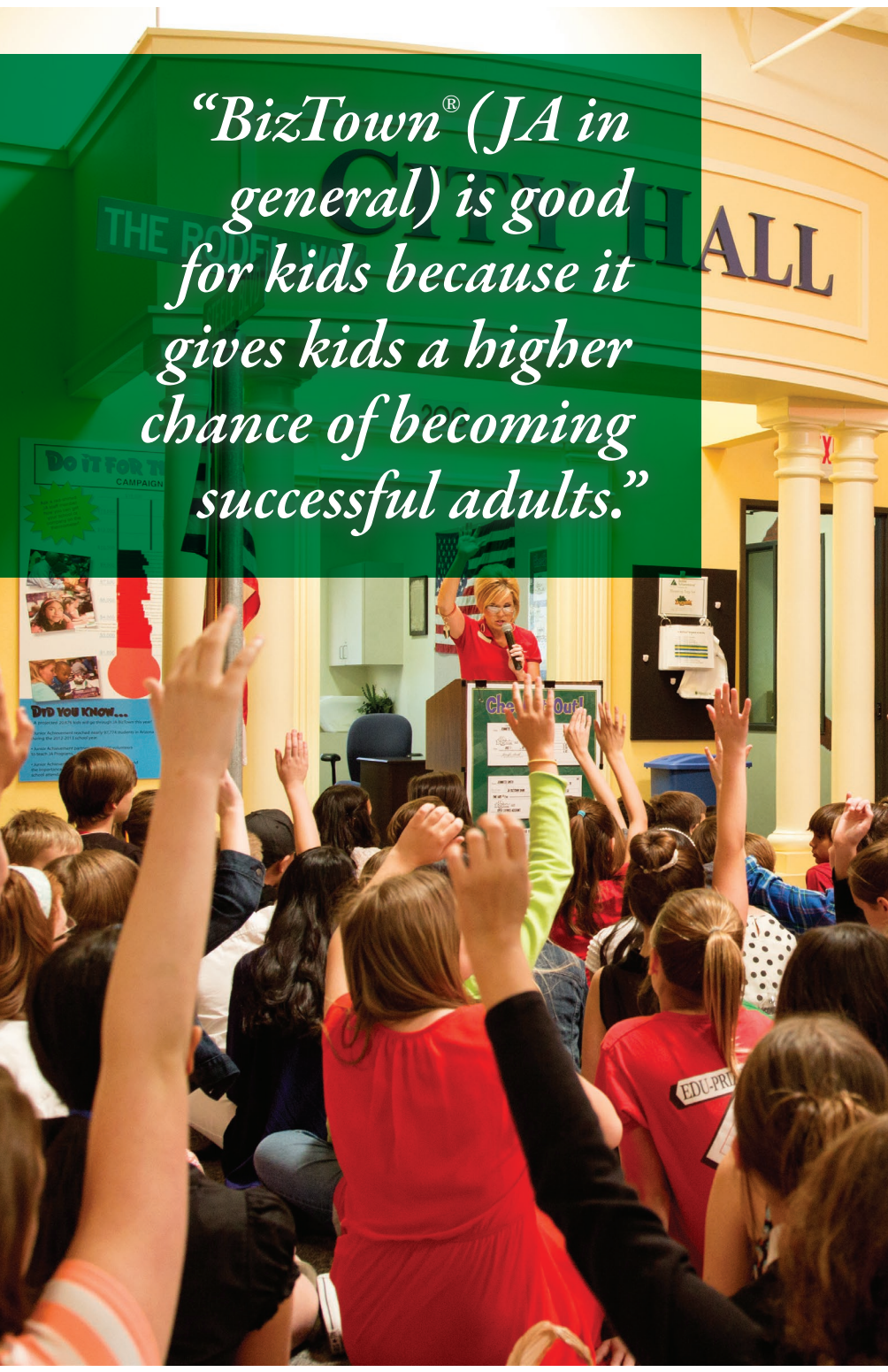
Partnerships with schools throughout Arizona

85

Board members who guided us to another amazing year

38

JA staff who made it happen

A photograph of a woman with blonde hair, wearing a red shirt, standing at a podium and speaking into a microphone. She is addressing a group of children, many of whom have their hands raised in the air. The setting appears to be a school or community center. In the background, there are signs, including one that says "THE ROSE WALK CAMPAIGN" and another that says "CITY HALL".

"BizTown® (JA in general) is good for kids because it gives kids a higher chance of becoming successful adults."

January 13, 2014

636 W. Southern Ave.
Tempe, AZ 85282

Dear Phoenix Coyotes,

Thank you for donating to JA so we could prepare for the future. I had fun at Biztown and feel that I am prepared for the future. I may have to learn some new skills considering I won't start my job as a CEO. It can get somewhat stressful at your job, but in the end, it's all okay. I learned that at times you won't always meet your goal, but it's fine. I also learned that you don't always get things handed to you, you have to use your work ethic to earn it.

Biztown (JA in general) is good for kids because it gives kids a higher chance of becoming successful adults. They will comprehend what they need to do and how to do it. Thank you once again.

Sincerely,

Ashlee
Ashlee

Student Spotlight

Nicholas Welthy *JA You're Hired! Alum*



“Success manifests itself in the people that push toward a goal.”

My name is Nicholas Welthy. I just recently graduated from Highland High School and will attend American University in the fall of 2014. I was introduced to Junior Achievement of Arizona at the beginning of my junior year through the JA You're Hired! and JA Economics programs. The JA You're Hired! Program was developed in Arizona and has three consecutive components that you can participate in. The first one is the classroom instruction component which matches experienced professionals who work in the business sector to participating classrooms to teach career related skills.

The second component is the JA You're Hired! Challenge. During this one day event, students from schools across Arizona compete in numerous workshops and competitions that teach them essential work readiness skills.

Lastly, out of the hundreds of students that participate only a few get chosen to compete for a space in the Professional Development Internship Program. Selected students have an opportunity to interview for the internships.

This organization has not only allowed me to acquire 3 internships, it taught me that success isn't brought about by how many friends you have or if you graduated last or first in your class. **Success manifests itself in the people that push toward a goal.** Life isn't about how much you get paid or how expensive your car is. It's about becoming the best version of you that you can be! And I will be forever grateful to JA for teaching me that!

Tempe Mayor Mark Mitchell *Talks JA*



“The need to educate our youth about financial literacy and work readiness is at an all-time high.”

April 30, 2014



To Whom It May Concern:

As Mayor of the City of Tempe, I want to reach out to you about two important issues concerning our youth today – financial literacy and work readiness – and an important organization right here in our community that is training the next generation workforce.

Today, students are growing up in a more globalized and complex economic climate than ever before and many do not have the skills necessary to compete for the best jobs or manage the economics of life. **The need to educate our youth about financial literacy and work readiness is at an all-time high.**

That's where Junior Achievement of Arizona comes in.

Since 1957, Tempe-based Junior Achievement has been a key part of our community's economic and workforce development. The nonprofit organization teaches children – kindergarten through high school – about financial literacy, entrepreneurship and work readiness, so they learn how to connect what they learn in the classroom to what they could earn in the workforce. And, almost 60 percent of the kids Junior Achievement serves are from low-income backgrounds.

The agency teaches more than 95,000 students each year. In fact, my daughters went through Junior Achievement's BizTown, an experiential program that teaches fifth and sixth graders how to run businesses, manage employees and learn budgeting, and it was a great learning experience. It's one of the reasons that I can speak to the success of this organization.

Junior Achievement of Arizona is the gold standard in financial literacy and work readiness education, and I encourage you to learn more about its programs and how to get involved.

Sincerely,

A handwritten signature in black ink that reads 'Mark W. Mitchell'.

Mark W. Mitchell, Mayor
City of Tempe



Financials

<i>Income</i>	<i>2012-2013</i>	<i>2013-2014</i>
Contributions	\$1,960,519	\$1,877,552
Special Events	\$1,112,896	\$1,144,816
Annual Giving	\$3,073,415	\$3,022,368
Other Income <i>Gains/(Losses)</i>	\$452,153	\$568,835
Income Related to Operations	\$3,525,568	\$3,591,203
<i>Expenses</i>	<i>2012-2013</i>	<i>2013-2014</i>
Program Services	\$2,256,629	\$2,424,196
Management and General	\$219,400	\$226,397
Development and Fundraising	\$1,040,567	\$1,205,554
Less Depreciation Primarily Related to Assets Built from Capital Campaign Funds	(\$230,195)	(\$194,878)
*Expenses Related to Operations	\$3,286,401	\$3,661,269
*Surplus (Deficit)	\$239,167	(\$70,066)

**Excludes Depreciation*

Our Funders and Partners

Gold Circle Society

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

Gold Circle (\$100,000+)

MassMutual Financial Group
Arizona Coyotes Foundation
Wells Fargo Bank

Free Enterprise Society (\$99,999 - \$50,000)

Banner Medical Group
Charles Schwab Foundation /
Charles Schwab & Company, Inc.
Cox Communications, Inc.
DeVry Education Group
Papa John's
Trigon Executive Assessment Center

Cornerstone Society (\$49,999 - \$35,000)

Allstate Insurance Foundation
Bank of America
Discover Financial Services
GE Capital, Franchise Finance
Sam's Club
University of Phoenix

Directors Club (\$34,999 - \$15,000)

Alliance Bank of Arizona
American Airlines
American Express
Bechtel Corporation
The Capital Group Companies
City of Chandler Neighborhood
Services
Comcast Cable
Crest Insurance Group
Fiesta Bowl Charities
Fry's Food Stores
GE Foundation
Nationwide Insurance Foundation/
Scottsdale Insurance Company
Kiewit Western Company
NextMed Holdings, LLC
Pima Medical Institute
State Farm Insurance
U.S. Bankcorp
USAA
Vacation Internationale

Enterprise Club (\$14,999 - \$10,000)

APS
Arizona Chapter NECA
Avnet, Inc.
BMO Harris Bank
BNi
Davison Benefits Group, Inc.
Greenberg Traurig, LLP
Impact of Southern Arizona
Norman P. and Teresa Klein
Microsoft Store
National Bank of Arizona
ON Semiconductor

PricewaterhouseCoopers LLP
Rosendin Electric
Jack N. Rudel and Billie J. Harned
Ryley Carlock & Applewhite
Scottsdale Charros
Snell & Wilmer, LLP
SRP
Synchrony Financial Bank
TD Ameritrade
Total Transit Foundation
Toyota Financial Services
Triton Technologies, Inc.
Tucson Electric Power Company
UA Local 469
Wholesale Floors, Inc.
Michael and Vicki Zaun
Zicarelli Foundation

Presidents Roundtable (\$9,999 - \$5,000)

Accenture
Ace Cash Express, Inc.
Air Products & Chemicals, Inc.
American Reliable Insurance Company
AmTrust Bank
Arizona Cardinals Charities
The Arizona Diamondbacks Charities
Arizona Plumbing and Cooling
Contractors
The Arizona Republic
ASML
B and S Electric Supply Company, Inc.
Bank of the West
Craig and Barbara Barrett
BBVA Compass
Bel-Aire Mechanical, Inc.
Bill Luke Chrysler Jeep Dodge
Blood Systems, Inc. and United
Blood Services

BNSF Foundation
The Boeing Company - Mesa
Employees' Community Fund
Border States Electric Supply
Cannon & Wendt Electric Co., Inc.
Casino Del Sol
CBRE
Citi
Climatec, Inc.
Crexendo, Inc.
Cummins Power South
Deloitte
Delta Diversified
Desert Tree Farm
Dibble Engineering
DP Electric
DPR Construction, Inc.
Dynamic Systems
Edward Jones Investments
Express Scripts, Inc. Foundation /
Express Scripts
FedEx
Fluor Enterprises, Inc.
Fogo de Chao
Ford Motor Credit Company
Fort McDowell Yavapai Nation
GEICO Insurance
Gila River Gaming Enterprises, Inc.
Robert Gillette
Go Daddy
Good News Radio Broadcasting, Inc.
Grand Canyon University
Graybar Electric
Henkel Consumer Goods, Inc.
Holder Construction Company
Honeywell
Honeywell Building Solutions
I.B.E.W. Local 640
IBM Corporation
IES Commercial, Inc.

Our Funders and Partners

Presidents Roundtable (continued)

Insight Direct
Jennings, Strouss & Salmon, P.L.C.
Johnson Controls
Jokake Construction Services
Joy Global Foundation, Inc.
JP Morgan Chase Bank
Kohl's
KSK Electric, Inc.
Herbert J. Louis
Jonas R. McCormick
Microsemi Corporation
MJS Designs, Inc.
The Phoenix Suns Charities
Piping Industry Progress & Education
Pizza Hut of Arizona, Inc.
Quicken Loans
Resolute Commercial Services
Rosendin Electric
The Rotary Club of Four Peaks
Sabre Airline Solutions
Hugh K. Schilling
Scottsdale 20-30 Foundation
Sedona Community Foundation
Steven G. Mihaylo Foundation
Sturgeon Electric Company, Inc.
Sunstate Equipment Corporation
Suntec Concrete
Trico Electric Cooperative
TruWest Credit Union
Turner Construction Company
Verne C. Johnson Family Foundation
Walmart
Walters & Wolf Construction Specialties
Tim & Marcia Wepfer
xpedx

Achievement Club (\$4,999 - \$2,500)

A1 Communications
Arizona Community Foundation-
Herberger Endowment
Astra, Inc.
Bumgarner Family Foundation
Cash America/SuperPawn
Comerica Bank
Competitive Engineering Inc.
Richard and Karen L. Czack
Defero
Desert Schools Federal Credit Union
EDAP TMS
EVO Scottsdale
Forever Living Products, Inc.
Foster Wheeler North America
Barbara J. Freeman
Harlem Globetrotters International Inc.
Intel Corporation
Intuit, Inc.
Jim Click Automotive and
Banking Group
John Masters Organics
Hugh Jones
Kutak Rock LLP
Jim and Nancy Mackay
Norwegian Cruise Line
O'Rielly Chevrolet
PADT, Inc.
Panda Key Realty
Parkway Properties, Inc.
Kerry F. Philipovitch
Pima Federal Credit Union
PSCU
The Resort Group, Inc.
RML Electric, Inc.
Russell and Tammy Burns

Ryan Companies US, Inc.
Siemens Building Technologies, Inc.
Signature Technology Group, Inc.
Southland Industries
Sterling InfoSystems
Superstition Mountain Golf and
Country Club
Gary L. and Victoria Tiepelman
Troon North Golf Club
Tucson Medical Center
Tucson Tamale Company
Universal Avionics Systems
UPS
Vantage West Credit Union
Willmeng Construction
Yavapai County Community Foundation
Zak Controls, Inc.

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

Able Steel Fabricators
Accutron, Inc.
Adolfson & Peterson Construction
AGM Container Controls
Airpark Signs & Graphics
Airtronics, Inc.
Alliance Beverage Distributing Co.
Sam Alpert
ameriSOURCE
Apex Electrical Sales
Arizona Coin Exchange
Alan R. and Charlene Augenstein
Byron Baker
Bay State Milling Company
BeachFleischman PC
Best Buy
Blue Cross® Blue Shield® of Arizona
Bombero Adventures

Border Construction Specialties, LLC
Brandon Sullivan Photography
Jon D. Brinton and Loraine Carlson-
Brinton
Burk Hall & Company
CAID Industries
Edward and Bonnie Capasso
Carrington College
Casey and Dawn Cartier
CBIZ Financial Solutions, Inc.
Chandler Horizon Rotary Club
Colonial General Insurance
Agency, Inc.
Contractors West Inc.
Crest Steel
Cupertino Electric, Inc.
Cushman & Wakefield, Inc.
Leo J. and Joy Dembinski
Donald L. Dodgen
Drinique, LLC
Element Payment Services
Enterprise Rent-A-Car
Enterprise Technology Services, LLC
Fairmont Scottsdale Princess
John Michael and Patricia A. Feeney
First Credit Union
First Western Trust Bank
FirstBank of Arizona
Michael I. and Suann Fleming
Daniel F. Forcade
Fountain Hills Community Foundation
Fountain Hills Rotary Club
Freeport McMoRan, Inc.
Gammage & Burnham. PLC
Joseph A. and Pat Gelinas
Gen Re
Rhonda Gibley
Tyrone F. and Lisa Graham
Grant Thornton, LLP

Our Funders and Partners

Entrepreneur (continued)

Brad W. Harper
Howard P. Nute
Hunt Construction Group, Inc.
Integrated Axis, LLC
J & S Aviation
Jennings, Haug & Cunningham, LLP
John F. Long Foundation
Todd S. Jones
William J. and Elizabeth Keilen
Limon-Wynn Law, PLLC
Live Nation
Maguire & Pearce
Manpower
Frank P. Marino
Mario E. Diaz & Associates
Mehdi K. Mazaheri
McCormick Ranch Golf Club
McKinsey & Company
MedSolutions, Inc.
Microchip Technology, Inc.
Modern Industries
David E. Morgan
Monkey Depot, LLC
Matthew Mooney
Northwestern Mutual
Stacy Norton
Orbital Sciences Corporation
Penny Pincher Auto Parts
Rosemary M. Perez
Pinto Valley Mining Corporation
Pointe Hilton Squaw Peak Resort
Port of Subs
Priority Financial Group
Protiviti, Inc.
Re-Create Companies
Joyce A. Richards

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Rush Truck Center Tucson
Safeway Stores, Inc. Foundation
Theodore Sangalis
Schneider Electric/Square D
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Shadow Mountain Mini-Storage
Sheraton Phoenix Downtown
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Team Fishel
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Matthew Thorne
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Troutslayer LLC
Tucson Federal Credit Union
Tucson Police Department
Jeff Ungerman
United Airlines Fantasy Flight
University Mechanical & Engineering
Contractors, Inc.
Vantage Retirement Plans, LLC
Alan S. and Jayne Wessel
Western Container Corporation
Winston & Strawn



*“Opportunity is missed
by most people because
it is dressed in overalls
and looks like work.”*

—Thomas Edison

State Board of District and Foundation Trustees 2013-2014

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Leo Dembinski
Treasurer

Wardell 'Buck' Brown

Jeremiah Foster

Valerie Iwinski

William Keilen

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Steven Seiler

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Daniel McAuliffe
Treasurer

Joyce Richards
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Peter Rathwell

Jack Rudel

Marcia Wepfer

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Assessment Center

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Kevin B. Kinerk
Thomas Title

Jay Nalli
Triton Technologies

Peter Rathwell
Snell & Wilmer

Jack Rudel
Jennings, Strouss & Salmon

Marcia Wepfer
Wells Fargo Bank

*“An investment in knowledge
pays the best interest.”*

—Benjamin Franklin

Central District Board of Directors 2013-2014

Board Members

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American Traffic Solutions

David Bruno
DHR International

Joseph Bleyle
Enterprise Bank

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Henkel Consumer Goods, Inc.

Wendy Carlos
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Karen Quick
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Jeffrey Schelter
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Cary Smith
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Phoenix Police Dept.

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Lalit Wadhwa
AVNET

Alan Wessel
APS

David Woell
Bank of America

Michael Zaun
Edward Jones

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U.S. Bank
Chair

Patricia Feeney
JPMorgan Chase Bank, NA

Christopher Gleason
NextMed Holdings, LLC
Treasurer

Board Members

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Mastek-InnerStep, Inc.

Stephanie Chavez
Vantage West Credit Union

Uday Dalvi
DataWorks

Bret Foudray
O'Rielly Chevrolet

Stephanie Gillmore
Wells Fargo

Scott Hallett
NextMed

De neiva Knight
Comcast

Chrisie Koury
BNI

Paloma Lopez-Santiago
Strongpoint Media

Frank Marino
UNS Energy Corp./ Tucson Electric Power

Todd Martin
Tucson Tamale Company

Jason Robinson
Northwestern Mutual

Matthew Rosen
Burk, Hall & Co.

Kim Seyller
Clear Channel Radio

Jeremy Thompson
Cox Communications

Guy Welsh
New York Life

"Nothing will work unless you do."

—Maya Angelou

Fundraising Events



JA Stock Market Challenge and Student Stock Market Challenge: October 30 & 31, 2014

Two months of stock trading are condensed into one exciting evening. Teams are issued \$500,000 of mock stock in fictitious companies and then compete to create the highest net worth.

JA Open 4 Business Golf Tournament:

December 12, 2014 (Central Arizona) | May 2015 (Southern Arizona)

Enjoy complimentary breakfast, on-course lunch, champagne, cigars, cocktails all day, buffet reception, contests, entertainment, raffles, live and silent auctions, and amazing tee prizes.

JA You're Hired! Challenge: April 2, 2015

A powerful career readiness program designed to prepare high school students for a one-day Workplace Skills Challenge where they will put their newfound skills to the test.

Women's Golf Classic: April 20, 2015

Tailored for professional businesswomen, this fun-filled day includes complimentary breakfast, lunch, champagne, massages, cocktails, buffet, contests, raffle, and fantastic live and silent auctions.

Golfer's Dream Day: May 15, 2015

This "All You Can Play" golf tournament is for the fanatical golfer who enjoys spending an entire day on the course.

Bowl-A-Thon: Year-Round

The Bowl-A-Thon is a fun and exciting team-building opportunity for participants. Enjoy two hours of bowling, music, food and a chance to win cash and prizes.

Our Programs



K-12 Curriculum

With a focus on financial literacy, entrepreneurship and work readiness, Junior Achievement's classroom curriculum complements what our hard-working educators are already doing to prepare our young people to succeed in the future, both personally and professionally.

We partner with more than 3,200 adult volunteers from the public, private and non-profit sectors who teach our curriculum free-of-charge in the classroom, kindergarten through high school.

JA BizTown®

JA BizTown is an engaging, hands-on program introducing fourth, fifth and sixth graders to economic concepts, workplace skills and personal and business finances in a student-sized town built just for them.

Starting with 14 hours of classroom instruction, students create a business plan, calculate operating costs, explore career options and design a marketing campaign. **Then they implement these new skills at JA BizTown—two 12,000-square-foot-combined learning environments—where they work for four and a half hours.**

JA Finance Park®

Our JA Finance Park program invests in youth now so they can navigate the financial waters in the future. An experiential, real-life simulation, JA Finance Park first provides 14 in-school lessons to middle and high school students where they learn about interest rates, retirement planning, balancing a family budget, how education affects their long term earnings potential and how saving today can affect their future.

Partner With Us

We offer many ways to get involved with JA:

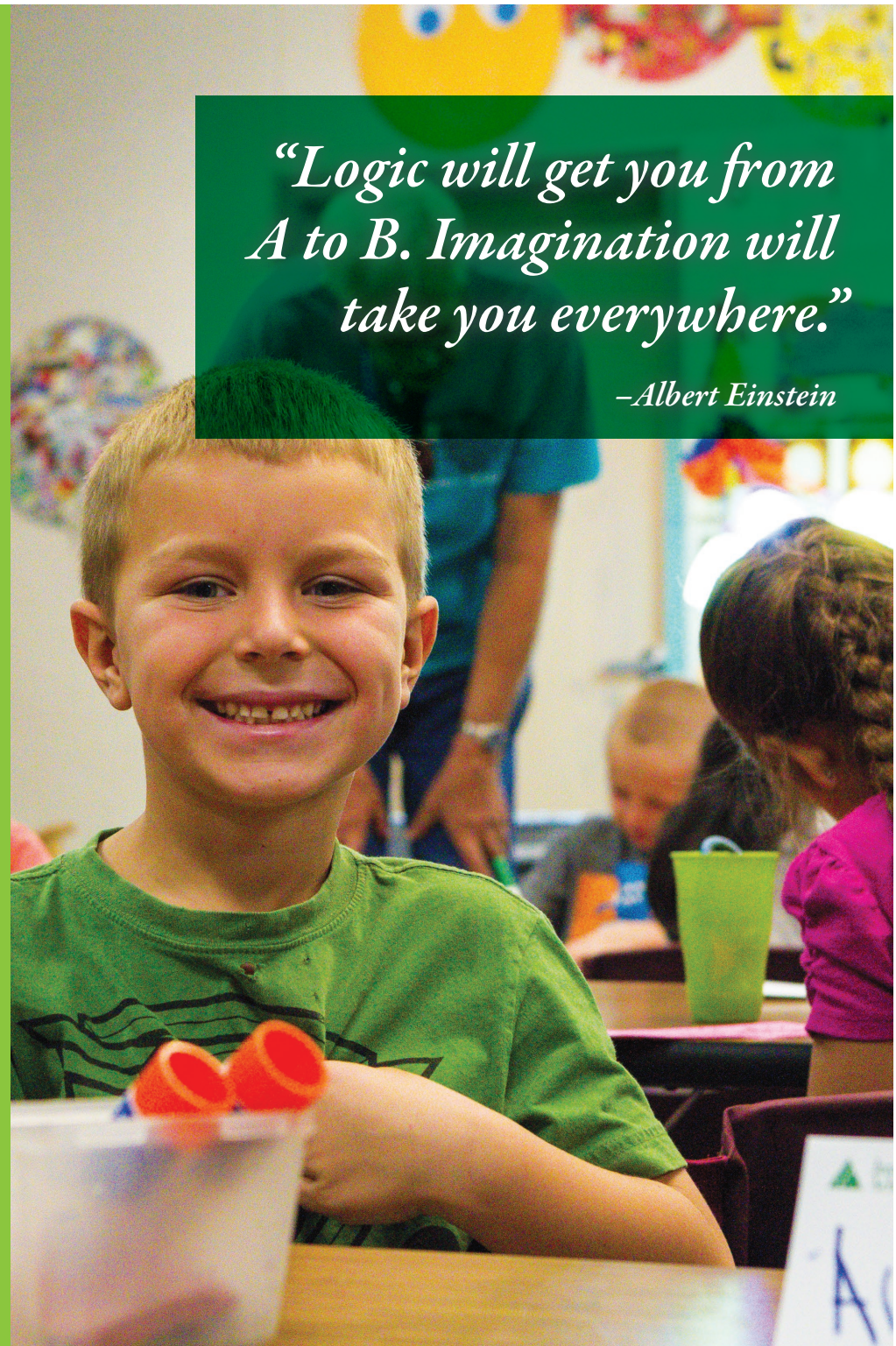
- Volunteer in-classroom, at JA BizTown® or JA Finance Park®, or on a special events committee
- Sponsor a JA BizTown shop
- Adopt a class, grade or entire school of students
- Sponsor an event
- Donate your knowledge and skillset
- Join our board (C-level executives)

Based on the customized partnership, we offer ROI through:

- Inclusion in communications to more than 20,000+ people in our database
- Signage at events and/or our Tempe offices
- Visibility in the classroom
- Invitation to exclusive networking events such as the JA You're Hired! Challenge and annual open house
- Recognition on social media
- Joint press release or media alert
- Inclusion in materials, website and/or annual report
- Opportunities for cause-marketing campaigns

*“Logic will get you from
A to B. Imagination will
take you everywhere.”*

—Albert Einstein



*“JA’s curriculum
connects learning to
earning for youth.”*





Junior
Achievement®

of Arizona

636 W. Southern Ave.

Tempe, AZ 85282

jaaz.org

Tempe: 480.377.8500

Tucson: 520.792.2000