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

–Franklin D. Roosevelt

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

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10. Partner With Us
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,
Joyce Richards   Joseph Gelinas
President    Retired SRP executive, State Board Chair

Our Vision

150,000 Students Annually by 2020

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

–Albert Einstein
Dear Friends,

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With Gratitude,

Joyce Richards
President

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

JA Student Demographics

- 46.2% Caucasian
- 0.1% Hawaiian/Pacific Islander
- 0.1% Other
- 1.6% Multi
- 1.8% American Indian/Alaskan
- 2.5% Asian
- 4.7% African American
- 43.0% Hispanic

Fundraising Events

- JA Open 4 Business Golf Tournament: December 12, 2014 (Central Arizona) May 2015 (Southern Arizona)
- JA You're Hired! Challenge: April 2, 2015
- Women's Golf Classic: April 20, 2015
- Golfer's Dream Day: May 15, 2015
- Bowl-A-Thon: Year-Round

K-12 Curriculum

With a focus on financial literacy, entrepreneurship and workforce readiness, JA’s classroom curriculum complements what our educators are already doing to prepare our young people to succeed in the future for personal and professional endeavors. We partner with more than 200 volunteer educators from the public, private and nonprofit sectors to teach our curriculum for free 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, career options and personal and business finances in a student-run business setting. Starting with six 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—a two 12,000-square-foot-combined learning environment—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. In an experiential simulation, the first provides sessions to middle and high school students where they learn about interest rates, retirement planning, savings, family budgets and how education affects their long-term earning potential and how saving today can affect their future.
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 stocks in fictitious companies and then compete to create the largest net worth.

JA Open 4 Business Golf Tournament: December 12, 2014 (Central Arizona) | May 2015 (Southern Arizona)

A composite of cocktails on course, Suncampagne cigars, 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 students for the workforce. Then put their newfound skills to the test.

Women’s Golf Classic: April 20, 2015

Tailored for professional businesswomen; this fun-filled day includes a composite of cocktails on course, massages, contests, raffles, live and silent auctions and fantastic dinner.

Golfer’s Dream Day: May 15, 2015

This one-of-a-kind tournament is for the fanatic golfer; one spending an entire day on the course.

Bowl-A-Rama: Year-Round

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

K-12 Curriculum

With a focus on financial literacy, entrepreneurship and work readiness, our K-12 curriculum complements what our educators are already doing to prepare our young people to succeed in the future for personal and professional success.

We partner with more than 20,000 volunteers from the public, private and nonprofit sectors to teach our curriculum free of charge in the classroom, ranging from kindergarten through high school.

JA BizTown®

An engaging hands-on program introducing fourth, fifth and sixth graders to economic concepts, workforce skills and personal and business finances in a student-designed town. Students spend four and a half hours. Then 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. (A real-world simulation)—finance

It first provides sessions to middle and high school students where they earn about interest rates, retirement planning, budgeting and education affects their long-term earning potential and saving today can affect their future.

By the Numbers:

- Percentage of JA students from low-income backgrounds: 59
- Number of students reached kindergarten through high school: 96,125
- Volunteers who taught students about entrepreneurship, financial literacy and workforce readiness: 7,695
- Number of classes where JA was taught: 3,691
- Teachers who supported our programs in-school and/or through our experiential learning programs, JA BizTown® and JA Finance Park®: 3,384
- Partnerships with schools throughout Arizona: 368
- Board members who guided us to another amazing year: 85
- JA staff who made it happen: 38
“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. Thanks you once again.

Sincerely,
Ashlee
Ashlee
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!

“Success manifests itself in the people that push toward a goal.”
“An investment in knowledge pays the best interest.”

–Benjamin Franklin
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. 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.

Our Funders and Partners

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

Tempe Mayor
Mark Mitchell

Talks JA
April 30, 2014

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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.

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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,

Mark W. Mitchell, Mayor
City of Tempe
### Income

<table>
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<tr>
<th>Year</th>
<th>Contributions</th>
<th>Special Events</th>
<th>Annual Living</th>
<th>Other Income</th>
<th>Gains/(Losses)</th>
<th>Other Income Related to Operations</th>
<th>Expenses</th>
<th>Program Services</th>
<th>Management and General</th>
<th>Development and Fundraising</th>
<th>Building Depreciation</th>
<th>Primarily Related to Assets Built from Capital Campaign Funds</th>
<th>Surplus/Deficit</th>
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### Our Funders and Partners

- 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.
- Adolphson & 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 Gelines
- Gen Re
- Rhonda Gibler
- Tyrone F. and Lisa Graham
- Grant Thornton, LLP
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
The Rotary Club of Four Peaks
Sabre Airline Solutions
Hugh K. Schilling
Carolyn L. Scott
Scottsdale 20-30 Foundation
Scottsdale 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
Adobe
Adobe Systems Incorporated
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. Phililpovich
Pima Federal Credit Union
PSCU
The Resort Group, Inc.
RML Electric, Inc.
Russell and Tammy Burns

Financials

Income 2012-2013  2013-2014
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 Gains/(Losses) $452,153  $568,835
Income Related to Operations $3,525,568  $3,591,203

Expenses  2012-2013  2013-2014
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**
($34,999 - $15,000)
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. Bancorp
USAA
Vacation Internationale

**Enterprise Club**
($14,999 - $10,000)
APS
Arizona Chapter NECA
Avnet, Inc.
BMO Harris Bank
BNI
Davison Benefits Group, Inc.
Greenbrae Trauring, 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
Whole Foods, Inc.
Michael and Vicki Zaun
Zicarelli Foundation

**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.
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

**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. Bancorp
- USAA
- Vacation Internationale

**Enterprise Club**
($14,999 - $10,000)
- APS
- Arizona Chapter NECA
- Avnet, Inc.
- BMO Harris Bank
- BNI
- Davison Benefits Group, Inc.
- Greenbrae Traurig, LLP
- Impact of Southern Arizona
- Norman P. and Teresa Klein
- Microsoft Store
- National Bank of Arizona
- ON Semiconductor

**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.
- Credo, Inc.
- Cummins Power South
- Deloitte
- Delta Diversified
- Desert Tree Farm
- 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.
- Good News Radio Broadcasting, Inc.
- Go Daddy
- GoDaddy
- 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.
### 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
- The Rotary Club of Four Peaks
- Sabre Airline Solutions
- Hugh K. Schilling
- Carolyn L. Scott
- 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. Phililpovich
- Pima Federal Credit Union
- PSCU
- The Resort Group, Inc.
- RML Electric, Inc.
- Russell and Tammy Burns

### Financials

#### Income

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#### Expenses

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</tr>
<tr>
<td>*Surplus (Deficit)</td>
<td>$239,167</td>
<td>($70,066)</td>
</tr>
</tbody>
</table>

*Excludes Depreciation
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 Tiegelman
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.

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 Carter
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 L. and Suann Fleming
Daniel F. Forcade
Fountain Hills Community Foundation
Fountain Hills Rotary Club
Freoport McMoRan, Inc.
Gammage & Burnham, PLC
Joseph A. and Pat Gelinas
Gen Re
Rhonda Gibler
Tyrone F. and Lisa Graham
Grant Thornton, LLP

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
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.

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.

Sincerely,

Mark W. Mitchell, Mayor
City of Tempe
April 30, 2014

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Our Funders and Partners

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

–Thomas Edison
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!
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Bank of America

Michael Zaun
Edward Jones

“Nothing will work unless you do.” –Maya Angelou

“Biz Town ® (JA in general) is good for kids because it gives kids a higher chance of becoming successful adults.”
Southern District Board of Directors 2013-2014

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Cox Communications

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DataWorks

Frank Marino
UNS Energy Corp./
Tucson Electric Power

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.
By the Numbers:

- Percentage of JA students from low-income backgrounds: 59%
- Number of students reached kindergarten through high school: 96,125
- Volunteers who taught students about entrepreneurship, financial literacy and workforce readiness: 7,695
- Number of classes where JA was taught: 3,691
- Teachers who supported our programs in-school and/or through our experiential learning programs, JA BizTown® and JA Finance Park®: 3,384
- Partnerships with schools throughout Arizona: 368
- Board members who guided us to another amazing year: 85
- JA staff who made it happen: 38

JA students are:
- 23% more likely to graduate high school
- 13% more likely to attend college

JA Student Demographics:

- 46.2% Caucasian
- 0.1% Other
- 1.6% Multi
- 2.5% Asian
- 4.7% African American
- 1.8% American Indian/Alaskan
- 0.1% Hawaiian/Pacific Islander
- 43.0% Hispanic

Fundraising Events:

- Two months of stock trading are condensed into one exciting evening. Teams are issued 100 shares of fictional companies and then compete to create the largest net profit.
- JA You’re Hired! Challenge: April 2, 2015 - A powerful career readiness program designed to prepare high school students for the workforce.
- Women’s Golf Classic: April 20, 2015 - Tailored for professional businesswomen, this fun-filled event includes complimentary breakfast, buffet lunch, raffle, auctions and fantastic live and silent auctions.
- Golfer’s Dream Day: May 15, 2015 - The ultimate golf tournament is for the fanatical golfer who wants spending an entire day on the course.
- Bowl-A-Thon: Year-Round - This creative team building event is fun and exciting for participants. Two hours of bowling, food and a chance to win cash and prizes.

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

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,

Joyce Richards  
Joseph Gelinas

President  
Retired SRP executive, State Board Chair
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JA’s curriculum connects learning to earning for youth.

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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