

# 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,



Joyce Richards  
*President*



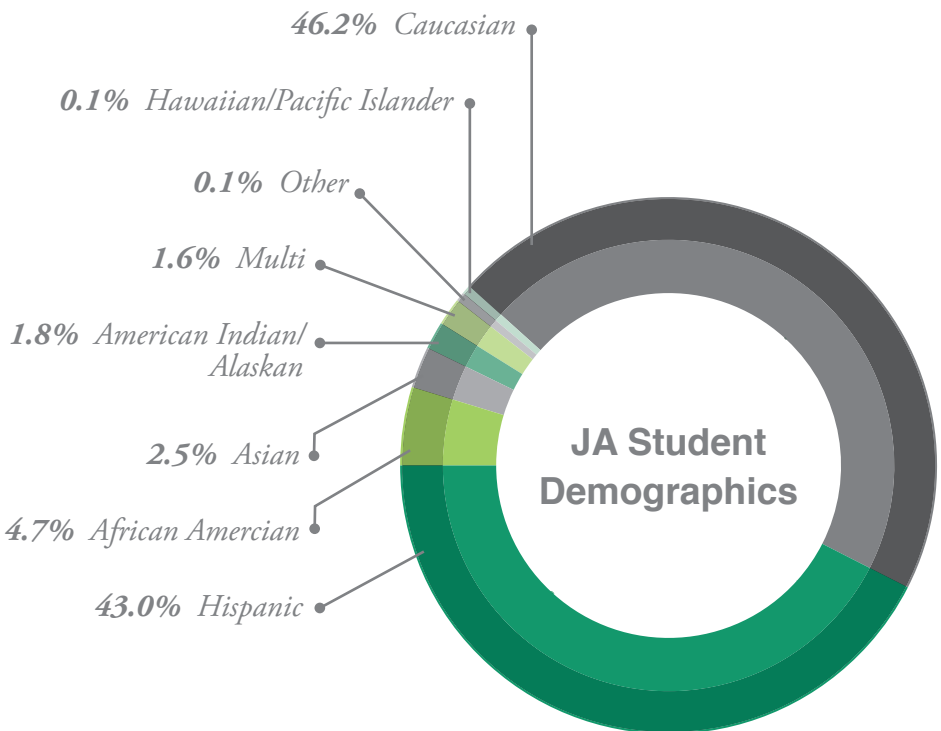
Joseph Gelinas  
*Retired SRP executive, State Board Chair*

# By the Numbers:

JA students are:

*23% more likely to graduate high school*

*13% more likely to attend college*



**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

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

William Rinehart  
The Ritz-Carlton, Golf Club  
Rush Truck Center Tucson  
Safeway Stores, Inc. Foundation  
Theodore Sangalis  
Schneider Electric/Square D  
Steven L. and Pamela Seiler  
Shadow Mountain Mini-Storage  
Sheraton Phoenix Downtown  
Cary W. and Regina Smith  
Travis G. and Taria Smith  
Mary Jean Snell  
Southwest Gas Corporation  
SSCE Holdings  
Lori Stangl  
Michael Suba  
Target Commercial Interiors  
TCI Wealth Advisors, Inc.  
Team Fishel  
Art R. and Paula Tellez  
Thomas Title & Escrow  
Matthew Thorne  
Trans-West Network Solutions  
triple 3 consulting  
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

A photograph of a wooden table with various items on it. In the upper right, there is a white water bottle with a black cap and a pink straw. To the left of the bottle are several papers, some with green headers and some with white headers. One paper has a bar chart. In the lower right, a person's arm is visible, wearing a pink shirt with a white bicycle pattern. The background is a wooden table with a grain pattern.

*“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

## *State Board Members*

**Joseph Gelinas**

*Chair/Secretary*

**Leo Dembinski**

*Treasurer*

**Wardell ‘Buck’ Brown**

**Jeremiah Foster**

**Valerie Iwinski**

**William Keilen**

**Norman Klein**

**Steven Seiler**

**Marcia Wepfer**

**Alan Augenstein**

## *Foundation Trustees*

**Leo Dembinski**

*President*

**Daniel McAuliffe**

*Treasurer*

**Joyce Richards**

*Secretary*

**Alan Augenstein**

**Michael Marrie**

**Peter Rathwell**

**Jack Rudel**

**Marcia Wepfer**

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

*–Benjamin Franklin*

# Central District Board of Directors 2013-2014

## *Executive Committee*

### **Jeremiah Foster**

Resolute Commercial Services  
*Chair*

### **Karen Czack**

American Express  
*Chair Elect*  
*Treasurer/Chair, Finance*

### **Valerie Iwinski**

OneRoof Energy  
*Immediate Past Chair*

### **Gary Tiepelman**

Scottsdale Insurance Company  
*Secretary*

### **Leo Dembinski**

High Performance Edge

### **Iain Hamp**

Wells Fargo Bank

### **Brad Harper**

Trigon Executive  
Assessment Center

### **Craig Jacob**

DeVry University

### **Kevin B. Kinerk**

Thomas Title

### **Jay Nalli**

Triton Technologies

### **Peter Rathwell**

Snell & Wilmer

### **Jack Rudel**

Jennings, Strouss & Salmon

### **Marcia Wepfer**

Wells Fargo Bank

# Central District Board of Directors 2013-2014

## *Board Members*

**David Bishop**  
American Traffic  
Solutions

**David Bruno**  
DHR International

**Joseph Bleyle**  
Enterprise Bank

**Edward Capasso**  
Henkel Consumer  
Goods, Inc.

**Wendy Carlos**  
AmTrust Bank

**Casey Cartier**  
Jokake Construction  
Services Inc.

**Sean Claypool**  
Charles Schwab &  
Company

**Matthew Coughlin**  
BMO Harris Bank

**Michael Czerneda**  
Saddleback  
Communications

**Monique Erickson**  
Fry's Food Stores

**Michael L. Farmer**  
JPMorgan Chase

**David Fitzgerald**  
University of Phoenix

**Michael Fleming**  
Pricewaterhouse  
Coopers, LLP

**Karl Freeburg**  
Greenberg Traurig LLP

**Tyrone Graham**  
GE Capital, Franchise  
Finance

**Scott Hanson**  
HMA Public Relations

**Todd Harkins**  
Sam's Club

**W. Scott Jenkins**  
Ryley Carlock &  
Applewhite

**Hugh Jones**  
Regis Registration  
Systems, LLC

**Charles Lala**  
Allstate Insurance  
Company

**Jay Layton**  
Cobb Mechanical

**Kenneth Lee**  
SRP

**Frank Lyall**  
Cox Communications

**Jonas McCormick**  
Deloitte

**Fred Meeske**  
Rosendin Electric

**Susan Menchaca**  
MidFirst Private Bank

**Robert Paine**  
Consultant

**Tony Parisi**  
Johnson Controls, Inc.

**Karen Quick**  
Accenture

**Jeffrey Schelter**  
Alliance Bank

**Cary Smith**  
USAA

**Travis Smith**  
Moss Adams LLP

**Art Tellez**  
Charles Schwab &  
Company, Inc.

**Cmdr. Louis Tovar**  
Phoenix Police Dept.

**Tracy Turner**  
Holder Construction

**Judie Verb**  
U.S. Bank

**Michael Vilello**  
Toyota Financial Services

**Lalit Wadhwa**  
AVNET

**Alan Wessel**  
APS

**David Woell**  
Bank of America

**Michael Zaun**  
Edward Jones



# Southern District Board of Directors 2013-2014

## *Executive Committee*

**Wardell 'Buck' Brown**  
U.S. Bank  
*Chair*

**Patricia Feeney**  
JPMorgan Chase  
Bank, NA

**Christopher Gleason**  
NextMed Holdings, LLC  
*Treasurer*

## *Board Members*

**Eliezer 'Elie' Asunsolo**  
BBVA Compass Bank

**Andrew Bess**  
The University of  
Arizona Health  
Network

**Russell Burns**  
Agape Hospice and  
Palliative Care

**R. D. Castillo**  
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.

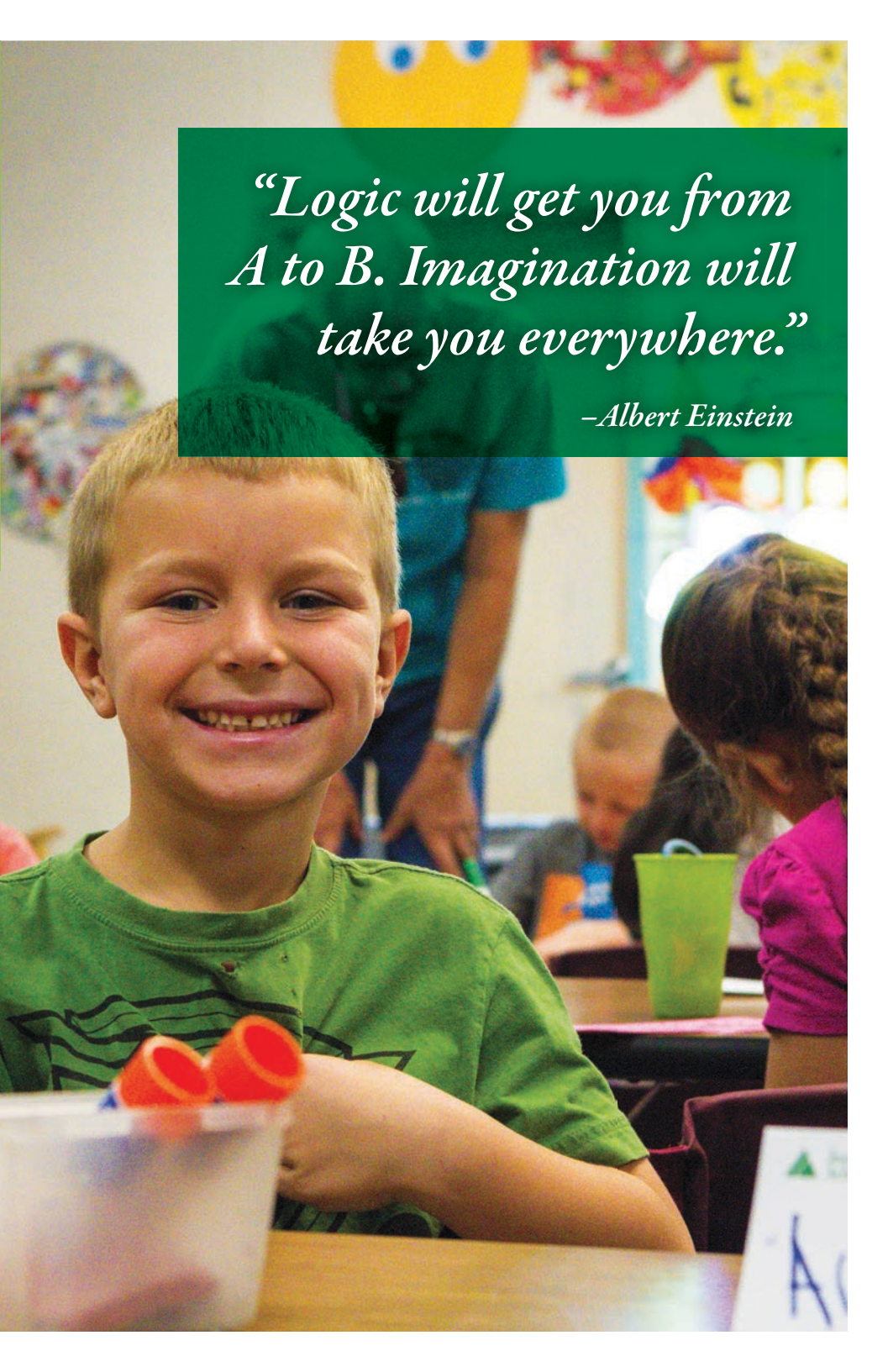
# Partner With Us

## *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

A young boy with light brown hair, wearing a green t-shirt, is smiling broadly at the camera. He is sitting at a wooden desk in a classroom. In the foreground, there is a clear plastic cup with two orange markers inside. To his right, a girl with dark hair in a pink shirt is seen from the back. In the background, a teacher in a blue shirt is standing, and other children are seated at desks. The classroom walls are decorated with colorful drawings, including a large yellow smiley face.

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

*—Albert Einstein*



