**Junior Achievement of Arizona**

**2021/22 Key Accomplishments**

JA Arizona had the most successful and exciting year in our history.

* Served 108,000 primarily low-income students – highest number ever
* Achieved Net Surplus of $2.7 million $2.5 million combined with Foundation
* Raised $7 million in revenue, highest year ever
* Being viewed as a key strategic expert in the marketplace much more than ever before
* Have 100% (94% for year) staff job satisfaction and satisfaction with JA Arizona – we have an amazing team!

**Education/Programs**

* Students Served: Over 108,000 served during 21-22 which is the highest student number ever served in AZ despite a slow start in the fall semester due to in-person volunteering restrictions.
* Educator Recommendation Rating: The Education team’s exceptional customer service resulted in impressive educator recommendation ratings of 98% (K-12) and 100% (JABT/JAFP).
* JAAZ Website: Launched two new website sections to diversify our student base (Spanish and Deaf) and redeveloped and launched Career Speaker section.
* Foster Youth: Served 660 foster youth during the 21-22 school year.
* Knowledge Gain: K-12 CAZ student knowledge growth was 29% (45% over goal) and JAFP’s was 40% (60% over goal).
* JABT/JAFP: Exceeded student goal by 14% (17,195 students served).
* K-12 Goals: Both CAZ (39,188) & SAZ (11,301) exceeded their K-12 student number goals *and* they marketed and delivered JA Inspire to 8,242 additional students (76% of total JAI students served).
* Summer Program: Partnered with Governor’s office and Boys & Girls Club to reach 3,788 summer students and bring in a revenue of $40,400.
* Retention Rate: JA BizTown/JA Finance Park team successfully marketed our programs to previous school partners obtaining a 92% school retention rate.

**Accounting**

* Paid off EIDL loan ($150K)
* Clean audit opinion
* Submitted 990 timely
* PPP2 loan forgiven $405,029
* First submissions for GEER and ESSER grants reimbursements submitted, approved and received
* Request for proposals for investments – new relationships established
* Monthly financials available for the boards and the grant submissions
* Budget ready in a timely manner
* Five-year economic model updated
* Maintained Guidestar Platinum Award demonstrating our commitment to transparency
* Maintained three-Star Charity Navigator Rating (100% on Accountability Transparency; 85.33% on Financials due to overhead costs and fundraising efficiency)

**Development**

* Best fundraising year in history - $4.9MM raised
* Highest individual giving ever
* (6) Six-Figure gifts including a $500K investment from Halle – one of our highest philanthropic gifts ever (maybe top 2 – other than Mihaylo)
* Best SAZ fundraising year ever
* Exceeded JAI fundraising goal
* Secured (5) new JABT shops
* Great statewide teamwork

**Special Events**

* SPEV. Department managing all Sarah’s previous events (thanks to Bri) without hiring a replacement.
* Very successful SMC fundraising as a Virtual event ($175K)
* JAO 2021- highest fundraising event in JA AZ history - $440,000
* Transitioned 4.01k back to an ‘in person’ event
* Brough back Bottles for BizTown, after a year without it because of Covid, and nearly doubled the revenue.
* A very successful HYBRID version of 18 Under 18

**Human Resources, IT**

* Maintained high staff survey results
  + No “red” (less than 80% approval) for entire fiscal year
  + 100% completion rate
  + 100$ agree for teamwork encouraged
  + 11 of 18 categories above 90%
* Maintained 3-tiered medical plan with JA paying 95% employee premium and 10% dependent premium
* Maintained work from home for staff with work from office when needed/desired
* Threw a very successful virtual holiday party
* Maintained presence on JA USA JEDI Network Council
* Hired new JABT and JAI team
* Created more open and collaborative spaces in office
* Created 2 jump/shared workstations

**Positioning/Strategic Partnerships**

* Secured two multi-million dollar government grants to infuse core programming and JA Inspire innovation
* Formed the Arizona Career Readiness Coalition with like-minded organizations to collaborate on career readiness programs, influence career readiness standards and elevate JA’s perception in the community
* Governor’s ask US to offer summer program; we decided to partner with Boys & Girls Club instead – win-win for positioning and strategic partnerships!

**JAI Inspire**

* Hired team – highly capable, new expertise
* Served more than 10K students in a very short window of time; set the stage for serving 75K this school year!

**Marketing**

* Exceeded all marketing goals for the 6th year in a row (and increased goals over prior year)
* Secured more than 100 media placements!
* Added 7,644 new contacts to email marketing systems
* Grew aggregate social reach by 8% with all platforms growing by 10-20% except Twitter (8%)
* Updated various brand elements to align with new brand; many other items in progress