**Junior Achievement of Arizona**

**2022/23 Key Accomplishments**

JA Arizona had another incredible year (one of the most successful and exciting years in our history).

* Served 170,000 primarily low-income students – highest number ever; up from the prior year record of 108,000 students
	+ Served 68,820 students with JA Inspire programs as compared to 11,088 in the prior year.
* Viewed as key JA Area; successfully advocated for changes in JA USA policy related to government funding
* Achieved Net Surplus of $1,933,000 as compared to $1,731,900 budget
* Raised $6,710,200 in revenue, the second highest year ever
* Being viewed as a key strategic expert in the marketplace much more than ever before
	+ Founding Member of Arizona Coalition for Career Readiness
* Have 85% staff job satisfaction and satisfaction with JA Arizona – we have an amazing team!

**Human Resources/Staff**

* Hired 13 staff members during the fiscal year including new SAZ District Director
* Maintained 3 via medical plans for staff, continuing paying 95% of the employees’ premiums and increased dependent coverage to 20%

**Office Administration/IT/Facilities**

* Completed the Schuster Room updates
* Provided more laptops for staff to better utilize mobile/remote options

**Education/Programs**

* Exceeded projected goal in student reach! Served 170,002 primarily low-income students – highest number ever and 8.9% over goal
* Served 22,24 students in JA BizTown/JA Finance Park; over 5,000 students added over prior year number
* JABT student knowledge growth was 23% (15% over goal) and JAFP’s was 35% (50% over goal)
* Launching Money in Motion (new rural program); developed, designed, and created curriculum for new program launching in 23-24 school year
* Achieved impressive educator recommendation ratings of 95% (K-12) and 97% (JABT/JAFP)
* Approved for 3DE; in final stages of securing Phoenix Union High School District as 3DE partner
* Increased JA Inspire student reach by over 500% (from 11K to 69K); filled out new team

**Fundraising/Development**

* Raised $6,710,200 in revenue, the second highest year ever which was $542K more than budget
* Raised $543,000 at JAO Golf Tournament; highest fundraising event in JA AZ history
* Held successful Stock Market Challenge back as an in-person event ($170K) thanks to new & growing committee
* Increased statewide Individual Giving above budgeted goal including slight increase in number of major gits from individuals
* Added six new shops in JA BizTowns; nearly completed JABT shop sell-out
* Secured $400K A for Arizona grant to launch Money in Motion

**Strategic Partnerships**

* Invited to tables such as OEO and City of Phoenix for Strategic Planning
* Invited to present at Maricopa Workforce or Mesa Public Schools annual conference
* Launched Arizona Coalition for Career Readiness as Founding Partner
* Launching MCCCD Rio Salado WIOA partnership
* Being invited to join key partnerships

**Marketing**

* Hired new Communications Specialist
* Completed (most) of the new brand update
* Exceeded all marketing goals and reduced expenses at the same time

**Finance**

* Achieved clean audit opinion
* Completed first-ever single audit
* Submitted 990 in timely manner
* Completed reporting requirements and collected full amount of GEER I $1,700,000.
* Maintained Guidestar Platinum Award demonstrating JAAZ’s commitment to transparency and achieved Four-Star Charity Navigator Rating

**Southern Arizona District**

* Served over 11,000 students in Southern Arizona with classroom programming
* Partnered with Boys and Girls Club and Big Brothers/Big Sisters
* Raised $548k as compared to budget of $433K
* Brought in a new donor, Burton Foundation, for largest-ever individual gift
* Completed Connie Hillman Match Challenge one year earlier than expected
* Held largest Bowl-a-thon fundraising event ever for SAZ