



Junior
Achievement®
of Greater Washington

2011 Annual Report





Hi. I'm Alicia.

I know I'm only in middle school, but I know I need to be **financially smart** for the road ahead of me.

EMPOWERING YOUNG PEOPLE TO OWN THEIR ECONOMIC SUCCESS

To Our Junior Achievement Community:

By every measure, 2010-2011 was a momentous year in the life of Junior Achievement of Greater Washington. If we were to look only at the numbers, our year would be deemed a success:

- ▶ 3,249 volunteers, a 57% increase from the prior year;
- ▶ 505,128 student instructional hours, a 163 % increase;
- ▶ 1,435 educators, a 15% increase;
- ▶ 47,894 students, our most ever, and a 30% increase.

We all know, however, that youth financial education is not strictly a numbers game. It is, by the highest measure, a life skill, a changed life. It is the story of Alicia, our friend on the facing page, who will meet the challenges of her world with the tools she needs to realize her potential.

While maintaining our traditional educational platform, and with the commitment of our collaborative partners, we constructed and opened Junior Achievement Finance Park, the most innovative and effective middle and high school financial literacy program in Greater Washington....teaching over 13,000 students in its inaugural year.

We trust you will be as inspired on the pages that follow as we were inspired by the tireless efforts and enthusiastic commitment of so many of you who joined with us in empowering young people to own their economic success.



Gary Tabach
*2011 Chair,
Junior Achievement of
Greater Washington and
Southeast Regional Managing
Partner, Deloitte & Touche LLP*



Edward J. Grenier III
*President and CEO,
Junior Achievement
of Greater Washington*

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EMPOWERING...

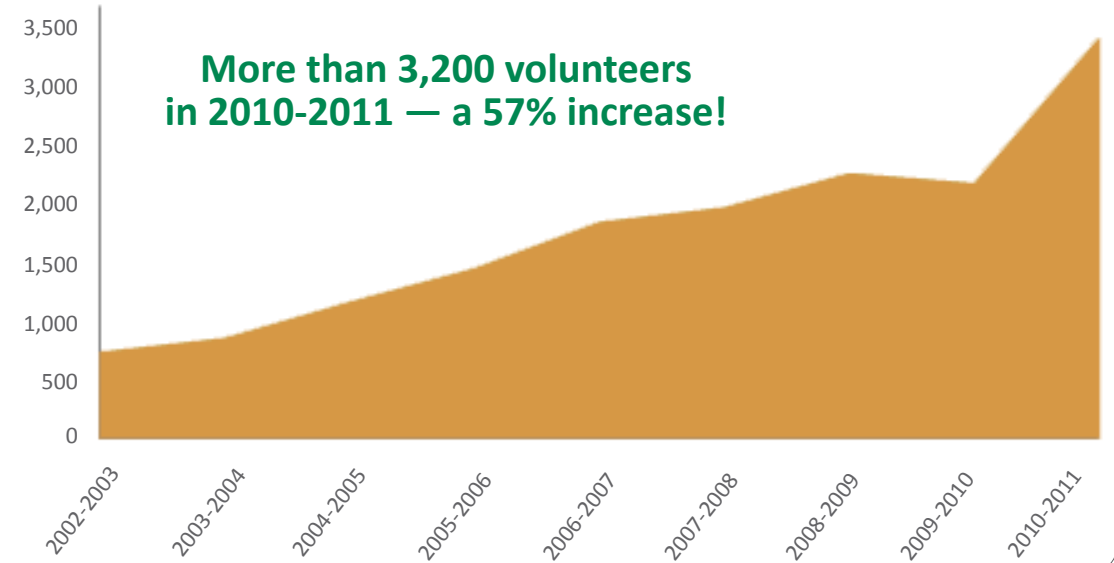
It's All About People!

The Junior Achievement model is centered around one unique solution set – volunteers. While many tools are available to teach finance and economics – textbooks, CDs, online tutorials – the differentiator for JA is the teaching of financial literacy, work readiness and entrepreneurship through adult role models. JA students see their financial futures through the eyes of those who are already there...people like you. As noted anthropologist Margaret Mead once said, “Never doubt that a small group of committed people can change the world. Indeed, it is the only thing that ever has.”

And You Responded!

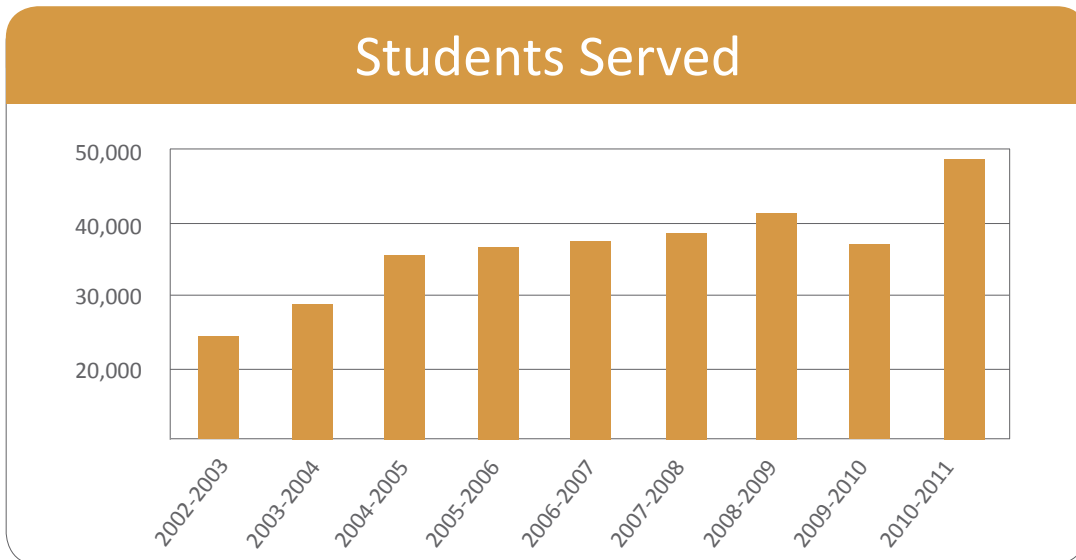
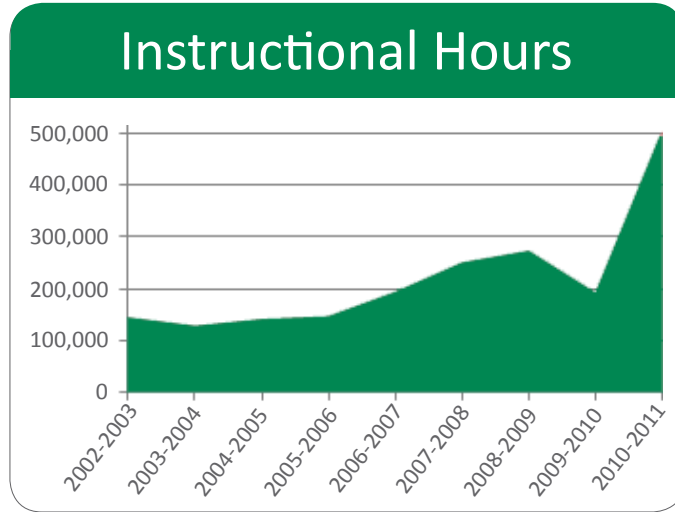
Growth in volunteers increased 57% over the prior year. Because over 3,200 of you recognized their potential, our 47,000 students realized – many for the first time – the difference Junior Achievement can make in their future success.

For a full listing of our volunteers, please visit www.myJA.org/volunteers/recognition/.



... YOUNG PEOPLE ...

Junior Achievement prides itself on the quality impact our programs have on students in Greater Washington. External evaluations prove that JA students demonstrate significantly higher critical thinking and problem-solving skills, have a better understanding of how the real world operates, and recognize the importance of education to achieve academic and work goals. Our program outreach is measured through the number of students served and curriculum instructional hours delivered each year.



... TO OWN ...



I'm Tony. Now I get it. When I make good decisions, I have a better future.

... THEIR ECONOMIC SUCCESS

Junior Achievement Essay Competition



David M. Rubenstein with the winners of the 2010 Junior Achievement Essay Competition. From left: grand prize winner Jacob S. Rasch, Stacey L. Zhou, Adam M. Middleton, competition sponsor David M. Rubenstein, Catherine S. Zucker, Gabriela D. Garcia, Jingran Wang, Nina J. Lu, Thomas W. Temesgen, and Lydia M. Evans.

Youth Entrepreneur of the Year Competition



2011 Youth Entrepreneur of the Year Brandon Deyo with Junior Achievement President and CEO Ed Grenier (left) and Ernst & Young Greater Washington Managing Partner and 2012 JA Board Chair Kevin Virostek (right).



Greater Washington Board of Trade Junior Achievement WASHINGTONIAN

Each year, the Washington Business Hall of Fame inducts outstanding business leaders and entrepreneurs who have made a significant contribution to the quality of life in Greater Washington.

2010 Laureates



From left: Dr. J. Phillip London, Executive Chairman, Chairman of the Board, CACI International, Inc.; Gerald T. Halpin, Founder, President and CEO, WEST*Group; Debra L. Lee, Chairman and Chief Executive Officer, BET Networks; Theodore "Ted" J. Leonsis, Majority Owner, Washington Capitals; John G. Laytham, President, Clyde's Restaurant Group.

Presenting Sponsors



JUNIOR ACHIEVEMENT FINANCE PARK



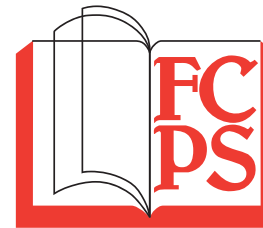
Celebrating the Grand Opening of Junior Achievement Finance Park (from left): KiWan “Dennis” Kim, Student, Robert Frost Middle School; Dr. Jack D. Dale , Superintendent, Fairfax County Public Schools; Gary Tabach, Southeast Regional Managing Partner, Deloitte & Touche LLP and 2011 Chair, Junior Achievement of Greater Washington; Jordan Goldstein, Managing Director, Gensler; The Hon. Ben S. Bernanke, Chairman, Federal Reserve Board; Richard D. Fairbank, Founder and CEO, Capital One Financial Corporation; Ed Grenier, President and CEO, Junior Achievement of Greater Washington; and Ian Stanton, Student, Rocky Run Middle School.

JUNIOR ACHIEVEMENT FINANCE PARK

Grand Opening: October 2010



Junior Achievement Finance Park inaugurated its first year of operations, welcoming over 13,000 students with training in personal budgeting, family economics and financial responsibility. The 20,000 square-foot facility, built in partnership with Fairfax County Public Schools and Capital One, uses innovative hands-on learning to prepare students to own their economic success by becoming financially fit for life.



What I learned today will really influence my job decision in the future. I never realized how much the cost of living actually is!



JA BRINGS PEOPLE TOGETHER

JA in a Day

“We all came together for an important cause...we had a great day!” according to the human resources director of one of our volunteering organizations. This, and many similar testimonials, reflects the trends in effective corporate responsibility that by working in cross-disciplinary teams, companies experience higher retention rates while meeting community needs.

In fact, a recent national poll reported that 61% of new employees place high value on community involvement when making a career choice.

Most participating companies reference their “JA in a Day” as the service day their colleagues look forward to the most. *That enthusiasm explains the numbers: 57% increase in volunteering.*



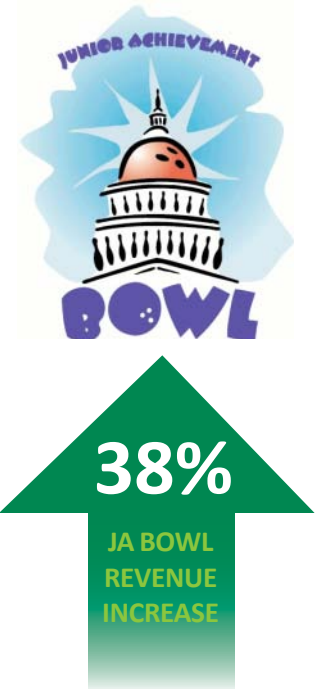
Bowl for a Cause!



112 bowlers from presenting sponsor KPMG participated in the JA Bowl and raised over \$46,000 for financial literacy, work readiness and entrepreneurship.

During the 2010-2011 year, 32 Greater Washington businesses came together to raise \$492,000 — *an increase of 38%* — to benefit Junior Achievement’s programs through the JA Bowl.

This fun event brings team building and creativity to the corporate community. Because of their success, we were able to reach over 47,000 local area students with financial literacy programs in the classroom!



PROGRAMS

Elementary School

The Elementary School Programs include six sequential themes for kindergarten through fifth grade. Students learn the basic concepts of business, economics, and financial literacy. Junior Achievement of Greater Washington reached 24,199 elementary school students during the 2010–2011 academic year.

- Ourselves®** (Kindergarten)
- Our Families®** (First Grade)
- Our Community®** (Second Grade)
- Our City®** (Third Grade)
- Our Region®** (Fourth Grade)
- Our Nation®** (Fifth Grade)
- JA More than Money®** (After-School)
- JA BizTown™**

Middle School

Junior Achievement’s highly effective Middle Grade Programs build on concepts learned in the Elementary School Programs and help teens make difficult decisions about how to best prepare for their educational and professional future. Junior Achievement of Greater Washington served 16,141 middle school students during the 2010–2011 academic year.

- JA America Works®**
- JA Economics for Success®**
- JA Global Marketplace®**
- JA It’s My Business®** (After-School)
- JA Finance Park®**

High School

Junior Achievement’s High School Programs help students make informed, intelligent decisions about their future and foster skills that will be useful in the business world. Junior Achievement teaches about concepts ranging from microeconomics and macroeconomics to free enterprise. Junior Achievement of Greater Washington served 7,554 high school students during the 2010–2011 academic year.

- JA Banks in Action®**
- JA Be Entrepreneurial®**
- JA Business Ethics®**
- JA Careers with a Purpose®**
- JA Company Program®**
- JA Economics®**
- JA Exploring Economics®**
- JA Personal Finance®**
- JA Success Skills®**
- JA Titan®**
- JA Job Shadow™**
- Junior Achievement \$ave, USA™**



Superintendents' Perspective

“We appreciate Junior Achievement programs as valuable resources for teaching our students entrepreneurial skills and preparing them for an increasingly competitive workplace. Junior Achievement programs support standards of learning, can be integrated into curricula, and give students an opportunity for practical applications of business and economic concepts. As superintendents, we strongly support Junior Achievement and the programs that it provides.”

Dr. Jack D. Dale, Superintendent
Fairfax County Public Schools

Dr. William R. Hite, Jr., Superintendent
Prince George's County Public Schools

Sr. Bernadette McManigal
Superintendent of Catholic Schools
Diocese of Arlington

Dr. Patrick Murphy, Superintendent
Arlington County Public Schools

Dr. Morton Sherman, Superintendent
Alexandria City Public Schools

Dr. Jerry Weast, Former Superintendent
Montgomery County Public Schools

Schools

IN-SCHOOL

- District of Columbia - Elementary

Brightwood Education Campus
Ferebee-Hope Elementary School
Key Elementary School
Maury Elementary School
Randle Highlands Elementary School
Ross Elementary School
Savoy Elementary School
Simon Elementary School
Takoma Educational Center@ Meyer ES
Thomson Elementary School
Turner Elementary School
William E. Doar Jr. Public
Charter School

Middle

MacFarland Middle School
Oyster-Adams Bilingual School

High

Cesar Chavez Public Charter
High School for Public Policy
Friendship Collegiate Academy
High Road Academy of Washington DC
McKinley Technology High School

- Archdiocese of Washington -

Saint Elizabeth Catholic School
Saint Raphael School

- Virginia -

Alexandria City

Elementary

Polk Elementary School

Middle

Francis Hammond Middle School

High

T.C. Williams High School

Arlington County

Elementary

Arlington Traditional School
Campbell Elementary School
Hoffman-Boston Elementary School
Oakridge Elementary School

Middle

Gunston Middle School
Kenmore Middle School

High

Wakefield Senior High School

Fairfax County

Elementary

Beech Tree Elementary School
Braddock Elementary School
Centreville Elementary School
Colin Powell Elementary School
Floris Elementary School
Forest Edge Elementary School
Forestville Elementary School
Greenbriar West Elementary School
Haycock Elementary School
Hollin Meadows Elementary School
Hybla Valley Elementary School
Lutie Lewis Coates Elementary School
Marshall Road Elementary School
McNair Elementary School
Mount Vernon Woods
Elementary School

Pine Spring Elementary School
Poplar Tree Elementary School
Shreveview Elementary School
Sleepy Hollow Elementary School
Stratford Landing Elementary School
Timber Lane Elementary School
Westgate Elementary School
Westlawn Elementary School

Middle

Oakwood School

High

Lake Braddock Secondary School
Madison High School
Marshall High School
W.T. Woodson High School

Loudoun County

Cool Spring Elementary School
Legacy Elementary School
Lowes Island Elementary School
Potowmack Elementary School

Manassas City

Jennie Dean Elementary School

SCHOOLS

Prince William County

Lake Ridge Elementary School
Pennington School
Sinclair Elementary School

Stafford County

Park Ridge Elementary School

- Diocese of Arlington - Elementary

All Saints Catholic School
Blessed Sacrament School
Corpus Christi School
Epiphany Catholic School
Holy Cross Academy
Holy Family School
Holy Spirit School
Nativity School
Our Lady of Good Counsel School
Our Lady of Hope School
Queen of Apostles School
Sacred Heart Academy
Saint Ambrose School
Saint Andrew the Apostle School
Saint Ann School
Saint Bernadette School
Saint Charles School
Saint James School
Saint John Academy
Saint John the Evangelist School
Saint Joseph School
Saint Leo the Great School
Saint Louis School
Saint Luke School
Saint Mark Catholic School
Saint Mary School
Saint Michael School
Saint Patrick School
Saint Theresa School
Saint Thomas More Cathedral School
Saint Timothy School
Saint Veronica Catholic School
High
Bishop Denis J. O'Connell High School

- Maryland -

Montgomery County Elementary

Ashburton Elementary School
Bannockburn Elementary

Beall Elementary School
Bethesda Elementary School
Brooke Grove Elementary School
Candlewood Elementary School
Carderock Springs Elementary School
Chevy Chase Elementary School
Diamond Elementary School
Farmland Elementary School
Fields Road Elementary School
Forest Knolls Elementary School
Garrett Park Elementary School
Germantown Elementary School
Glen Haven Elementary School
Glenallan Elementary School
Goshen Elementary School
Harmony Hills Elementary School
Highland Elementary School
Highland View Elementary School
Kemp Mill Elementary School
Luxmanor Elementary School
Mill Creek Towne Elementary School
Monocacy Elementary School
Oakland Terrace Elementary School
Ritchie Park Elementary School
Rock Creek Forest Elementary School
Rock Creek Valley Elementary School
Rolling Terrace Elementary School
Sequoyah Elementary School
Sherwood Elementary School
Sligo Creek Elementary School
Somerset Elementary School
Stedwick Elementary School
Stonegate Elementary School
Twinbrook Elementary School
Washington Grove Elementary School
Weller Road Elementary School
Wheaton Woods Elementary School
William Tyler Page Elementary School
Woodlin Elementary School
Middle

A. Mario Loiederman Middle School
Earle B. Wood Middle School
Julius West Middle School
Lakelands Park Middle School
Redland Middle School
Rosa Parks Middle School
Sligo Middle School
Tilden Middle School
Westland Middle School
High
Albert Einstein Senior High School

Bethesda Chevy Chase High School
Col. Zadok Magruder High School
Gaithersburg High School
James Hubert Blake High School
Northwest High School
Northwood High School
Paint Branch High School
Poolesville High School
Sherwood High School
Watkins Mill High School
Winston Churchill High School

Prince George's County Elementary

Springhill Lake Elementary School
High
Laurel High School

Saint Mary's County

Kings Christian Academy

CAPSTONE

- District of Columbia -

Charles Hart Middle School
Howard Road Academy
Kramer Middle School
Shaw at Garnet-Patterson
Middle School

- Archdiocese of Washington -

Washington Jesuit Academy

- Maryland -

Prince George's County

Benjamin Tasker Middle School
Buck Lodge Middle School
Charles Carroll Middle School
Gwynn Park Middle School

- Virginia -

Arlington County

Arlington Public Schools
Teen Parenting Program

Fairfax County

Burke School
Cooper Middle School
Francis Scott Key Middle School

Franklin Middle School
Frost Middle School
Glasgow Middle School
Hayfield Secondary School
Herndon Middle School
Holmes Middle School
Hughes Middle School
Kilmer Middle School
Lake Braddock Secondary School
Lanier Middle School
Liberty Middle School
Longfellow Middle School
Luther Jackson Middle School
Poe Middle School
Rachel Carson Middle School
Robinson Secondary School
Rocky Run Middle School
Sandburg Middle School
South County Secondary School
Stone Middle School
Thoreau Middle School
Twain Middle School
Washington Irving Middle School
Whitman Middle School

AFTER-SCHOOL

- District of Columbia - Elementary

Coalition for Economic Empowerment/
Brookland Manor Teen Center
Tree of Life Public Charter School
Two Rivers Public Charter School
William E. Doar Jr. Public
Charter School

Middle

Amidon-Bowen Elementary School
High
Arts for Our Children
Ballou Senior High School
Boys & Girls Club of Greater
Washington Area-FBR Branch
Calvin Woodland Sr. Foundation
Children & Charity International
Citiwide Computer Training
City Gate
Columbia Heights Youth Club
Coolidge Senior High School
DC Children and Youth Investment
Trust Corporation
Do the Write Thing

Eden Good
Eliot-Hine Middle School
FAN-DC
Groundwork Anacostia River
High Tea Society
Judah Project Tutorial and
Leadership Academy
Latin American Youth Center
Martha's Table
McKinley Technology High School
Multimedia Training Institute
Northeast Performing Arts Group
Peace Thru Culture
Planned Parenthood
Powell House Project
Progressive Educational Experiences
in Cooperative Cultures
Safeo, Inc
Strive DC, Inc
Technology Playground
Teens Count
The Jarmal Harris Project
Total Family Care Coalition
United Planning Organization
Urban Ed
Voices of Our Sisters, Inc.
World Mission Inner City
Extension Center
Young Ladies of Tomorrow
YOUR Community Center
Youth Technology Institute
YWCA National Capital Area

- Archdiocese of Washington -

Washington Jesuit Academy

- Virginia -

Alexandria City

Arlington Boulevard Community
Development

Fairfax County

Elementary
Cameron Elementary School
High
Alexandria Seaport Foundation

VOLUNTEER ORGANIZATIONS

Superintendent's Champion

(100+ Volunteers)

Capital One
Deloitte
Ernst & Young LLP

Principal's Corner

(50-99 Volunteers)

Baker Tilly
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Washington Gas

Student Body President

(25-49 Volunteers)

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Fairfax County Public Schools
The Carlyle Group

Class Treasurer

(10-24 Volunteers)

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Dixon Hughes Goodman
Financial Services Roundtable

Hess Construction +
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McGladrey

Classroom Helper

(1-9 Volunteers)

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Education Foundation
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Clark Construction Group, LLC
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Financial Planning Association
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2011 FINANCIALS

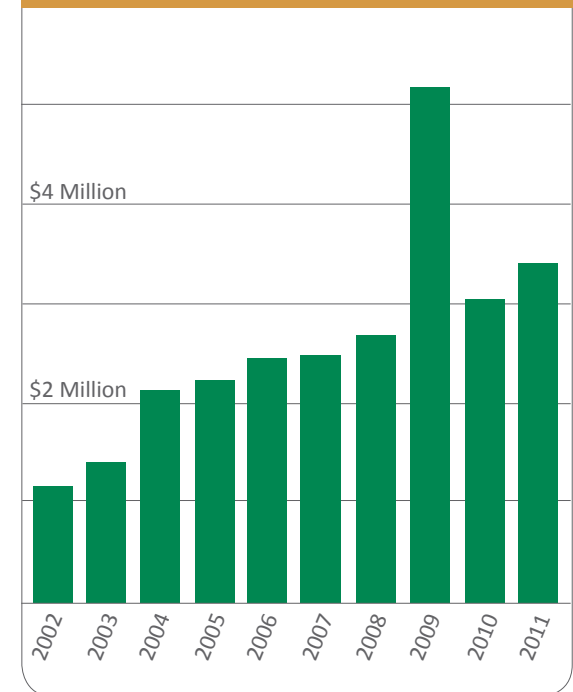
Statement of Financial Position as of June 30, 2011

	Assets
Current Assets	
Cash	\$ 453,583
Grants and Accounts Receivable	1,718,183
Prepaid Expenses	<u>38,066</u>
Total Current Assets	<u>\$2,209,832</u>
Property and Equipment	
Finance Park Building and Development Costs	\$4,007,315
Equipment	\$ 131,112
Furniture	<u>314,489</u>
Total	\$4,452,916
Less Accumulated Depreciation	<u>150,315</u>
Property and Equipment, Net	<u>\$4,302,601</u>
Other Assets	
Long Term Grants and Accounts Receivable	<u>\$ 596,846</u>
Total Assets	<u>\$7,109,279</u>
<i>Liabilities and Net Assets</i>	
Current Liabilities	
Accounts Payable and Accrued Expenses	\$ 44,609
JA Worldwide	175
Deferred Revenue	800
Current Maturities of Long-Term Debt	<u>634,991</u>
Total Current Liabilities	<u>\$ 680,575</u>
Long-Term Debt	\$1,445,373
Net Assets	
Unrestricted	\$2,371,028
Temporarily Restricted	<u>2,612,303</u>
Total Net Assets	<u>\$4,983,331</u>
Total Liabilities and Net Assets	<u>\$7,109,279</u>

Statement of Activities For the Year Ended June 30, 2011

Revenues and Other Support	
Contributions	
Corporate	\$1,772,691
Individual	245,298
Foundations	183,150
Total Contributions	<u>\$2,201,139</u>
Special Events Revenue	\$1,167,069
Less: Cost of Direct Benefit to Donors	(417,846)
Net Revenue from Special Events	<u>\$ 749,223</u>
Total Revenues	<u>\$2,950,362</u>
Other Support	
Interest	<u>\$ 120</u>
Total Revenues and Other Support	<u>\$2,950,482</u>
Program and Supporting Services Expenses	
Program Services	\$1,785,327
Supporting Services:	
Management and General	\$ 177,707
Fundraising	<u>363,054</u>
Total Supporting Services	<u>\$ 540,761</u>
Total Program and Supporting Services Expenses	<u>\$2,326,088</u>
Change in Net Assets	\$ 624,394
Net Assets, Beginning of Year	<u>4,358,937</u>
Net Assets, End of Year	\$4,983,331

Financial History (Gross Revenue)





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