

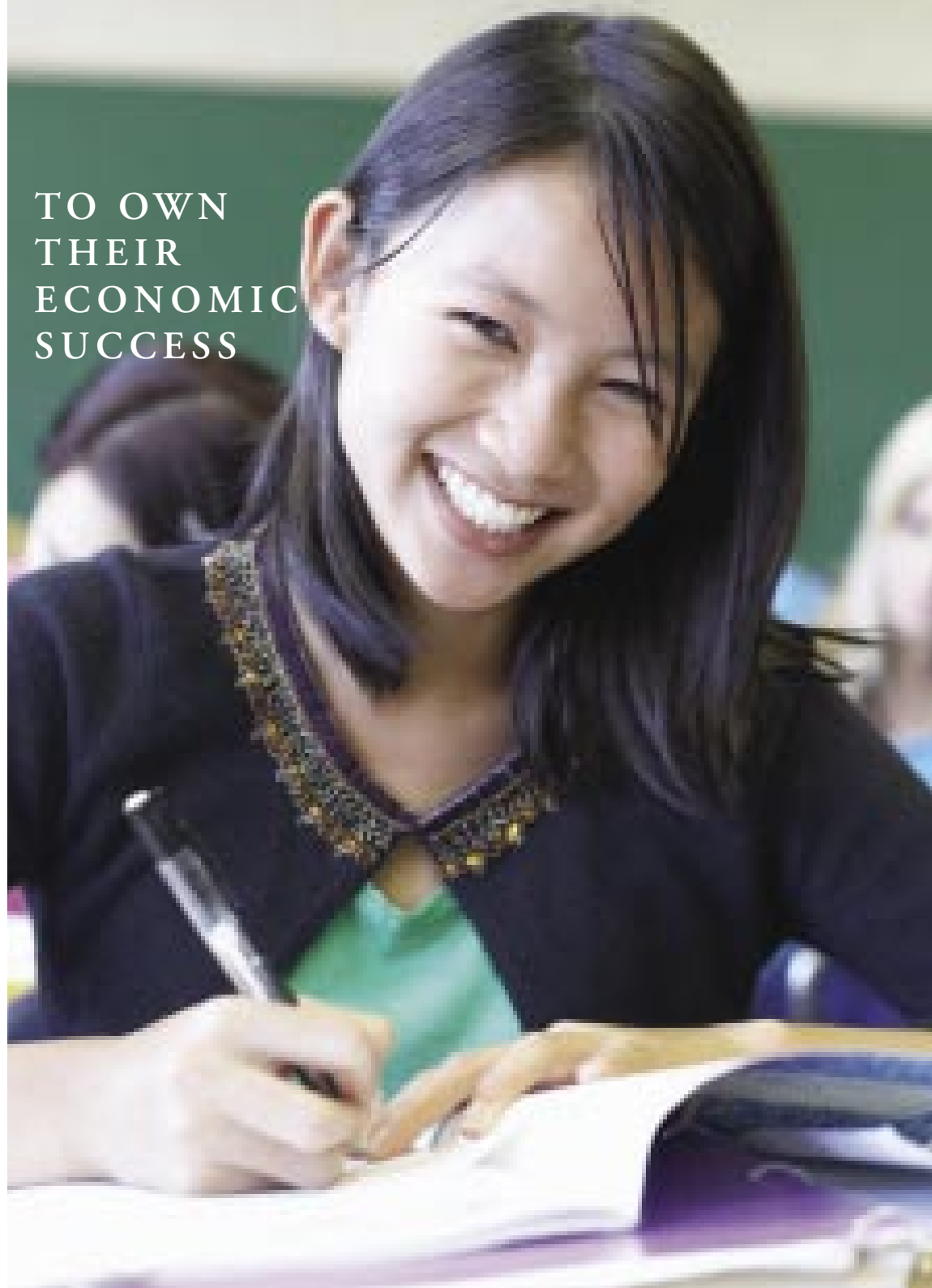
2012 ANNUAL REPORT



EMPOWERING
YOUNG
PEOPLE



TO OWN
THEIR
ECONOMIC
SUCCESS



DEAR COMMUNITY MEMBERS:

At Junior Achievement we believe the bridge between academic theory and the practical realities of flourishing in the modern economy is essential to success.

We believe that kids exposed to financial literacy education and presented with mentors that demonstrate various models of achievement in the modern economy gain the critical belief that they can shape their destiny and live their dreams.

Junior Achievement is delighted to inform our supporters that more than 3,800 adult role models impacted the lives of over 50,000 youth in Greater Washington.

Long into the future Junior Achievement will continue to promote financial literacy, encourage visionary action and provide role models and mentors that help students see a clear path to their goals.

Thank you for supporting our mission and making our work possible.



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



Kevin Virostek
Greater Washington Managing Partner
Ernst & Young, LLP

STUDENT COMPETITIONS

JUNIOR ACHIEVEMENT ESSAY COMPETITION



David M. Rubenstein with the winners of the 2011 Junior Achievement Essay Competition. From left: JA President & CEO Ed Grenier, grand prize winner Fiona V. Lam, Matt G. Ashley, Sayo E. McCowin, competition sponsor David M. Rubenstein, Azeezat A. Adeleke, Raquel M. Reed, Enoch O. Ajayi, Sam R. Pearl-Schwartz, Sergio A. Ribeiro, and Marvin D. Millner. Not pictured: David Zhang.



Competition sponsor David M. Rubenstein with students from Cesar Chavez Public Charter School in Washington, DC.

YOUTH ENTREPRENEUR OF THE YEAR COMPETITION



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



FINANCE



PARK

THE FINANCE PARK EXPERIENCE

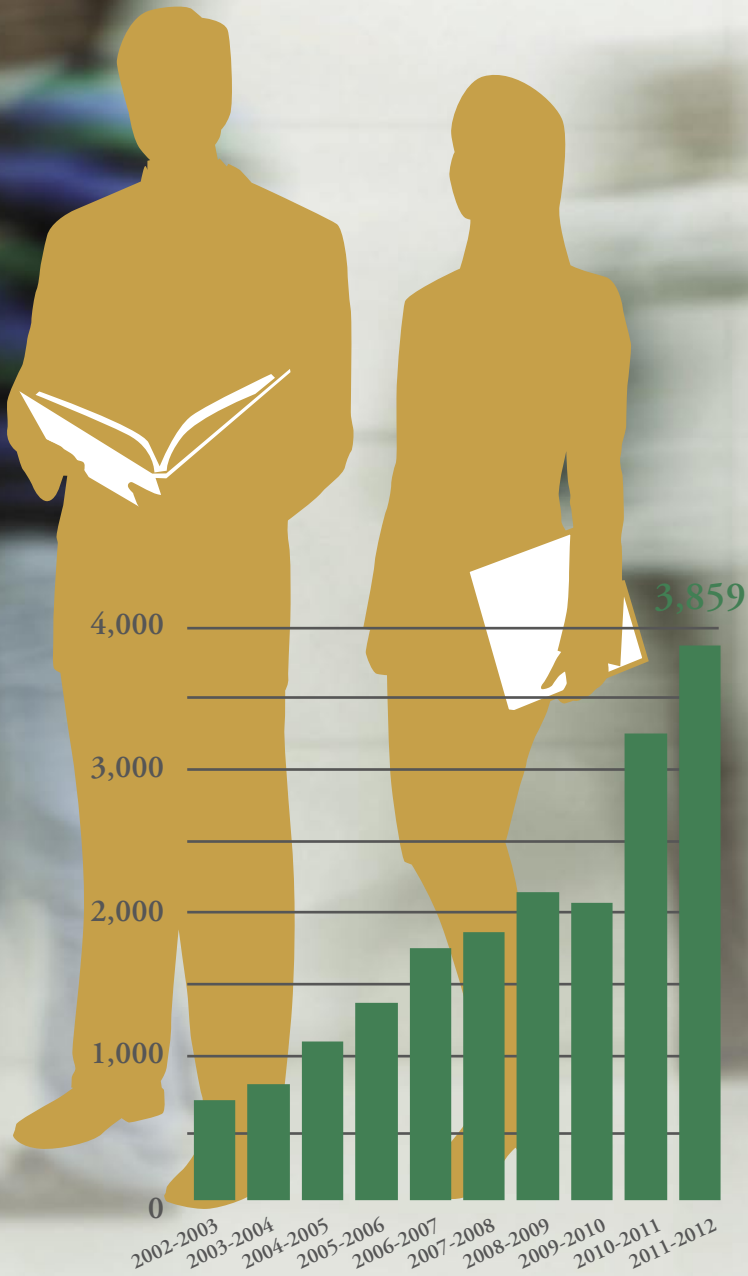
Finance Park statistics for 2011-2012:

- › Total Finance Park students: 13,862
- › Total Finance Park instructional hours: 332,688
- › Total number of schools to visit Finance Park: 42
- › Total number of school systems to visit Finance Park: 6

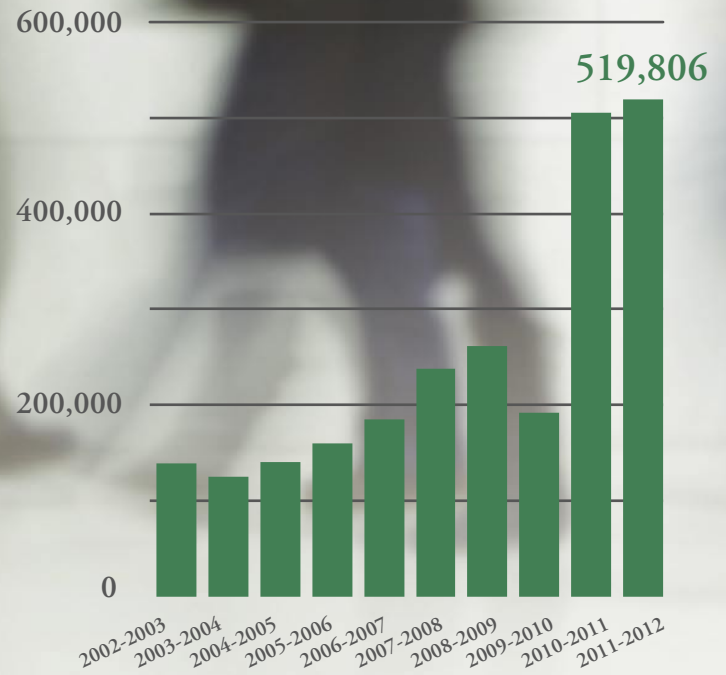
The Junior Achievement Finance Park experience begins in the classroom with curriculum designed to foster the expansion of financial literacy knowledge in a creative, authentic manner. Culminating with a day at JA Finance Park, students immerse themselves in a reality-based decision making process addressing the various aspects of individual and family budgeting. Extended learning lessons allow students to use their financial knowledge to explore career options and set future goals.



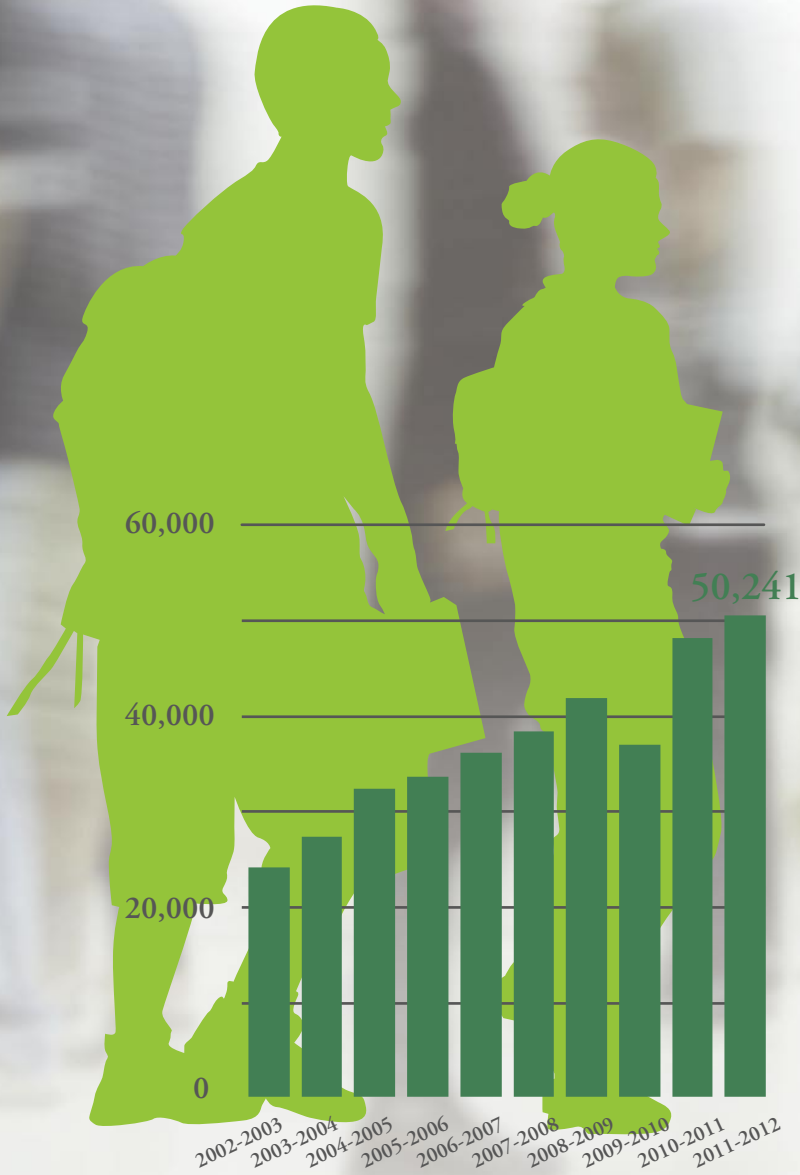
A YEAR OF GROWTH



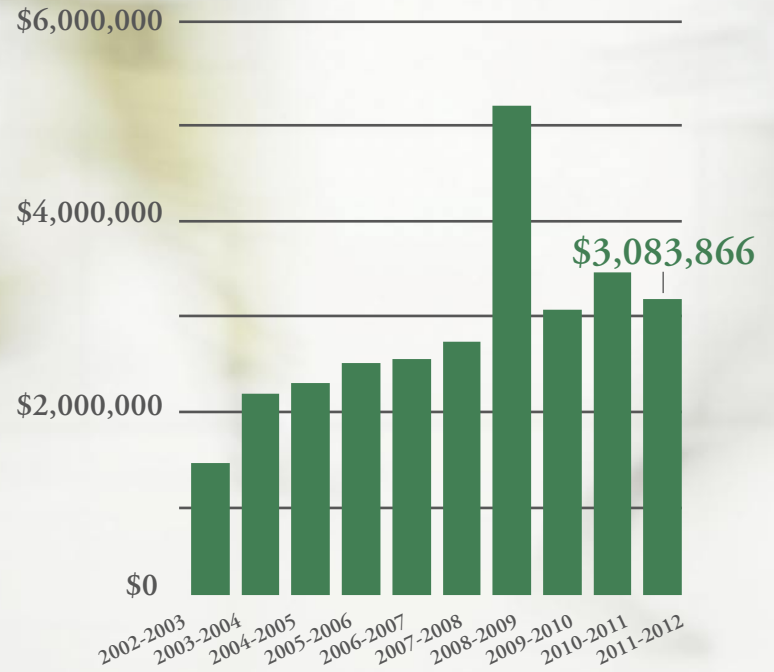
VOLUNTEERS



INSTRUCTIONAL HOURS



STUDENTS SERVED



GROSS REVENUE

JUNIOR ACHIEVEMENT PROGRAMS

ELEMENTARY SCHOOL

The Elementary School Programs include six sequential themes for kindergarten through fifth grade. Students learn the relevance of education to the workplace. The activities incorporate business, economics, and financial literacy. Junior Achievement of Greater Washington reached 20,748 elementary schools students during the 2011-2012 academic year.

JA Ourselves™ (Kindergarten)

JA Our Families™ (First Grade)

JA Our Community™ (Second Grade)

JA Our City™ (Third Grade)

JA Our Region™ (Fourth Grade)

JA Our Nation™ (Fifth Grade)

JA More than Money™ (Afterschool)

JA BizTown™ (Capstone)

MIDDLE SCHOOL

Junior Achievement's highly effective Middle School Programs reinforce the value of financial literacy, work readiness, and entrepreneurship and help teens make difficult decisions about how to best prepare for their educational and professional future. Junior Achievement of Greater Washington served 23,670 middle school students during the 2011-2012 academic year.

JA America Works®

JA Economics for Success®

JA Global Marketplace®

JA It's My Business® (Afterschool)

JA Finance Park® (Capstone)

HIGH SCHOOL

Junior Achievement's High School Programs help students make informed, intelligent decisions about their future, and fosters skills that will be highly useful in the business world. Junior Achievement teaches about concepts ranging from microeconomics and macroeconomics to free enterprise. Junior Achievement of Greater Washington served 5,823 high school students during the 2011-2012 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[®]

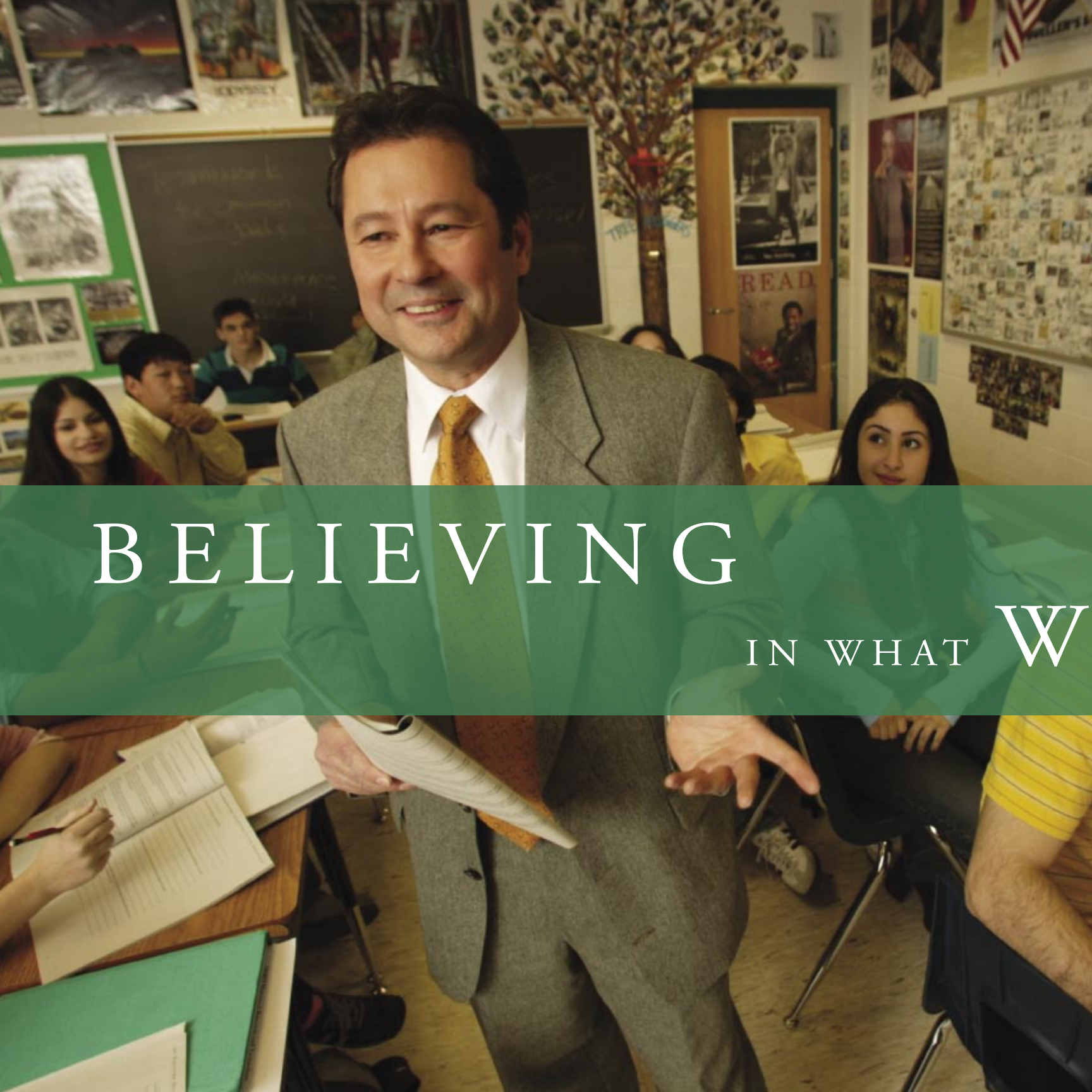
JA Titan[®]

JA Job Shadow[®] (Capstone)

Junior Achievement \$ave, USA[®]

(Download)





BELIEVING

IN WHAT W



IN-SCHOOL SITES

DISTRICT OF COLUMBIA

ELEMENTARY

Amidon-Bowen Elementary School
Anne Beers Elementary School
Ferebee-Hope Elementary School
Houston Elementary School
Key Elementary School
Maury Elementary School
Randle Highlands Elementary School
River Terrace Elementary School
Ross Elementary School
Savoy Elementary School
Simon Elementary School
Takoma Park Educational Center
Thomson Elementary School
Tree of Life Public Charter School
Turner Elementary School
Two Rivers Public Charter School

MIDDLE

Cesar Chavez Public Charter School for Public Policy
- Chavez Prep
Washington Middle School for Girls

HIGH

Ballou Senior High School
Cesar Chavez Public Charter School for Public Policy
- Parkside Campus
High Road Academy of Washington DC
Maya Angelou Public Charter School - Evans High
School Campus

IN-SCHOOL SITES (CONT.)

The Village Academy
William E. Doar Jr. Public Charter School

MARYLAND

MONTGOMERY COUNTY

ELEMENTARY

Bethesda Elementary School
Brooke Grove Elementary School
Carderock Springs Elementary School
Cedar Grove Elementary School
Goshen Elementary School
North Chevy Chase Elementary School
Rolling Terrace Elementary School

MIDDLE

A. Mario Loiederman Middle School
Argyle Middle School
Benjamin Banneker Middle School
Briggs Chaney Middle School
Cabin John Middle School
Chevy Chase Elementary School
Colonel E. Brooke Lee Middle School
Earle B. Wood Middle School
Eastern Middle School
Forest Oak Middle School
Francis Scott Key Middle School
Gaithersburg Middle School
Herbert Hoover Middle School
John Poole Middle School
John T. Baker Middle School

Julius West Middle School
Kingsview Middle School
Lakelands Park Middle School
Martin Luther King, Jr. Middle School
Montgomery Village Middle School
Neelsville Middle School
Newport Mill Middle School
North Bethesda Middle School
Parkland Middle School
Pyle Middle School
Redland Middle School
Ridgeview Middle School
Robert Frost Middle School
Roberto Clemente Middle School
Rocky Hill Middle School
Rosa Parks Middle School
Shady Grove Middle School
Silver Spring International Middle School
Takoma Park Middle School
Tilden Middle School
Westland Middle School
White Oak Middle School
William H. Farquhar Middle School

HIGH

Bethesda Chevy Chase High School
Seneca Valley High School
Walt Whitman High School

PRINCE GEORGE'S COUNTY

Beacon Heights Elementary School

SAINT MARY'S COUNTY

The King's Christian Academy

ARCHDIOCESE OF WASHINGTON

Saint Elizabeth Catholic School

Saint Raphael School

VIRGINIA

ALEXANDRIA CITY

Francis Hammond Middle School

ARLINGTON COUNTY

ELEMENTARY

Arlington Traditional School

Campbell Elementary School

Carlin Springs Elementary School

Drew Model Elementary School

Hoffman-Boston Elementary School

Mount Vernon Woods 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

Forestville 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

North Springfield Elementary School

Pine Spring Elementary School

Shreveewood Elementary School

Sleepy Hollow Elementary School

Stratford Landing Elementary School

Timber Lane Elementary School

Westgate Elementary School

Westlawn Elementary School

Woodlawn Elementary School

HIGH

W.T. Woodson High School

LOUDOUN COUNTY

ELEMENTARY

Cedar Lane Elementary School

Cool Spring Elementary School

Legacy Elementary School

Potowmack Elementary School

VIRGINIA

Arlington Public Schools Teen Parenting Program
Burke School
Carl Sandburg Middle School
Edgar Allan Poe Middle School
Ellen Glasgow Middle School
Francis Hammond Middle School
Francis Scott Key Middle School
Franklin Middle School
Hayfield Secondary School
Henry David Thoreau Middle School
Henry Wadsworth Longfellow Middle School
Herndon Middle School
James Fenimore Cooper Middle School
James W. Robinson, Jr. Secondary School
Joyce Kilmer Middle School
Lake Braddock Secondary School
Langston Hughes Middle School
Liberty Middle School
Luther Jackson Middle School
Mark Twain Middle School
Oliver Wendell Holmes Middle School
Ormond Stone Middle School
Rachel Carson Middle School
Robert Frost Middle School
Rocky Run Middle School
Sidney Lanier Middle School
South County Secondary School
Walt Whitman Middle School
Washington Irving Middle School

DISTRICT OF COLUMBIA

ELEMENTARY

Family Matters Empowerment Center
Urban Ed

MIDDLE

Carrera Trust at Arts and Technology Public
Charter School

HIGH

Amy Jacques Garvey Institute
Boys & Girls Club of Greater Washington - Richard
England Clubhouse #14
CentroNia
City Gate
DC Children and Youth Investment Trust Corporation
Empowerment Enterprise II
Friendship Collegiate Academy
Metro TeenAIDS
Multi-Media Training Institute
Neighbors of Seaton Place
Peace Thru Culture
Upward Bound Program - George Washington University
YOUR Community Center

MARYLAND

Joe's Movement Emporium

VIRGINIA

Reston Community Center

VOLUNTEER ORGANIZATIONS

SUPERINTENDENT'S CHAMPION (100+ VOLUNTEERS)

Capital One
Deloitte & Touche, LLP

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RBC Wealth Management
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A group of diverse children and adults are smiling and looking towards the camera. They are arranged in a circle, with their heads tilted upwards. The background is a bright, cloudy sky. The text "SUCCEEDING IS BELIEVING" is overlaid in the center in a white, serif font.

SUCCEEDING IS
BELIEVING

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Alan R. Swendiman
Deputy Principal Legal Advisor/Director of Management
& General Law at Immigration and Customs Enforcement
Department of Homeland Security

George D. Swygert Jr.
Market President
Capital One

Stephen Thormahlen
Managing Director
PNC Wealth Management in Greater Washington

Dr. Jerry D. Weast
Former Superintendent
Montgomery County Public Schools

Jeff Weingarten
President
Interface Media Group

Richard A. Woods
Senior Vice President, Corporate Affairs
Capital One

STATEMENT OF FINANCIAL POSITION

JUNE 30, 2012



ASSETS

CURRENT ASSETS

Cash	\$ 566,678
Grants and Accounts Receivable	1,576,235
Prepaid Expenses	42,494
Total Current Assets	\$2,185,407

PROPERTY AND EQUIPMENT

Finance Park Building and Development Costs	\$4,017,262
Equipment	139,713
Furniture	386,378
Total	\$4,543,353
Less Accumulated Depreciation	321,610
Property and Equipment, Net	\$4,221,743

OTHER ASSETS

Long Term Grants and Accounts Receivable	\$ 285,303
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TOTAL ASSETS	\$6,692,453
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STATEMENT OF FINANCIAL POSITION

JUNE 30, 2012

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts Payable and Accrued Expenses	\$ 58,523
Deferred Revenue	0
Current Maturities of Long-Term Debt	588,084
Total Current Liabilities	\$ 646,607

LONG-TERM DEBT

\$ 880,998

NET ASSETS

Unrestricted	\$2,894,051
Temporarily Restricted	2,270,797
Total Net Assets	\$5,164,848

TOTAL LIABILITIES AND NET ASSETS

\$6,692,453



STATEMENT OF ACTIVITIES

FOR THE YEAR ENDED JUNE 30, 2012

REVENUES AND OTHER SUPPORT

Contributions	
Corporate	\$1,214,350
Individual	460,841
Foundations	233,843
Total Contributions	\$1,909,034
Special Events Revenue	\$ 899,530
Less: Cost of Direct Benefit to Donors	333,894
Net Revenue from Special Events	\$ 565,636
Total Revenues	\$2,474,670
Other Support	
Finance Park Participation Fees	\$ 275,260
Interest	42
Total Other Support	\$ 275,302
Total Revenues and Other Support	\$2,749,972

PROGRAM AND SUPPORTING SERVICES EXPENSES

Program Services	\$1,890,401
Supporting Services:	
Management and General	\$ 186,359
Fundraising	491,695
Total Supporting Services	\$ 678,054
Total Program and Supporting Services Expenses	\$2,568,455

CHANGE IN NET ASSETS	\$ 181,517
NET ASSETS, BEGINNING OF YEAR	4,983,331
NET ASSETS, END OF YEAR	\$5,164,848





**Junior
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