

Annual Report 2003 • 2004



Purpose

Junior Achievement educates and inspires young people to value free enterprise, business, and economics to improve the quality of their lives.

Mission

Junior Achievement will ensure that every child has a fundamental understanding of the free enterprise system.

Basic Beliefs

Integrity

Respect

Excellence

Contents

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Building the Future

Junior Achievement is an incredibly fortunate organization.

Every day, we have the extraordinary opportunity to build the future by helping young people attain the dignity and satisfaction of earning their own way through the power of knowledge. Junior Achievement programs and curricula help them discover, understand, and appreciate their own unique talents. Teachers in the classroom, with the support of Junior Achievement volunteers, help them realize they do indeed have a place in society where they can flourish.

But just how vast is our reach? How indelible is the mark we leave?

The pages that follow hold stories that illustrate the answers well beyond what our own words could do. Our first local Junior Achievement Youth Entrepreneur of the Year,[®] Nick Simons, was selected in June and he will be the first in a long line of students who embody the entrepreneurial spirit.

Also included are the pages of donors and volunteers who make our work possible. They are leaders who share their gifts of vision and guidance—who paint better tomorrows for over 27,000 children with sweeping strokes of generosity, understanding, and commitment.

It all comes down to the people behind Junior Achievement—visionaries, individual contributors, and faithful friends—with their shared sense of hope and duty to tomorrow. People with vision and leadership have been the crystallizing force behind Junior Achievement of the National Capital Area for almost 40 years. Our constituents have left a rich history and have paved the road of devotion to the future.

It is this devotion that has led us in preparing for the future with plans to transform into a truly regional organization. This plan will guide us to more sustainable resources, more growth in classrooms and after-school settings, and quite simply, to a better, stronger organization.

We realize this is our time to contribute—our time to build the future. The interdependence of today with tomorrow has never been more obvious—our legacy will be forever etched in what our actions are today.

And let it be said that our legacy was one that did indeed build the future.



Edward J. Grenier III
President and
Chief Executive Officer
Junior Achievement of the
National Capital Area



James H. Schleckser
Chair of the Board
Junior Achievement of the
National Capital Area
President and CEO
Potomac River Ventures

Nick Simons



Youth Entrepreneur of the Year Nick Simons accepts his award at the 2004 Ernst & Young Greater Washington Entrepreneur of the Year® Awards Program held in June of 2004.

JUNIOR ACHIEVEMENT YOUTH ENTREPRENEUR OF THE YEAR AWARD

On June 17, 2004, Nick Simons, a senior at Fairfax High School, was presented with the *Junior Achievement Youth Entrepreneur of the Year Award*, in partnership with Ernst & Young. This honor recognizes a high school-aged student in the Greater Washington Region who embodies the entrepreneurial spirit promoted by Junior Achievement and who demonstrates the ability to successfully launch and manage a business. Nick will deliver the Student Keynote Address at the 2004 Washington Business Hall of Fame.

Lawn Wranglers Landscaping started with Nick mowing lawns as a summer job at age 11. What began as Nick's part-time job has grown into his very own business. Nick has expanded his services, invested in industrial equipment, and professionalized his marketing and clientele relations. Additionally, he has successfully balanced his business responsibilities with his school work and extracurricular activities. Nick's goal is to operate one of the largest landscaping businesses in Northern Virginia. In 2005, Nick will enter college where he plans to earn a degree to support his efforts.

Programs

Elementary School

Ourselves™ (Kindergarten) Children are introduced to basic personal economic issues and the roles individuals play as workers, consumers, and family members.

Our Families™ (First Grade) Children learn about the role of families in the local economy, the jobs they have, and their economic needs and wants.

Our Community™ (Second Grade) Children take part in activities that demonstrate the responsibilities and opportunities available to citizens in their community.

Our City™ (Third Grade) Children conduct business operations, make city-planning decisions, and examine economic development issues.

Our Region™ (Fourth Grade) Children learn about state economics, the economic resources of regions, and how resources are used by businesses to produce goods and services.

Our Nation™ (Fifth Grade) Children carry out activities for operating a business in the U.S. economy, including management, marketing, production, and sales presentations.

Our World™ (Sixth Grade) Children examine world economic resources, learn about economic systems, and engage in global trade using international currency.

Middle School

Personal Economics™ Children assess their personal skills and interests, explore career options, learn job-hunting and budgeting skills, and discover the value of an education.

Enterprise in Action™ Children are taught to understand the principal characteristics of the U.S. economic system and the role of business by studying the social responsibilities of business and the role of government in the U.S. economy.

JA Global Marketplace™ is designed to provide practical information about the key aspects of the global economy, what makes world trade work, and how trade affects children's daily lives.

The International Marketplace™ Children learn to appreciate how they are connected, through trade, to people and cultures throughout the world.

Economics of Staying in School™ Children learn the economic benefits of an education. They participate by setting personal goals, preparing budgets, and completing personal interest and skill assessments.

High School

JA Economics™ Children in this program examine the fundamental concepts of micro-, macro-, and international economics.

JA Company Program™ Children operate their own business, conducting research, raising capital through the sale of company stock, and then produce and sell a product while keeping company records.

JA TITAN™ Children use this web-based program to experience situations in which they make price, production, capital investment, marketing, and research and development decisions for a fictional product.

JA Success Skills™ Children identify the strengths and unique potentials of their interpersonal skills, examine how their interpersonal skills can be applied in the workplace, and practice their skills in a variety of activities, including mock job interviews.

JA Job Shadow™ Children go into the work place to learn the importance of an education, allowing them to begin to examine the skills and knowledge needed to pursue their goals. This program also is applicable for the Middle School level.

Superintendents' Perspective

Junior Achievement programs are proven valuable resources for teaching our students entrepreneurial skills and preparing them for an increasingly competitive workplace. Junior Achievement programs support Standards of Learning, are integrated easily into curricula, and give students an opportunity for practical applications of business and economic concepts. As Superintendents, we *strongly* endorse Junior Achievement and the educationally sound, professionally delivered, and relevant programs that Junior Achievement provides.

Dr. Jack D. Dale

Superintendent
Fairfax County Public Schools

Dr. André J. Hornsby

Chief Executive Officer
Prince George's County Public Schools

Rebecca Perry

Superintendent
Alexandria City Public Schools

Dr. Robert G. Smith

Superintendent
Arlington Public Schools

Dr. Clifford B. Janey

Superintendent
District of Columbia Public Schools

Dr. Jerry Weast

Superintendent
Montgomery County Public Schools

Dr. Patricia Weitzel-O'Neill

Superintendent for Catholic Schools
Archdiocese of Washington, DC

School systems served by Junior Achievement of the National Capital Area

Washington, DC*

Maryland

Calvert, Charles, Montgomery,*
Prince George's,* St. Mary's

Virginia

Alexandria City,* Arlington,* Clarke,
Culpeper, Fairfax,* Falls Church City,
Fauquier, Fredericksburg, King George,
Loudoun, Manassas City, Manassas Park City,
Prince William, Spotsylvania, Stafford, Warren

West Virginia

Berkeley, Jefferson

*School systems in the Greater Washington Region with the highest number of Junior Achievement volunteer opportunities



Junior Achievement Partners —

Each of the companies listed below are involved with unique, specialized programs designed to compliment existing Junior Achievement programs.

ACS provides support to Junior Achievement through the Washington Business Hall of Fame, allowing Junior Achievement to annually honor a few outstanding individuals who have had a tremendous impact on the business growth and character in the Region.

Arnold Worldwide provides in-kind graphic design work for the Washington Business Hall of Fame, including the Program Book, which is used throughout the year as a valuable marketing tool.

Asgard Entertainment offers its in-kind audio/visual services year in and year out for the Washington Business Hall of Fame, which allows Junior Achievement to purchase more program materials to impact 27,000 children.

Capital One is a co-presenting sponsor of the Washington Business Hall of Fame and provides support to help us raise more than \$725,000, which exceeds our goal.

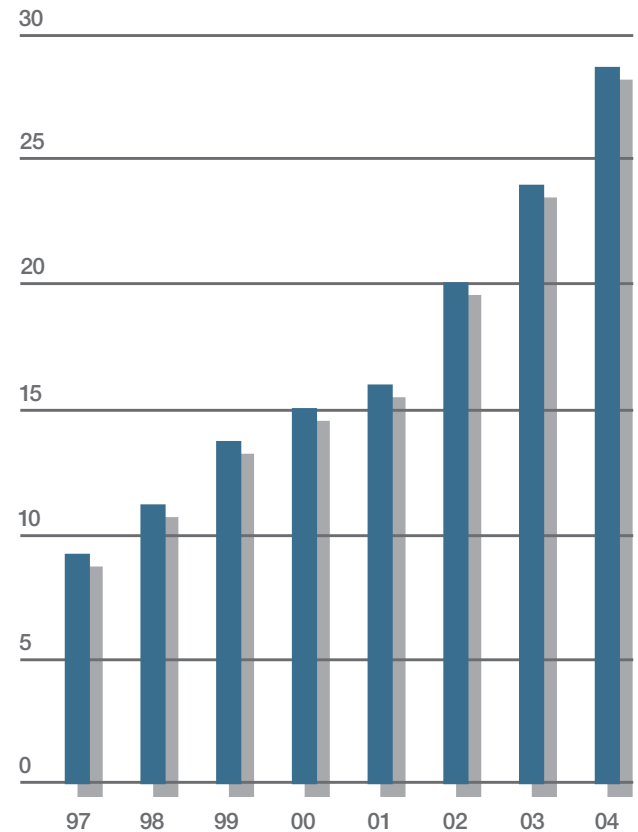
CareerBuilder.com sponsors *Apply Within—A Student's Window into Careers in Greater Washington*—a new high school program developed by Junior Achievement with the *Washington Business Journal*, which reaches more than 2,000 children.

Fight For Children gives significant funding for the expansion of Junior Achievement programs, assuring that Junior Achievement continues to grow and reach more children in the Greater Washington Region.

HSBC—North America provides a grant to fund middle school programs in Washington, DC schools, which reached more than 1,000 children last year.

Intelsat provides funding to sponsor *Personal Economics*, a middle school Junior Achievement program in the District of Columbia schools that reaches more than 1,000 students.

Historical Perspective on Children Reached (in thousands)



John Edward Fowler Memorial Foundation provides continued support for Junior Achievement programs for more than 1,300 elementary school students throughout Prince George's County.

Lerner Enterprises provides support through the Washington Business Hall of Fame allowing Junior Achievement to reach additional children every year throughout the Greater Washington Region.



Above and Beyond

NASDAQ sponsors and assists in the creation of the Junior Achievement Online Entrepreneur Center. NASDAQ has helped provide a place online for students to learn and experience new ideas and concepts.

Nextel is a co-presenting sponsor of the Washington Business Hall of Fame and helped raise more than \$725,000 to make this year's event the biggest in the 16 year history of the Hall of Fame.

PEPCO provides Junior Achievement with a constant level of support that allows Junior Achievement to continue growing its programs in the Greater Washington Region.

Philip L. Graham Fund provides funding to help build our volunteer infrastructure and infuse technology into our training and recruitment processes and to assist in the retention of more than 700 volunteers.

Phillips International provides operational, in-kind, and Hall of Fame support to Junior Achievement and our programs.

PricewaterhouseCoopers LLP provides support to the Junior Achievement mission as a sponsor of the Bowl-a-Thon, the Washington Business Hall of Fame, and by providing volunteers to teach Junior Achievement programs. In addition, Managing Partner Fernando Murias was the Chair of the 2003 Hall of Fame.

The Sallie Mae Fund provides Junior Achievement with more than 25 volunteers and additional vital financial support that Junior Achievement needs to carry out its mission.

The Washington Redskins Leadership Council is a partner with Junior Achievement in the *4th & Life* program that continues to be a success for both the Leadership Council, area high schools, and Junior Achievement. By showing athletes there are positions in sports beyond simply being a player, the program helps them achieve in the classroom and beyond.

The Washington Times places PSAs about Junior Achievement and our events, spreading information and reinforcing the Junior Achievement mission to the Greater Washington Region.

Wilmer Cutler Pickering Hale and Dorr provides our largest gift of the year, a three year gift to launch our regional Job Shadow program and a corporate commitment to support Junior Achievement programs.

The YMCA of Metropolitan Washington and Junior Achievement partner to provide Junior Achievement's economic education programs to all of the branches in the Region. This collaboration is supported by the JC Penney Afterschool Fund, who is instrumental in championing this special partnership.

Commitment



Junior Achievement
uses hands-on experiences
to help young people
understand the economics
of life. In partnership with
business and educators,
Junior Achievement
brings the real world
to children,
opening their minds
to their potential.





Volunteers

A.L. Sumpter and Associates
Accenture
America Online
American Academy of Pediatrics
American Express
Andrews Air Force Base
BFA Systems
Black Entertainment Television
Bob Lawrence & Associates
Business Roundtable
Capital One
Cary Pharmaceuticals
Center for Individual Rights
Center for Organizational Excellence
CISCO
Civilian Management Services
Commercial Brokers, LLC
Computer Associates
Corporate Executive Board
Deloitte
Denny Miller Associates
DLB Holdings
DTI Associates
Epilepsy Foundation
Ernst & Young
Exact Target
Fairfax County Government
Fannie Mae
Federal Aviation Administration
Financial Executive International
Ford Motor Company
Georgetown University
Hammond & Associates
Heritage Printing
Howard University

HSBC-North America
IBM
Intelstat
Interactive Solutions
Internal Revenue Service
International Finance Corporation
Interstate Worldwide
John Hancock
Jowdy Chiropractic Center, LLC
Junior Achievement of the National
Capital Area
KPMG
Lockheed Martin
Long & Foster
M&T Bank
Marriott
Marsh USA
Mass Mutual
MCI
Microsoft
Minkoff Development Corp.
NASA
National Career Academy Coalition
National Small Business Association
NCRIC
Northern VA Community College
Ogilvy
Oracle
Parents
PBS
PEPCO
Phillips
Planetgov
PricewaterhouseCoopers
Prince George's County Community
College

Prince George's County Police
Department
ProAct Software
RCM&D
Red Sage
Riggs Bank
Rydex Investments
Sabre
Sallie Mae
Silos Smashers
Social Enterprise Marketing
Spirent Communications
Sport's Authority
Staubach Company
Sullivan & Cromwell
SunTrust
The Economist
The George Washington University
Trophy Mart
UBS
United Parcel Service
United States Air Force
United States Census Bureau
United States Coast Guard
United States Department of Justice
United States Department of
Transportation
United States Navy
United States Small Business
Administration
University of Florida
University of Maryland
Wachovia
Washington Bible College
Washington Gas
Washington Hospital Center

Donors

JA Champions \$75,000+

Fight For Children
Wilmer Cutler Pickering
Hale and Dorr LLP

Chairman's Circle \$50,000-\$74,999

Arnold Worldwide, Inc.
Philip L. Graham Fund
The Washington Times

President's Club \$25,000-\$49,999

ACS
Asgard Entertainment Group
Capital One Services, Inc.
HSBC-North America
Intelsat Global Services Corporation
Lerner Enterprises
Nextel
Phillips International, Inc.
Potomac Electric Power Company
PricewaterhouseCoopers LLP
Sallie Mae

Directors \$10,000-\$24,999

3M Federal Systems Department
Accenture
Akin, Gump, Straus, Hauer & Feld, L.L.P.
Akridge Real Estate Services
Bert, Smith, & Company
The Bomstein Agency
CareerBuilder
Computer Associates International, Inc.
Deloitte
Ernst & Young LLP
International Business Machines
John Edward Fowler Memorial Fund
The Kiplinger Foundation
KPMG Peat Marwick, LLP
Lockheed Martin
Marriott Foundation
The Morris and Gwendolyn Cafritz
Foundation
Rand Construction Corporation
Richard E. and Nancy P. Marriott
Foundation
Riggs Bank, N.A.
Spirent Communications
The Staubach Company
SunTrust Bank
United Parcel Service
Washington Gas
Win-Win Strategies Foundation

Entrepreneurs \$5,000-\$9,999

The Advisory Board Company
AOL Time Warner
Automated Information Management
Bank of America
BB&T
Black Entertainment Television
CACI International
Calvert Group
Cambridge Holdings
Charles E. Smith Companies
Clark Enterprises, Inc.
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Datawatch
DC United/AEG
Dimick Foundation
Dreyfus Foundation
Fannie Mae Foundation
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JP Morgan
The Kane Company
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Legg Mason Wood Walker
The Leonis Foundation
Marriott International, Inc.
Merrill Lynch
Carl R. Meyer
Morino Institute
Navigant Consulting
Northern Virginia Community Foundation
Optimos
Oracle Corporation
Panacea Consulting, Inc.
Peoplesoft
Phillips Realty Capital
Abe Pollin
Procter & Gamble Manufacturing Co.
Protiviti
The Richard Eaton Foundation
RLJ Development LLC
SAP
Shambaugh Leadership Group
SM&A
Stonestreet Capital
Symantec Corporation
U.S. Trust Company
Unisys Corporation
United Way of the National Capital Area
Venable, Baetjer, Howard & Civiletti, LLP
Verizon of Virginia
Verizon Washington DC
George Vradenburg
Washington Business Journal
Washington Express
The Washington Post
Washington Real Estate Investment Trust
webMethods
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Shareholders \$1,000-\$4,999

ADC The Map People
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Roberts Oxygen Company, Inc.
Rotary Foundation of Washington, DC
Sonja M. Schmidhuber
Jonathan P. Shames
SIGAL
Spencer Stouffer
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United Bank
United Way of Central Maryland
USAA Foundation
Verizon Maryland
The Washington Jaycees, Inc.
DBA The Downtown Jaycees
Washington Redskins Leadership Council
The Washingtonian magazine
WDG Architecture, PLLC

Friends of Junior Achievement \$1-\$999

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Abramson Family Foundation
Adams National Bank
America's Charities, Inc
Anonymous
Arlington Career Center
Arnold & Porter
B.M. Smith & Associates
Thomas F. Beddow
Bernstein Investments
Big Dough
David L. Bishop
The Buccini Pollin Group, Inc.
Buch Construction
Deborah Bushrod
Norman L. Carter
The Catholic Charities Foundation
Theodore S. Chaconas
Chevy Chase Bank
Neil T. Coakley
Cooley Godward, LLP
Courtesy Associates
Cox Communications
DBI Architects, P.C.

Dittus Communications
Edison Electric
Bert T. Edwards
Duane Ekedahl
Falcon Express Transportation, Inc.
Arthur D. Farber
Jeffrey L. Fitzgerald
Brian F. Frydenlund
Graduate Management Admission Council
The Greater Washington Board of Trade
Greenberg Traurig
Edward J. Grenier III
Harrisburg News Company
R. J. Heath
Gilbert P. Henson
Howard University
Indian Spring Country Club
K & D Welding, Inc.
Shirley Johnson
Tammy Jones
Lagnippe Marketing, Inc.
Howard Levine
Geoffrey Lewis
Kim Liddell
Louise Lynch
M&T Bank
Malcolm Marshall
Marsh USA Inc.
John McDowell
Mid-Atlantic Distributors, LLC
Larry Mitchell
Monument Realty LLC
Kevin Mulloy
Neustar, Inc.
R. L. Offen
Robert A. Peck
Doug Place
Post Newsweek Tech Media
Thomas Pownall
Merle Pullin
Arthur Riley
Rockingham Construction Co. Inc.
Gary S. Rosen
James H. Schleckser
Daniel Sheehan
Robertta Willis Sims
Southeastern University
Speedimpex
The Stephen G. and Thelma S Yeonas
Foundation
Lori Stephens
Alan R. Swendiman
Buzzy E. Thibodeaux
Janet Thomas
Derrick L. Tillery
Renatta G. Tull
US Airways
Valley Crest Landscaping Development
Verizon Communications
W.C. & A.N. Miller Companies
Walk Construction Group
Macon Ware
Westfield Realty, Inc.
William B. Wrench
David Wilson
Zinkand Electric Co., Inc.
Tal Zlotnitsky

Washington Business Hall of Fame



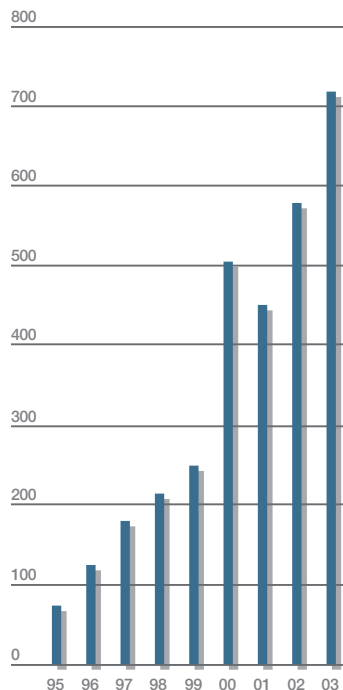
2003 Hall of Fame Laureates (from left) John R. Tydings, Former President, Greater Washington Board of Trade; Austin H. Kiplinger, Chairman, Kiplinger Washington Editors; Edward F. Mitchell, Former Chairman & CEO, PEPCO; Theodore N. Lerner, Founding Partner, Lerner Enterprises. Not pictured is Robert L. Johnson, Chairman & CEO, BET Holdings, Inc.



From left: James "JB" Brown, Co-Host Fox NFL Sunday; Marly Cantero, Graham Road Elementary School, Falls Church, VA; Laureate Robert L. Johnson, Chairman & CEO, BET Holdings, Inc.; Fernando Murias, Managing Partner, PricewaterhouseCoopers, Chair of the 2003 Washington Business Hall of Fame

The Washington Business Hall of Fame honors regional business leaders for their business excellence, visionary leadership, and community involvement. The Laureates

Funds Raised (\$ in thousands)



have risen to the top of their various industries and now serve as role models, inspiring children to achieve their own greatness.

More than 1,200 people attended the 2003 Hall of Fame, which raised over \$725,000 to benefit Junior Achievement of the National Capital Area.

Called a "Big Night for Business" by *Washingtonian* magazine and the "Academy Awards of the Corporate Community" by *The Washington Post*, the 2004 Hall of Fame is shaping up to be another stellar event.

For a complete list of laureates, or to get more information, please visit www.myJA.org or contact Kim Riley, 202.777.4472 or kriley@janca.org.



Sponsored by:

CapitalOne[®]

NEXTEL |

Bowl-a-Thon



Last year more than 1,500 supporters gathered to celebrate the 20th anniversary of the Junior Achievement Bowl-a-Thon! Bowlers participated at Bowl America and AMF Centers throughout the Greater Washington Region. They enjoyed a day of fun with their companies and co-workers. Co-presenting sponsors Intelsat and Phillips International, Inc. played a crucial role in creating an opportunity for employees

to kick back and relax while raising money to support Junior Achievement. Participants spent the day bowling, eating, and winning great door prizes!. No bowling experience is needed, just the willingness to have fun with friends and co-workers! Get your company involved in the 2005 Bowl!!! To do so, please contact Kim Riley at 202.777.4472 or kriley@janca.org.



Sponsored by:



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Potomac River Ventures

President and CEO

Edward J. Grenier III
Junior Achievement

Mercedes Alvarez
Chief Risk Officer
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Charles Elliott (C.E.) Andrews
Executive Vice President
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Sallie Mae

Robert L. Arnold
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Economic Development Manager
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Accenture

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Fight For Children

Jeffrey Heath
Partner-in-Charge
KPMG LLP

Dr. Andr  J. Hornsby
Chief Executive Officer
Prince George's County
Public Schools

David G. Houck
Senior Vice President, Manager,
Washington, DC
The Staubach Company

Kathy A. Jackson
Executive Director, Wealth
Management & Institutional
Trust
Riggs Bank

Charles Stewart Jones
Chief Operating Officer
Arnold Worldwide, Inc.

Lee J. Jundanian
Chairman and CEO
Stone Street Capital Inc.

John M. Kane
President and CEO
The Kane Company

James Lafond
Former Managing Partner
PricewaterhouseCoopers LLP

Paul Lawrence
Partner
IBM Business Consulting Services

Roger N. Levy
Director of Legislative Financial
Services Group
Piper Rudnick

Geoffrey Lewis
Co-Founder
Synergia Global

Kim C. Liddell
Senior Vice President
Sequoia Bank

Brian McVay
Senior Managing Director
Cushman & Wakefield

Carl R. Meyer
Managing Director
Lilac Capital

Eartha C. Morris
Executive Vice President, Operations
Riggs Bank

Kevin Mulloy
President & CEO
Intelsat Global Services
Corporation

R. Lanse Offen III
Senior Vice President
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Panacea Consulting, Inc.

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Network Operations
Verizon

Steven A. Reeder
Vice President and Retail Sales
Manager
First Virginia Bank

J. Nick Sample
Vice President
Nextel Communications

Ron Saul
President
Washington Redskins Alumni
Association

Sonja M. Schmidhuber
Vice President
United Parcel Service

Jonathan P. Shames
Partner
Ernst & Young LLP

Mark Shriver
Vice President and Managing
Director
Save the Children

Roberta Willis Sims
Vice President
Washington Gas

Dr. Robert G. Smith
Superintendent
Arlington Public Schools

Steven Snider
Senior Partner
Wilmer Cutler Pickering
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The Staubach Company

Dr. Paul L. Vance
Superintendent
District of Columbia
Public Schools

Macon M. Ware III
Director
Deloitte & Touche LLP

Dr. Jerry D. West
Superintendent
Montgomery County
Public Schools

Dr. Patricia Weitzel-O'Neill
Superintendent for
Catholic Schools
Archdiocese of Washington, DC

Financials

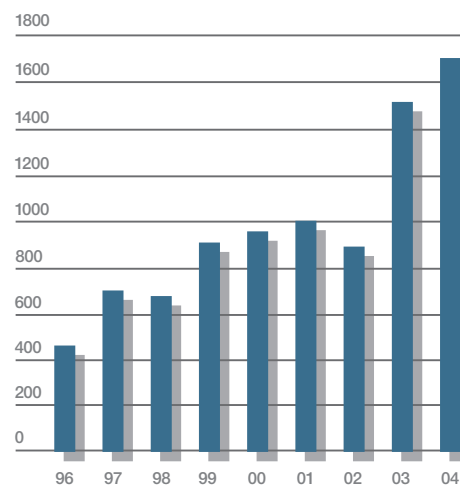
Statement of Financial Position June 30, 2004

	<i>Assets</i>
Current Assets	
Cash	\$ 200,963
Accounts Receivable	9,750
Grants Receivable	464,677
Prepaid Expenses	25,917
Total Current Assets	<u>\$ 701,307</u>
Property and Equipment	
Equipment	\$ 47,398
Less Accumulated Depreciation	(27,463)
Property and Equipment Net	<u>19,935</u>
Total Assets	<u>\$ 721,242</u>
	<i>Liabilities and Net Assets</i>
Current Liabilities	
Accounts Payable and Accrued Expenses	\$ 37,082
Current Maturities of Long Term Debt	175,422
Deferred Revenue	20,000
Total Current Liabilities	<u>\$ 232,504</u>
Long Term Debt	<u>\$ 69,368</u>
Total Liabilities	<u>\$ 301,872</u>
Net Assets	
Unrestricted	\$ (135,505)
Temporarily Restricted	554,875
Total Net Assets	<u>\$ 419,370</u>
Total Liabilities and Net Assets	<u>\$ 721,242</u>

Statement of Activities For The Year Ended June 30, 2004

Revenues and Other Support	
Contributions	\$ 1,028,888
Special Events Revenue	\$1,046,426
Less: Cost of Direct Benefit To Donors	(378,840)
Net Revenue From Special Events	<u>667,586</u>
Total Revenues	<u>\$ 1,696,474</u>
Other Support	
Miscellaneous Income	\$ 30,668
Total Revenues and Other Support	<u>\$ 1,727,142</u>
Program and Supporting Services Expenses	
Program Services	\$ 883,582
Supporting Services	
Administrative	151,533
Fundraising	206,790
Total Supporting Services	<u>\$ 358,323</u>
Total Program and Supporting Services Expenses	<u>\$ 1,241,905</u>
Change In Net Assets	\$ 485,237
Net Assets, Beginning of Year	<u>(65,867)</u>
Net Assets, End of Year	<u>\$ 419,370</u>

Financial History (Gross Revenue, \$ in thousands)



Call to Alumni

Ever involved with Junior Achievement?

Tell us your story! Share your memories of Junior Achievement and help us reach future generations of Junior Achievement participants.

Did your experiences in Junior Achievement programs lead you to where you are today? Do you think about that volunteer who made a difference in your life? Do you ever wonder if you could make a difference?

Help us by volunteering and you will be creating the new generation of Junior Achievement memories.

We want to know all about your history with Junior Achievement! If you participated in a program, were a volunteer, or went to a conference, we want to hear about it! Visit www.myJA.org.



What They're Saying

"We have been using the Junior Achievement program for several years here at Forest Edge. This program is very beneficial to our students. The students love to meet people from the community and participate in fun lessons that go along with the Virginia SOLs. Having a different "teacher" in the room is a treat for students too! The Junior Achievement program is fabulous and I have received a ton of positive responses from our staff.

Thank you for running such a fantastic program for our children."

Carrie Levis
6th Grade Teacher
Forest Edge Elementary, Reston, Virginia



...“being a positive influence in the life of a student is worth all your commitment and effort—there is no greater reward than seeing their excitement as they learn skills that are preparing them for a more successful future.”

Christopher M. Kennedy
Business Planning Director
North America Sales & Consulting
Oracle Corporation



"Junior Achievement was a great learning experience. My volunteer taught me about the stock market and how it is related to everyday life, how to communicate with others and the banking process."

Kendra Bailey
Junior
Roosevelt Senior High School,
Washington, DC





We are proud to support Junior Achievement of the National Capital Area and the more than 27,000 children they serve annually throughout the Greater Washington Region. We share Junior Achievement's belief that at the heart of our democracy is the promise that anyone can create an unbounded future, and support Junior Achievement's efforts to empower today's youth for tomorrow's workplace.

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