

ANNUAL REPORT

FISCAL YEAR 2005



INVEST INVOLVE INSPIRE



Junior Achievement[®]

OF THE NATIONAL CAPITAL AREA

OUR MISSION

For 86 years, Junior Achievement has promoted the best principles of the American Way; with the right tools, all citizens can seize opportunity and live their dreams.



JUNIOR ACHIEVEMENT

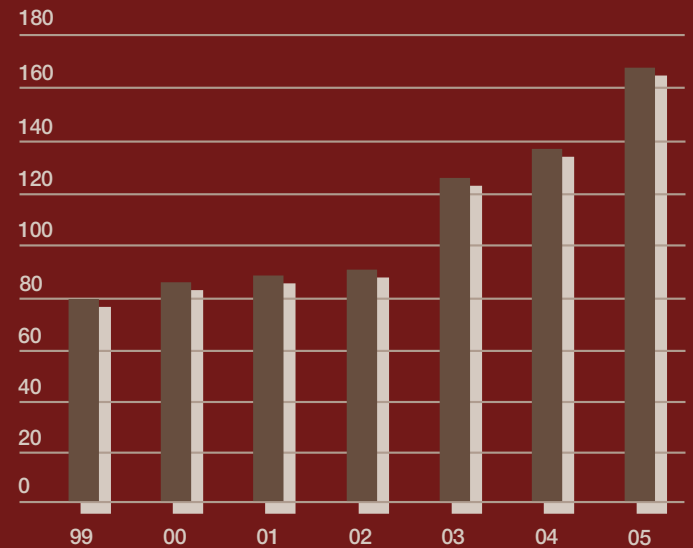
uses hands-on experiences to help young people understand the economics of life.

In partnership with business and educators, Junior Achievement brings the real world to children, opening their minds to their potential.

YEAR AT A GLANCE



STUDENT CONTACT HOURS
(IN THOUSANDS)

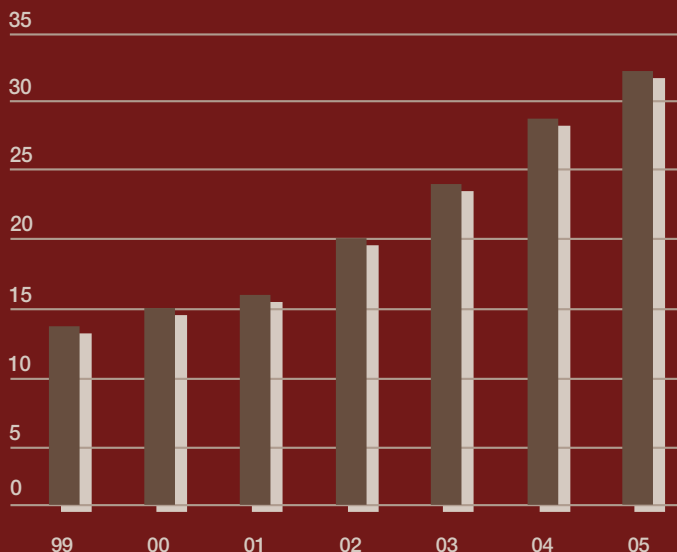


FROM A VOLUNTEER

I had a wonderful and gratifying experience teaching with JA! As a financial advisor I felt the material was right on target in helping children learn about the importance of education and saving. It was fun to see their faces light up when they knew answers to questions. The partnership between Junior Achievement and Merrill Lynch is a great one, and I was fortunate to have the opportunity to participate.

Joseph M. Prisco Jr.
Financial Advisor
Merrill Lynch (Washington, D.C.)

STUDENTS REACHED
(IN THOUSANDS)



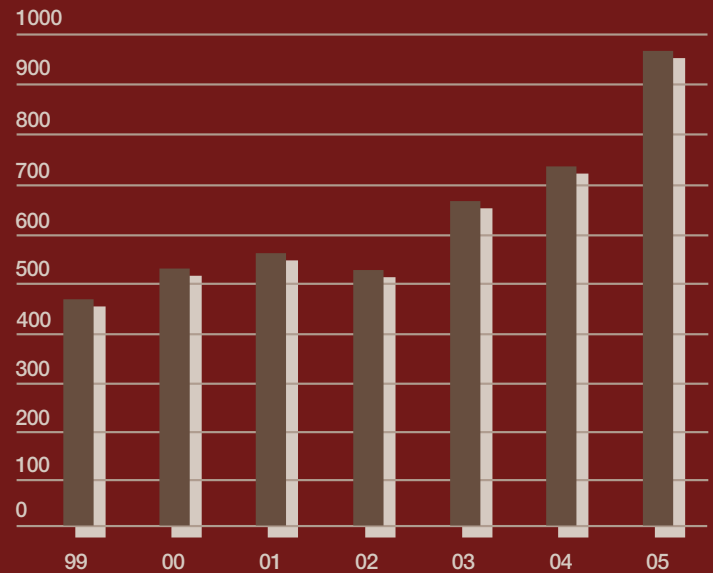


FROM A PRINCIPAL

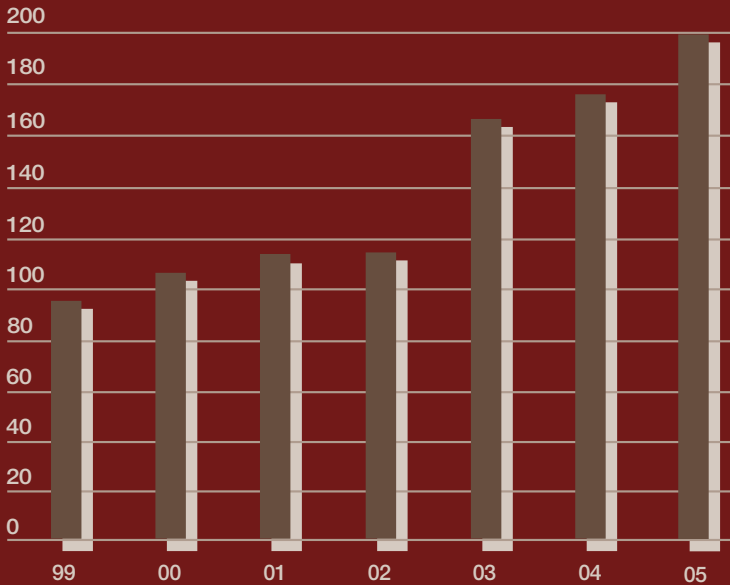
Junior Achievement has provided opportunities for my students to work with and learn from our community's human resources. The students have been greatly impacted by the community stakeholders who have shown they truly care about children. Thank you JA for the quality support that you have continuously given to me and my students.

Jeffrey Grant
Principal
P.R. Harris Educational Center (Washington, D.C.)

VOLUNTEERS



SCHOOLS



FROM A STUDENT

For me, the greatest reward and challenge was learning how to organize a large group of students and to keep them motivated and focused on our objectives. Satisfying the needs and demands of my co-workers, sponsoring advertisers, school faculty and consumer market required me to learn the fine art of tact and diplomacy. Although the JA Company Program required tremendous effort and oversight, it provided others and me with an extremely valuable and copious understanding of the business world. It gave me the confidence to believe that I might one day start my own business.

Jessica M. Leval
12th Grade Student
Melvin J. Berman Hebrew Academy (Rockville, MD)

CONTENTS

- 1 Building the Future
- 2 Youth Entrepreneur of the Year—Brian Hendricks
- 4 Junior Achievement Programs
- 7 Superintendent's Perspective
- 8 Schools
- 10 Volunteer Organizations
- 11 Donors
- 12 Washington Business Hall of Fame
- 13 Junior Achievement Bowl-A-Thon
- 14 Board of Directors
- 15 Junior Achievement Partners
- 16 Financials
- 17 Call to Alumni and Volunteers

BUILDING THE FUTURE

Dear Stakeholders in America's Future,

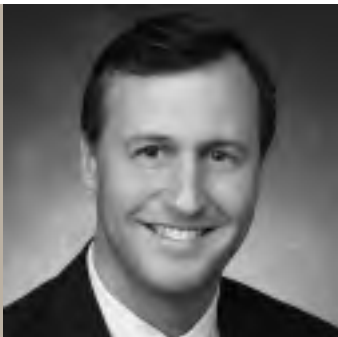
Forty years ago, Washington, D.C.'s baseball team was called the Senators, the Metro was a subway in Paris, Fairfax and Montgomery Counties were considered "the country," and one could entertain buying a house in sleepy Vienna or Rockville for \$21,000. At the same time, an organization called Junior Achievement set up shop in the Nation's Capital, offering an after-school program to a few dozen high school students which helped them learn how to establish and operate a business.

The Greater Washington Region has changed a great deal since then, and so has Junior Achievement. Forty years ago, teens learned how a production line works by assembling a lamp, a clock or some other product. Today, teens learn how to capitalize and manage a multi-national corporation using the latest web-based simulations. Forty years ago, teens learned how to set up a bank account to support their business. Today, middle school students learn how to work with credit, debt, budgets, interest rates, and savings accounts. Forty years ago, young people might have had their first experience with JA's programs when they were 16 or 17. Today, kids as young as six are learning about business, entrepreneurship, and personal finance through fun and interactive activities.

Since 1965, Junior Achievement of the National Capital Area has given over 600,000 young people a jump-start on life by providing life-skills, economics, and business curriculum through in-classroom and after-school settings. That tradition continues on an even greater scale today as Junior Achievement celebrates its 40th anniversary in the D.C. metro region.

The purpose of this 40th Anniversary Annual Report is to recognize the successes of the past while keeping our eyes fixed firmly on the future. Junior Achievement of the National Capital Area now reaches 33,000 students a year. This Annual Report will cover the variety of programs and initiatives underway that help us impact so many young people in grades K through 12 in the Greater Washington Region. At the same time, this report allows us to recognize those businesses, foundations, schools, and individuals who have been instrumental in our success. It also serves as a venue to provide an overview of our responsible stewardship of donor resources as we maximize the number of children reached for each dollar contributed.

We at Junior Achievement of the National Capital Area are proud to have served the Greater Washington Region for four decades. We look forward to positively impacting countless young people in our community for many decades to come.



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
CEO Project, LLC

YOUTH ENTREPRENEUR OF THE YEAR



Youth Entrepreneur of the Year Brian Hendricks, pictured with WMAL's Fred Grandy and JA President Ed Grenier, accepts his award at the 2005 Ernst & Young Greater Washington Entrepreneur of the Year® Awards Program held in June of 2005.

JUNIOR ACHIEVEMENT YOUTH ENTREPRENEUR OF THE YEAR AWARD

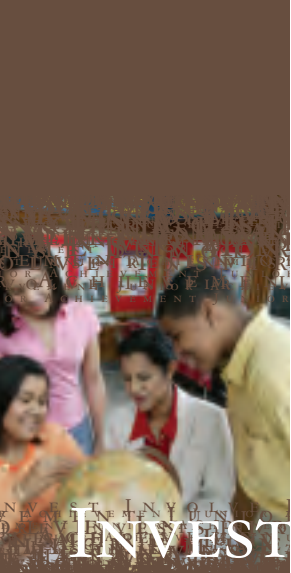
Since the organization's inception, Junior Achievement has been recognized for its unique ability to educate and inspire young people to value entrepreneurship and the free enterprise system. Keeping with tradition, Junior Achievement of the National Capital Area sponsors the *Youth Entrepreneur of the Year Award*. The award is presented in conjunction with Ernst & Young at the annual Ernst & Young Entrepreneur of the Year Awards Banquet. The award recognizes a high school-aged student who embodies the entrepreneurial spirit promoted by JA by demonstrating the ability to successfully launch and manage a small business.

This year's winner is Brian Hendricks, a senior at Winston Churchill High School in Montgomery County, who won the award during his junior year. What started as a hobby fixing family and friends' computers evolved into *StartUpPC*—a growing computer manufacturer and on-site service provider. Over the years, Brian has expanded his product scope, developed unique operating and marketing techniques, and used his web design skills to create an advanced company website. His long-term goal is to study business at a four year college, and establish *StartUpPC* franchises on college campuses.

Brian's entrepreneurial accomplishments *also* earned him the prestigious honor of being awarded the *2005 JA Entrepreneur of the Year Award* from JA Worldwide. Brian was selected from a blue-ribbon panel

of entrepreneur experts from various organizations, including the SBA, NFIB, EO, National Dialogue on Entrepreneurship, and Consortium for Entrepreneurship Education. Along with the recognition, he received a \$5,000 check and his high school received another \$1,000 for its contribution to Brian's education.





PROGRAMS

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 students, opening their minds to their potential. Throughout JA's sequential and integrated kindergarten through grade 12 programs, students use information, apply basic skills, think critically, and solve complex problems. JA is the successful bridge between education and business. Junior Achievement of the National Capitol Area reached 33,000 students through in-classroom and additional programs, which include the *4th and Life* and *Apply Within* series.

Elementary School

The Elementary School Programs include six sequential themes for kindergarten through fifth-grade students. Students learn the basic concepts of business and economics and how education is relevant to the workplace. The sequential activities build on studies from each preceding grade and prepare students for secondary school and lifelong learning. The six program themes also teach students that people assume roles as individuals, consumers, and workers in an expanding cultural environment that extends from the self and family



to global relations. Junior Achievement of the National Capital Area reached 15,695 elementary school students during the 2004–2005 academic year.

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

Junior Achievement has several highly effective programs for middle grade and junior high school students that reinforce the value of education and teach students about the future economic benefits of staying in school. Students will be introduced to many economic concepts and useful facts about the working world.

The Middle Grade programs build on concepts the students learned in Junior Achievement's Elementary School Program and help teens make difficult decisions about how to best prepare for their educational and professional future. The programs supplement standard social studies curricula and develop communication skills

that are essential to success in the business world.

Junior Achievement of the National Capital Area reached 5,156 middle school students during the 2004–2005 academic year.

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™ Children are provided 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.

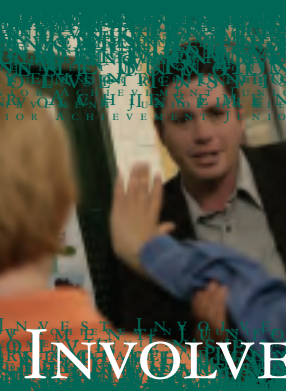
High School

As high school students begin to position themselves for their future, there are many unanswered questions about what lies ahead. 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. With a range of different programs, Junior Achievement teaches about concepts from micro-economics and macroeconomics to free enterprise. The volunteers bring real-life business experience and guidance into the classroom at a time that represents an essential crossroads for young people. Junior Achievement of the National Capital Area reached 11,318 high school students during the 2004–2005 academic year.

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.

After School

Junior Achievement offers both regular classroom programs in an after-school setting, as well as JA Dollars and \$ense. This program meets the after-school programming needs of a diverse group of youths by providing engaging, academically enriching, and experiential learning sessions in economic education. JA Dollars and \$ense encompasses economics and business curriculum for students in grades three through five. Junior Achievement of the National Capital Area reached 3,561 after school students during the 2004–2005 academic year.

JA Dollars and \$ense™ Children learn about earning, sharing, saving, and spending money, and businesses they can start or jobs they can perform to earn money.

SUPERINTENDENT'S 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.”

Howard A. Burnett*

Interim Chief Executive Officer
Prince George's County Public Schools

Dr. Jack D. Dale*

Superintendent
Fairfax County Public Schools

Dr. Clifford B. Janey*

Superintendent
District of Columbia Public Schools

Dr. Timothy J. McNiff*

Superintendent of Schools
Diocese of Arlington

Rebecca Perry*

Superintendent
Alexandria City Public Schools

Dr. Robert G. Smith*

Superintendent
Arlington Public Schools

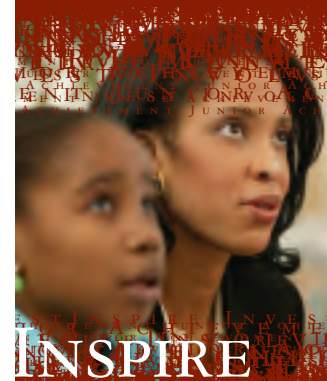
Dr. Jerry Weast*

Superintendent
Montgomery County Public Schools

Dr. Patricia Weitzel-O'Neill*

Superintendent for Catholic Schools
Archdiocese of Washington, DC

*Serves on Junior Achievement Board of Directors



SCHOOLS

District of Columbia

Elementary

Amidon Elementary School
Benning Elementary School
Birney Elementary School
Brightwood Elementary School
Bruce Monroe Elementary School
Charles Young Elementary School
Friendship Edison Elementary Academy
Gage-Eckington Elementary School
Harriet Tubman Elementary School
Lasalle Elementary School
Maury Elementary School
Meyer Elementary School
Saint Francis Xavier School
Savoy Elementary School
Thomson Elementary School
Terrell Elementary School
Turner Elementary School
Watkins Elementary School

Middle

Friendship Edison Junior Academy
Hine Junior High School
R.H. Terrell Junior High School
Stuart-Hobson Middle School
Washington Middle School for Girls

High

Anacostia High School
Friendship Edison Collegiate Academy
Luke Moore Academy Senior High School
Roosevelt High School
Seed Public Charter School

Maryland

Montgomery County

Elementary

Ashburton Elementary School
Bradley Hills Elementary School
Burtonsville Elementary School
Candlewood Elementary School
Cashell Elementary School
Chevy Chase Elementary School
Farmland Elementary School
Flower Hill Elementary School
Garrett Park Elementary School
Holy Redeemer Elementary School
Kensington-Parkwood Elementary School
Laytonsville Elementary School
Luxmanor Elementary School

Mill Creek Towne Elementary School
North Chevy Chase Elementary School
Oakland Terrace Elementary School
Resnik Elementary School
Sequoyah Elementary School
Sherwood Elementary School
Somerset Elementary School
South Lake Elementary School
St. John the Baptist Elementary School
Stone Mill Elementary School
Viers Mill Elementary School
Waters Landing Elementary School
Wyngate Elementary School

Middle

Argyle Middle School
North Bethesda Middle School
Pyle Middle School
Redland Middle School
Shady Grove Middle School
Tilden Middle School

High

Albert Einstein High School
Bethesda Chevy Chase High School
Gaithersburg High School
Magruder High School
Quince Orchard High School
Rockville High School
Walter Johnson High School
Wheaton High School
St. Mary's County
King's Christian Academy

Prince George's County

Elementary

Apple Grove Elementary School
Beacon Heights Elementary School
Heather Hills Elementary School
Kenilworth Elementary School
Langley Park-McCormick Elementary

Middle

Thurgood Marshall Middle School

High

Laurel High School

Virginia

Alexandria

Elementary

Douglas MacArthur Elementary School
Polk Elementary School
Tucker Elementary School

High

T.C. Williams High School

Arlington

Elementary

Barcroft Elementary School
Campbell Elementary School
Carlin Springs Elementary School

High

Arlington Career Center
Bishop O'Connell High School
Yorktown High School

Fairfax County

Elementary

Clearview Elementary School
Clermont Elementary School
Colvin Run Elementary School
Lane Elementary School
Forest Edge Elementary School
Freedom Hill Elementary School
Graham Road Elementary School
Halley Elementary School
Hunter Woods Elementary School
Hybla Valley Elementary School
Lane Elementary School
McNair Elementary School
Poplar Tree Elementary School
Saint James Elementary School
Shrewewood Elementary School
Stratford Landing Elementary School
Timber Lane Elementary School
Westlawn Elementary School

Middle

Rachel Carson Middle School
Rocky Run Middle School
Sandburg Intermediate School

High

Centreville High School
Paul VI High School
W.T. Woodson High School

Loudoun County

Elementary

Cool Spring Elementary School
Little River Elementary School
Lowes Island Elementary School

Prince William County

Elementary

Coles Elementary School
King Elementary School
Pennington Elementary School

Stafford County

Elementary

Park Ridge Elementary

AFTER SCHOOL

District of Columbia

Elementary

Beacon House Community Ministry

Boys & Girls Club of Greater Washington Area:

Eastern Branch

Jelleff Branch

District of Columbia Department of Parks & Recreation:

Atlantic Gardens

Adams

Amidon School

Banneker Day Care Center

Barry Farms

Edgewood CDC

Joy Evans School

OES Stoddert Terrace

Paradise

Payne Day Care Center

Plummer BASCP

Rosedale Child Care Center

Simon Elementary School

Watkins

YMCA Calomiris

YMCA of Metropolitan Washington

Middle

Southeastern University — Gear Up Program

High

Higher Achievement Program

Opportunities Industrialization Center of Washington, D.C.:

Ballou High School

Elliot Junior High School

Roosevelt High School

Maryland

Montgomery County

Montgomery County Recreation Department

Discovery Camps:

Cabin John

Jones Lane

Shady Grove

Upper County Community Center

Wheaton Claridge

St. Mary's County

Boys & Girls Club — Camp Brown

Virginia

Alexandria

Community Lodgings, Inc.

Fairfax County Recreation Department:

Huntington Community Center

Gum Spring Community Center

Arlington

Alexandria Department of Recreation —
The Campagna Center

Arlington County Parks, Recreation, & Cultural
Resources — Thomas Jefferson Site

Fairfax County

Fairfax County Recreation Department:

Bailey's Crossroads Community Center

James Lee Community Center

Mott Community Center

Pinn Community Center

Willston Multicultural Center

Prince William County

Boys & Girls Club of Greater Washington —
Manassas, Carter Branch



VOLUNTEER ORGANIZATIONS

Accenture
Administaff
Adventure Links
The Advisory Board Company
Alexandria Recreation Department
Allstate
America Online
American Academy of Pediatrics
American Airlines
American College of Cardiology
American Moving and Storage Association
Arlington County Parks, Recreation & Cultural Resources
Aronson & Company
Bank of America
BEA Systems
Beacon House Community Ministry
Bearing Point
Bed Bath & Beyond
Berkshire Mortgage Finance
Booz Allen & Hamilton, Inc.
Bowie State University
Boys & Girls Club of Greater Washington Area
Brent Associates
The Bureau of Engraving and Printing Federal Credit Union
CACI International
Capole Chung, Inc.
Cardinal-Virginia Concrete Company
CDW-G
Center for Individual Rights
The Center for Organizational Excellence
CISCO Systems, Inc.
The Coca Cola Company
Columbia Partners
Community Lodgings, Inc.
Corporate Executive Board
Council of the District of Columbia
Council of Foundations
Covington & Burling
CSI Engineering, P.C.
DC Department of Parks and Recreation
Deloitte
Diamond Cluster International
District Government Employees Federal Credit Union
DLB Holding, Inc.
e.fitz events, LLC
Edward Jones Investment Company
Ernst & Young, LLP
The Executive Committee
Fairfax County Recreation Department
Fannie Mae
Fidelity & Trust
Florida Rock Industries
Ford Motor Company
GE Healthcare Financial Services
Gelman, Rosenberg, & Freedman, CPAs
Georgetown University
Government Strategy Advisors
Greater Washington Board of Trade
Howard University
Hurd & Associates, Inc.
Intelsat Global Services
Internal Revenue Service
International Business Machines
JA Worldwide
Johns Hopkins University
Joint Tax Committee
Junior Achievement of the National Capital Area
KPMG, LLP
Linowes & Blocher, LLP
Lockheed Martin
Long & Foster Realtors
M&T Bank
M. Raffel, CPA, CLU, CFP
Management Concepts, Inc.
Manning, Selvage, & Lee
Marriott International, Inc.
Merrill Lynch
Microsoft
Minkoff Development Corporation
Montgomery County Recreation Department
National Association of Environmental Professionals
National Association of Manufacturers
National Cooperative Bank
National Small Business Association
National Stone, Sand, & Gravel Association
Nationwide
Northrop Grumman Mission Systems
Office of Management and Budget
Oracle USA, Inc.
Panacea Consulting, Inc.
Phillips International, Inc.
Potomac River Ventures
PricewaterhouseCoopers, LLP
Prince George's County Police Department
Provident Bank
Rydex Investments
Sabre, Inc.
Sallie Mae
SiloSmashers
Small Business Administration
Southeastern University
Spirent Communications
Strelmark
Synergia Global
Think Entre
United Communications Group
United Parcel Service
United States Air Force
United States Department of Agriculture
United States Department of Justice
United States Department of Treasury
United States Department of Veterans Affairs
United States Food and Drug Administration
United States Navy
University of Maryland
Various Parents Organizations
Verizon Communications
Visiting Nurse Association
Wachovia Bank, N.A.
Washington Bible College
Washington Times
Wilmer Cutler Pickering Hale and Dorr, LLP
Womble Carlyle Sandridge & Rice
YMCA

DONORS

JA Champions (\$75,000 and above)

Arnold Worldwide, Inc.
Fight For Children
JCPenney
Wilmer Cutler Pickering Hale And Dorr, LLP

Chairman's Circle (\$50,000–74,999)

Asgard Entertainment Group
DC United/AEG
PricewaterhouseCoopers, LLP

President's Club (\$25,000–49,999)

Accenture
Capital One Services, Inc.
The Case Foundation
Deloitte
Ernst & Young, LLP
HSBC-North America
Intelsat
Interstate Worldwide Relocation
KPMG, LLP
Nextel Communications
Phillips International, Inc.
Potomac Electric Power Company
The Sallie Mae Fund
United Parcel Service

Directors (\$10,000–24,999)

3M
Akin, Gump, Strauss, Hauer & Feld, LLP
The Annette M. and Theodore N. Lerner Family Foundation
AOL
Banc of America Securities
Bank of America
BB&T Bank
Catherine B. Reynolds Foundation
Chick-fil-A
Credit Suisse First Boston
E*Trade Financial
Goldman Sachs & Co.
Gregory S. Ledford
International Business Machines
JetBlue Airways Corporation
The Leonsis Foundation
Long & Foster Realtors
McKee Nelson, LLP
The Meltzer Group
Merrill Lynch
Milestone Merchant Partners
Mills Corporation
Navigant Consulting
Phillips International, Inc.
Richard E. and Nancy P. Marriott Foundation
Riggs Bank
Spirent Communications
The Staubach Company
Stonestreet Capital
Verizon Washington, DC
Wachovia Securities
Washington Gas

Managers (\$5,000–9,999)

Abe Pollin
Akridge Real Estate Services
American University
Anteon International Corporation
Arent Fox Kintner Plotkin & Kahn, PLLC
Aronson & Company
Aspen Systems Corporation
Barclays Capital
Bert, Smith, & Company
BMW of Fairfax
Bowne & Co.
Cadwalader, Wickersham & Taft, LLP
Calvert Group
Charles E. Smith Companies

Clark Enterprises, Inc.
Columbia Partners
Cooley Godward, LLP
Craftmark Homes
Cushman & Wakefield
Danaher Corporation
Datawatch
Dreyfus Foundation
Eastman Kodak
Fannie Mae Foundation
Fidelity & Trust
Forest City Washington
Freddie Mac
Geico Direct
Girl Scout Council of the Nation's Capital
Greenberg Traurig
Hilton Hotels Corporation
Holland and Knight
Host Marriott Corporation
J. Williard and Alice S. Marriott Foundation
J.E. Robert Companies
JA Worldwide
Jackson and Campbell, PC
JBG Companies
John M. Derrick, Jr.
Joseph Wolinsky
JP Morgan
Katten Muchin Zavis Rosenman
Kimsey Foundation
King & Spalding, LLP
Kiplinger Foundation
Lee Technologies
Lehman Brothers
Malek Family Charitable Trust
Marriott International, Inc.
Microsoft
Morino Institute
Northrop Grumman Corporation
Panacea Consulting, Inc.
Procter & Gamble Manufacturing Co.
Provititi
RGS Title, LLC
Richard Eaton Foundation
Robert Half International
Rolls-Royce North America, Inc.
Ronald and Anne Abramson
SAP
Shaw Pittman, LLP
SM&A
SRA International, Inc.
Stanley Gutkowski
SunTrust Bank
Symantec Corporation
Texas Pacific Group
U.S. Trust Company
UBS Investment Bank
United Way of the National Capital Area
Wachovia Bank, N.A.
Washington Baseball Club
The Washington Post
Washington Real Estate Investment Trust
Washington Redskins Leadership Council
The Washington Times
Zients Family Foundation

Entrepreneurs (\$1,000–4,999)

Adams National Bank
Advisory Board Company
AXA Advisors
Big Dough
Boston Properties, LP
Brunswick Group
Cassidy & Pinkard
Century Pool Management
Clifford M. & Camille E. Kendall Family Fund
Clyde, Inc.
Columbia Lighthouse for the Blind
Comcast
David L. Bishop
DBI Architects
Diamond Property

Dominion
Edward L. Cohen
EU Services
Evan R. Chertkov
Fountainhead Title Group
Gallaudet University
Gary H. Tabach
General Electric Foundation
Glenn C. Campbell
Graduate Management Admission Council
Heidrick & Struggles
Hilary R. Bruggen
Howard R. Bowles
ILOG, Inc.
James H. Schleckser
James Lafond
Jason Crist
Jesse W. Howard
Joe Bruno
Joe Skinker
John Schweiters
Jonathan P. Shames
Kahn Paper
Kathy A. Jackson
Kevin Mulloy
Lawrence P. Fisher
Legum and Norman
Leon Harris
Lisa J. Cines
Lori R. Mody
M&T Bank
Marie C. Johns
Mark S. Ordan
Montgomery County Gazette
National Philanthropic Trust
NBC4
O'Melveny & Myers, LLP
Orr Partners
Perot Systems Government Services
Potomac Tech Wire
Rick L. Burdick
Rita Harmon
Robert Kovarik
Roberts Oxygen Company, Inc.
Rotary Foundation of Washington, DC
Scott Sterling
Sonja M. Schmidhuber
Stephen J. Anderson
Stephen S. Haas
Steven K. Rainey
T. Kenneth Joy
Thelen Reid & Priest, LLP
United Bank
United Way of the National Capital Area—
Alexandria Community Impact Fund
United Way of the National Capital Area—
Prince George's Community Impact Fund
Universal Title
University of District of Columbia
The USAA Foundation
Venable, LLP
Vradenburg Foundation
The Washingtonian
W.C. & A.N. Miller Companies
WFT Engineering
William Lane

Shareholders (\$100–999)

AB&C Group
Adsolution
Amanda L. Ingram
Aramark Refreshment Services
Arleen Trundy
Arthur D. Farber
B.M. Smith & Associates
BDO Seidman, LLP
Bert T. Edwards
Boyen Global Executive Search
Brian F. Frydenlund
Combined Federal Campaign of the National Capital Area

Courtesy Associates
Donohoe Companies, Inc.
Doug Place
Douglas Development Corporation
Duane Ekedahl
Ed Grocholski
Federal City Council
Ferris Baker Watts, Inc.
Friedman, Billings & Ramsey
Gary S. Rosen
George H. Walker
Greater Washington Board of Trade
Edward J. Grenier III
Guest Services, Inc.
Harps & Harps, Inc.
HarVest Bank of Maryland
HGM Management & Technologies, Inc.
Howard University
Human Touch, LLC
IBM Employee Charitable Giving Campaign
Integrated Resource Technologies
J. Nick Sample
Jere Shawver
John A. Theis
John L. Hallums
John M. Oliver
John T. Hazel
Macy's
Meisel Capital Partners
Meyer Group
National Cattleman's Association
National Cooperative Bank
NLX, LLC
Oehme, Van Sweden & Associates, Inc.
P.A. Phelps Consulting, LLC
Patrice M. Hayden
Patricia Brooks-Noble
Plamondon Enterprises, Inc.
Pulte Homes
Radio One, Inc.
Richard Rabil
Ridgewells Caterer
Roberta Willis Sims
Scheer Partners, Inc.
Scott Hommer
Sherri Earman
Smith, Dawson, & Andrews
Susan Hepner
Systems Applications & Technologies, Inc.
Theodore S. Chaconas
Thomas F. Beddow
Thompson, Cobb, Bazilio & Associates
Trammel and Company
ValueOptions
Ventureworks, Inc.
Washington Dulles Airport Marriott
Washington Plaza
Westfield Realty
Wirthlin Worldwide

Friends of Junior Achievement (\$1–99)

Alfred Bell
Bob Levey
Brian J. Wendroff
Carlisle Rahr
Chad M. Moutray
Demetrius Parker
Erica McGrady
Hanif Moledina
Harold J. Taylor
Howard Levine
Jennifer G. Williams
Life Infinites, LLC
Marty Andolino
Molly Hamilton
Paul Kappel, Jr.
R. Lanse Offen
R.J. O'Kelley
Reginald R. McCann

WASHINGTON BUSINESS HALL OF FAME



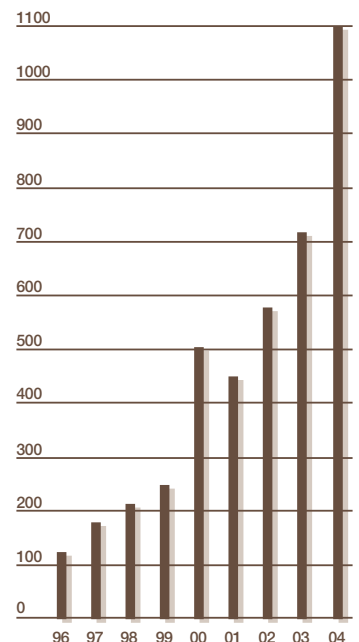
Above Left: The 2004 Laureates: Stephen M. Case, former chair and CEO of America Online; Marie C. Johns, former president and CEO of Verizon—Washington, DC; John M. Derrick Jr., retired chair of Pepco; P. Westley Foster Jr., chair and CEO of Long & Foster; and Robert P. Pincus, longtime DC banker and chair of Milestone Merchant Partners. **Above Right:** Former Redskins Darrell Green delivered the invocation. **Right:** WRC-TV anchor Jim Vance, the emcee, with Fairfax High's Nick Simons, Junior Achievement's top youth entrepreneur.



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

The annually inducted Laureates have risen to the top of their respective industries and now serve as role models, inspiring children to follow their dreams and find their own success. The 2004 Hall of Fame was attended by over 1,200 people and was the most successful fundraiser in Junior Achievement's history, raising just over \$1.1 million to benefit the children of the Greater Washington Region. This event has become one of largest gatherings of business and community leaders in the Region, allowing the community to recognize greatness in the past and inspire hope for the future. For a complete list of the honorees or to find out more about the event, please visit www.washingtonbusinesshalloffame.org or call 202-296-1200.

Funds Raised (\$ in thousands)



Sponsored by:



Together with NEXTEL

BOWL-A-THON



Above Left: JA Bowl participant strikes one for JA kids.
Above Right: JA President Ed Grenier, Washington Redskin Shawn Springs, and JA Board Chair Jim Schleckser partake in the "Luau at the Lanes" festivities. **Left:** JCPenney associates show off their Luau apparel for JA. Aloha!

The 21st anniversary of the 2005 Junior Achievement Bowl-A-Thon, Luau at the Lanes, was celebrated by nearly 2,000 participants. Held in April at Bowl America centers throughout the Greater Washington Region, the event was a huge success, raising more than \$280,000 for Junior Achievement. The proceeds helped

launch JA Afterschool and will continue to support JA's in-classroom programs. Expanding on its in-classroom reach, Junior Achievement programs delivered in an after-school setting create engaging, structured, academically enriching experiences for children in diverse communities.

Co-presenting sponsors PricewaterhouseCoopers LLP and JCPenney played a crucial role in creating an opportunity for employees to support Junior Achievement while enjoying bowling, prizes, music, and the chance to interact with their co-workers and peers from throughout the Greater Washington Region.

To register your company or team, or to learn more about corporate sponsorships, please visit www.myJA.org or call 202-296-1200.



Sponsored by:



BOARD OF DIRECTORS

Chair

James H. Schleckser
President and CEO
CEO Project, LLC

President and CEO

Edward J. Grenier III
President and CEO
Junior Achievement

Mercedes Alvarez
Executive Vice President and
Chief Risk Officer
Fidelity & Trust

Charles Elliott (C.E.) Andrews
Executive Vice President,
Finance, Accounting and
Risk Management
Sallie Mae

Robert L. Arnold
District Manger
JCPenney

Thomas F. Beddow
Vice President, Public Affairs
and Government Markets
3M

David L. Bishop
Senior Vice President, Operations
Phillips International, Inc.

Patricia Brooks-Nobles
Senior Vice President
Bank of America

Hilary R. Bruggen
President and CEO
Strelmark

Rick L. Burdick
Partner-in-Charge
Akin, Gump, Strauss, Hauer &
Feld, LLP

Howard A. Burnett
Interim Chief Executive Officer
Prince George's County
Public Schools

William J. Burns
President and CEO
Spirent Communications

Kathleen W. Carr
President and CEO
Adams National Bank

Norman L. Carter
Economic Development Manager
Potomac Electric Power Company

Evan R. Chertkov
Managing Director
Merrill Lynch

Lisa Cines
Managing Officer
Aronson & Company

Edward L. Cohen
Principal
Lerner Enterprises

Jason A. Crist
Managing Director
Columbia Partners, LLC
Investment Management

Margaret Cromelin
Vice President
The Washington Post

Dr. Jack D. Dale
Superintendent
Fairfax County Public Schools

Arthur D. Farber
Director of Circulation
The Washington Times

Lawrence P. Fisher II
Managing Director
Bessemer Trust

Brian F. Frydenlund
President and CEO
Asgard Entertainment Group

Stanley Gutkowski
Managing Partner
Accenture

Rita Harmon
President
Harmon Consulting, LLC

Leon Harris
Anchor
WJLA Washington

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

Rip Howard
President and CEO
BB&T Bank

Dr. Clifford B. Janey
Superintendent
District of Columbia Public Schools

Charles Stewart Jones
Chief Marketing Officer
Arnold Worldwide, Inc.

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

James Lafond
Former Managing Partner
PricewaterhouseCoopers, LLP

Paul Lawrence
Partner-in-Charge
IBM Center for the Business of
Government

Geoffrey Lewis
Co-Founder
Synergia Global

Dr. Timothy J. McNiff
Superintendent of Schools
Diocese of Arlington

Brian McVay
Executive Managing Director
Cushman & Wakefield

Carl R. Meyer
Managing Director
Lilac Capital

Lori R. Mody
Chairman and CEO
Win-Win Strategies

Arthur "Bud" Morrisette
Executive Vice President and
Chief Operating Officer
Interstate Worldwide Relocation

Kevin Mulloy
President and CEO
Intelsat

John M. Oliver
Partner
PricewaterhouseCoopers, LLP

Gary G. Pan
President and CEO
Panacea Consulting, Inc.

Robert A. Peck
President and CEO
Greater Washington Board
of Trade

Rebecca Perry
Superintendent
Alexandria City
Public Schools

Thomas L. Phillips
Chairman
Phillips International, Inc.

Douglas H. Place
Vice President — Data Services
Network Operations
Verizon Communications

Steve Rainey
Partner-in-Charge, Tax Services
KPMG, LLP

Morris L. Reid
Managing Director
Westin Rinehart

J. Nick Sample
Vice President
Nextel Communications

Ron Saul
President
Washington Redskins Alumni
Association

John G. Scanlon
Vice President
Capital One Services, Inc.

Sonja M. Schmidhuber
Vice President
United Parcel Service

Jonathan P. Shames
Partner
Ernst & Young, LLP

Roberta Willis Sims
Vice President
Washington Gas

Dr. Robert G. Smith
Superintendent
Arlington Public Schools

Steven S. Snider
Senior Partner
Wilmer Cutler Pickering
Hale & Dorr, LLP

Shawn Springs
Defensive Back
Washington Redskins

Alan R. Swendiman
General Counsel
Government Services
Administration

Gary H. Tabach
Managing Partner
Deloitte

Macon M. Ware III
Director
Deloitte

Dr. Jerry D. Weast
Superintendent
Montgomery County
Public Schools

James R. Weaver
Chairman and Chief Executive
Officer
Tier Technologies

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

PARTNERS

Each of the organizations listed below were involved with unique, specialized projects designed to further advance and compliment Junior Achievement's mission.

Arnold Worldwide provided in-kind graphic design work for the Washington Business Hall of Fame, including the program book used a valuable JA marketing tool reaching more than 3,000 CEOs and community leaders throughout the year.

Asgard Entertainment Group, Inc. offered in-kind audio/visual services to support the Washington Business Hall of Fame and the JA Bowl-A-Thon, allowing JA to purchase more program materials for children in the Region.

Capital One as a co-presenting sponsor of the Washington Business Hall of Fame, provided support exceeding expectations, helping to raise more than \$1.1 million for JA initiatives.

Deloitte sponsored JA in a Day, a unique event where 115 Deloitte volunteers taught JA programs at five elementary schools across Greater Washington. Deloitte's commitment directly impacted more than 2,200 students.

Fight For Children provided significant funding for the expansion of Junior Achievement programs. Fight for Children assures that JA continues to grow and reach more students in the Greater Washington Region.

HSBC—North America provided resources to support middle school programs in Washington, DC schools, which reached more than 1,200 students last year.

IBM provided more than 40 volunteers to teach JA programs in 50 different classrooms across the Greater Washington Region.

JCPenney provided more than \$65,000 to support JA Afterschool efforts through out the Greater Washington Region impacting children participating in YMCA, Boys & Girls Clubs, Park and Recreation centers across Virginia, Maryland and the District of Columbia.

Montgomery County Public Schools enabled JA to provide its programs to all students in grades three, seven and selected high school classrooms within selected MCPS clusters to ensure a systemic model for successful business partnerships that benefits all students.

Nextel Communications as co-presenting sponsor of the Washington Business Hall of Fame, helped raise more than \$1.1 million to support JA kids in the Greater Washington Region.

PEPCO provided on-going support for JA programs including sponsoring the after-school JA Company program for District of Columbia middle school students.

Phillips International, Inc. provided a three year gift and in-kind marketing expertise to support the newsletter and Annual Campaign. This strategic communications plan greatly contributed to the success of Junior Achievement programs for local youth by raising funds, educating, and informing the public throughout the Greater Washington Region.

PricewaterhouseCoopers, LLP provided significant support to the Junior Achievement mission as a title sponsor of the JA Bowl-A-Thon, a sponsor of the Washington Business Hall of Fame and by providing volunteers to teach JA programs.

The Sallie Mae Fund offered significant funding and the essential volunteer support that Junior Achievement needs to carry out its mission.

Southeastern University's Center for Entrepreneurship partnered with JA to provide students from Roosevelt High with a multi-year after-school enrichment program. The program integrates an assortment of JA's curriculum, with a focus on the importance of higher education, workforce readiness, and personal finance.

United Parcel Service supported Junior Achievement programs throughout the Region, including critical funding towards a substantial collaborative partnership with Montgomery County Public Schools.

Washington Redskins Charitable Foundation and JA continued to deliver our 4th and Life program to area high school football players. By showing athletes there are positions in sports beyond simply being a player, the program helped them achieve in the classroom and beyond.

Wilmer Cutler Pickering Hale and Dorr, LLP provided an important three-year gift to launch JA's regional Job Shadow program, and continues to give valued financial and programmatic support to Junior Achievement.

FINANCIALS

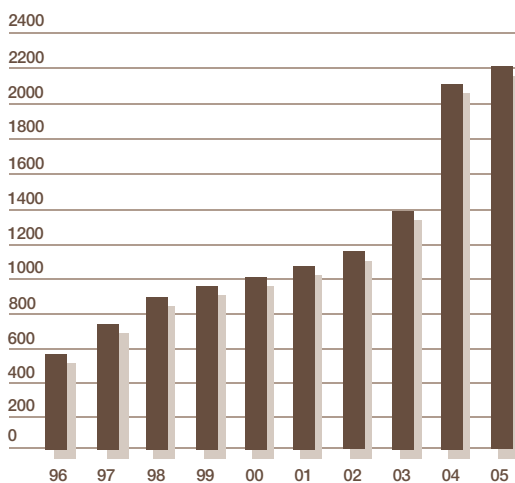
Statement of Financial Position June 30, 2005

	<i>Assets</i>
Current Assets	
Cash	\$ 185,766
Accounts Receivable	6,348
Grants Receivable	577,475
Prepaid Expenses	41,178
Total Current Assets	<u>\$ 810,767</u>
Property and Equipment	
Equipment	\$ 34,972
Less Accumulated Depreciation	19,495
Property and Equipment Net	<u>15,477</u>
Total Assets	<u>\$ 826,244</u>
	<i>Liabilities and Net Assets</i>
Current Liabilities	
Accounts Payable and Accrued Expenses	\$ 35,823
JA Worldwide	\$ 24,848
Current Maturities of Long Term Debt	77,108
Deferred Revenue	27,000
Total Current Liabilities	<u>\$ 164,779</u>
Long Term Debt	<u>\$ —</u>
Total Liabilities	<u>\$ 164,779</u>
Net Assets	
Unrestricted	\$ 134,265
Temporarily Restricted	527,200
Total Net Assets	<u>\$ 661,465</u>
Total Liabilities and Net Assets	<u>\$ 826,244</u>

Statement of Activities For The Year Ended June 30, 2005

Revenues and Other Support	
Contributions	\$ 599,516
Special Events Revenue	\$ 1,499,523
Less: Cost of Direct Benefit To Donors	561,110
Net Revenue From Special Events	938,413
Total Revenues	<u>\$ 1,537,929</u>
Other Support	
Miscellaneous Income	\$ 107,530
Total Revenues and Other Support	<u>\$ 1,645,459</u>
Program and Supporting Services Expenses	
Program Services	\$ 1,034,145
Supporting Services	
Administrative	141,317
Fundraising	227,902
Total Supporting Services	<u>\$ 369,219</u>
Total Program and Supporting Services Expenses	<u>\$ 1,403,364</u>
Change In Net Assets	\$ 242,095
Net Assets, Beginning of Year	<u>419,370</u>
Net Assets, End of Year	\$ 661,465

Financial History (Gross Revenue, \$ in thousands)



CALL TO ALUMNI AND VOLUNTEERS

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.

Junior Achievement of the National Capital Area
1725 Eye Street, NW, Suite 200
Washington, D.C. 20006
T: 202-296-1200
F: 202-296-3837
www.myJA.org



We are proud to support Junior Achievement of the National Capital Area and the more than 33,000 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.

WILMERHALE 

WILMER CUTLER PICKERING HALE AND DORR LLP

 Fidelity & Trust

COME GET TO KNOW US.
WWW.FIDELITYANDTRUST.COM