



# A Message from our President

The beginning of our new fiscal year, 7/1/2019, started with optimism and lofty goals. Coming off a strong year that recorded our highest program delivery numbers with 16,089 students receiving JA programs and one of our most successful JA Bowl-A-Thon events, we were planning for an even better 2019-2020 that would include a Gala to celebrate JA's Centennial!

Fall 2019 was shaping up nicely. Teachers were requesting classes, the Gala committee was developing a very special program for our May 14, 2020 milestone event, our 11th annual JA Stock Market Challenge took place on November 20, bringing 550 high school students together, and due to demand, our JA Inspire work and career-readiness expo

scheduled for May 6, 2020, had been re-designed to accommodate 1,000 students, doubling 2018-19 participation. JA Bowl-A-Thon, our main fundraising event, had "kicked-off" and was poised to meet or exceed the prior year's fundraising. The December board meeting was filled with positive reports.

On March 7, 2020, we implemented a successful bowl-a-thon at Jamestown Bowling Center amidst lots of talk about a concerning virus. By the following Thursday, two days prior to our main bowl-a-thon event, with 1,400 bowlers ready to bowl, the hard decision to cancel was made. The country was slowly closing and while this decision would certainly take a financial toll, we knew it was the right decision. We re-scheduled our Centennial event to late June, with fingers crossed and moved forward. On our minds now, how would this impact the students we serve and the volunteers so eager to teach?

JA USA pivoted quickly when COVID-19 changed the definition of a classroom. Recognizing the need to accelerate JA's online and virtual capability to meet students and educators where learning was taking place, a new digital-first focus was implemented. This approach would meet changing needs by creating effective models for connecting volunteers with students in a virtual setting, enhancing JA's online delivery infrastructure to complement existing programs and create new digital experiences to meet the ever-changing needs of the modern classroom. Whether students returned to the classroom or continued learning from home, this digital-first approach would be

adaptable and deliverable. This approach proved invaluable when students could not return to school. However, while laying a strong foundation for the future, challenges existed during the rollout. Teachers, students, and volunteers needed to be trained on how to connect to and use the content and everyone did not have the same access to equipment and connectivity needed for online, at-home learning. The combination of these challenges certainly impacted the number of students who would receive JA programs in 2019-20.

The silver lining came from the on-going generous support of our donors, sponsors and foundation partners. Regardless of our ability to deliver JA programs that had been funded or student experience that could not happen, not one of our sponsor or foundation partners pulled their funding. In fact, all allowed us to convert their program donations to operations, so the important work we do would be available beyond COVID-19. The dedication of our volunteer community supported the fidelity of our volunteer-delivered program model.

Thank you to our donors, sponsors and foundation partners for their generosity, our volunteers for their commitment, our Board of Directors for their guidance, and to the hard-working staff at JAWNY and JA USA. This past year, managing our COVID response and recovery, was a testament to the generosity, commitment, creativity, innovation, resiliency, and persistence within each of us.

The world is changing. Junior Achievement is up to the challenge.

Laurie A. Mahoney - President



# About JA

We are the nation's largest organization dedicated to giving young people the knowledge and skills they need to own their economic success, plan for their futures, and make smart academic and economic choices. Junior Achievement's programs—in the core content areas of work readiness, entrepreneurship and financial literacy—ignite the spark in young people to experience and realize the opportunities and realities of work and life in the 21st century.

## Purpose

Junior Achievement's Purpose is to inspire and prepare young people to succeed in a global economy.

## Core Values:

### Belief...

in the boundless potential of young people

### Commitment...

to the principles of market-based economics and entrepreneurship

### Passion...

for what we do and honesty, integrity, and excellence in how we do it

### Respect...

for the talents, creativity, perspectives, and backgrounds of all individuals

### Belief...

in the power of partnership and collaboration

### Conviction...

in the educational and motivational impact of relevant, hands-on learning

# JA at a Glance

48,864

Instructional Contact Hours

7,552

Students Served

347

Classes

139

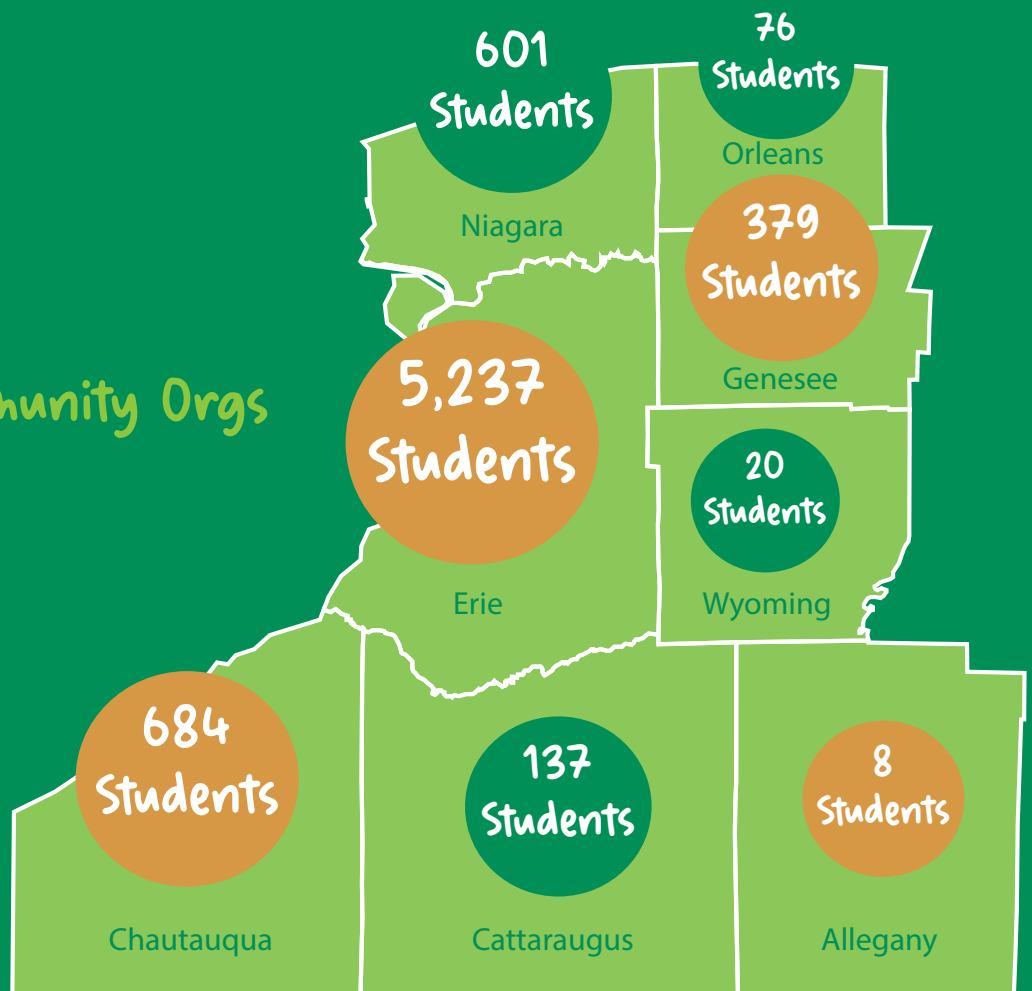
Schools/Community Orgs

238

Volunteers

98

Volunteer  
Firms

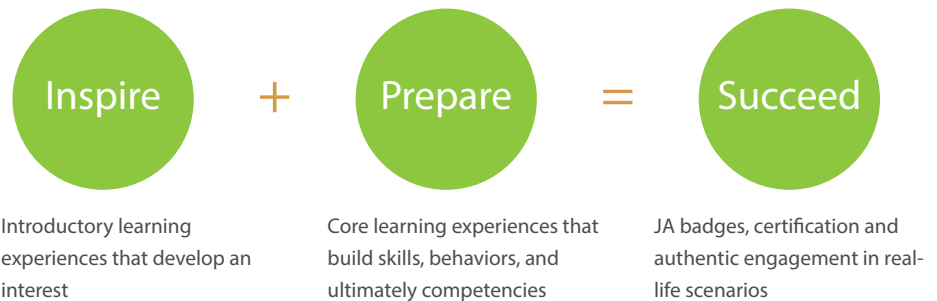


# JA Pathways Approach

The 100-year history of Junior Achievement has led us to JA Pathways. This new strategic approach is a natural outgrowth of our past and will make us more ready for the next 100 years. As a stronger partner with schools and business, JA will provide more students with the competencies that are critical to succeed in an increasingly complex and competitive world.

## What Is JA Pathways?

Each JA Pillar becomes a Pathway: a continuum of progressive learning experiences, each inspiring, preparing, and ultimately enabling students to acquire and demonstrate the competencies needed to be financially capable, work and career ready, and/or entrepreneurially minded.



**Elementary Programs (grades K-5)** JA's elementary school programs are the foundation of its K-12 curricula. Six sequential themes, each with five hands-on activities, as well as an after-school and capstone experience, work to change students' lives by helping them understand business and economics.

- ▲ JA Ourselves
- ▲ JA Our City
- ▲ JA More than Money
- ▲ JA Our Families
- ▲ JA Our Region
- ▲ JA Our Community
- ▲ JA Our Nation

**Middle & High School Programs (grades 6-12)** JA's middle and high school programs build on concepts learned in elementary school and help teens make decisions about how to best prepare for their future.

- | <b>Financial Literacy Pathway</b> | <b>Work &amp; Career Readiness Pathway</b> | <b>Entrepreneurship Pathway</b> |
|-----------------------------------|--|---------------------------------|
| ▲ JA Global Marketplace           | ▲ JA Inspire                               | ▲ JA Launch Lesson              |
| ▲ JA Economics for Success        | ▲ JA It's My Future                        | ▲ JA It's My Business           |
| ▲ JA Finance Park                 | ▲ JA Economics for Success                 | ▲ JA Be Entrepreneurial         |
| ▲ JA Personal Finance             | ▲ JA Career Success                        | ▲ JA Titan                      |
| ▲ JA Exploring Economics          | ▲ JA High School Heroes                    | ▲ JA Economics                  |
| ▲ JA Titan                        | ▲ JA Economics                             |                                 |
| ▲ JA Economics                    |  |                                 |

For a complete list of all available programs:  
[www.jawny.org](http://www.jawny.org)



# JUNIOR ACHIEVEMENT INSPIRING TOMORROWS CENTENNIAL GALA

## Sustaining Supporters

Bank of America  
BlueCross BlueShield of WNY  
Buffalo Niagara Sales & Marketing Executives  
Cannon Design  
Chautauqua Region Community Foundation  
Children's Foundation of Erie County  
EY

Freed Maxick CPAs, P.C.  
Genesee County Business Education Alliance  
Grigg Lewis Foundation  
HSBC Bank, USA, N.A.  
Hodgson Russ LLP  
Independent Health  
Keybank *In partnership with* First Niagara Foundation

Lawley  
National Grid  
Perry's Ice Cream Company  
Reid Family Foundation  
Rich Family Foundation  
The Cameron & Jane Baird Foundation  
The M&T Charitable Foundation

The Ralph F. Peo Fund *administered by the Community Foundation for Greater Buffalo*  
The Ralph C. Sheldon Foundation  
The UPS Foundation  
Tops Friendly Markets  
WSF Industries, Inc.  
West Herr Automotive Group  
Wyoming County Business Education Council

## Volunteer Champions

DANIELLE KIERNAN (CHAFFEE), *HSBC BANK, USA, N.A.*  
RICHARD LASH, *MASS MUTUAL*  
MARY MAISANO, *INDEPENDENT HEALTH*  
MARY MAJ, *M&T BANK*  
MICHAEL METZGER, *SUNY FREDONIA*  
SUSAN RYAN, *TRAVELERS INSURANCE*  
LOU WALLEN, *WALLEN & ASSOCIATES*  
MICHAEL WINTER, *HSBC BANK, USA, N.A.*  
JENNIFER YAP, *HSBC BANK, USA, N.A.*

## Education Champions

EILEEN CARTONIA, *DEPEW HIGH SCHOOL*  
COLLEEN CHRISTMANN, *WEST SENECA CENTRAL SCHOOL DISTRICT (RETIRED)*  
JILL DI TULLIO, *LOCKPORT HIGH SCHOOL*  
AMY DONN, *BEN FRANKLIN MIDDLE SCHOOL*  
NORM DUTTWEILER, *HUTCHINSON CENTRAL TECHNICAL HIGH SCHOOL*  
GARY GROSS, *CARDINAL O'HARA HIGH SCHOOL*  
HEATHER HARTMANN, *CLARENCE SENIOR HIGH SCHOOL*  
GERALD HATHAWAY, *WEST SENECA CENTRAL SCHOOL DISTRICT (RETIRED)*  
KATHY HEINLE, *BPS, CAREER & TECHNICAL EDUCATION (RETIRED)*  
KRISTIN LAWRENCE, *HAMBURG SENIOR HIGH SCHOOL*  
CATHY MOOTS, *FALCONER CENTRAL SCHOOL DISTRICT (RETIRED)*  
SUE RAICHILSON, *RIVERSIDE HIGH SCHOOL*  
KATHY WILD, *MARYVALE MIDDLE SCHOOL*



WATCH THE GALA EVENT



About three-quarters of JA alumni business owners say their businesses are still operating today (72%). This is far higher than the nationwide average - according to the U.S. Census, just 6% of Americans are self-employed.

# JA Bowl-A-Thon



## Top Fundraising Companies

1. Tops Friendly Markets \$18,188
2. Independent Health \$15,482
3. National Fuel \$9,334
4. Lawley \$5,398
5. KeyBank \$5,105

# \$126,118

Total funds raised thanks to the efforts of those that supported our event's need to be held virtual!

# 1,132

individual fundraisers

# 80

volunteer coordinators

# 50

participating companies

# 18

media personalities from nine outlets participated in the 5th annual Golden Pin Bowling Challenge

# Thousands

of WNY students were provided with JA programs during the 2019-20 School year, in-person & virtually



Photos courtesy Onion Studio

# JA Stock Market Challenge

November 2019



On November 20th, a room filled with over 50 volunteers, 145 teams and 580 local students from 34 high schools experienced the thrill of the stock market trading floor at Junior Achievement's 11th annual JA Stock Market Challenge, presented by Northwest Bank.

*"This program experience is something I look forward to providing to my Personal Finance class every year as it gives them an amazing hands-on experience and real life meaning to the stock market. It no longer is a foreign concept. I am so grateful to be able to attend this event"*

~Melissa Girdlestone, Business Teacher, Attica Senior High School.

**1st place:** Attica Senior High School

**2nd place:** Hamburg High School

**3rd place:** Lockport High School

Nearly 9 in 10 JA alumni say they somewhat or strongly agree that the JA program was a great experience overall (88%).



# Participating Schools & Organizations

## Erie

Baker Road Alternative Middle/High School - Erie 2CC BOCES

Boys & Girls Clubs of the North-towns

Buffalo Urban League

Catholic Charities

Community Action Organization of WNY

Erie 1 BOCES

First Shiloh Baptist Church

Just for Kids

King Urban Life Center

Parker Academy

Seneca Street Community Development Corporation

Stanley G Falk School

Upward Bound at D'Youville College

WNY United

## Alden Central School District

Alden Senior High School

## Amherst Central School District

Amherst High School

Smallwood Elementary School

Windermere Boulevard Elementary

## Buffalo Public Schools

Academy School 131 @ 4

Bennett High School

BPS #27 Hillery Park Academy

BPS #31-Harriet Tubman School

BPS #33-Bilingual Center

BPS #74 Hamlin Park School

BPS #95 Waterfront Elementary School

Buffalo Academy of Visual & Performing Arts

Burgard High School

City Honors School

Emerson School of Hospitality

Hutchinson Central Technical High School

International Preparatory School

Lydia T. Wright School #89

McKinley High School

MST Prep High School

Riverside Institute of Technology

Southside Elementary School

## Catholic / Private Schools

Cardinal O'Hara High School

Immaculate Conception School

Mount St. Mary Academy

Nativity of the Blessed Virgin Mary School

Our Lady of the Blessed Sacrament

Southtowns Catholic School

St. Andrew's Country Day School

St. Francis High School

St. John the Baptist School

St. John Vianney School

St. Joseph University School

St. Mary's of Swormville

St. Peter and Paul School

St. Peter and Paul School-Hamburg

St. Stephen School

## Erie Charter Schools

Charter High School for Applied Technologies

Charter School for Applied Technologies

Global Concepts Charter High School

Global Concepts Charter School

Tapestry Charter School

West Buffalo Charter School

Western New York Maritime Charter School

## Cheektowaga Central School District

Union East Elementary School

## Clarence Central School District

Clarence Center Elementary School

Clarence Senior High School

Harris Hill Elementary School

## Cleveland Hill Union Free School District

Cleveland Hill High School

## Depew Union Free School District

Cayuga Heights Elementary School

Depew High School

## Eden Central School District

Eden Jr./Sr. High School

## Frontier Central School District

Frontier Central High School

Pinehurst Elementary School

## Gowanda Central School District

Gowanda High School

## Hamburg Central School District

Hamburg Senior High School

## Holland Central School District

Harold O. Brumsted Elementary

## Kenmore/Tonawanda Union Free School District

Ben Franklin Middle School

Charles Lindbergh Elementary

Holmes Elementary School

Hoover Elementary School

Kenmore East High School

Thomas A. Edison Elementary School

## Lackawanna Public Schools

Truman Elementary School

## Lake Shore Central School District

Lake Shore Senior High School

## Lancaster Central School District

Como Park Elementary School

Hillview Elementary School

John A. Sciole Elementary School

Lancaster High School

## Maryvale School District

Maryvale Intermediate School

Maryvale Middle School

Maryvale Primary School

## Orchard Park Central School District

Orchard Park Central High School

Windom Elementary School

## Springville-Griffith Institute Central School District

Springville Middle School

## Sweet Home Central School District

Sweet Home High School

Sweet Home Middle School

## Tonawanda City School District

Tonawanda Middle-High School

## West Seneca Central School District

Clinton Street Elementary School

Northwood Elementary School

West Seneca East Senior High School

West Seneca West Senior High School

Winchester Elementary School

## Williamsville Central School District

Country Parkway Elementary

Dodge Elementary School

Heim Elementary School

## Chautauqua

Cassadaga Valley Middle/High School

Erie 2 BOCES Chautauqua-Cattaraugus

WNY P-Tech STEM College & Career Academy

## Brocton Central School District

Brocton Middle-Senior High School

## Dunkirk City Schools

Dunkirk High School

Dunkirk Middle School

Dunkirk School #5

## Falconer Central School District

Falconer Jr./Sr. High School

Fenner Elementary School

## Fredonia Central School District

Fredonia High School

## Frewsburg Central School District

Robert H. Jackson Elementary

## Jamestown City School District

Bush Elementary School

Jamestown High School

## Westfield Central School District

Westfield Central School

## Genesee

### Batavia School District

Batavia High School

Jackson Elementary School

John Kennedy Elementary School

### Alexander Central School District

Alexander Middle/High School

### LeRoy Central School District

LeRoy Jr./Sr. High School

Wolcott Street Elementary School

### Pembroke Central School District

Pembroke High School

## Cattaraugus

Salamanca High School

## Allegheny-Limestone Central School District

Allegheny-Limestone Middle/High School

## Cattaraugus Little Valley Central School District

Cattaraugus-Little Valley High School

## Ellicottville Central School District

Ellicottville Central School

## Franklinville Central School District

Franklinville Jr/Sr High School

## West Valley Central School District

West Valley Central School

## Orleans

Orleans/Niagara BOCES

## Wyoming

### Attica Central School District

Attica High School

### Pioneer Central School District

Pioneer High School

## Niagara

### Catholic / Private Schools

Catholic Academy of Niagara Falls

DeSales Catholic School

### Lewiston Porter Central School District

Lewiston-Porter Middle School

### Lockport City School District

Charles A. Upson School

Lockport High School

Roy B. Kelley Elementary School

### Niagara Falls City School District

Niagara Falls High School

### North Tonawanda School District

Drake Elementary School

### Royalton-Hartland Central School District

Royalton-Hartland Middle School

# Volunteer Companies

AAA Western and Central New York

Aflac

American Arbitrators Association

AP Professionals of Buffalo

AXA Advisors, LLC.

Axis Communications

Bank on Buffalo

Batavia Business Improvement District

Batavia High School

Baxter Healthcare Corp

BlueCross BlueShield of WNY

Boys & Girls Clubs of the North-towns

Bryant & Stratton College

Buffalo Manufacturing Works

Buffalo Urban League

Business Beactive, LLC.

Catholic Charities

Cetera Investors

Chase

Chautauqua County Department Of Health And Human Services

Chautauqua County Education Coalition

Chiampou Travis Besaw Kershner LLP

Community Action Organization of WNY

Community Volunteer

Courier Capital Corporation

Cuba Circulating Library

Cummins Inc. Jamestown Engine Plant

Curbell, Inc.

Delta Air Lines, Inc.

Drescher & Malecki, LLP

Erie County Restorative Justice Coalition

Ernst & Young LLP

Fernwood Capital and Leasing, LLC

First Shiloh Baptist Church

FMV Tax Professionals

Genesee County Business Educa-

tion Alliance

Genesee County Chamber of Commerce

Gestwick Recruitment Solutions

Goldberg Segalla

Good Neighbors Credit Union

HSBC Bank USA, N.A.

Hunt Real Estate Corporation

Independent Health

Jamestown Community College

Junior Achievement of WNY

Just for Kids

KeyBank, N.A.

King Urban Life Center

Lakeside Precision

Lawley

Liberty Partnerships Program-JCC

Linde LLC

M&T Bank

Manzella Marketing Group

Mass Mutual Financial

Matrix Imaging

Medaille College

Media One Radio Group

Modern Disposal

Monofrax LLP

New York State Laborers

Niagara County Community College

Northwest Bank

OSEA

Parker Academy

PCB Piezotronics Inc

Perry's Ice Cream Company

PwC

Rich Products Corp.

Spectrum News

The Resource Center

Tim Hortons

Tompkins Bank Of Castile

T-Shirts Etc.

Unifrax

Uniland Development Company

Upward Bound at D'Youville College

Wallen & Associates

Weinberg Financial Group

Wells Fargo Bank, N.A.

WNY United



# Partner Spotlight



Thanks to Travelers, we are pleased to provide JA programming to the entire kindergarten through eighth-grade community at Buffalo Public School #45 each year, reaching more than 1,000 students.

"We have been hosting JA in a Day at Buffalo Public School #45 for 10 years," says Buffalo Public School #45 Counselor Lisa Witkin. "Travelers employees are patient, kind and bring enthusiasm and energy into our school with lessons that are engaging and practical for our students. JA in a Day at Buffalo Public School #45 is always a great event!"

Travelers has worked with Junior Achievement of Western New York for more than **15 years**. The partnership began with a small group of volunteers and has grown to include upward of 50 dedicated Travelers employees. The company supports our largest annual JA in a Day at Buffalo Public School #45 – International School.

"I'm proud to work for a company that is so dedicated to improving academic and career success and taking care of its communities," says Sue Ryan, Travelers' local JA liaison. "**Partnering with Junior Achievement provides a valuable learning experience not only for the students but also for the volunteers** – we're honored to support such an incredible organization."

## JA Scholarships

**"I learned the importance of soft skills, collaboration, and creativity. Every activity we did in class was intended to prepare us for the future and I believe each activity did exactly that."**

**Madison Smith, Allegany-Limestone HS  
John Lord Hettrick Sr. Memorial  
Scholarship Winner**

**"Since I had the opportunity to participate in it so early on and discover my skill set so soon in my high school career, I was able to take that knowledge and use it to my advantage to obtain job shadows and internships earlier than my peers."**

**Marcianna Cardona, Depew High School  
JA of WNY's Board of Directors  
Scholarship Winner**

Of those JA Alumni who had a volunteer in their program, half say they ended up working in the same field as their JA volunteer (51%)



# Donor Support

Junior Achievement is pleased to recognize those that supported JA during the past fiscal year.

## Corporate Donors

### President's Club (\$25,000 plus)

Delta Air Lines, Inc.  
HSBC Bank USA, N.A.  
Wells Fargo Bank, N.A.

### Founder's Circle (\$10,000 - \$24,999)

Bank of America Foundation  
BNSME  
Bryant & Stratton College  
First Niagara Foundation  
Grigg-Lewis Foundation  
Linde LLC  
M&T Charitable Foundation  
Northern Chautauqua Community Foundation  
Northwest Bank  
Ralph C. Sheldon Foundation, Inc.  
The Lenna Foundation  
Travelers Foundation  
United Way of Buffalo & Erie County  
United Way of Southern Chautauqua County

### Trustee (\$5,000 - \$9,999)

Akron High School  
Chautauqua Region Community Foundation, Inc.  
Dresser-Rand, A Siemens Business  
Ingram Micro Inc.  
JPMorgan Chase Bank, N.A.  
KeyBank Foundation  
Niagara Falls High School  
Perry's Ice Cream Company  
Reid Family Foundation, Inc.  
The UPS Foundation  
Tops Friendly Markets, Inc.  
Trocaire College  
WSF Industries, Inc.

### Partner (\$2,500 - \$4,999)

AAA Western and Central

New York  
BlueCross BlueShield of WNY  
Buffalo Urban League  
Cannon Design  
Children's Foundation of Erie County, Inc.  
Citizens Bank  
Cummins Inc. Jamestown Engine Plant  
Erie 1 BOCES  
Ernst & Young LLP  
GEICO  
Holmberg Foundation, Inc.  
Jerry And Liz Canada Fund At The Community Foundation Of Greater Buffalo  
KPMG LLP  
Lawley  
Medaille College  
MidCity Office Furniture  
National Fuel  
Orchard Park Central High School  
PwC  
The Cameron & Jane Baird Foundation  
The Diocese of Buffalo, NY  
The Ralph F. Peo Fund administered by the Community Foundation of Greater Buffalo  
Tompkins Bank Of Castile  
Uniland Development Company  
United Way of Genesee County  
Wegmans Food Markets  
West Herr Automotive Group  
Zgoda & Associates CPAs, PC

The Diocese of Buffalo, NY

The Diocese of Buffalo, NY

The Diocese of Buffalo, NY

### Investor (\$1,000 - \$2,499)

BestSelf-Behavioral Health  
Buffalo Sabres Foundation  
Clark Patterson Lee  
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Curbell, Inc.  
Delaware North Companies, Inc.  
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Erie 2 BOCES Chautauqua -Cattaraugus  
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Francis Felser  
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Goldberg Segalla  
Gramkee Financial Consulting, CPA  
Independent Health  
Infotech Niagara, Inc.  
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Niagara University  
Phillips Lytle LLP  
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SEFCU  
Seneca Foods Foundation  
Seneca Niagara Resorts & Casinos  
SUNY Fredonia  
United Way of Northern Chautauqua Co., Inc.  
Walmart

### Shareholder (\$500 - \$999)

American Arbitrators Association  
Blackstone Advanced Technologies LLC  
Buffalo Niagara Business Ethics Association  
Buffalo Teacher Federation, Inc.  
Financial Trust Federal Credit Union  
Harper International Corporation  
Hodgson Russ LLP  
L&M Wealth Management  
Lambert & Co.  
Monofrax LLP  
Sam's Club  
Send Your Kids To College

Stahlka Agency  
The Bonadio Group  
Tri-Main Development  
True Colors Strategy

### Supporter (\$100 - \$499)

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BIO-Engineering Co.  
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Brady Workplace Safety Group  
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Pooley, Incorporated  
Remedy Intelligent Staffing  
Weber Knapp Company  
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(up to \$99)  
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Buffalo Industrial Park, Inc.  
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GP 50 New York Ltd.  
Harry R. Defler Corp.  
Oxbo International  
Professional Furnishings & Equipment, Inc.  
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### Entrepreneur's Circle (\$1,000 plus)

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William Andrews  
Lloyd Arakelian  
Keith A. Belote  
David Carlino  
Francis Felser  
Anthony F. Franco  
Jennifer Gibson  
Tara Handforth  
John Hartwell  
John L. Hettrick, Jr.  
Joseph Kick  
Laurie Mahoney  
Anne Moot  
Richard C. & Karen E. Penfold  
Ricky Scott  
Steve & Nicole Swift  
Richard E. Turner  
Kristine Wydro

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Marc Izzo  
Bonnie Kell  
Eric Klinski  
Sara Laskowski  
Jeff Martin  
Lisa Matthews  
Robert J. McArdle  
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Joyce & Stuart Angert  
Robert Barton  
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Lindsay R. Batrowny  
Edward Bloomberg  
Deborah Brewer  
Robert J. Castellani  
Charles P. and Jill Jacobs Charitable Fund  
Stephanie Clabeaux  
Anna Fohrd  
JoAnn Greenzweig  
Cleveland James  
Mark Laurrie  
Mary Maisano  
Elvin Male  
Chris Passarell  
Jill Pawlik  
Brian Perry  
Matthew Scherer  
Kathleen Tompkins  
Paul Vallone  
R. Thomas Weeks

### Associate (up to \$99)

Christopher Bechtel  
Wendy Blimine  
Fred Bristol  
Matthew Carr  
Kiera Cislo  
Julie Croglio  
Jason B. Davis  
Jamie Dombrowski  
Michael Even  
Emory K. Gott  
Mr. & Mrs. Gerald Hathaway  
Sarah Kamienowski  
Theresa Kazmierczak  
Patrick Kelly  
Richard Kozak  
Richard Lawson  
Kenneth LeCaste  
Kajuan Lyons  
Charlie Malarkey  
Francis McManus  
Nicole Meisenburg  
Leandro Petronio  
Sandy Polvino  
Ronald Soluri  
Hadley Weinberg



## JUNIOR ACHIEVEMENT OF WNY Statement of Activities

For Fiscal Year Ending June 30, 2020

<b>REVENUE</b>			<b>EXPENSE</b>		
Contributions	\$	385,933	Program Expense	\$	491,718
Government		-	Management and General		92,201
Special Events		218,244	Fundraising Expense		90,324
Interest Income		7,359			
In-Kind Contributions		26,331			
<b>TOTAL REVENUE</b>	<b>\$</b>	<b>637,867</b>	<b>TOTAL EXPENSE</b>	<b>\$</b>	<b>674,243</b>
<i>Full set of audited financial statements are available upon request.</i>			<b>Change in Net Assets</b>	<b>-\$</b>	<b>36,376</b>

## JA of WNY Leadership

- President  
**Laurie Mahoney**
- Senior Operations  
Director  
**Anna Fohrd**
- Senior Development  
Manager  
**Lisa Roy**
- Event Manager  
**Tammy Bixby**
- Senior Education Manager  
**Alycia Ivancie**
- Program Manager  
**Kara Hyman**
- Program Coordinator  
-Chautauqua  
**Rebecca Johnson**

## JA Board of Directors

### OFFICERS

- Chair:**  
**John Crawford**  
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