



Junior
Achievement™
of Western New York

EDUCATION FOR *WHAT'S NEXT*™

IMPACT REPORT **2024–2025**



PUBLICATION OF THIS PROGRESS REPORT IS
MADE POSSIBLE THROUGH THE SUPPORT OF



DELTA

WELLS FARGO

FROM THE PRESIDENT WHAT'S NEXT?

Over the past two years, Junior Achievement of Western New York has been on a meaningful journey of growth and transformation. Since stepping into this role, I have had the privilege of working alongside an extraordinary team focused not simply on doing more, but on doing what matters most for young people. Together, we have taken a hard look at how we show up for students, educators, and communities—and how we can deliver a deeper, more lasting impact.

That reflection has clarified our purpose. At its core, JA's work is about improving student engagement, supporting academic attainment, and expanding economic mobility for young people across our region. Through relevant, experiential learning, we help students see the connection between what they are learning today and the opportunities available to them tomorrow—building confidence, aspiration, and a sense of possibility.

What makes this work possible is JA's unique ability to bring people and resources together. Here in Western New York, we serve as a conduit between classrooms and the broader world—connecting schools with business leaders, community organizations, volunteers, and donors who are united around student success. At the same time, we draw on the strength of the global JA network, leveraging world-class expertise, proven models, and shared learning to benefit students right here at home.

As a result, JA is increasingly serving as a valued collaborator for schools and districts seeking engaging, outcomes-focused learning experiences that complement classroom instruction. Our role is not to replace what educators do best, but to enhance it—by aligning real-world insight, community goodwill, and practical learning opportunities in ways that are consistent, scalable, and impactful.

This Impact Report brings that work to life—through the partnerships we have built, the experiences students have had, and the collective investment of a community that believes in the potential of its young people. As we look ahead, it also offers a glimpse of where we are going next and how JA will continue to evolve to meet the needs of today's students and tomorrow's workforce.

To our Western New York community: thank you. To the educators who open their classrooms, the volunteers who share their time and talent, the donors and partners who invest in our mission, and the business and civic leaders who champion opportunity for young people—your support makes this work possible. Because of you, students across our region are gaining the knowledge, skills, and connections they need to build meaningful futures and contribute to a stronger Western New York.

I invite you to explore this report, watch the JA USA "What's Next" video, and join us as we look toward the future—together.

Sincerely,



John Crawford

President



CHECK OUT THE WHAT'S NEXT
JAUSA VIDEO



ABOUT JUNIOR ACHIEVEMENT

JA AT A GLANCE

9,036 Students Served

422 Learning Experiences

327 Volunteers

68 Schools



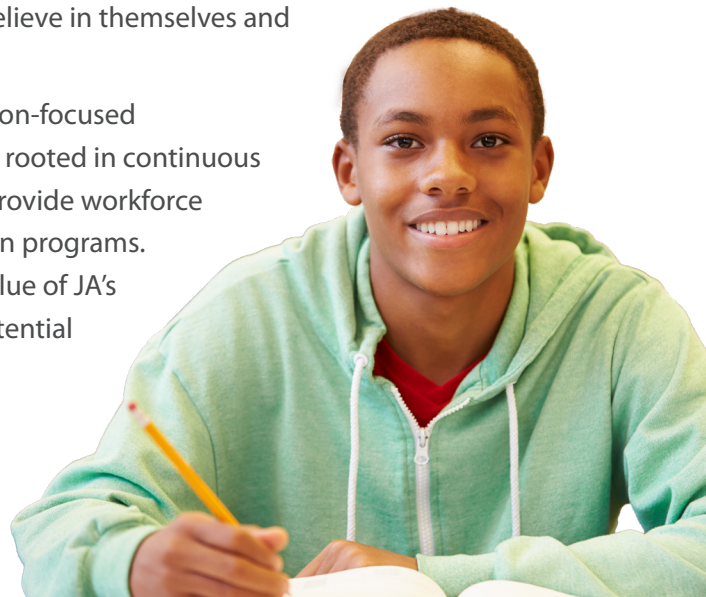
Every student deserves an opportunity-filled future.

With programs in *financial literacy, entrepreneurship, and work and career readiness* and with school and business partnerships through Western New York, Junior Achievement provides building blocks that lead to **economic opportunity and mobility for youth and to stronger communities.**



JA forms partnerships between businesses, educators, and volunteers, all working together to inspire young people to dream big and reach their full potential. Our dynamic teaching model distinguishes itself from other youth organizations through a unique approach—one that uses community volunteers with business and financial knowledge to deliver programs. JA provides the training, materials, and support necessary to bolster student success. Classroom volunteers transform key concepts from program units into learning that empowers students to believe in themselves and succeed in a global economy.

Partnerships with school districts and other youth- and education-focused organizations are instrumental to success. Our partnerships are rooted in continuous innovation, long-term commitment, and compatible goals to provide workforce development, financial literacy, and entrepreneurship education programs. Our partners believe in JA's powerful purpose, recognize the value of JA's reach, and are committed to nurturing the future economic potential of young people in our community.



IN THE SPOTLIGHT



JA Volunteer, Sydney Johnson, M&T Bank



"I've actually known about Junior Achievement since I was a little kid. My mom used to volunteer when we lived in Indiana, and I can still remember helping her prep the materials at the kitchen table and watching how excited she'd be to spend the next day with students. She always said teaching was a career path she wishes she took, and seeing her light up while volunteering with JA stuck with me. It was my first glimpse into what community service can feel like. Fast-forward to graduating college and feeling unsure of my own career path. The one thing I did know was that service has always grounded me. I grew up volunteering and watching my family volunteer, and from the time I was 16 all the way through my first several years joining M&T Bank, every job I held revolved around serving people. Joining a company that values community and gives employees time to volunteer with impactful organizations that actually matter made me feel proud. When I saw Junior Achievement on the volunteer list, I remembered that tiny childhood memory, even if I didn't fully know what JA really did yet.

What I quickly learned and what keeps me coming back every year: Junior Achievement gives young people access. Access to information, skills, and perspectives that many people, even adults, don't get until it's too late. Access to the confidence needed to make informed choices about their future. As someone who cares deeply about equitable access and expanding opportunity, that mission resonates with me. And working in banking has shown me just how powerful it is when people finally gain the right information. JA builds that bridge directly in the classroom. I've now been a JA volunteer for six years, and every year I leave the school reminded of why it matters. Seeing familiar faces and students genuinely excited for JA's return is always my favorite part. The real impact is in those simple moments—giving students the knowledge and tools to use their voice. That's what Junior Achievement does. It empowers young people to shape their own future and trajectory, and it's an honor to play even a small part in that."

"I have used Junior Achievement for all 12 years I have taught. I feel my students really enjoy having guests come in to teach the lessons and learn a lot of relevant life skills in regards to their futures and careers. I think JA is a great compliment to the Family and Consumer Sciences curriculum and shows students ways they can all find success in their futures. I am very appreciative of the volunteers and the program opportunities for my students."



JA Educator, Ashlee Lipka, Sweet Home Middle School

JA IN THE COMMUNITY



- 1 JA board member and volunteer, Jamie Pingelski of KPMG (far right), with fellow volunteers, at Allendale Elementary JA in a Day
- 2 Moog volunteer teaching “JA Our Families” to a first-grade class at Immaculate Conception
- 3 Lockport DECA students teaching fifth graders “JA Our Nation”
- 4 M&T volunteer teaching a second-grade class during Martin Road Elementary’s JA in a Day
- 5 NOCO volunteers at Charter School for Applied Technologies JA in a Day

JA 2025 WNY SCHOLARSHIP RECIPIENTS

\$1,000 John Lord Hettrick Sr. Memorial Scholarship
Vivienne Halas, Hamburg High School

\$1,000 JAWNY Scholarship
Connor Pilley, Maryvale High School

\$1,000 JAWNY Scholarship
Jillian Knuutila, Lockport High School



FOR MORE INFORMATION
ON OUR LOCALLY AWARDED
SCHOLARSHIPS

JA BOWL-A-THON



Our annual Bowl-a-Thon fundraiser fuels everything we do. Vital programs and meaningful learning experiences come to life every year because of our dedicated bowlers, donors, and sponsors.

**4 Days • 3 Locations • 8 Bowling Shifts • 52 Companies
66 Coordinators • 1,278 Bowlers**



We're thrilled to share that our signature fundraising event continues to reach new heights. The 39th Annual Junior Achievement of WNY Bowl-a-Thon shattered expectations once again—surpassing the \$200,000 milestone for the first time in our history! Thanks to the enthusiasm of new bowling organizations, dedicated sponsors, and an ever-growing community of participants, the 2025 Bowl-a-Thon brought in over \$201,000 to power our classroom and community programs. It was a record-setting year that showcased the incredible momentum and generosity behind JA's mission.

TOP PERFORMERS

Top 5 Fundraising Companies



1 National Fuel \$20,114



2 Bank of America \$15,555



3 Tops Friendly Markets \$9,855



4 Independent Health \$9,404



5 Lakelet Capital Companies \$7,040

Top New Fundraising Company

NOCO

Top 3 Fundraising Individuals

Richard Czop	\$3,725
Alex Lent	\$2,230
Kristopher Reumann	\$2,200

JA STOCK MARKET CHALLENGE



Our annual Stock Market Challenge exemplifies the power of experiential learning.

More than 1,000 students from across Western New York explored the realities of investing this year through the Junior Achievement Stock Market Challenge. Representing 17 high schools, participants tested their financial decision-making skills during virtual, two-week competitions held in both the fall and spring semesters.

SEMESTER TOP PERFORMERS

Fall 2024: Justin Lombardo, St. Francis High School

Spring 2025: Nicholas Krey, Kenmore East High School

The learning experience concluded with an in-person championship, bringing together top-performing student teams to compete for leading honors, including the coveted Bull Trophy. In this fast-paced simulation, teams managed a hypothetical \$500,000 portfolio while navigating 60 days of market activity compressed into one-minute trading intervals, requiring quick decisions and strategic risk-taking.

CHAMPIONSHIP TOP PERFORMERS

First place: Clarence High School, *Clarence High School Team #4*
(Arden Jalal, Timothy Simard and Patrick Mohr)

Second place: Kenmore East High School, *The Kenmore Slayers*
(Nicholas Krey, Michael Pawlowski and Nolan Pryor)

Third place: Clarence High School, *Chopped United*
(Andrew Cappellucci, Chris Cappellucci, Noah Garson and Erik Michel)

PARTICIPATING SCHOOLS

Erie County

Amherst High School
Clarence High School
Depew High School
East Aurora High School
Hamburg High School
Kenmore East High School
Maryvale High School

Lafayette High School
St. Francis High School
St. Mary's High School
Sweet Home High School
West Seneca East High School

Niagara County

Lockport High School
Niagara Falls High School

Chautauqua County

Cassadaga Valley High School
Falconer High School
Jamestown High School



FINAL RANKING				
RANK	TEAM NUMBER	TEAM	FINAL SCORE	TEACHER
1 ST	020	CLARENCE HIGH SCHOOL TE...	\$ 856,630.61	Heather Hartmann
2 ND	001	THE KENMORE SLAYERS	\$ 802,899.45	Nancy Pray
3 RD	018	CHOPPED UNITED	\$ 630,545.52	Heather Hartmann
4 TH	009	J.C HAMMER AND THE GANG	\$ 553,630.61	Jake Proger
5 TH	017	QUAD ACES	\$ 548,783.58	Heather Hartmann

PARTICIPATING SCHOOLS AND ORGANIZATIONS

Recognizing schools and organizations participating during the 2024–2025 fiscal year

Chautauque

Cassadaga Valley Central School District

Cassadaga Valley Middle High School

Falconer Central School District

Falconer Middle Senior High School

Harvey C Fenner Elementary School

Paul B D Temple Elementary School

Frewsburg Central School District

Robert H Jackson Elementary School

Jamestown Public Schools

Carlyle C Ring Elementary School

Jamestown High School

Jefferson Middle School

Persell Middle School

Washington Middle School

Southwestern Central School District

Southwestern High School

Erie

Peaceprints of WNY

YWCA of Western New York, Inc.

Akron Central School District

Akron High School

Alden Central School District

Alden High School

Amherst Central School District

Smallwood Drive Elementary School

Windermere Blvd Elementary School

Buffalo Public Schools

PS 207 Lafayette International High School

PS 208 Riverside Academy

PS 212 Leonardo Davinci High School

PS 304 Hutchinson Technical High School

PS 45 International School

PS Southside Elementary School

Cheektowaga Central School District

Union East Elementary School

Clarence Central School District

Clarence Senior High School

Harris Hill Elementary School

Depew Union Free School District

Depew High School

Diocese of Buffalo Ed Office

Immaculate Conception School

NativityMiguel Middle School of Buffalo

Saint Francis High School

Saint Mary's High School

East Aurora Union Free School District

East Aurora High School

Hamburg Central School District

Hamburg High School

Kenmore-Town of Tonawanda Union Free School District

Herbert Hoover Elementary School

Kenmore East High School

Kenmore Junior Senior High School

Thomas A Edison Elementary School

Lackawanna City School District

Martin Road Elementary School

Maryvale School District

Maryvale High School

Maryvale Intermediate School

Maryvale Primary School

New York State Department of Education

Charter School for Applied Technologies

Global Concepts Charter Elementary School

Global Concepts Charter High School

Orchard Park Central School District

Orchard Park High School

Sweet Home Central School District

Sweet Home Middle School

Sweet Home High School

Tonawanda City School District

Tonawanda Middle-High School

The Park School of Buffalo

The Park School of Buffalo

West Seneca Central School District

Allendale Elementary School

Clinton Street Elementary School

Northwood Elementary School

West Seneca East Senior High School

Williamsville Central School District

Dodge Elementary School

Genesee

Alexander Central School District

Alexander Elementary School

Batavia City School District

Batavia High School

John Kennedy Intermediate School

Le Roy Central School District

Wolcott Street School

Oakfield Alabama Central School District

Oakfield Alabama Elementary School

Oakfield Alabama Junior Senior High School

Niagara

Lockport City School District

Emmet Belknap Intermediate School

George Southard Elementary School

Lockport High School

Niagara Falls City School District

Harry F Abate Elementary School

Niagara Falls High School

Orleans

Orleans-Niagara BOCES

VOLUNTEER ORGANIZATIONS

Recognizing volunteer organizations during the 2024–2025 fiscal year

Alden State Bank

Ari Parson PR

Bank of America

Batavia High School

Beautiful Brains

Bryant & Stratton College

Buffalo & Erie County Library

Buffalo First Wealth Management

Buffalo State College SBA

Canal Bank

Catholic Health

Charter School for Applied Technologies

Chase

Citizens Bank

City of Batavia Fire Department

Clarence Community & Schools Credit Union

Community Bank, NA

Community Volunteer

Cornerstone Community Federal Credit Union

Courier Capital LLC

Cummins Inc. Jamestown Engine Plant

Davis Financial

Deloitte & Touche LLP

Delta Air Lines, Inc.

Enterprise Rent-A-Car

Ernst & Young LLP

Evans Bank

Falconer Rotary Club

First Niagara Bank

Five Star Bank

Genesee County Business Education Alliance

Genesee Valley BOCES

Good Neighbors Credit Union

Goodwill of WNY

HSBC Bank USA, N.A.

Hunt Real Estate Corporation

Independent Health

InfoSecurity Blueprint

Ingram Micro Inc.

Jamestown Community College

Junior Achievement of WNY

KeyBank, N.A.

KPMG LLP

Land Pro Equipment

Lawley

LeRoy Jr./Sr. High School

Lockport High School

M&T Bank

McCabe Enterprises Electrical Contractor

Media One Radio Group

Monofrax LLP

Moog, Inc.

Niagara University

NOCO Energy Corporation

Northwest Bank

SDN Insurance

Sodexo

The Resource Center

Tompkins Community Bank

Tompkins Insurance Agencies, Inc.

Tops Friendly Markets

Travelers Insurance

Trysail Strategies

University at Buffalo

Wallen & Associates

Walsh Duffield

Weinberg Financial Group

Wells Fargo Advisors

Wells Fargo Bank, N.A.

Western New York FCU

Whiting Law Firm

Withum

YWCA of Western New York, Inc.

Top Organizations by Volunteers

M&T Bank	40	Ingram Micro Inc.	12
Travelers Insurance	24	Community Volunteers	11
Bank of America	16	Ernst & Young LLP	11
Citizens Bank	16	Batavia High School	10
Withum	14	Independent Health	10



DONOR SUPPORT

JA is pleased to recognize those that provided financial support during the 2024–2025 fiscal year

Corporate Donors

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

Delta Air Lines, Inc.
HSBC Bank USA, N.A.
JA USA—Department of Labor
TC Energy Corporation
The Lenna Foundation
Wells Fargo Foundation

Founder's Circle (\$10,000–\$24,999)

Bank of America Foundation
BNSME
Bryant & Stratton College
Chautauqua Region Community
Foundation, Inc.
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Enterprise Mobility Foundation
Erie County Youth Bureau
Five Star Bank
GM Lockport Operations
Grigg-Lewis Foundation
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Reid Family Foundation, Inc.
The M&T Charitable Foundation
Travelers Foundation

Trustee (\$5,000–\$9,999)

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National Fuel
National Grid
Perry's Ice Cream Company
The UPS Store
Tops Friendly Markets
United Ways of Chautauqua County
Walmart
WSF Industries, Inc.

Partner (\$2,500–\$4,999)

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BankonBuffalo
Broadview Federal Credit Union
Children's Foundation of Erie County, Inc.
Evans Bank
Excelsior Orthopaedics
Give 716
KeyBank Foundation
KPMG LLP
Lawley
PwC
The Cameron & Jane Baird Foundation

The Ralph F. Peo Fund administered
by the Community Foundation
of Greater Buffalo

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Investor (\$1,000–\$2,499)

Blackstone Advanced Technologies LLC
Citizens Bank
Curbell, Inc.
Deloitte & Touche LLP
Freed Maxick CPAs P.C.
Highmark Blue Cross Blue Shield of WNY
Lippes Mathias LLP
MidCity Office Furniture
NOCO Energy Corporation
Phillips Lytle LLP
Sam's Club
Seneca Foods Foundation
Tompkins Community Bank
United Way of Greater Rochester

Shareholder (\$500–\$999)

Community Bank, NA
Financial Trust Federal Credit Union
Independent Health
L&M Wealth Management
M&T Bank
Monofrax LLP
NexTier Bank
Roy's Plumbing, Inc.
Searchlink
YWCA of Western New York, Inc.

Supporter (\$100–\$499)

Buffalo Teachers Federation, Inc.
Crowley Webb & Associates, Inc.
Greco Trapp PLLC
Herbert F. Darling, Inc.
National Fuel Charitable Foundation
Newfane Lumber & Mfg. Co., Inc.
North Star Supply Co., Inc.
Pooley, Incorporated

Member (up to \$99)

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GP 50 New York Ltd.
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Individual Donors

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Karen E. Reilly
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Junior Achievement of WNY STATEMENT OF ACTIVITIES

For fiscal year ending June 30, 2025

REVENUE		EXPENSE	
Contributions	\$ 430,974	Program expense	\$ 548,297
Public sector funding	124,861	Management and general	97,570
Special events <small>Net of direct expenses of \$71,289 including in-kind contributions</small>	167,729	Fundraising expense	76,949
Interest income	36,202		
In-kind contributions	8,575		
TOTAL REVENUE	\$ 768,341	TOTAL EXPENSE	\$ 722,816
<i>The full set of audited financial statements is available upon request</i>		<i>Change in net assets</i>	<i>\$ 45,525</i>

JA OF WNY LEADERSHIP

- President
John Crawford
- Senior Operations Director
Anna Fohrd
- Events & Communications Manager
Katie Babcock
- Education Director
Alycia Ivancie
- Program Manager
Kara Hyman
- Career Pathways Coaching Manager
Joanne Warren
- Development Specialist
Katharine Cassens

2024–2025 JA BOARD OF DIRECTORS

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Five Star Bank



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*For a changing world...Experiential learning where students achieve
academically today and economically tomorrow.*

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