



# BELIEVE

IMPACT REPORT 2023-2024

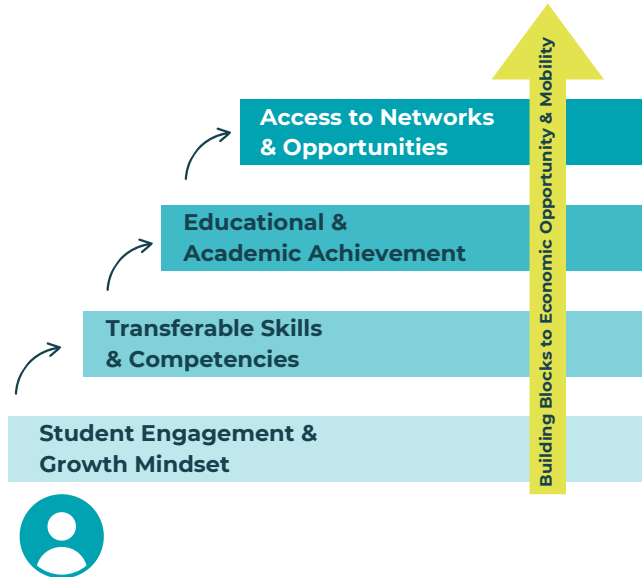


Junior  
Achievement™  
of Western New York

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



# ABOUT JUNIOR ACHIEVEMENT



**Our vision is a world in which young people have the skills and mindset to build thriving communities.**

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.



# JA AT A GLANCE

**10,905 Students Served**

**520 Learning Experiences**

**366 Volunteers**

**358 Educators**



## FAST FACTS

54% of our JA program delivery is in low- to moderate-income school districts.

In January 2024, Junior Achievement of Western New York became part of a U.S. Department of Labor grant to prepare young adults for the workforce. Here's our press release with the big announcement.

## Workforce Pathways for Youth Demonstration Grant Will Support JA Initiatives in Five States

Junior Achievement of Western New York announced that it is one of five JA offices from across the United States to participate in a \$1.9 million grant from the U.S. Department of Labor as part of its Workforce Pathways for Youth demonstration initiative. With the support of JA USA, Junior Achievement operations in five states are developing a Workforce Pathways program that will lead to a national offering. The JA operations are located in California, Indiana, New York, Pennsylvania and Virginia.

The JA Area offices will deploy age-appropriate workforce readiness resources for youth between 16 and 21, primarily in rural areas. These resources will address soft skill development, career exploration, job readiness, work-based learning opportunities, and other experiences such as summer jobs and apprenticeships.

"Junior Achievement has a long history serving students from kindergarten through high school," said John Crawford, President of Junior Achievement of Western New York. "In recent years, JA's robust content and programs (including financial literacy and career readiness) have proven to be valuable for young adults as well. With this recognition, local JA areas are increasingly tapped to take part in workforce conversations, and this grant is an extension of that existing work."

In support of the initiative, as well as JA's desire to more effectively connect young adults to workforce and postsecondary education pathways, JA USA is promoting existing and launching new initiatives focused on this young adult space, covering the following areas:



Coaching



Credentialing



Badging



Talent Marketplace





## BNSME PARTNERSHIP

For almost three decades, BNSME has partnered with Junior Achievement of WNY for their annual golf outing. In 2024 the golf outing presented JA with a check for \$12,500 of shared proceeds from the event, and over the years BNSME has graciously donated over \$290,000 to the Junior Achievement cause. BNSME members consistently volunteer for JA in the classroom and during our events. We are truly thankful for this wonderful collaboration of local business leaders in support of the next generation of up-and-coming business leaders.



## JA BOWL-A-THON

**5 Days • 4 Locations • 9 Bowling Shifts • 48 Companies  
78 Coordinators • 1,355 Bowlers**

We continue to grow our signature fundraising event and add new bowling organizations, sponsors, and participants every year. The 38<sup>th</sup> Annual Junior Achievement of WNY Bowl-a-Thon saw record-breaking success, raising over \$196,000 in fundraising to support our classroom and community programs—the most funds raised to date!

### Top 5 Fundraising Companies

National Fuel	\$20,761
Tops Friendly Markets	\$11,753
Bank of America	\$11,307
Independent Health	\$10,571
Northwest Bank	\$6,098

### Top New Fundraising Company

Wells Fargo

### Top 3 Fundraising Individuals

Brianna Roberts	\$2,521
Victor Parker	\$2,050
Richard Czop	\$1,465



## JA STOCK MARKET CHALLENGE

This year, over 1,000 WNY students experienced the highs and lows of the stock market through their participation in the Junior Achievement Stock Market Challenge. Students from 17 local high schools participated in virtual, two-week-long competitions each semester.

### WINNERS

Fall 2023 Junior Achievement Virtual Stock Market Challenge

Winner: **Addie Zahn from Jamestown HS**

Spring 2024 Junior Achievement Virtual Stock Market Challenge

Winner: **Hanzala Zafar from Amherst HS**

This year also saw the return of the culminating, in-person JA Stock Market Challenge event in which participating schools were represented by their top performing students from earlier rounds.

At the close of the in-person championship, Junior Achievement of Western New York (JAWNY) is pleased to recognize the following teams with the highest return on investment:

### WINNERS



**First place: Niagara Falls HS—NFHS Blue and Gold**  
Lyrik Hamilton, Steve Batra, Kaden DePadre, and Robinyo Robin



**Second place: Kenmore East HS—Michigan State Spartans**  
Hari Balakrishman, David Rubrecht, and Ivan Rivera



**Third place: Lockport HS—The Gold Diggers**  
Michael Lewandowski, Brennan Bowes, and Kaylee Burke

#### FINAL RANKING

RANK	TEAM NUMBER	TEAM	FINAL SCORE	TEACHER
1 <sup>ST</sup>	022	NFHS BLUE AND GOLD	\$ 536,713.19	Giulio Colangelo
2 <sup>ND</sup>	009	MICHIGAN STATE SPARTANS	\$ 527,806.58	Nancy Pray
3 <sup>RD</sup>	025	THE GOLD DIGGERS	\$ 527,402.61	Jill DiTullio
4 <sup>TH</sup>	019	EAGER EAGLES	\$ 527,015.96	Toni Lambert
5 <sup>TH</sup>	013	INVESTMENT TEAM	\$ 520,334.83	Shannon Standing

*"The challenge was well planned, and it was a great opportunity to learn. It taught us valuable skills that we are sure will be useful to us in the future. The program gave us an opportunity to test everything we learned and know about the stock market. After this contest, we truly comprehend maxims such as "buy low, sell high," and "pay attention to the trends."*

**Robinyo Robin, Niagara Falls**

### PARTICIPATING SCHOOLS

**Erie County:** Alden High School, Amherst High School, Clarence High School, Depew High School, East Aurora High School, Eden High School, Hamburg High School, Kenmore East High School, Lafayette High School, St. Francis High School, St. Mary's High School, and West Seneca East High School

**Niagara County:** Lockport High School, and Niagara Falls High School

**Chautauqua County:** Cassadaga Valley High School, Falconer High School, and Jamestown High School

# PARTICIPATING SCHOOLS AND ORGANIZATIONS

Recognizing schools and organizations participating during the 2023–2024 fiscal year

## Cattaraugus

### West Valley Central School District

West Valley Central School

## Chautauqua

Central Christian Academy

### 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

Samuel G Love Elementary School

### Sherman Central School District

Sherman Central School

### Southwestern Central School District

Southwestern High School

## Erie

Delevan Grider Community Center

Gloria J. Parks Community Center

King Urban Life Center

Miracle Missions Full Gospel Church

PUSH Buffalo

YWCA of Western New York, Inc.

### Akron Central School District

Akron High School

### Alden Central School District

Alden High School

### Amherst Central School District

Amherst Central High School

Smallwood Drive Elementary School

Windermere Blvd Elementary School

### Buffalo Public Schools

PS 197 Math Science Technology Preparatory School

PS 198 International Preparatory School

PS 207 Lafayette International High School

PS 208 Riverside Academy

PS 212 Leonardo Davinci High School

PS 301 Burgard High School

PS 31 Harriet Ross Tubman School

PS 43 Lovejoy Discovery School

PS 45 International School

PS 59 Dr Charles R Drew Science Magnet School

PS 92 Build Community 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

### Depew Union Free School District

Depew High School

### Diocese of Buffalo Ed Office

Catholic Academy of Niagara Falls

Immaculate Conception School

Saint Amelia School

Saint Andrew's Country Day School

Saint Christopher School

Saint Francis High School

Saint Mary School - Swormville

Saint Mary's High School

### East Aurora Union Free School District

East Aurora High School

### Eden Central School District

Eden Middle High School

### Hamburg Central School District

Hamburg High School

### Iroquois Central School District

Iroquois Middle School

### Kenmore-Town of Tonawanda Union Free School District

Benjamin Franklin Elementary School

Herbert Hoover Elementary School

Kenmore East High School

Thomas A Edison Elementary School

### Lancaster Central School District

William Street School

### Maryvale School District

Maryvale Intermediate School

Maryvale Middle School

Maryvale Primary School

### New York State Department of Education

Charter School for Applied Technologies

### Orchard Park Central School District

Orchard Park High School

### Sweet Home Central School District

Sweet Home Middle School

### West Seneca Central School District

Allendale Elementary School

Clinton Street Elementary School

Northwood Elementary School

West Seneca East Senior High School

West Seneca West Senior High School

### Williamsville Central School District

Dodge Elementary School

## Genesee

### Batavia City School District

Batavia High School

Batavia Middle School

Jackson Primary School

John Kennedy Intermediate School

### Le Roy Central School District

Wolcott Street School

## Niagara

### Lockport City School District

Emmet Belknap Intermediate School

George Southard Elementary School

Lockport High School

Roy Kelley Elementary School

### Niagara Falls City School District

Harry F Abate Elementary School

Niagara Falls High School

### Royalton Hartland Central School District

Royalton Hartland Middle School

## Orleans

### Medina Central School District

Clifford Wise Middle Intermediate School

## Wyoming

### Perry Central School District

Perry Junior Senior High School

### Warsaw Central School District

Warsaw Central Middle High School

# VOLUNTEER ORGANIZATIONS

Recognizing volunteer organizations during the 2023–2024 fiscal year

Bank of America (& Merrill Lynch)

BankonBuffalo

Batavia High School - Intro to Education

Boys & Girls Club of Jamestown

Bryant & Stratton College

Buffalo First Wealth Management

Buffalo Sabres

Catholic Health

Chase

Chautauqua County Sheriff's Office

Citizens Bank

Clarence Community & Schools Credit Union

Community Bank, NA

Community Volunteer

Cornerstone Community Federal Credit Union

Courier Capital LLC

Cummins Inc. Jamestown Engine Plant

Curbell, Inc.

Davis Financial

Enterprise Holdings Inc.

Ernst & Young LLP

Evans Bank

Extreme Streetwear

Falconer Rotary

Freed Maxick CPAs P.C.

Genesee County Business Education Alliance

Genesee County Office

Gentech Scientific LLC

Gestwick Recruitment Solutions

Gloria J. Parks Community Center

GM Lockport Operations

Goodwill Of WNY

Gramkee Financial Consulting, CPA

Highmark Blue Cross Blue Shield Of Western New York

HSBC Bank USA, N.A.

Hunt Real Estate Corporation

Independent Health

InfoSecurity Blueprint

Ingram Micro Inc.

Junior Achievement of WNY

Keller Williams Realty WNY

KeyBank, N.A.

KMS Intercultural Education

KPMG LLP

Lawley

Level Financial Advisors

Lockport High School

M&T Bank

Mass Mutual Financial

Monofrax LLP

National Fuel

New York State Mentoring Program

Niagara University

NOCO Energy Corporation

Northwest Bank

Perry's Ice Cream Company

PWC

Say Yes Buffalo

SDN Insurance

Sherman Central School

Stericycle

SUNY Fredonia

The Resource Center

Tompkins Community Bank

Tops Friendly Markets

Travelers Insurance

Uniland Development Company

Wallen & Associates

Weinberg Financial Group

Wells Fargo Advisors

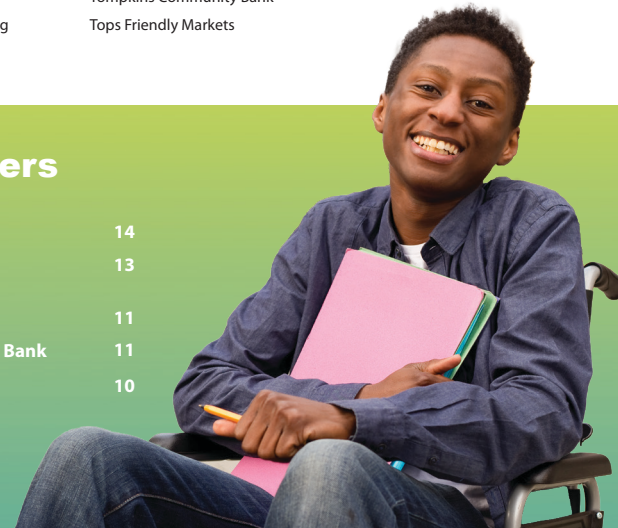
West Herr Automotive Group

Western New York FCU

Whiting Law Firm

## Top Organizations by Volunteers

M&T Bank	49	Citizens Bank	14
HSBC Bank USA, N.A.	24	Bank of America (& Merrill Lynch)	13
Enterprise Holdings Inc.	21	KPMG LLP	11
Travelers Insurance	21	Tompkins Community Bank	11
Community Volunteers	20	Tops Friendly Markets	10
Independent Health	15		





# DONOR SUPPORT

JA is pleased to recognize those that provided financial support during the 2023–2024 fiscal year

## Corporate Donors

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

Delta Air Lines, Inc.  
HSBC Bank USA, N.A.  
JA USA - U.S. Department of Labor  
The Lenna Foundation  
The Margaret L. Wendt Foundation  
Wells Fargo Foundation

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

Bank of America Foundation  
Bryant & Stratton College  
Five Star Bank  
GM Lockport Operations  
Grigg-Lewis Foundation  
Linde PLC  
Ralph C. Sheldon Foundation, Inc.  
Reid Family Foundation, Inc.  
TC Energy Corporation  
The M&T Charitable Foundation  
Travelers Foundation

### Trustee (\$5,000–\$9,999)

BNSME  
Chautauqua Region Community Foundation, Inc.  
Citizens Charitable Foundation  
Holmberg Foundation, Inc.  
JPMorgan Chase Bank, N.A.  
Perry's Ice Cream Company  
The UPS Store  
Tops Friendly Markets  
United Way of Southern Chautauqua County  
WSF Industries, Inc.

### Partner (\$2,500–\$4,999)

BankonBuffalo  
Children's Foundation of Erie County, Inc.  
Erie County Legislature  
Ernst & Young LLP  
Evans Bank  
Excelsior Orthopaedics  
Ingram Micro Inc.  
KeyBank Foundation  
KPMG LLP  
Lawley  
National Fuel  
National Grid  
Northwest Bank  
PwC  
The Cameron & Jane Baird Foundation  
The Cullen Foundation

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

United Way of Greater Rochester  
West Herr Automotive Group  
Zgoda & Associates CPAs, PC

### Investor (\$1,000–\$2,499)

AAA Western and Central New York  
Blackstone Advanced Technologies LLC  
Broadview Federal Credit Union  
Buffalo Sabres  
Buffalo Sabres Foundation  
Curbell, Inc.  
Deloitte & Touche LLP  
Freed Maxick CPAs P.C.  
Highmark Blue Cross Blue Shield of Western New York  
Independent Health  
Lippes Mathias LLP  
Tompkins Community Bank  
Uniland Development Company

### Shareholder (\$500–\$999)

Catholic Health  
Citizens Bank  
Community Bank, NA  
Financial Trust Federal Credit Union  
L&M Wealth Management  
MidCity Office Furniture  
Monofrax LLP  
NOCO Energy Corporation  
Tri-Main Development

### Supporter (\$100–\$499)

BIO-Engineering Co.  
Buffalo Bills Youth Foundation  
Buffalo Teachers Federation, Inc.  
Crowley Webb & Associates, Inc.  
Give716  
Goodwill Of WNY  
Harry R. Defler Corp.  
Herbert F. Darling, Inc.  
Newfane Lumber & Mfg. Co., Inc.  
North Star Supply Co., Inc.  
Pooley, Incorporated  
Western Division Federal Credit Union  
**Member  
(up to \$99)**  
Charities Aid Foundation  
National Fuel Charitable Foundation  
OneHope  
Professional Furnishings & Equipment, Inc.  
Weinberg Financial Group

## Individual Donors

### Entrepreneur's Circle (\$1,000 plus)

Anonymous  
Keith A. Belote  
Randolph Bianchi  
Jerry & Elizabeth Canada  
Laurie Collins  
John & Sondra Crawford  
Joseph Kick  
Christopher Lee  
Lisa Matthews  
Robert J. McArdle  
Anne Moot  
Stephen Scello  
Ricky Scott  
Phyllis H. Vogt  
Jodi West  
Kristine & Paul Wydro

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Mark Hoffman  
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Chris Passarelli  
Richard C. & Karen E. Penfold  
Kevin Quinn  
Susan & David Schubbe  
Julie Skinner  
Jennifer Yap

### Director's Club (\$100–\$499)

The Stuart & Joyce Angert Fund (2023) at the Community Foundation for Greater Buffalo  
The Barns Family  
Robert & Jennifer Barton  
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Edward Bloomberg  
Robert J. Castellani  
Julie M. Croglio  
Anna & Thomas Fohrd  
John & Shelia Hartwell  
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Juliana Janson  
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Mark & Laura Laurrie  
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Tim Marion  
Catherine Moots  
Shannon Patch  
Brian Perry  
Michelle Plesh  
Brian Sabedra  
Jason Stronz  
Paul Vallone  
R. Thomas & Christine Weeks

### Associate (up to \$99)

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Matthew Goldhawk  
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Monica Neuwirt  
Jill Marie Piazza  
Sandy Polvino  
Tamu Reinhardt  
Sean Stonish  
Hannah Stoyka  
Michael A. Tritto  
Marjorie Tritto  
Ryan P. Vossler



# JA 2024 WNY SCHOLARSHIP RECIPIENTS

*"Being ready for a professional career distinguishes those who succeed and those who do not. The skill of work readiness shows employers that you have what it takes to take on that position. I consider Junior Achievement a worthwhile and valuable association for young adults like myself as it better prepares them for their future endeavors"—Griffin Adams*

## **\$1,500 Delta Air Lines Scholarship**

**Griffin Adams, Lockport High School**

## **\$1,000 John Lord Hettrick Sr. Memorial Scholarship**

**Felix Cedeno, St. Francis High School**

## **\$500 MidCity Office Furniture Scholarship**

**Chloe Berwaldt, Hamburg High School**



**FOR MORE INFORMATION  
ON OUR LOCALLY AWARDED  
SCHOLARSHIPS**

## JA IN THE COMMUNITY



JA board member and volunteer Rhonda Bivins-Talley of Niagara University at Abate Elementary JA in a DAY, Niagara Falls



West Seneca High School students job shadow at Ingram Micro



Bank of America volunteer at Union East Elementary, Cheektowaga



Lockport High School students at The University at Buffalo for an entrepreneurship panel



Lockport High School students teaching "JA Our Nation" to fifth-grade students at Emmet Belknap Intermediate School



# Junior Achievement of WNY STATEMENT OF ACTIVITIES

For fiscal year ending June 30, 2024

## REVENUE

Contributions	\$	434,764
Government		
Special events	Net of direct expenses of \$57,555 including in-kind contributions	244,087
Interest income		36,571
In-kind contributions		2,870
<b>TOTAL REVENUE</b>	<b>\$</b>	<b>718,292</b>

The full set of audited financial statements are available upon request

## EXPENSE

Program expense	\$	523,244
Management and general		100,259
Fundraising expense		94,609
<b>TOTAL EXPENSE</b>	<b>\$</b>	<b>718,112</b>

Change in net assets \$ 180

## JA OF WNY LEADERSHIP

President  
**John Crawford**

Senior Operations  
Director  
**Anna Fohrd**

Development Director  
**Lisa Roy**

Events &  
Communications Manager  
**Katie Babcock**

Education Director  
**Alycia Ivancie**

Program Manager  
**Kara Hyman**

Program Coordinator  
–Chautauqua  
**Rebecca Johnson**

## 2023–2024 JA BOARD OF DIRECTORS

### OFFICERS

**Chair**  
**Lindsay Batrowny**  
Goodwill of WNY

**Vice Chair**  
**Mark Laurrie**  
Niagara Falls City  
School District

**Treasurer**  
**Keith Belote**  
PwC

**Secretary**  
**Kristine Wydro**  
Tops Friendly Markets

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Lawley

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**Steven Helms**  
Perry's Ice Cream

**John Hettrick, Jr.**  
WSF Industries, Inc.

**Mark Hoffman**  
M&T Bank

**Kirsti Hunt**  
NOCO Energy Corporation

**Joseph Kick**  
Deloitte & Touche LLP

**Eric Klinski**  
UPS

**Sara Laskowski**  
KPMG LLP

**Jeffrey Leach**  
Northwest Bank

**Christopher Lee**  
Say Yes Buffalo

**Carissa Leone**  
Keybank, N.A.

**Melissa LoBocchiaro**  
Wells Fargo Bank, N.A.

**Mary Maisano**  
Independent Health

**Lisa Matthews**  
Ernst & Young LLP

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MJL Consultants, Inc.

**Julie Mungo**  
Catholic Health

**Chris Passarell**  
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**Tamu Reinhardt**  
Jamestown City School District

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Citizens Bank

**Matthew Scherer**  
Hodgson Russ LLP

**Susan Schubbe**  
SaveOnSP LLC

**Ricky Scott**  
BankonBuffalo

**Julie Skinner**  
Tompkins Community Bank

**Jodi West**  
GM Lockport Operations



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Achievement<sup>TM</sup>**  
of Western New York

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716-853-1381 [jawny.org](http://jawny.org)

*Fostering a world in which young people have the skills  
and mindset to build thriving communities*