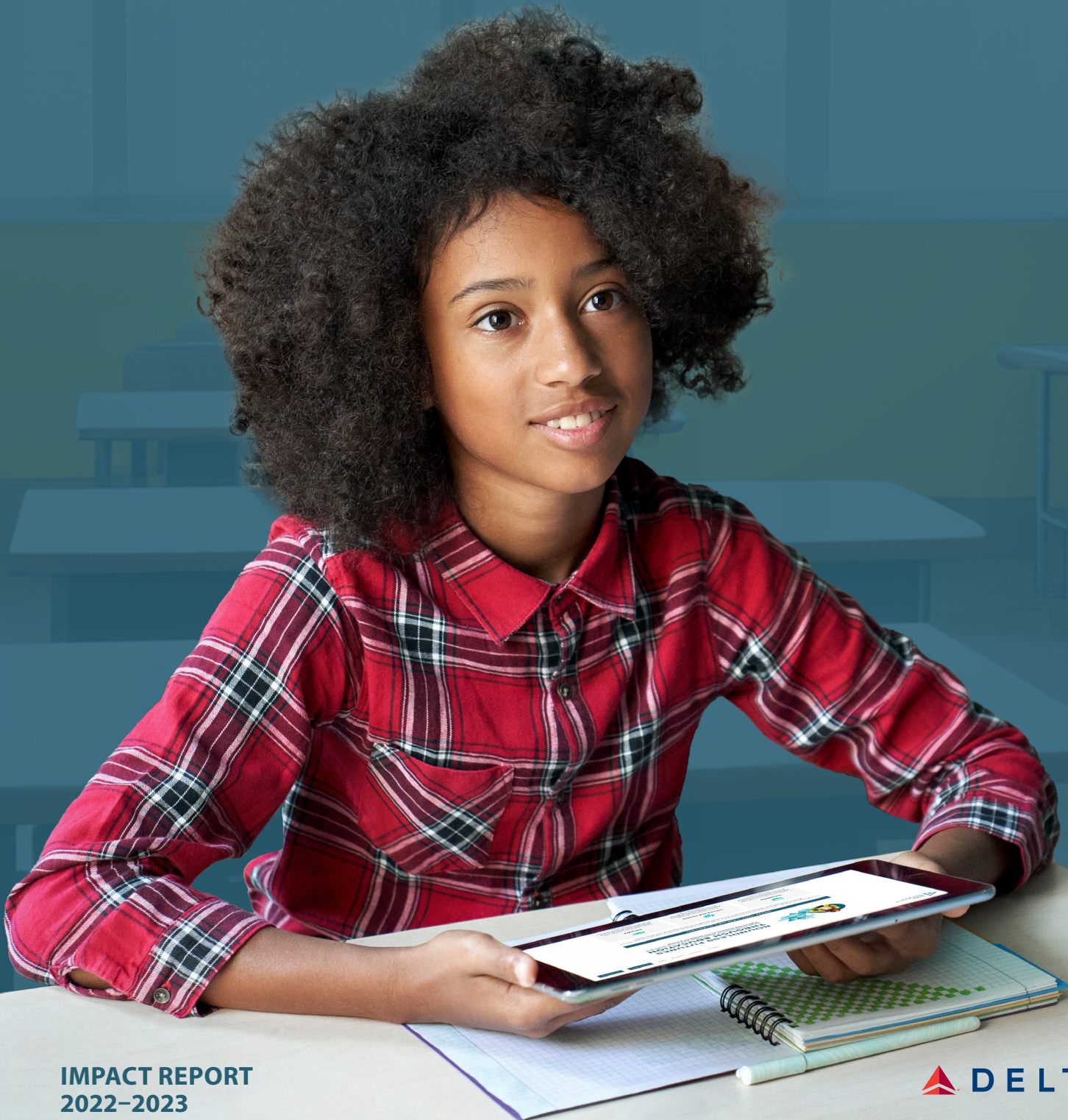


Junior
Achievement™
of Western New York

BOUNDLESS
POSSIBILITY™



IMPACT REPORT
2022-2023

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

 DELTA

WELLS FARGO

ABOUT JUNIOR ACHIEVEMENT

JA is one of the oldest youth-serving organizations to provide a three-pathway focus: entrepreneurship, workforce readiness, and financial literacy learning experiences. JA forms partnerships between the business community, educators, and volunteers; these groups work together to inspire young people to dream big and reach their full potential. Our dynamic program model distinguishes itself from other youth organizations through a unique approach—using community volunteers with business and financial knowledge to deliver programs. JA provides the training, materials, and support necessary to bolster the chances for 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 that complement JA learning experiences are instrumental to success. These partnerships are rooted in continuous innovation, long-term commitment, and compatibility goals of JA's workforce development, financial literacy, and entrepreneurship education programs. These partnerships 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.

Mission

JA's purpose is to inspire and prepare young people to succeed in a global economy.

Vision

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

Pathways

Financial Literacy

Work and Career Readiness

Entrepreneurship



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

53,184 Instructional Contact Hours

9,691 Students Served

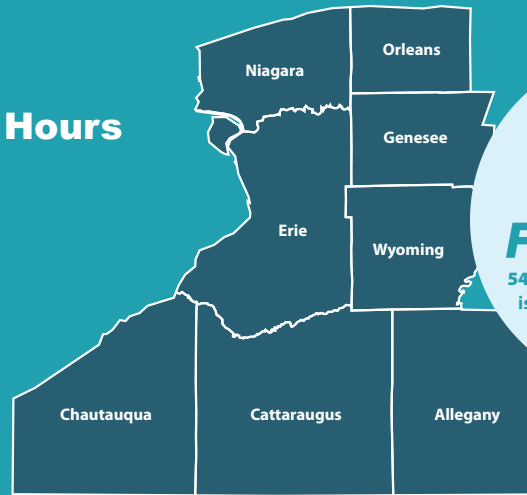
439 Learning Experiences

352 Volunteers

347 Educators

82 Schools

72 Firms/Partners



FAST FACTS

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

JA PATHWAYS APPROACH

Financial Literacy Pathway

Work and Career Readiness Pathway

Entrepreneurship Pathway

JA Pathways Competencies have the following benefits:

Students: Competencies help students work toward individual goals and give them opportunities to develop skills, behaviors, and attitudes required in the workplace, post-secondary education, and in life. Students who learn this way are lifelong learners, as well as adept problem-solvers.

Educators: Competencies help educators by aligning to state standards and helping to ensure that students are progressing to mastery.

Employers: Competencies offer employers performance-based proof that students have acquired the transferable skills and behaviors required for workplace success.

JA's Work and Career Readiness Pathway Competencies

- Collaboration
- Critical and Analytical Thinking
- Engaging Communications
- Culture Agility
- Creativity
- Decision-making
- Problem-solving
- Self-Direction
- Interpersonal Skills
- Career Development

JA's Entrepreneurship Pathway Competencies

- Opportunity Identification
- Decisiveness and Operational Initiative
- Strategic Leadership
- Adaptability and Resourcefulness
- Network Building
- Financial Management
- Assembling and Motivating a Business Team
- Collaboration and Team Orientation
- Operations Management
- Marketing and Sales

JA's Financial Literacy Pathway Competencies

- Employment and Income
- Spending and Savings
- Banking and Financial Institutions
- Credit and Debt
- Financial Decision-making
- Risk Management and Insurance
- Identify Fraud and Theft
- Investing
- The Economy
- Philanthropy





JA Inspire
Virtual



JA INSPIRE

JA of Western New York and JA Central Upstate New York partnered with the region’s employers as part of JA Inspire Virtual, a unique career exploration learning experience designed for middle and high school students. Aiming to inform students about careers and jobs at their companies during the virtual event, the career fair takes place in a visually rich virtual environment that mimics the dynamics of a live event. Features include a virtual lobby, exhibit halls with booths, a virtual auditorium, and a learning lounge. Within the virtual experience, students attend webinars and presentations; explore career booths, work readiness tools, and resources; and interact with career speakers and industry experts.



IMPACT REPORT HERE



FAST FACTS
1,554 Students
21 Schools



JA BOWL-A-THON

5 Days • 4 Locations • 8 Shifts • 41 Companies
76 Coordinators • 1,049 Bowlers

In spring 2023, we returned to the bowling centers for our signature fundraising event: the 38th Annual Junior Achievement of WNY Bowl-a-Thon. Over 1,000 corporate supporters and bowlers showed up in full force and raised \$159,000+ for our WNY JA learning experiences. In addition to our customary early March bowling shifts, we introduced a weeknight in May “happy hour style” shift for the first time. The enthusiastic response to bowling showed through our event success.

Top 5 Fundraising Companies

National Fuel	\$16,522
Tops Friendly Markets	\$13,252
Independent Health	\$10,582
Bank of America	\$6,871
Northwest Bank	\$6,041

Top New Fundraising Company

BankOnBuffalo	\$1,816
---------------	---------

Top 3 Fundraising Individuals

Lauren Smith	\$4,405
Alex Lent	\$1,252
Richard Czop	\$1,170





STOCK MARKET CHALLENGE

High school students from across Western New York participated in two month-long challenges during the 2022–2023 school year. Through participation in the event, students discovered the benefits and challenges of investing in the stock market as part of a broader, long-term investment strategy.

WINNERS

1st place (Fall): **Collin Norlander, Falconer HS**

1st place (Spring): **Greta Nordwall, Jamestown HS**

“A series of smart choices married to the luck of the market led me to unbelievably win the challenge altogether. I worked so hard toward the end with micro-adjustments to my portfolio that it was one of, if not the most, satisfying victories of my life.”

Greta Nordwall—Jamestown High School



Collin Norlander, holding SMC trophy

FAST FACTS
1,376 Students
24 Schools



Photos by Onion Studio



BUFFALO NIAGARA SALES AND MARKETING EXECUTIVES (BNSME) /JA PARTNERSHIP

Support comes in many forms, and we greatly appreciate our long-standing partnership with BNSME. Its Annual Golf Outing consistently donates money to JA, and its members frequently volunteer in the classroom and at other JA events. BNSME has graciously donated \$280,000 from its golf outing to benefit Junior Achievement spanning almost three decades.



INSURANCE | EMPLOYEE BENEFITS

PARTICIPATING SCHOOLS AND ORGANIZATIONS

Recognizing schools and organizations participating during the 2022–2023 fiscal year

Chautauqua

Cassadaga Valley Central School District

Cassadaga Valley Middle High School

Dunkirk City Schools

Dunkirk Elementary School 7

Falconer Central School District

Falconer Middle Senior High School

Harvey C Fenner Elementary School

Paul B D Temple Elementary School

Fredonia School District

Wheelock Primary 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

Erie

Upward Bound

at Medaille College

WNY United

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

Windermere Blvd Elementary School

Buffalo Public Schools

BPS 195 City Honors School

BPS 198 International Preparatory School

BPS 208 Riverside Academy

BPS 212 Leonardo Davinci High School

BPS 301 Burgard High School

BPS 302 Emerson School of Hospitality

BPS 31 Harriet Ross Tubman School

BPS 45 International School

BPS 53 Community School

Cheektowaga Central School District

Union East Elementary School

Clarence Central School District

Clarence Senior High School

Depew Union Free School District

Depew High School

Diocese of Buffalo Ed Office

Immaculate Conception School

Nativity of Blessed Mary School

Saint Andrew's Country Day School

Saint Christopher School

Saint Francis High School

Saint Mary's High School

Saints Peter & Paul School

East Aurora Union Free School District

East Aurora High School

Eden Central School District

Eden Middle High School

Grand Island Central School District

Grand Island Senior High School

Hamburg Central School District

Hamburg High School

Union Pleasant Elementary School

Kenmore-Town of Tonawanda Union Free School District

Benjamin Franklin Elementary School

Herbert Hoover Elementary School

Kenmore East High School

Ken-Ton Big Picture Program

Thomas A Edison Elementary School

Lackawanna City School District

Martin Road Elementary School

Maryvale School District

Maryvale Intermediate School

Maryvale Primary School

New York State Dept Education

Charter School For Applied Technologies

Charter Middle School for Applied Technologies

Orchard Park Central School District

Orchard Park High School

Sweet Home Central School District

Sweet Home Middle School

Tonawanda City School District

Tonawanda Middle-High School

West Seneca Central School District

Allendale Elementary School

Clinton Street Elementary School

Northwood Elementary School

Winchester Elementary School

Williamsville Central School District

Dodge Elementary School

Genesee

Alexander Central School District

Alexander Middle High School

Batavia City School District

Batavia High School

Jackson Primary School

John Kennedy Intermediate School

Le Roy Central School District

Le Roy Junior Senior High School

Wolcott Street School

Pembroke Central School District

Pembroke Junior Senior High School

Niagara

Niagara County Employment and Training Center

Diocese of Buffalo Ed Office

Catholic Academy of Niagara Falls

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

Pioneer Central Schools

Pioneer High School

Warsaw Central School District

Warsaw Central Middle High School

Wyoming Central School District

Wyoming Central School

VOLUNTEER COMPANIES

Recognizing volunteer companies during the 2022–2023 fiscal year

AAA Western and Central New York

Bank of America

BankonBuffalo

Batavia Business Improvement District

Batavia High School - Intro to Education Students

Bryant & Stratton College

Buffalo First Wealth Management

Chase

Citizens Bank

Clarence Community & Schools Credit Union

Community Bank, NA

Community Volunteer

Construction Exchange of Buffalo & WNY, Inc.

Courier Capital LLC

Creative Food Ingredients, Inc.

Cummins Inc. Jamestown Engine Plant

Curbell, Inc.

Davis Financial

Deloitte & Touche LLP

Dopkins & Company, LLP

Ebenezer Railcar Services, Inc.

Ernst & Young LLP

Excelsior Orthopaedics

Falconer Rotary

Five Star Bank

Freed Maxick CPA's P.C.

Genesee County Business Education Alliance

Genesee County Office

Gentech Scientific LLC

GM Lockport Operations

Goodwill Of WNY

Highmark Blue Cross Blue Shield Of Western New York

HSBC Bank USA, N.A.

Hunt Real Estate Corporation

Independent Health

Ingram Micro Inc.

Junior Achievement of WNY

KeyBank, N.A.

KMS Intercultural Education

KPMG LLP

Lawley

Lockport High School Students

M&T Bank

Mass Mutual Financial

Medaille College

Media One Radio Group

Merrill Lynch

MidCity Office Furniture

Monofrax LLP

New York State Mentoring Program

Northwest Bank

Perry's Ice Cream Company

Pegula Sports and Entertainment

Roswell Park Cancer Institute

SDN Insurance

State Farm-JP Ross

Stericycle

SUNY Erie Community College

Sweet Acres Farms, LLC

Team Real Talk, Inc.

The Bonadio Group

The Homecare Partners

The Resource Center

Tompkins Community Bank

Tops Friendly Markets, Inc.

Travelers Insurance

Vision Financial Group

Wallen & Associates

Weinberg Financial Group

West Herr Automotive Group

Western New York FCU

Wyoming County Business Education Council

Top Organizations by Volunteers

M&T Bank	60	Deloitte & Touche LLP	14
Travelers Insurance	31	Ingram Micro Inc.	12
Citizens Bank	28	KeyBank, N.A.	11
HSBC Bank USA, N.A.	15	Batavia High School - Intro to Education	10
KPMG LLP	15	Community Volunteers	9



DONOR SUPPORT

JA is pleased to recognize those that supported financially during the 2022–2023 fiscal year

Corporate Donors

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

Delta Air Lines, Inc.
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.

Citizens Charitable Foundation

Five Star Bank
GM Lockport Operations
Grigg-Lewis Foundation
HSBC Bank USA, N.A.
Linde LLC
M&T Charitable Foundation
Ralph C. Sheldon Foundation, Inc.
Reid Family Foundation, Inc.
TC Energy Corporation

Travelers Foundation

Trustee (\$5,000–\$9,999)

JPMorgan Chase Bank, N.A.
KeyBank Foundation
Northwest Bank
Perry's Ice Cream Company
Tops Friendly Markets, Inc.
United Way of Southern Chautauqua
County

WSF Industries, Inc.

Partner (\$2,500–\$4,999)

AAA Western and Central New York
BankonBuffalo
Children's Foundation
of Erie County, Inc.
Cummins Inc. Jamestown Engine Plant
Ernst & Young LLP
Evans Bank
Excelsior Orthopaedics
Holmberg Foundation, Inc.
The UPS Store

KPMG LLP
Lawley
National Fuel
National Grid
PwC
Six Flags Darien Lake
The Cameron & Jane Baird Foundation
The Ralph F. Peo Fund

United Way of Greater Rochester
West Herr Automotive Group

Zgoda & Associates
CPAs, PC

Investor (\$1,000–\$2,499)

Curbell, Inc.
Deloitte & Touche LLP
Freed Maxick CPAs P.C.
Highmark Blue Cross
Blue Shield of Western New York

Independent Health

Lippes Mathias LLP
Phillips Lytle LLP

Sam's Club

SEFCU
Seneca Foods Foundation
Tompkins Community Bank
Uniland Development Company

Shareholder (\$500–\$999)

Blackstone Advanced Technologies LLC
Financial Trust Federal Credit Union
Give716

L&M Wealth Management

Laura & Ralph Vanner Donor Advised
Fund, a Donor Advised Fund of US
Charitable Gift Trust

Monofrax LLP

Tri-Main Development

Walmart

Wyoming County Business Education
Council

YWCA Jamestown

Supporter (\$100–\$499)

BIO-Engineering Co.
Buffalo Industrial Park, Inc.
Buffalo Teachers Federation, Inc.
Construction Exchange
of Buffalo & WNY, Inc.
Crowley Webb & Associates, Inc.

Goodwill Of WNY

Greco Trapp PLLC
Herbert F. Darling, Inc.

Mader Construction
Co., Inc.

Newfane Lumber & Mfg. Co., Inc.

North Star Supply Co., Inc.

Pooley, Incorporated

Western Division Federal Credit Union

Member (up to \$99)

Amazon.com, Inc.
GP 50 New York Ltd.
Professional Furnishings
& Equipment, Inc.
Rotary of Lockport Inc.

Individual Donors

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

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Randolph Bianchi
Laurie Collins
John & Sondra Crawford
Jim Curry

Anne Gaume

John & Sheila Hartwell

John L. Hettrick, Jr.

Joseph Kick

Lisa Matthews

Anne Moot

Kevin Quinn

Stephen Scello

Stephen & Nicole Swift

Phyllis H. Vogt

Jodi West

Kristine & Paul Wydro

Chairman's Club (\$500–\$999)

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Robert J. McArdle

Mr. and Mrs. Richard Penfold

Michelle Plesh

Ricky Scott

Julie Skinner

Jennifer Yap

Directors (\$100–\$499)

The Stuart & Joyce Angert Fund (2022) at
the Community Foundation for Greater
Buffalo

Katie Babcock

Daniel Baco

Brian Barns

Kathryn Barrett

Robert & Jennifer Barton

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Norbert Bennett

Edward Bloomberg

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Brian & Jayne Perry

Matthew Scherer

Susan & David Schubbe

James Sorge

Jason Stronz

Paul Vallone

Terri Vertalino

R. Thomas Weeks

Associate (up to \$99)

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Zachary Cole

Jaime Dombrowski

Patricia Eichner

Michael Even

Emory K. & Valerie J. Gott

Carol Hardenburg

Donald & Christine Heintz

Monica Neuwirt

Abbas Husain

Charlie & Debra Malarkey

Tim Marion

Francis McManus

Fred Pieri

Sandy Polvino

Ronald & Amy Soluri

JA SCHOLARSHIPS

Students who participate in any JA learning experience during their high school career are encouraged to apply for scholarships to support their post high school journey. Congratulations to our 2023 recipients (below).



FOR MORE INFORMATION
ON OUR LOCALLY AWARDED
SCHOLARSHIPS

\$500 JA of WNY Board of Directors Scholarship

Greta Nordwall,
Jamestown High School

"My time in high school has been filled with successes in my musical career, but they all pale in comparison to this JA Stock Market Challenge, which is based on knowledge and intuition rather than pure skill. I worked so hard on this challenge, but I couldn't have gotten anywhere close to first place without Mr. Melquist."

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

Jason Dorigo,
Clarence High School

"In all of my JA based classes, I have learned so much information about the real world. I feel like they have helped prepare me for college, my career, and overall for my life. I have no doubt JA has made a lasting impact on me, and I am extremely grateful for the program and my great teachers. Someday, I hope to be able to give back and participate with the program myself when I am settled in my own profession."

THE UPS STORE PARTNERSHIP

Start Small, Grow Big by The UPS Store is a year-round initiative that educates the next generation of small business owners and entrepreneurs. Every dollar from in-center customer donations goes directly to Junior Achievement programming to inspire and prepare K-12 youth for their futures. With 22 WNY locations, the *Start Small, Grow Big* program is impacting the lives of hundreds of JA students with an emphasis on entrepreneurship learning experiences. In the first year, this campaign raised \$3,200 for WNY.

START SMALL
GROW BIG

BY  THE UPS STORE  Junior Achievement



Junior Achievement of WNY STATEMENT OF ACTIVITIES

For Fiscal Year Ending June 30, 2023

REVENUE		EXPENSE	
Contributions	\$ 380,481	Program Expense	\$ 498,088
Government	150,180	Management and General	96,761
Special Events	Net of Direct Expenses of \$54,715 Including In-Kind Contributions 214,394	Fundraising Expense	92,831
Interest Income	22,399		
In-Kind Contributions	4,160		
TOTAL REVENUE	\$ 771,614	TOTAL EXPENSE	\$ 687,680
<i>The Full Set of Audited Financial Statements Are Available upon Request</i>		Change in Net Assets	\$ 83,934

JA OF WNY LEADERSHIP

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Senior Operations
Director
Anna Fohrd

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Lisa Roy

Events &
Communications Manager
Katie Babcock

Education Director
Alycia Ivancie

Program Manager
Kara Hyman

Program Coordinator
–Chautauqua
Rebecca Johnson

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Laurie Collins
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Tara Handforth
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Perry's Ice Cream

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M&T Bank

Joseph Kick
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Chase

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MJL Consultants, Inc.

Chris Passarell
Evans Bank

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Pawlik Marketing

Michelle Plesh
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Central New York

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Northwest Bank

Jodi West
GM Lockport Operations

Kristine Wydro
Tops Friendly
Markets, Inc.





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716-853-1381 jawny.org

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