

BELIEVE

IMPACT REPORT 2023-2024

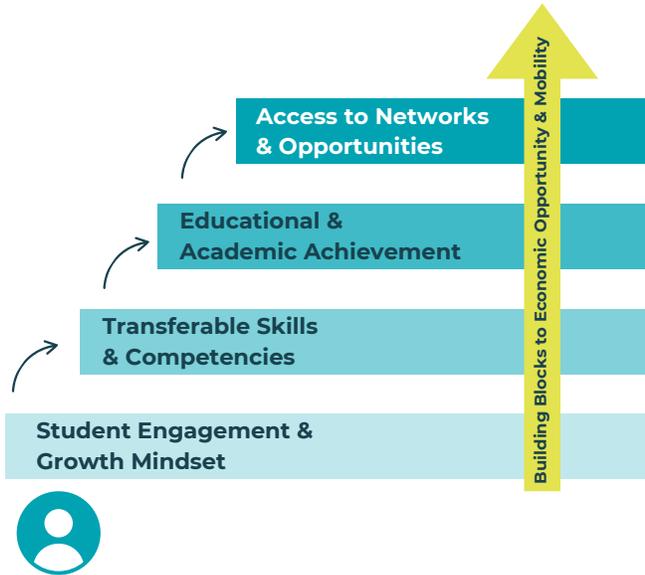


Junior
Achievement™
of Western New York

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.**

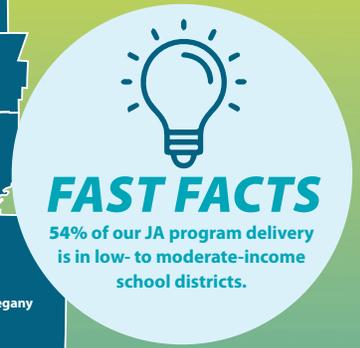
JA forms partnerships between businesses, educators, and volunteers, all working together to inspire young people to dream big and reach their full potential. Our dynamic teaching model distinguishes itself from other youth organizations through a unique approach—one that uses community volunteers with 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



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 38th 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.

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

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:

"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

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

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 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

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

Chairman's Club (\$500–\$999)

Kathryn Barrett
Beth Bauman
Mr. & Mrs. Joseph W. Burden
Cheryl Byrne
Steven Helms
Mark Hoffman
Sara Laskowski
Melissa LoBocchiaro
Thomas Mawhinney
Mary Ellen Mulvey
Chris Passarell
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
Lindsay Batrowny
Edward Bloomberg
Robert J. Castellani
Julie M. Croglio
Anna & Thomas Fohrd
John & Shelia Hartwell
Mr. & Mrs. Gerald Hathaway

Marc Izzo
Juliana Janson
Melinda Jones
Mark & Laura Laurrie
Mary Maisano
Tim Marion
Catherine Moots
Shannon Patch
Brian Perry
Michelle Plesh
Brian Sabedra
Jason Stronz
Paul Vallone
R. Thomas & Christine Weeks

Associate (up to \$99)

Katie Babcock
Thomas Baker
Christopher Bechtel
Fred & Joy Bristol
Charlie Cook
Maria E. Giglia Pieri, DDS
Kim DeVantier
Jaime Dombrowski
Dwayne Michael Dzaak
Todd Earley
Ryan Gilbert
Matthew Goldhawk
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Theresa Kazmierczak
Charlie & Debra Malarkey
Paul McGinniss
Francis McManus
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		EXPENSE	
Contributions	\$ 434,764	Program expense	\$ 523,244
Government		Management and general	100,259
Special events	244,087	Fundraising expense	94,609
Interest income	36,571		
In-kind contributions	2,870		
TOTAL REVENUE	\$ 718,292	TOTAL EXPENSE	\$ 718,112
<i>The full set of audited financial statements are available upon request</i>		<i>Change in net assets</i>	<i>\$ 180</i>

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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Freed Maxick CPAs, P.C.

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Bryant & Stratton College

Beth Bauman
Lawley

Randolph Bianchi
Lakelet Capital LLC

Rhonda Bivins-Talley
Niagara University

Joseph W. Burden
HSBC Bank USA, N.A.

Cheryl Byrne
West Herr Automotive Group

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81Eighteen, LLC

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KeyBank, N.A.

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Gramkee Financial
Consulting, CPA

John Hartwell
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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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Chase

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Evans Bank

Jill Pawlik
Pawlik Marketing

Michelle Plesh
Excelsior Orthopaedics

Tamu Reinhardt
Jamestown City School District

Stephen Scello
Citizens Bank

Matthew Scherer
Hodgson Russ LLP

Susan Schubbe
SaveOnSP LLC

Ricky Scott
BankonBuffalo

Julie Skinner
Tompkins Community Bank

Jodi West
GM Lockport Operations



**Junior
Achievement[™]**
of Western New York

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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*