





# LETTER FROM THE PRESIDENT

Dear JA Dallas Friends and Supporters:

Junior Achievement is 100 this year, and we honor and celebrate our past. JA, initially known for our entrepreneurship program, was founded by three men who believed in the power of personal responsibility and free enterprise. At the time, the country was at the end of the industrial revolution and the founders felt that entrepreneurship would ensure the success of the new economy. We are excited to celebrate this milestone and honor all those who came before us!

JA students inspire us to innovate and look to the future! We started with one program, entrepreneurship, and have evolved to include financial literacy and work readiness. During the 1970's & 80's we grew to reach middle and high school students in the classroom. Current day, JA reaches students K-12 with 34 various curricula focused on our pillars: starting a business, learning to budget and relevant work skills.

Innovation has lead JA to update and revise curriculum so that it remains relevant for students. While elementary students still need hands-on materials, juniors and seniors in high school learn through digital components mixed with highly interactive programs and discussion. JA continues to bring volunteers into the classroom to add the component of mentoring and providing linkage between education and real-life.

We are also innovating in these areas:

Piloting four volunteer models to maximize volunteer time and effectiveness



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how engaged they were, how excited their sweet faces were to have new lesson plans, and how infectious their hugs were at the end of class! If you were to ask me to do it again, I'd move mountains to make it happen!

—AMN Healthcare Volunteer

2018-2019 IMPACT REPORT 48,314 STUDENTS REACHED



165 schools served



5,019 VOLUNTEERS



26 school districts



347,904 contact



\$8,732,390 VOLUNTEER HOUR VALUE

2,314 EDUCATORS



2,311 CLASSES TAUGHT



Junior Achievement for me was about instilling in people the core foundation for self-growth, for self-respect and self-determination.

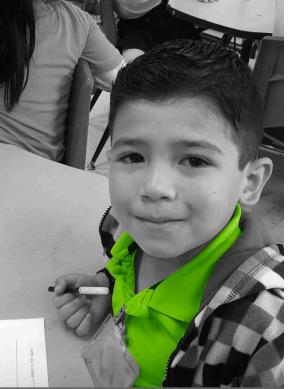
—Yesenia Cardenas, JA Alumni



Hear full story at youtube.com/jadallas1954

# FINANCES AT A GLANCE

	20 19	20 (8
Contributions Donated Goods & Services Special Events	\$1,010,067 \$207,230 \$743,434	\$1,067,283 \$433,824 \$786,523
Interest and Other  Support and Revenue	\$82,614 <b>\$2,043,345</b>	\$107,218 <b>\$2,394,848</b>
Program Services General and Administrative Fundraising Total Expenses	\$1,900,871 \$163,403 \$320,207 <b>\$2,384,481</b>	\$1,730,312 \$147,524 \$299,950 <b>\$2,177,786</b>
iotai Expelises	Ψ2,304,401	ΨΣ,111,100



In the past three years, I have enjoyed having JA visit my classroom. JA does an amazing job every year teaching me and my classmates a bout finances and money. I believe that this is a beneficial program because these are life skills that I will need to become a successful and productive adult. JA, thank you for making a difference in our lives.

—Dallas ISD 5th grader

# THANK YOU TO OUR DONORS

The JA Partners listed below have generously donated funds to provide the JA curriculum to students.

### **DALLAS DONORS**

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> Achievement is a good opportunity to understand what it takes to be successful as an entrepreneur in this country.

> > -Mark Cuban, JA Alumni



**Hear full story at** youtube.com/jadallas1954



Hear full story at youtube.com/jadallas1954

If Junior Achievement hadn't found me, I don't think I would've gone to college or pursued any type of career.

—Joseph Fortuno, JA Alumni

### CEDAR HILL ISD Cedar Hill High School

### **DALLAS ISD**

Adelfa Botello Callejo Elementary Ben Milam Elementary Casa View Elementary Cesar Chavez Learning Center Charles A Gill Elementary Dan D Rogers Elementary David G Burnet Elementary David W Carter High School

E B Comstock Middle School Eduardo Mata Elementary **Edward Titche Elementary** Eladio R Martinez Learning Center Elisha M Pease Elementary **Emmett Conrad High School** F P Caillet Elementary George Peabody Elementary H Grady Spruce High School H I Holland Elementary Herbert Marcus Elementary **Highland Meadows Elementary** Hillcrest High School Ignacio Zaragoza Elementary Ignite Middle School J P Starks Math, Science and Technology Vanguard Jerry R Junkins Elementary School John Ireland Elementary Jose May Elementary Julian T Saldivar Elementary School Justin F Kimball High School K B Polk Center for Academically Talented and Gifted

## SCHOOLS SERVED

The schools listed below have been directly impacted by our partners.

L G Pinkston High School L L Hotchkiss Elementary Lida Hooe Elementary Lorenzo de Zavala Elementary Louise Wolff Kahn Elementary Margaret B Henderson Elementary Martha Turner Reilly Elementary Maya Angelou High School Moises E Molina High School Montessori Academy at Onesimo Hernandez Elementary Nathan Adams Elementary New Tech High School At B F Darrell High School North Dallas High School Oliver W Holmes Humanities/ Communications Academy Oran M Roberts Elementary Piedmont Global Academy Preston Hollow Elementary Raul Quintanilla Sr Middle School S S Conner Elementary San Jacinto Elementary Sarah Zumwalt Middle School School of Business and Management at Yvonne A Ewell Townview Center School of Science and Engineering at Yvonne A Ewell Townview Center Sidney Lanier Expressive Arts Skyline High School Sudie Williams Elementary Sunset High School Thomas C Marsh Preparatory Academy

Thomas Tolbert Elementary
W H Adamson High School
W T White High School
Whitney M Young Elementary
William Anderson Elementary
William Brown Miller Elementary School
Woodrow Wilson High School
Zan Wesley Holmes Jr Middle School

#### **GARLAND ISD**

Austin Academy for Excellence
Bussey Middle School
Classical Center at Brandenburg
Coyle Middle School
Hudson Middle School
Jackson Technology Center for Math & Science
Lyles Middle School
Memorial Pathway Academy
O'Banion Middle School
Sam Houston Middle School
Schrade Middle School
W J Sellers Middle School
Webb Middle School

### **GRAND PRAIRIE ISD**

Grand Prairie High School

### **IRVING ISD**

Barton Elementary Bowie Middle School Brandenburg Elementary Crockett Middle School

F M Gilbert Elementary J F Townley Elementary J O Davis Elementary J O Schulze Elementary Jack E Singley Academy John & Margie Stipes Elementary School John Haley Elementary John R Good Elementary Johnston Elementary Lady Bird Johnson Middle School Lorenzo de Zavala Middle School MacArthur High School Nimitz High School Otis Brown Elementary Paul Keyes Elementary Sally B Elliott Elementary Stephen F Austin Middle School T J Lee Elementary Thomas Haley Elementary W T Hanes Elementary

### LANCASTER ISD

G W Carver 6th Grade STEM Learning Center

**LEWISVILLE ISD**Southridge Elementary

### **MESQUITE ISD**

Dr John D Horn High School Mesquite High School Poteet High School Vernon Price Elementary

### PLANO ISD

C M Rice Middle School
Mathews Elementary
McMillen High School
Meadows Elementary
Plano East Senior High School
Plano Senior High School
Plano West Senior High School
Renner Middle School
Schimelpfenig Middle School
Shepton High School
Vines High School
Wilson Middle School

### **RICHARDSON ISD**

Apollo Junior High Forest Meadow Junior High J J Pearce High School L V Berkner High School Lake Highlands Elementary School Lake Highlands High School Lake Highlands Junior High Liberty Junior High Northlake Elementary Northwood Hills Elementary Parkhill Junior High Richardson High School Richardson North Junior High Richardson West Junior High Spring Valley Elementary Westwood Junior High White Rock Elementary

# PRIVATE OR CHARTER SCHOOLS

Harmony School of Business
Harmony Science Academy Plano
International Leadership of Texas
June Shelton School and
Evaluation Center
North Central Texas Academy
Saint Mark's Catholic School
Tyler Street Christian Academy
Uplift Peak Preparatory High
School

Legacy Prep Mesquite West Legacy Prep Plano

### **TYLER OFFICE**

AW Orr Elementary School Bell Elementary School Clarkston Elementary School College Street Elementary **Cumberland Academy** Dixie Elementary School E J Moss Intermediate School East Side Elementary Mabank High School Owens Elementary School Ramey Elementary School Rice Elementary School Robert E Lee High School TJ Austin Elementary School **UT Tyler Innovation Academy** Velma Penny Elementary Whitehouse Junior High Woods Elementary School



I have learned so much about money and how important it is to save for my future. I would like to personally thank you for your contribution to this. JA is a great program and I hope you will continue to bring us these important financial lessons to our school They are really cool!

—Dallas ISD 5th grader

## JA PROGRAMS

### JA IN THE CLASSROOM

JA is the bridge between school and life for grades K-12. Children have boundless potential, but too many are never encouraged to strive for success. With the help of volunteers from local companies and the community, students are introduced to the options available to them and shown how vital education is to their future.

### **JA FINANCE PARK®**

JA is a solution to poverty. We believe that if young scholars are taught to manage their money early, they will soar through life's financial challenges. At JA Finance Park, high school students create and manage a monthly budget based on a simulated persona.

### JA BIZTOWN®



# JA EVENTS



Top Fundraising Team at the 30th JA Bowl-A-Thon: Spare Clowns from Huffines Communities!



Huffines Communities celebrating the JA Bowl-A-Thon, including JA Board Member Phillip Huffines



Top Fundraising Team from AT&T poses with JA Board Member Corey Anthony



Enaxis girls just having fun!



BKD having some good old Western fun at the JA Birthday Bash!



Swing for JA Presenting Sponsor: CitiGroup, including JA Board Member Jason Cramer



Legacy Texas Employees enjoying the 5th Annual Swing for JA as Empower Sponsor



Student of the Year Jaylen Freeman talks about impact JA had on his life



Event Emcee Scott Murray and student introduce speaker



2019 Laureates - Bobby B. Lyle accepting on behalf of Edwin L. Cox, Milledge A. Hart, III, John C. Goff



2019 Laureate John C. Goff accepts his award



Student hugs Mitch Hart before he accepts award



Junior Achievement allows you to impact a student's life outside of what you would do in a classroom. As my mentee, I talk to Jakayla about what entrepreneurship looks like inside of a non-isolated school setting.

—Brad Chapman, JA Mentor



Hear full story at youtube.com/jadallas1954

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Senior Education Manager

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Keshia Bruno Education Manager

Amanda Ramirez

JA BizTown® Manager

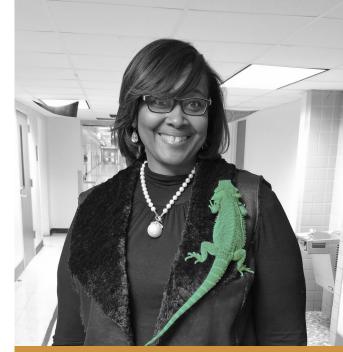
Joe Luna
JA BizTown® Coordinator

Jordyn Singer Volunteer Coordinator

Sharon Hale Education Assistant

Kathy Parks

Education Assistant



Caroline Cannon, Senior Education Manager

Always so grateful for the good works of Junior Achievement – our schools truly love the experiences you provide. Just recently when KPMG did JA in a Day at Martha Turner Reilly a few weeks ago, I heard rave reviews from students, teachers, the principal and the KPMG lead Debra Chism. Your efforts make a difference in the lives of our students. It's a partnership we truly value!

— Jane Didear, Dallas ISD

### THANK YOU TO OUR VOLUNTEERS

The JA Partners listed below have generously volunteered resources to provide JA curriculum to students.

A A A A A A A A A A A A A A B B B B B B	ALLAS ORGANIZAT ccenture, plc CE Cash Express dviCoach IG Ilianz SE Illy Servicing LM First Financial Ipha Phi Alpha Fraterimadeus megy Bank merican Airlines Groumerican Honda Finan Corporation merican National Bank MN Healthcare ppDynamics manino LLP T&T Foundation T&T Inc. those Energy Corpora ustin Academy Commustin Industries H Freeman Elementa ank of America Corpo ank of America Corpo ank of America Corpo ank of Texas B&T Corporation BVA Compass Bancsi DO USA, LLP eal Service Corporatic	nity Inc. p Inc. merce ce k of Tex tion nunity ary ration Lynch	

Beck Group BKD, LLP Blue Cross and Blue Shield **BOK Financial** Bottom Line 3 Marketing Inc. Bowl & Barrel Brandenburg Community BTH Bank **Bussey Community** Cadence Trust & Asset Management CAGE Inc. Capgemini North America Capital Institutional Services Inc. Capital One Financial Corporation Cathay Bank **CDW Corporation** Charles Schwab Corporation CiCi's Pizza Cisco Systems, Inc. CitiGroup Inc. Citizens Bank City of Garland City of Rowlett City of Sachse Classical Center at Brandenburg CNA International - Southern Zone Coca-Cola North America Coca-Cola Refreshments Comerica Bank

Commonwealth Business Bank

- Dallas

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Garland Independent School District Goldin Peiser & Peiser, LLP Goldman Sachs Group, Inc. Grant Thornton LLP Green Bank Harley-Davidson Financial Services, Inc. Harmony School of Business Harmony School of Business High School Heroes Herfurth Elementary Hewlett-Packard Company Hilti North America Holland & Knight **Hudson Community** Husch Blackwell Hyundai Capital America **IBERIABANK** IBM Ignite Community IMA Financial Group, Inc. Imprimis Group inTelesystems Jack E Singley Academy High School Heroes Jackson Technology Community JPMorgan Chase & Co. Junior Achievement of Dallas. Inc. Junior Achievement USA Justin F Kimball High School Justin F Kimball High School Heroes

Katherine Stephens Elementary KPMG LLP Kriti Web Solutions Lake Highlands High School Lake Highlands High School Heroes Lanier Community Launch Lesson Volunteers LegacyTexas - Grapevine Park LegacyTexas Bank Grapevine Main St LegacyTexas Bank Plano LegacyTexas Bank LegacyTexas Bank Renaissance Square Lennox International Lyles Community Lyles Middle School MacArthur High School MacArthur High School Heroes Mariner Wealth Advisors Mathews Community MoneyGram Foundation MoneyGram International Mr. Cooper Mutual of Omaha Bank Navy Federal Credit Union Nimitz High School Nimitz High School Heroes **Nokia Corporation** North Dallas Bank & Trust Co. North Dallas Community Bible Fellowship O'Banion Community

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Schrade Community

Sellers Community

Simmons Bank

Sidney Lanier Expressive Arts

Southern Methodist University

Southwest Airlines Company Spencer Fane LLP State Farm State Farm Mutual Automobile Insurance Company Strait Capital Sunset High School Sunset High School Heroes TBK Bank TDECU Telemundo 39 Texas Health Resources Texas Instruments. Inc. Thanksgiving Tabernacle Bible Fellowship The AYCO Company, L.P. The Heart Hospital Baylor Plano Third Coast Bank SSC Thomson Reuters TIAA Tokio Marine America Insurance Co. Tolleson Wealth Management **Toyota Financial Services** Toyota Motor North America Travelers Companies, Inc. TXU Energy U.S. Bank U.S. Trust United Services Automobile Association Unitedhealth UnitedHealth Group Incorporated University of North Texas at Dallas University of North Texas at Denton

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**TYLER ORGANIZATIONS** 

Suddenlink Texas A&M AgriLife Extension Trane/Ingersoll Rand Twistted Root Burger Co. Tyler Junior College Tyler Police Department's **Divisions Community** Response Unit **UT Tvler UT Tyler University Academy** High School Heroes Woodforest National Bank Woodforest National Bank, Tyler







Throughout the 1920s, JA operated primarily in the Northeastern United States. Its work was lauded by President Calvin Coolidge.



During the war, JA Companies supported the war effort by managing recycling drives and producing products, like clothes hangers, to support our Armed Forces.



During the 1960s, JA grew globally, with the establishment of JA-affiliated Young Enterprise in the United Kingdom. Soon after JA-associated organizations started in other parts of the world.

1920

1940

1960

1919

1930

1950

Junior Achievement was started in 1919 as a way to help young people whose families moved from farms to the city gain the skills needed to be successful adults.



Like many organizations, JA struggled during the Great Depression. Fortunately, the business community continued to support the organization through these trying times.



After the war, JA began to grow nationally. The first international JA office was established in Canada during this time.





With the creation of the Personal Computer (PC), JA was one of the first organizations to bring computers into classrooms as part of its Applied Economics program.



In the 2000s, JA brought experiential learning to a whole new level with its Capstone experiences, like JA Finance Park and JA BizTown, when students actually run a city for the day.

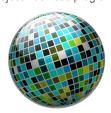
1980

2000

1970

1990

In the 1970s, JA started offering programs in-schools for the first time with the introduction of its Project Business program.



In the 1990s, JA began to offer programs for every grade K through 12. JA also started offering programs in the former Soviet Union.





# **Today**

Today, JA is using technology to deliver blended-learning programs and other innovative experiences to nearly **5 million students** across the United States.

# Junior INSPIRING TOMORROWS ACNIEVE MENT