EMPOWERING YOUNG PEOPLE TO OWN THEIR ECONOMIC SUCCESS
DEAR COMMUNITY MEMBERS:

At Junior Achievement we believe the bridge between academic theory and the practical realities of flourishing in the modern economy is essential to success.

We believe that kids exposed to financial literacy education and presented with mentors that demonstrate various models of achievement in the modern economy gain the critical belief that they can shape their destiny and live their dreams.

Junior Achievement is delighted to inform our supporters that more than 3,800 adult role models impacted the lives of over 50,000 youth in Greater Washington.

Long into the future Junior Achievement will continue to promote financial literacy, encourage visionary action and provide role models and mentors that help students see a clear path to their goals.

Thank you for supporting our mission and making our work possible.

Edward J. Grenier III
President and CEO
Junior Achievement of Greater Washington

Kevin Virostek
Greater Washington Managing Partner
Ernst & Young, LLP
STUDENT COMPETITIONS

JUNIOR ACHIEVEMENT ESSAY COMPETITION


Competition sponsor David M. Rubenstein with students from Cesar Chavez Public Charter School in Washington, DC.
2012 Youth Entrepreneur of the Year Adam Holland with Junior Achievement President and CEO Ed Grenier (left) and Ernst & Young, LLP Greater Washington Managing Partner and 2012 JA Board Chair Kevin Virostek (right).
THE FINANCE PARK EXPERIENCE

Finance Park statistics for 2011-2012:

- Total Finance Park students: 13,862
- Total Finance Park instructional hours: 332,688
- Total number of schools to visit Finance Park: 42
- Total number of school systems to visit Finance Park: 6

The Junior Achievement Finance Park experience begins in the classroom with curriculum designed to foster the expansion of financial literacy knowledge in a creative, authentic manner. Culminating with a day at JA Finance Park, students immerse themselves in a reality-based decision making process addressing the various aspects of individual and family budgeting. Extended learning lessons allow students to use their financial knowledge to explore career options and set future goals.
A YEAR OF GROWTH

VOLUNTEERS

INSTRUCTIONAL HOURS

4,000
3,000
2,000
1,000
0

519,806


200,000
400,000
600,000

3,859
JUNIOR ACHIEVEMENT PROGRAMS

ELEMENTARY SCHOOL
The Elementary School Programs include six sequential themes for kindergarten through fifth grade. Students learn the relevance of education to the workplace. The activities incorporate business, economics, and financial literacy. Junior Achievement of Greater Washington reached 20,748 elementary schools students during the 2011-2012 academic year.

JA Ourselves™ (Kindergarten)
JA Our Families™ (First Grade)
JA Our Community™ (Second Grade)
JA Our City™ (Third Grade)
JA Our Region™ (Fourth Grade)
JA Our Nation™ (Fifth Grade)
JA More than Money™ (Afterschool)
JA BizTown™ (Capstone)

MIDDLE SCHOOL
Junior Achievement’s highly effective Middle School Programs reinforce the value of financial literacy, work readiness, and entrepreneurship and help teens make difficult decisions about how to best prepare for their educational and professional future. Junior Achievement of Greater Washington served 23,670 middle school students during the 2011-2012 academic year.

JA America Works®
JA Economics for Success®
JA Global Marketplace®
JA It’s My Business® (Afterschool)
JA Finance Park® (Capstone)
HIGH SCHOOL

Junior Achievement’s High School Programs help students make informed, intelligent decisions about their future, and fosters skills that will be highly useful in the business world. Junior Achievement teaches about concepts ranging from microeconomics and macroeconomics to free enterprise. Junior Achievement of Greater Washington served 5,823 high school students during the 2011-2012 academic year.

JA Banks in Action®
JA Be Entrepreneurial®
JA Business Ethics®
JA Careers with a Purpose®
JA Company Program®
JA Economics®
JA Exploring Economics®

JA Personal Finance®
JA Success Skills®
JA Titan®
JA Job Shadow® (Capstone)
Junior Achievement $ave, USA®
(Download)
BELIEVING IN WHAT WORKS
IN-SCHOOL SITES

DISTRICT OF COLUMBIA

ELEMENTARY
Amidon-Bowen Elementary School
Anne Beers Elementary School
Ferebee-Hope Elementary School
Houston Elementary School
Key Elementary School
Maury Elementary School
Randle Highlands Elementary School
River Terrace Elementary School
Ross Elementary School
Savoy Elementary School
Simon Elementary School
Takoma Park Educational Center
Thomson Elementary School
Tree of Life Public Charter School
Turner Elementary School
Two Rivers Public Charter School

MIDDLE
Cesar Chavez Public Charter School for Public Policy
   - Chavez Prep
Washington Middle School for Girls

HIGH
Ballou Senior High School
Cesar Chavez Public Charter School for Public Policy
   - Parkside Campus
High Road Academy of Washington DC
Maya Angelou Public Charter School - Evans High School Campus
IN-SCHOOL SITES (cont.)

The Village Academy
William E. Doar Jr. Public Charter School

MARYLAND

MONTGOMERY COUNTY

ELEMENTARY
Bethesda Elementary School
Brooke Grove Elementary School
Carderock Springs Elementary School
Cedar Grove Elementary School
Goshen Elementary School
North Chevy Chase Elementary School
Rolling Terrace Elementary School

MIDDLE
A. Mario Loiederman Middle School
Argyle Middle School
Benjamin Banneker Middle School
Briggs Chaney Middle School
Cabin John Middle School
Chevy Chase Elementary School
Colonel E. Brooke Lee Middle School
Earle B. Wood Middle School
Eastern Middle School
Forest Oak Middle School
Francis Scott Key Middle School
Gaithersburg Middle School
Herbert Hoover Middle School
John Poole Middle School
John T. Baker Middle School
Julius West Middle School
Kingsview Middle School
Lakelands Park Middle School
Martin Luther King, Jr. Middle School
Montgomery Village Middle School
Neelsville Middle School
Newport Mill Middle School
North Bethesda Middle School
Pyle Middle School
Redland Middle School
Ridgeview Middle School
Robert Frost Middle School
Roberto Clemente Middle School
Rocky Hill Middle School
Rosa Parks Middle School
Shady Grove Middle School
Silver Spring International Middle School
Takoma Park Middle School
Tilden Middle School
Westland Middle School
White Oak Middle School
William H. Farquhar Middle School

HIGH
Bethesda Chevy Chase High School
Seneca Valley High School
Walt Whitman High School

PRINCE GEORGE’S COUNTY
Beacon Heights Elementary School
SAINT MARY’S COUNTY
The King's Christian Academy

ARCHDIOCESE OF WASHINGTON
Saint Elizabeth Catholic School
Saint Raphael School

VIRGINIA

ALEXANDRIA CITY
Francis Hammond Middle School

ARLINGTON COUNTY

ELEMENTARY
Arlington Traditional School
Campbell Elementary School
Carlin Springs Elementary School
Drew Model Elementary School
Hoffman-Boston Elementary School
Mount Vernon Woods Elementary School
Oakridge Elementary School

MIDDLE
Gunston Middle School
Kenmore Middle School

HIGH
Wakefield Senior High School

FAIRFAX COUNTY

ELEMENTARY
Beech Tree Elementary School
Braddock Elementary School
Centreville Elementary School
Colin Powell Elementary School
Floris Elementary School
Forestville Elementary School
Haycock Elementary School
Hollin Meadows Elementary School
Hybla Valley Elementary School
Lutie Lewis Coates Elementary School
Marshall Road Elementary School
McNair Elementary School
North Springfield Elementary School
Pine Spring Elementary School
Shrevewood Elementary School
Sleepy Hollow Elementary School
Stratford Landing Elementary School
Timber Lane Elementary School
Westgate Elementary School
Westlawn Elementary School
Woodlawn Elementary School

HIGH
W.T. Woodson High School

LOUDOUN COUNTY

ELEMENTARY
Cedar Lane Elementary School
Cool Spring Elementary School
Legacy Elementary School
Potowmack Elementary School
AFTERSCHOOL SITES

HIGH
Tuscarora High School

PRINCE WILLIAM COUNTY
Lake Ridge Elementary School
Pennington School

STAFFORD COUNTY
Park Ridge Elementary School

DIOCESE OF ARLINGTON
ELEMENATRY
All Saints Catholic School
Blessed Sacrament School
Epiphany Catholic School
Holy Cross Academy
Holy Family School
Holy Spirit School
Nativity School
Our Lady of Good Counsel School
Our Lady of Hope School
Queen of Apostles School
Saint Ambrose School
Saint Andrew the Apostle School
Saint Ann School
Saint Bernadette School
Saint Charles School
Saint James School
Saint John Academy
Saint John the Evangelist School
Saint Joseph School
Saint Leo the Great School
Saint Luke School
Saint Mark Catholic School
Saint Mary’s School
Saint Patrick School
Saint Theresa School
Saint Thomas More Cathedral School
Saint Timothy School
Saint Veronica Catholic School

HIGH
Bishop Denis J. O’Connell High School

CAPSTONE

DISTRICT OF COLUMBIA
Cesar Chavez Middle School for Public Policy - Chavez Prep
Charles Hart Middle School
Howard Road Academy
KIPP DC College Preparatory

MARYLAND
Accokeek Academy
Benjamin Tasker Middle School
Buck Lodge Middle School
Charles Carroll Middle School
Gwynn Park Middle School
Martin Luther King, Jr. Middle School
Walker Mill Middle School
William Wirt Middle School
DISTRICT OF COLUMBIA

ELEMENTARY
Family Matters Empowerment Center
Urban Ed

MIDDLE
Carrera Trust at Arts and Technology Public Charter School

HIGH
Amy Jacques Garvey Institute
Boys & Girls Club of Greater Washington - Richard England Clubhouse #14
CentroNia
City Gate
DC Children and Youth Investment Trust Corporation
Empowerment Enterprise II
Friendship Collegiate Academy
Metro TeenAIDS
Multi-Media Training Institute
Neighbors of Seaton Place
Peace Thru Culture
Upward Bound Program - George Washington University
YOUR Community Center

MARYLAND
Joe’s Movement Emporium

VIRGINIA
Reston Community Center
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**Superintendent’s Champion (100+ Volunteers)**

| Capital One | Ernst & Young LLP |
| Deloitte & Touche, LLP | KPMG LLP |

**Principal’s Corner (50-99 Volunteers)**

| Accenture | Grant Thornton LLP |
| Baker Tilly | Marshall High School |
| Freddie Mac | PwC |
| | CohnReznick LLP |
| | Washington Gas |

**Student Body President (25-49 Volunteers)**

| AT&T | Lockheed Martin |
| comScore, Inc. | RSM McGladrey |
| Fairfax County Public Schools | MorganFranklin Corporation |

**Class Treasurer (10-24 Volunteers)**

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| Aronson LLC | EagleBank |
| BB&amp;T | Hess Construction + Engineering Services |
| CACI International Inc. | HSBC Bank USA |
| Calvert Group | Kearney &amp; Company |
| CISCO Systems, Inc. | Korn/Ferry International |
| Clark Construction Group, LLC | |</p>
<table>
<thead>
<tr>
<th>CLASSROOM HELPER (1-9 VOLUNTEERS)</th>
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</thead>
<tbody>
<tr>
<td>Asbury Methodist Village</td>
</tr>
<tr>
<td>Bart &amp; Associates</td>
</tr>
<tr>
<td>CBIZ</td>
</tr>
<tr>
<td>DeVry University</td>
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<tr>
<td>ePlus Group, Inc.</td>
</tr>
<tr>
<td>Fairfax County Department of</td>
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<tr>
<td>Family Services</td>
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<tr>
<td>Harris SBSB</td>
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<tr>
<td>Pathway at Northern Virginia</td>
</tr>
<tr>
<td>Community College</td>
</tr>
<tr>
<td>Payroll Network</td>
</tr>
<tr>
<td>SRA International</td>
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<tr>
<td>University of Phoenix</td>
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<tr>
<td>Verisign, Inc.</td>
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</tbody>
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Capital One
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Interface Media Group

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Senior Vice President, Corporate Affairs  
Capital One
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### June 30, 2012

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Amount (USD)</th>
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<tr>
<td><strong>Current Assets</strong></td>
<td></td>
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<tr>
<td>Cash</td>
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<tr>
<td>Grants and Accounts Receivable</td>
<td>1,576,235</td>
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<td>Prepaid Expenses</td>
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<td><strong>Total Current Assets</strong></td>
<td>$2,185,407</td>
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<td><strong>Property and Equipment</strong></td>
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<tr>
<td>Finance Park Building and Development Costs</td>
<td>$4,017,262</td>
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<td>Equipment</td>
<td>139,713</td>
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<td>Furniture</td>
<td>386,378</td>
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<td><strong>Total</strong></td>
<td>$4,543,353</td>
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<td>Less Accumulated Depreciation</td>
<td>321,610</td>
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<td><strong>Property and Equipment, Net</strong></td>
<td>$4,221,743</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Long Term Grants and Accounts Receivable</td>
<td>$285,303</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$6,692,453</td>
</tr>
</tbody>
</table>
### STATEMENT OF FINANCIAL POSITION

**JUNE 30, 2012**

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
</tr>
<tr>
<td>Deferred Revenue</td>
</tr>
<tr>
<td>Current Maturities of Long-Term Debt</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
</tr>
<tr>
<td><strong>Long-Term Debt</strong></td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
</tr>
<tr>
<td>Unrestricted</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
</tr>
<tr>
<td>Total Net Assets</td>
</tr>
</tbody>
</table>

**Total Liabilities and Net Assets**

$6,692,453
STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED JUNE 30, 2012

REVENUES AND OTHER SUPPORT

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td></td>
</tr>
<tr>
<td>Corporate</td>
<td>$1,214,350</td>
</tr>
<tr>
<td>Individual</td>
<td>460,841</td>
</tr>
<tr>
<td>Foundations</td>
<td>233,843</td>
</tr>
<tr>
<td>Total Contributions</td>
<td>$1,909,034</td>
</tr>
<tr>
<td>Special Events Revenue</td>
<td>$899,530</td>
</tr>
<tr>
<td>Less: Cost of Direct Benefit to Donors</td>
<td>333,894</td>
</tr>
<tr>
<td>Net Revenue from Special Events</td>
<td>$565,636</td>
</tr>
<tr>
<td>Total Revenues</td>
<td>$2,474,670</td>
</tr>
<tr>
<td>Other Support</td>
<td></td>
</tr>
<tr>
<td>Finance Park Participation Fees</td>
<td>$275,260</td>
</tr>
<tr>
<td>Interest</td>
<td>42</td>
</tr>
<tr>
<td>Total Other Support</td>
<td>$275,302</td>
</tr>
<tr>
<td>Total Revenues and Other Support</td>
<td>$2,749,972</td>
</tr>
</tbody>
</table>

PROGRAM AND SUPPORTING SERVICES EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$1,890,401</td>
</tr>
<tr>
<td>Supporting Services:</td>
<td></td>
</tr>
<tr>
<td>Management and General</td>
<td>$186,359</td>
</tr>
<tr>
<td>Fundraising</td>
<td>491,695</td>
</tr>
<tr>
<td>Total Supporting Services</td>
<td>$678,054</td>
</tr>
<tr>
<td>Total Program and Supporting Services Expenses</td>
<td>$2,568,455</td>
</tr>
</tbody>
</table>

CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets, Beginning of Year</td>
<td>4,983,331</td>
</tr>
<tr>
<td>Net Assets, End of Year</td>
<td>$5,164,848</td>
</tr>
</tbody>
</table>