Hi. I’m Alicia.
I know I’m only in middle school, but I know I need to be financially smart for the road ahead of me.
To Our Junior Achievement Community:

By every measure, 2010-2011 was a momentous year in the life of Junior Achievement of Greater Washington. If we were to look only at the numbers, our year would be deemed a success:

- 3,249 volunteers, a 57% increase from the prior year;
- 505,128 student instructional hours, a 163% increase;
- 1,435 educators, a 15% increase;
- 47,894 students, our most ever, and a 30% increase.

We all know, however, that youth financial education is not strictly a numbers game. It is, by the highest measure, a life skill, a changed life. It is the story of Alicia, our friend on the facing page, who will meet the challenges of her world with the tools she needs to realize her potential.

While maintaining our traditional educational platform, and with the commitment of our collaborative partners, we constructed and opened Junior Achievement Finance Park, the most innovative and effective middle and high school financial literacy program in Greater Washington…teaching over 13,000 students in its inaugural year.

We trust you will be as inspired on the pages that follow as we were inspired by the tireless efforts and enthusiastic commitment of so many of you who joined with us in empowering young people to own their economic success.

Gary Tabach
2011 Chair,
Junior Achievement of Greater Washington and Southeast Regional Managing Partner, Deloitte & Touche LLP

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

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It’s All About People!

The Junior Achievement model is centered around one unique solution set – volunteers. While many tools are available to teach finance and economics – textbooks, CDs, online tutorials – the differentiator for JA is the teaching of financial literacy, work readiness and entrepreneurship through adult role models. JA students see their financial futures through the eyes of those who are already there…people like you. As noted anthropologist Margaret Mead once said, “Never doubt that a small group of committed people can change the world. Indeed, it is the only thing that ever has.”

And You Responded!

Growth in volunteers increased 57% over the prior year. Because over 3,200 of you recognized their potential, our 47,000 students realized – many for the first time – the difference Junior Achievement can make in their future success.

For a full listing of our volunteers, please visit www.myJA.org/volunteers/recognition/.
Junior Achievement prides itself on the quality impact our programs have on students in Greater Washington. External evaluations prove that JA students demonstrate significantly higher critical thinking and problem-solving skills, have a better understanding of how the real world operates, and recognize the importance of education to achieve academic and work goals. Our program outreach is measured through the number of students served and curriculum instructional hours delivered each year.
I’m Tony. Now I get it. When I make good decisions, I have a better future.
Youth Entrepreneur of the Year Competition

2011 Youth Entrepreneur of the Year Brandon Deyo with Junior Achievement President and CEO Ed Grenier (left) and Ernst & Young Greater Washington Managing Partner and 2012 JA Board Chair Kevin Virostek (right).

Junior Achievement Essay Competition


Youth Entrepreneur of the Year Competition

2011 Youth Entrepreneur of the Year Brandon Deyo with Junior Achievement President and CEO Ed Grenier (left) and Ernst & Young Greater Washington Managing Partner and 2012 JA Board Chair Kevin Virostek (right).

Greater Washington Board of Trade Junior Achievement WASHINGTONIAN

Each year, the Washington Business Hall of Fame inducts outstanding business leaders and entrepreneurs who have made a significant contribution to the quality of life in Greater Washington.

2010 Laureates

From left: Dr. J. Phillip London, Executive Chairman, Chairman of the Board, CACI International, Inc.; Gerald T. Halpin, Founder, President and CEO, WEST*Group; Debra L. Lee, Chairman and Chief Executive Officer, BET Networks; Theodore “Ted” J. Leonsis, Majority Owner, Washington Capitals; John G. Laytham, President, Clyde’s Restaurant Group.

Presenting Sponsors

Capital One Bank Sprint
Celebrating the Grand Opening of Junior Achievement Finance Park (from left): KiWan “Dennis” Kim, Student, Robert Frost Middle School; Dr. Jack D. Dale, Superintendent, Fairfax County Public Schools; Gary Tabach, Southeast Regional Managing Partner, Deloitte & Touche LLP and 2011 Chair, Junior Achievement of Greater Washington; Jordan Goldstein, Managing Director, Gensler; The Hon. Ben S. Bernanke, Chairman, Federal Reserve Board; Richard D. Fairbank, Founder and CEO, Capital One Financial Corporation; Ed Grenier, President and CEO, Junior Achievement of Greater Washington; and Ian Stanton, Student, Rocky Run Middle School.
Junior Achievement Finance Park inaugurated its first year of operations, welcoming over 13,000 students with training in personal budgeting, family economics and financial responsibility. The 20,000 square-foot facility, built in partnership with Fairfax County Public Schools and Capital One, uses innovative hands-on learning to prepare students to own their economic success by becoming financially fit for life.
JA BRINGS PEOPLE TOGETHER

JA in a Day

“We all came together for an important cause...we had a great day!” according to the human resources director of one of our volunteering organizations. This, and many similar testimonials, reflects the trends in effective corporate responsibility that by working in cross-disciplinary teams, companies experience higher retention rates while meeting community needs.

In fact, a recent national poll reported that 61% of new employees place high value on community involvement when making a career choice.

Most participating companies reference their “JA in a Day” as the service day their colleagues look forward to the most. That enthusiasm explains the numbers: 57% increase in volunteering.

Bowl for a Cause!

During the 2010-2011 year, 32 Greater Washington businesses came together to raise $492,000 — an increase of 38% — to benefit Junior Achievement’s programs through the JA Bowl.

This fun event brings team building and creativity to the corporate community. Because of their success, we were able to reach over 47,000 local area students with financial literacy programs in the classroom!

112 bowlers from presenting sponsor KPMG participated in the JA Bowl and raised over $46,000 for financial literacy, work readiness and entrepreneurship.
**Elementary School**

The Elementary School Programs include six sequential themes for kindergarten through fifth grade. Students learn the basic concepts of business, economics, and financial literacy. Junior Achievement of Greater Washington reached 24,199 elementary school students during the 2010–2011 academic year.

- **Ourselves®** (Kindergarten)
- **Our Families®** (First Grade)
- **Our Community®** (Second Grade)
- **Our City®** (Third Grade)
- **Our Region®** (Fourth Grade)
- **Our Nation®** (Fifth Grade)
- **JA More than Money®** (After-School)
  - **JA BizTown™**

**Middle School**

Junior Achievement’s highly effective Middle Grade Programs build on concepts learned in the Elementary School Programs and help teens make difficult decisions about how to best prepare for their educational and professional future. Junior Achievement of Greater Washington served 16,141 middle school students during the 2010–2011 academic year.

- **JA America Works®**
- **JA Economics for Success®**
- **JA Global Marketplace®**
- **JA It’s My Business®** (After-School)
- **JA Finance Park®**

**High School**

Junior Achievement’s High School Programs help students make informed, intelligent decisions about their future and foster skills that will be useful in the business world. Junior Achievement teaches about concepts ranging from microeconomics and macroeconomics to free enterprise. Junior Achievement of Greater Washington served 7,554 high school students during the 2010–2011 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™**
- **Junior Achievement Save, USA™**
“We appreciate Junior Achievement programs as valuable resources for teaching our students entrepreneurial skills and preparing them for an increasingly competitive workplace. Junior Achievement programs support standards of learning, can be integrated into curricula, and give students an opportunity for practical applications of business and economic concepts. As superintendents, we strongly support Junior Achievement and the programs that it provides.”

Dr. Jack D. Dale, Superintendent
Fairfax County Public Schools

Dr. William R. Hite, Jr., Superintendent
Prince George’s County Public Schools

Sr. Bernadette McManigal
Superintendent of Catholic Schools
Diocese of Arlington

Dr. Patrick Murphy, Superintendent
Arlington County Public Schools

Dr. Morton Sherman, Superintendent
Alexandria City Public Schools

Dr. Jerry Weast, Former Superintendent
Montgomery County Public Schools
SCHOOLS

Prince William County
Lake Ridge Elementary School
Pennington School
Sinclair Elementary School

Stafford County
Park Ridge Elementary School

- Diocese of Arlington -
Elementary

All Saints Catholic School
Blessed Sacrament School
Corpus Christi 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
Sacred Heart Academy
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 Louis School
Saint Luke School
Saint Mark Catholic School
Saint Mary School
Saint Michael 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
Saint Theresa School
Saint Patrick School

- Montgomery County -
Elementary

Ashburn Elementary School
Bannockburn Elementary
Beall Elementary School
Bethesda Elementary School
Brooke Grove Elementary School
Candlewood Elementary School
Carderock Springs Elementary School
Chevy Chase Elementary School
Diamond Elementary School
Farmland Elementary School
Fields Road Elementary School
Forest Knolls Elementary School
Garratt Park Elementary School
Germantown Elementary School
Glen Haven Elementary School
Glenallan Elementary School
Goshen Elementary School
Harmony Hills Elementary School
Highland Elementary School
Highland View Elementary School
Kemp Mill Elementary School
Luxmanor Elementary School
Mill Creek Towne Elementary School
Monocacy Elementary School
Oakland Terrace Elementary School
Ritchie Park Elementary School
Rock Creek Forest Elementary School
Rock Creek Valley Elementary School
Rolling Terrace Elementary School
Sequaoyah Elementary School
Sherwood Elementary School
Sligo Creek Elementary School
Somerset Elementary School
Stedwick Elementary School
Stonegate Elementary School
Twinbrook Elementary School
Washington Grove Elementary School
Weller Road Elementary School
Wheaton Woods Elementary School
William Tyler Page Elementary School
Woodlin Elementary School
Middle

A. Mario Loiederman Middle School
Earle B. Wood Middle School
Julius West Middle School
Lakelands Park Middle School
Redland Middle School
Rosa Parks Middle School
Sligo Middle School
Tilden Middle School
Westland Middle School
High

Albert Einstein Senior High School

Bethesda Chevy Chase High School
Col. Zadok Magruder High School
Gaithersburg High School
James Hubert Blake High School
Northwest High School
Northwood High School
Paint Branch High School
Poolesville High School
Sherwood High School
Watkins Mill High School
Winston Churchill High School

Prince George’s County
Elementary
Springhill Lake Elementary School
High

Laurel High School

Saint Mary’s County
Kings Christian Academy
CAPSTONE

- District of Columbia -
Elementary
Coalition for Economic Empowerment/
Brookland Manor Teen Center
Tree of Life Public Charter School
Two Rivers Public Charter School
William E. Doar Jr. Public
Charter School
Middle

Amidon-Bowen Elementary School
Arts for Our Children
Ballou Senior High School
Boys & Girls Club of Greater
Washington Area-FBR Branch
Calvin Woodland Sr. Foundation
Children & Charity International
Citywide Computer Training
City Gate
Columbia Heights Youth Club
Coldidge Senior High School
DC Children and Youth Investment
Trust Corporation
Do the Write Thing

Franklin Middle School
Frost Middle School
Glasgow Middle School
Hayfield Secondary School
Henderson Middle School
Holmes Middle School
Hughes Middle School
Kilmer Middle School
Lake Braddock Secondary School
Lanier Middle School
Liberty Middle School
Longfellow Middle School
Luther Jackson Middle School
Pennington School
Poe Middle School
Rachel Carson Middle School
Robinson Secondary School
Rocky Run Middle School
Sandburg Middle School
South County Secondary School
Stone Middle School
Thoreau Middle School
Two Rivers Public Charter School
Washington Irving Middle School
Whitman Middle School

- Maryland -

Prince George’s County
Benjamin Tasker Middle School
Buck Lodge Middle School
Charles Carroll Middle School
Gwynn Park Middle School
Middle

Arts for Our Children
Ballou Senior High School
Boys & Girls Club of Greater
Washington Area-FBR Branch
Calvin Woodland Sr. Foundation
Children & Charity International
Citywide Computer Training
City Gate
Columbia Heights Youth Club
Coldidge Senior High School
DC Children and Youth Investment
Trust Corporation
Do the Write Thing

Eden Good
Eliot-Hine Middle School
FAN-DC
Groundwork Anacostia River
High Tea Society
Judah Project Tutorial and
Leadership Academy
Latin American Youth Center
Martha’s Table
McKinley Technology High School
Multimedia Training Institute
Northeast Performing Arts Group
Peace Thru Culture
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- Archdiocese of Washington -
Washington Jesuit Academy

- Virginia -

Arlington County
Arlington Public Schools
Teen Parenting Program
Fairfax County
Burke School
Cooper Middle School
Francis Scott Key Middle School

Alexandria City
Arlington Boulevard Community
Development
Fairfax County
Elementary
Cameron Elementary School
High

Alexandria Seaport Foundation

2011 Annual Report
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(100+ Volunteers)
Capital One
Deloitte
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Principal’s Corner
(50-99 Volunteers)
Baker Tilly
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(1-9 Volunteers)
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of Northern Virginia
Washington Gas

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CSC

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Accenture

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DHS/Deputy Principal Legal Advising/Chief of Staff Department of Homeland Security

George D. Swygert Jr.
Former Regional President, Greater Washington DC
Wachovia Bank, A Wells Fargo Company

Stephen Thomahalen
Managing Director
PNC Wealth Management in Greater Washington

Dr. Jerry D. Weast
Former Superintendent Montgomery County Public Schools

Richard A. Woods
Senior Vice President, Corporate Affairs
Capital One

Junior Achievement of Greater Washington
Statement of Financial Position
as of June 30, 2011

Assets

Current Assets
Cash $ 453,583
Grants and Accounts Receivable 1,718,183
Prepaid Expenses 38,066
Total Current Assets $2,209,832

Property and Equipment
Finance Park Building and Development Costs $4,007,315
Equipment $ 131,112
Furniture 314,489
Total $4,452,916
Less Accumulated Depreciation 150,315
Property and Equipment, Net $4,302,601

Other Assets
Long Term Grants and Accounts Receivable $ 596,846
Total Assets $7,109,279

Liabilities and Net Assets

Current Liabilities
Accounts Payable and Accrued Expenses $ 44,609
JA Worldwide 175
Deferred Revenue 800
Current Maturities of Long-Term Debt 634,991
Total Current Liabilities $ 680,575

Long-Term Debt $1,445,373

Net Assets
Unrestricted $2,371,028
Temporarily Restricted 2,612,303
Total Net Assets $4,983,331

Total Liabilities and Net Assets $7,109,279

Statement of Activities
For the Year Ended June 30, 2011

Revenues and Other Support
Contributions
Corporate $1,772,691
Individual 245,298
Foundations 183,150
Total Contributions $2,201,139

Special Events Revenue $1,167,069
Less: Cost of Direct Benefit to Donors (417,846)
Net Revenue from Special Events $ 749,223

Total Revenues $2,950,362

Other Support
Interest $ 120

Total Revenues and Other Support $2,950,482

Program and Supporting Services Expenses
Program Services $1,785,327
Supporting Services:
Management and General $ 177,707
Fundraising 363,054
Total Supporting Services $ 540,761

Total Program and Supporting Services Expenses $2,326,088

Change in Net Assets $ 624,394

Net Assets, Beginning of Year 4,358,937

Net Assets, End of Year $4,983,331

Financial History (Gross Revenue)