Board of Directors Meeting
In Person at Weitz & Co
Thursday, October 18, 2018 at 08:00 A.M.

I. Welcome & Introductions
   Dena Kennedy

II. Board Meeting Minutes for September 20, 2018

III. Chairman’s Report
    Dena Kennedy

IV. Committee Reports
   A. Finance
      Mark Veil
   B. Development
      Trey Fogg
   C. Education
      Rachel Ramos
   D. Brand
      Amity Schuyler
   E. Board Development
      Dena Kennedy
   F. Audit
      Gary Hennings
   G. Strategic Planning
      Mike Percy

V. Old/New Business
   Dena Kennedy
   a) JA USA Business Model
   b) 3DE by JA MOU update
   c) JA Florida Foundation update/ DOE funding request

VI. Adjourn

“Our mission is to prepare and inspire young people to succeed in a global economy through classroom programs and simulations that focus on work readiness, entrepreneurship, and financial literacy.”
I. Welcome
Dena Kennedy called the meeting to order at 8:05 a.m. Claudia Kirk Barto took role and indicated a quorum was present.

II. Minutes of the Board Meeting of August 23, 2018.
Dena Kennedy asked for a motion to approve the minutes of August 23, 2018. Motion was made by John McGowan, seconded by Pete Bozetarnik. All in favor, none opposed. August 23, 2018 minutes were unanimously approved.

III. Chairman’s Reports
Dena introduced Callie Majors senior vice president of brand strategy and investor relations for 3DE by Junior Achievement as well as Mr. Jack Harris President and CEO of Junior Achievement Georgia and 3DE international. Dena stated she will forego a formal chairman’s report to allocate to as much time possible our special guest.
IV. **3DE by Junior Achievement Presentation**  
**Jack Harris**

After building the JA and JA Finance Park facility in Atlanta, one of the school system superintendents (Robert Avossa) presented the idea of translating the middle school concept into high school education. The concern was that every single middle school student coming through this middle school program and transfer into a very traditional high school that’s going to feel nothing like with the middle school experience. Mr. Avossa offered the opportunity utilize a charter high school as an innovation incubator for the future.

However, rather than doing that, we were able to joint venture with school districts to create a new model for education by bringing together the best core competencies of JA, school districts the business community. The joint venture aspect is what 3DE is built on. 3DE is really meant to represent this three way joint venture partnership between school districts, Junior Achievement and the business community. The school systems keep all the infrastructure and operation. The student experience is essentially outsourced to JA and then we bring business partners in and integrate them as 3DE. One of the big things that we’ve worked out early on is that if the student experience is going to be outsourced to us, we had to be able to have a say in who are the teachers, how are they trained, what type of resources they are receiving, as well as what the professional development would look like. From school structure, to curriculum design, 3DE’s fully-packaged model reengines education and creates equity in high schools across a wide spectrum of communities. As a result, students learn through a dynamic lens that integrates interdisciplinary pedagogy, relevant connectivity, entrepreneurial thinking and authentic project-based application into the everyday high school experience. You’ve heard us say a school within a school and that is what we launched with Fulton County and Robert Avossa.

The idea and question we had to work out was “Can we take characteristics of a charter and bring it inside the existing traditional high schools so that we can bring the innovation from the inside?”

Banneker High School in South Fulton was the very first high school that we went into. This school had a 42% graduation rate and a 56% mobility rate. It was a very economically unstable area and that school had been on the state’s failing list for the last 10 or 15 years. It was performing so badly it was about to get taken over by the state. So Robert Avossa thought this was the best school to test out. If you’re a student in 3DE, you’re taking 80% of your entire academic coursework, ninth grade through twelfth grade, inside of 3DE. It is designed to be a holistic, integrated, comprehensive model that could function as its own school if it was separate. Right now the school has 1500 students, 500 of which are in 3DE representing about a third of the entire campus. We have dedicated teachers and a co-administration team between ourselves and the school. 3DE functions like its own school, but students still have the ability for extracurricular sports.
The underpinning methodology of the curriculum is built on case methodology. Thinking about it from a graduate level perspective in terms of case studies and learning through application and learning through real world issues, we are bringing that methodology into the high school level and so all of the curriculum is built around a case challenge. In Atlanta, we’re in six schools right now across four different school districts. Banneker is our furthest along. We have our first graduating class from Banneker this year. Our graduating seniors will be graduating at a rate by 85% to 90% which is a huge difference from when we went in at 42% graduation rate. We consistently have shown that we can drop chronic absenteeism by about 60% to 65%. We can drop discipline issues by about 80%. According to Georgia's milestone assessments, which is their standardized testing, our students have outperformed their peers. There’s no selection criteria, it’s really about showing that this is education for anybody.

3DE is mirroring the student body, whatever the normal academic baselines would be, normal past behavior, socioeconomic demographics, and those things, so it’s not taking just the cream off the top and putting those students in a different pathway. Within the first year of when we launched this model, we started realizing not just the outcome that we’re receiving. But also talking to groups like Walton Family Foundation, Gates Foundation, and other thought leaders in the education space began to validate that what we were bringing to the table with this model had a lot of unique differentiators to it that they had not yet seen in the education space. There was a lot of value to really think about how to make this model highly scalable, very transferable, and very replicable. And if you do that, and no one reason why innovation tends not to scale in education, because we used this fidelity, we kept hearing this aspect of model fidelity over and over and over again that to take innovation to scale.

How do we do it in a way that will retain that model fidelity? We set a goal. You'll see that there is no year associated with this, but we set a goal to see what it would look like if this model was in one out of every 10 high schools in the country. That would be 2,500 high schools total and we would represent about 1.5 million students that would be involved in this type of education. We then started working backwards to build out a phase model that would be able to get us to that point. We are in the last year of phase one, we’re testing it across different school districts and we’re about to launch into phase two. In phase two we are intentionally still calling and expanded pilot because there’s still things that we’re learning. Some could ask the question why we are even thinking about taking this outside of Georgia right now. The reason for that is, if we were only testing against the variables of Georgia, we wouldn't have a model that can serve all students. We'd rather know some of those elements on the front end. Over the next five years, our goal is to grow to 55 schools across seven states. The states that we've looked at are ones that would have strategic implications to national education policy, also large school districts because then you get a efficiency and clustering effect that happens as well as the ones that have variables that we need to test against such as unions or other types of things. Florida is first honestly because of the Robert Avossa followed what was...
happening at Banneker High School and he saw the value in this to be the first one to take out of Georgia. However, Dr. Fennoy who is the current superintendent in Palm Beach County, was actually the area superintendent over Banneker High School when we launched all of this. Dr. Fennoy knows firsthand the effect that it's had and he's been fantastic in a transition. The next part of this is how would this work with the JA local area. What we’re trying to build here is a model in which you as JA of the Palm Beaches are still the owners of 3DE in your market, rather than being centralized by JA. However, because there is still so much that we have to learn it's operating under a management contract. From a 3DE perspective it’s like a hotel hiring and monitoring the staff with performance expectations, training, onboarding, and making changes as it goes along to maintain that fidelity across sites. So the structure that we're putting in place is one that honors and recognizes that the JA area owns this part of the broader portfolio of offerings, but the back end of it is operating differently than how we're used to operating things with JA from a centralized perspective.

We'll be opening up with Palm Beach and with Central Florida for the 2019 school year. We know that there’s going to be things that we'll work through. The communication, transparency we do know is going to be really important. We're working in collaboration with you all. And at any point you have a question or concern, please know that we are open to.

Pete Bozestarnik commented that when he visited the 3DE classroom in Atlanta there was more energy in the room than in all the classes he’s taught in 20 years. The case method will open corporate doors and generate more corporate dollars for JA.

Questions ensued

V. Committee Reports

Dena Kennedy

A. Finance

Mark Veil provided a summary of the financial information.

Financial Statements:

**Balance Sheet:** At August 31, 2018, we had total assets of approximately $320,000. Cash totaled $249,000 compared to budgeted cash of approximately $210,000. Accounts receivable totaled $51,000, of which $50,000 is due from the Farris Foundation for the final payment on a two year grant that will be received in December 2018. Liabilities totaled approximately $13,000, the majority of which consists of amounts payable for vacation and sick accruals.

**Income Statements:** For the two months ended August 31, 2018, we budgeted a net loss of approximately $68,600, but we had an actual loss of approximately $49,000.
**Budgeted Revenues:** Budgeted revenue was $93,700 versus actual of $103,000 or an excess of $9,300. Significant revenue variances include: (1) individual giving is under budget by $7,500 – we had anticipated individual/Board gifts in July, but received none, (2) special event income is over budget by $8,700, as we did not anticipate receiving Play for JA monies until September, and (3) grant income is over budget by $8,700 – we received an unbudgeted grant from Lockheed Martin in the amount of $10,000.

**Budgeted Expenses:** Budgeted expenses were $162,300 versus actual of $152,000 or under budget by $10,300. Significant expense variances include: (1) salaries expense is over budget by $3,600 – two issues here, first we budgeted camp salaries of $9,000 for the year, but actually spent $13,000, so we are over budget by $4,000. Second, the budgeted amount of $9,000 was spread out over 12 months, when it should have all occurred in July. Bottom line is we will be over by $4,000 at the end of the year, and (2) program expenses are under budget by $13,600 – in the prior year we were purchasing a lot of supplies early in the year, whereas in the current year we are purchasing these supplies as we need them, although we do anticipate consuming our annual budget by the end of the year in order to serve the number of students budgeted.

Other: The Golf Classic has been cancelled because the golf course will not be completed in time. Alternate sites were not available. We need to raise additional monies to cover the budgeted net on this event of $40,000. We are reaching out to past sponsors to confirm their continued commitment to JA. We will also write to those that donated to the golf classic to secure their donation through a challenge match. G4S has committed to funding this year despite the cancelation. A wine dinner at Table 26 is also in the works.

Dena Kennedy asked for a motion to approve the August financials. Motion was made by Pete Bozetarnik, seconded by Gary Hennings, all in favor, none opposed. The August financials passed unanimously.

**B. Strategic Planning**

Mike Percy

Mike stated that we are coming off of a three year strategic plan. We have been looking at fiscal year 2020 through 2023. We are utilizing this year to build a strategic plan going forward. We would like to identify the individuals who are going to participate and get their commitment. There may be a facilitated session in November followed by a second session in January to finalize. We hope to have it reviewed by the board by March. In terms of who should participate we would like to have board members, staff members, key funders, and school administrators with a focus on having treasure coast representation. Overall, we hope to have about 10 people.
C. Development

Pete Bozetarnik

Pete stated that Play4JA is coming up soon. We currently have 5 sponsors and about 12 foursomes that are either known or already signed up. Currently we have board participation from three board members. Board participation in needed, especially since our golf classic has officially been canceled. Bob Cawood has done a great job of reaching out to all of our sponsors of the classic to both let them know that the classic is cancelled as well as giving them the opportunity to help us with Play4JA. The website is great and efficient processing the sales of the event and providing up to date information on where we stand in sales. There is a trifold brochure as well as a link to the event that can be shared to garner more sales. Lastly, we really need assistance with student’s sponsors and tee signs.

Trey Fogg advised that we have about $14,000 in confirmed revenue for Play4JA. We may be able to fill out the rest of the foursomes with tee signs. We will likely get to about $20,000 in revenue which is $10,000 short of what we had budgeted for this year. The golf classic has been canceled, to supplement that we are going to have a letter writing campaign driven by Dr. Nicholson with a gift match likely. We may be able to make up some of budget deficit on Play4JA through the outreach that staff is making to the traditional golf classic sponsors. The gala date continues to move. Claudia and Dena are targeting both honorees and hall of fame candidates for different categories, as well as reaching out to potential a committee chairs. We will need board members to join the committee and assist with awareness. The website is live for table sales. We’re going to wait on sending out the save the date, until we get an honoree. Invitations will go out by November. The budget for the gala is about $68,000 net impact. Regarding the 2-4-2 campaign, we still have 15 board members that have not provided Bob with names. A thank you to Ryan Thompson for getting with Bob this week and making some of those warm Introductions.

Dena asked that the board consider supporting a student. Claudia stated that most of the updates are available in the president’s report.

D. Education Committee

Rachel Ramos

We just had our first JA in a Day with Grassy Waters Elementary. There were about 35 JA High School Heroes that participated in that initiative. The teachers and administrators love the idea of the JA High School Heroes being able to mentor the younger kids as well as earn community service. We are testing the new JA BizTown cloud platform prior to the first simulation. We are now whitelisted with the school district which makes it easier to connect to the Wi-Fi at schools that we provide JA BizTown to.
E. Brand
Claudia Kirk Barto
Claudia advised that Fox 29 partnered with nonprofits first to do a modified PSA/ interview to share three things about JA. JA board member Welsonne Renoir as well as past gala Master of Ceremonies Sarah O’Donnell have agreed to be spokespeople for this PSA. They will air the interview during their news reports as well as share it on their social media and company website.

Claudia advised that if you are interested in the Brand committee please let Amity Schuyler know.

F. Board Development
Dena Kennedy
Dena stated that there is a need to build our board with active members. Currently we have three new names on the board prospect list. Dena advised that it would be very helpful if every board member can come up with at least one name to add to the list. We are trying to recruit board members from all of the counties that we cover. There is a company out of Vero Beach that has a plant in Hendry County, an area where High School volunteers are needed. If we can get connectivity from a board member in that area would be great.

G. Audit
Gary Hennings
Gary stated that the field work has been completed. The audit company the firm should have a draft by next month.

H. Governance
John McGowan
John stated that the Conflict of Interest forms will be sent to the board members soon. Please fill them out and return them as soon as possible.

VI. Old and New Business
Dena Kennedy

a. JA USA Business Model Call 9/17/at 12pm:
Dena stated that we will be speaking about the JA USA Business Model more next meeting. JA USA considered charging 10 percent across the board however, they are looking into other options. Right now there is a three tiered approach based on the revenue size of each JA office.

Pete Bozetarnik stated that we are impacted the least based on other offices.

VII. Adjourn
Dena Kennedy asked for a motion to adjourn. Motion was made by Joey DeLoa Davis, seconded by John McGowan. All in favor, none opposed, meeting was adjourned at 9:10 a.m.
Minutes recorded via: iMeet and transcribed by: Viviana Duplan

Date: October 01, 2018

Signature: _______________________________________

Board Secretary Approval: Print Name _____________ Date: __________

Signature: _______________________________________


Junior Achievement of the Palm Beaches
and Treasure Coast, Inc.
Financial Summary
For the Three Months Ended September 30, 2018

**Balance Sheet:** At September 30, 2018, we had total assets of approximately $302,000. Cash totaled $229,000 compared to budgeted cash of approximately $151,000. Accounts receivable totaled $51,000, of which $50,000 is due from the Farris Foundation for the final payment on a two year grant that will be received in December 2018. Liabilities totaled approximately $20,000, the majority of which consists of amounts payable for vacation and sick accruals ($11,000) and amounts due to JA USA ($7,000).

**Income Statement:** For the three months ended September 30, 2018, we budgeted a net loss of approximately $128,000, but we had an actual loss of approximately $77,000.

Budgeted revenue was $115,000 versus actual of $145,000 or an excess of $30,000. Significant revenue variances include: (1) individual giving is under budget by $7,500 – we had anticipated individual/Board gifts in July, but received none, (2) corporate giving is under budget by approximately $11,000 which is believed to be a timing difference, (3) special event income is over budget by $20,000, as we did not anticipate receiving Play for JA monies until October, and (4) grant income is over budget by $23,600 – we received unbudgeted grants from Lockheed Martin in the amount of $10,000, Fred Brotherton of $5,000, and additional monies from Prime Time of approximately $5,000.

Budgeted expenses were $243,000 versus actual of $219,000 or under budget by $24,000. Significant expense variances include: (1) salaries expense is under budget by $5,000 – this is a result of insurance and pension being under, and (2) program expenses are under budget by $20,000 – in the prior year we were purchasing a lot of supplies early in the year, whereas in the current year we are purchasing these supplies as we need them, although we do anticipate consuming our annual budget by the end of the year in order to serve the number of students budgeted.

**Other:** The Golf Classic that was budgeted for December has been cancelled. The budgeted profit on this event was $40,000, so these monies will need to be raised elsewhere.
## ASSETS

**Current Assets**
- Checking/Savings
  - 1000 · Cash & Equivelents: 228,377.29
  - 1100 · Petty Cash: 300.00
- Total Checking/Savings: 228,677.29
- Accounts Receivable
  - 1200 · *Accounts Receivable: 51,000.00
- Total Accounts Receivable: 51,000.00
- Other Current Assets
  - 1240 · Undeposited Funds: 5,250.00
  - 1350 · Program Inventory: 7,500.00
- Total Other Current Assets: 12,750.00
- Total Current Assets: 292,427.29

**Fixed Assets**
- 1400 · Furniture, Equipment & Computer: 9,904.48
- Total Fixed Assets: 9,904.48

**TOTAL ASSETS**: 302,331.77

## LIABILITIES & EQUITY

**Liabilities**
- Current Liabilities
  - Accounts Payable
    - 2000 · *Accounts Payable: 8,774.63
  - Total Accounts Payable: 8,774.63
  - Credit Cards
    - 2010 · Business Credit Card: -36.14
  - Total Credit Cards: -36.14
- Other Current Liabilities
  - 2100 · Payroll Liabilities: -300.68
  - 2170 · Accrued Liabilities: 11,349.14
- Total Other Current Liabilities: 11,048.46
- Total Current Liabilities: 19,786.95

**Equity**
- 3300 · Restricted Fund - General: 223,860.20
- 3500 · Unrestricted Fund Balance: 509,087.34
- 3600 · Unrestricted Retained Earnings: -376,830.36
- Net Income: -73,572.36
- Total Equity: 282,544.82

**TOTAL LIABILITIES & EQUITY**: 302,331.77
## Junior Achievement of the Palm Beaches & Treasure Coast, Inc
### Profit & Loss Budget Performance
#### September 2018

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<th>$ Over Budget</th>
<th>Jul - Sep 18</th>
<th>YTD Budget</th>
<th>$ Over Budget</th>
<th>Annual Budget</th>
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<td>234.56</td>
<td>30.00</td>
<td>204.56</td>
<td>600.00</td>
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<tr>
<td>Depreciation Expense</td>
<td>161.10</td>
<td>160.00</td>
<td>1.10</td>
<td>483.30</td>
<td>480.00</td>
<td>3.30</td>
<td>1,920.00</td>
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<tr>
<td><strong>Total Expense</strong></td>
<td>64,200.58</td>
<td>80,623.00</td>
<td>-16,422.42</td>
<td>218,471.06</td>
<td>242,932.00</td>
<td>-24,460.94</td>
<td>1,003,304.00</td>
</tr>
<tr>
<td><strong>Net Ordinary Income</strong></td>
<td>-22,076.40</td>
<td>-59,148.00</td>
<td>37,071.60</td>
<td>-73,572.36</td>
<td>-127,734.00</td>
<td>54,161.64</td>
<td>499.00</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>-22,076.40</td>
<td>-59,148.00</td>
<td>37,071.60</td>
<td>-73,572.36</td>
<td>-127,734.00</td>
<td>54,161.64</td>
<td>499.00</td>
</tr>
</tbody>
</table>
Budget Request 2019 - $855,998

Junior Achievement (JA) will provide 306,399 K-12 students financial literacy, workforce readiness and entrepreneurship training during the 2019-20 school year. JA in Florida will match the $855,998 request of the Legislature ($2.50 per student) with $14,545,999 in corporate and private funding.

- JA will remain major partner in keeping students engaged and better prepared for their future which means JA students would be less likely to drop out and be a drain on our economy;
- JA continues to support Florida’s Competitiveness Agenda by improving Florida’s K-12 system, empowering teachers and fostering innovative solutions for Florida’s future

PURPOSE OF JUNIOR ACHIEVEMENT
The JA Financial Education Pathway creates a continuum of progressive learning experiences, each inspiring, preparing, and ultimately enabling students to demonstrate the competencies needed to make healthy and informed financial decisions. This guided student journey allows advancement from introductory experiences, to core programs, to deeply immersive opportunities, with each phase of development adding value and building capacity in the young people involved. Junior Achievement leverages their business partners by recruiting volunteers in the delivery of the proven JA programs and experiential learning inside the classroom. Volunteers and students use Junior Achievement’s professionally prepared materials at a cost of $5 per student. The Florida Legislature appropriated $714,000 for the 2018-19 school year to support eight of Junior Achievement’s programs. This request reflects the success of this partnership and seeks to expand statewide impact and State-level partnership with Junior Achievement to reach 300,000 students with twenty-two professionally prepared financial literacy, workforce readiness and entrepreneurship programs.

HISTORY OF PROJECT/ORGANIZATION
Junior Achievement is the Nation’s, and Florida’s, largest organization dedicated to educating young people about business, economics and free enterprise. Through a dedicated network of nearly 20,000 volunteers who teach all of JA’s professionally prepared curriculum, Junior Achievement of Florida offers in-school and after-school programs for students in grades K-12 in 49 school districts and within 1,544 schools. Research confirms JA business volunteers make a significant and meaningful difference in the delivery of instructional programs to youth. JA programs focus on six key content areas: business, citizenship, economics, entrepreneurship, financial literacy, and career development.

FUNDING
Junior Achievement of Florida’s statewide budget for 2017-18 is over $13 Million. Junior Achievement receives nearly 100% of its funding through individual, foundation and corporate donations. In return for the state support of $855,998, over 300,000 Florida students will gain the knowledge, money management skills and attitudes necessary for success in a career field or post-secondary education and beyond. $90,000 is built in for capacity building to provide JA areas with the capacity to engage new students to increase the impact of this funding. Junior Achievement in Florida has received previous state support of $100,000 in 2006, $300,000 in 2007, $500,000 in 2016 and $714,000 in 2018 for expansion purposes.

RETURN ON INVESTMENT
As a result of their participation in a Junior Achievement program, students will be better prepared to succeed in the classroom and leave school with the knowledge, skills and attitudes necessary for success following high school graduation which translates into them being less likely to drop out of school. In addition, JA programs promote work readiness skills, improved practices of personal finance, and increased knowledge of the entrepreneurship skills necessary for immediate entry into vocational and professional career fields. Independent evaluation of JA programs indicates that critical 21st Century skills are built into Junior Achievement programs including: cooperation, communication, problem solving, self-direction and technology fluency.

- 75% of JA students show an increase in their knowledge about the program’s main topic, which is directly related to any chance of future behavioral change and demonstrate a positive shift in attitude regarding one or more issues about the relevancy of our programs to real life, the importance of education to their success, or their sense of self efficacy.
  - **Meta-Analysis Research indicates cumulative evidence that the use of volunteers makes a difference in how students receive and respond to training, coaching, and instruction.**
- 97% of students said that JA made staying in school more important to them and said that JA has made them realize that what they learn in school can be used in the real world.
- 100% of teachers said JA complemented and/or enhanced their classroom curriculum and would recommend JA to other colleagues.
- 100% of business volunteers reported that JA programs are effective for students.
  - **Research also indicates that JA volunteers enhance their own professional skills, increase levels of productivity and reported increased job satisfaction as well as higher job satisfaction overall when compared to non-volunteers.**

$855,998 will provide program materials for over 300,000 students. Junior Achievement will privately finance the remaining $44 per student cost ($4,413,230 with their own fundraising). This total includes administrative costs of $40,000. Employers gain improved employee recruitment and retention — especially among Millennials, increased perception of their company and leadership, enhanced professional skills, increased levels of productivity and reported job satisfaction.

For more information, contact Laurie Sallarulo - Junior Achievement of Florida Foundation (O) 954-979-7111; (C) 954-326-8586; laurie@jasouthflorida.org or Claudia Kirk Barto at [CLAUDIA, ALL IF HAVE – OR NEED – IS YOUR CELL PHONE NUMBER!] or visit www.ja.org
Here’s what we are looking at:

<table>
<thead>
<tr>
<th>JA Area</th>
<th>2019 Share</th>
<th>2018 Share</th>
<th>2019 Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cocoa Beach</td>
<td>$36,973</td>
<td>$55,533</td>
<td>($18,561)</td>
</tr>
<tr>
<td>Fort Lauderdale</td>
<td>$127,713</td>
<td>$110,957</td>
<td>$16,756</td>
</tr>
<tr>
<td>Jacksonville</td>
<td>$158,598</td>
<td>$165,493</td>
<td>($6,896)</td>
</tr>
<tr>
<td>Miami</td>
<td>$94,643</td>
<td>$44,595</td>
<td>$50,048</td>
</tr>
<tr>
<td>Naples</td>
<td>$39,013</td>
<td>$26,676</td>
<td>$12,337</td>
</tr>
<tr>
<td>Orlando</td>
<td>$88,573</td>
<td>$104,145</td>
<td>($15,573)</td>
</tr>
<tr>
<td>Pensacola</td>
<td>$23,260</td>
<td>$23,014</td>
<td>$246</td>
</tr>
<tr>
<td>Tampa Bay</td>
<td>$213,268</td>
<td>$122,987</td>
<td>$90,281</td>
</tr>
<tr>
<td>West Palm Beach</td>
<td>$73,960</td>
<td>$24,074</td>
<td>$49,886</td>
</tr>
</tbody>
</table>
Junior Achievement of the Palm Beaches & Treasure Coast, Inc.
President’s Report
September 20, 2018

K.P.A. #1 Student Impact FY19
2018-19 Student Impact Total: 25,500
2018-19 Student Impact Goal: 25,500
2018-2019 Total Classes: 1,115

K.P.A. #2 Programs and K.P.A. #3 Volunteers
Contact with Fort Pierce Central HS & Fort Pierce Westwood HS to try and start High School Heroes at their schools.
Kaitlyn has been contacting teachers/administration at LaBelle & Clewiston HS.
10 after school staff members from Pahokee YEA, The City of Pahokee, and Pioneer Park Elementary were trained.
Brittany and Sandy attended the Palm Beach State College volunteer fair last week.
Our intern Marie has been very busy repurposing kits over the past few weeks. So far she had 36 repurposed kits; that is over $3000 saved!
Tina Anderson from the East Jupiter Wells Fargo Branch is mentoring the JA Company students at Jupiter Community High School. She began working with them last week alongside Bill McCullough of the Tequesta Wells Fargo Branch. Tina is very excited and has checked in with Brittany to report, “I am so glad I chose this program, it is going to be great!”
A new volunteer relationship in Jupiter Farms with PNC Bank who will be volunteering at Jupiter Farms ES covering the whole 6 volunteer need on October 17th.
We have 30 JA Launch Lessons scheduled for Global Entrepreneurship Week.
Bank of America is confirmed to teach 5 3rd grade classes at Rivers Edge Elementary in Port St. Lucie on November 16th.
JA Pivot will be held at Seminole Ridge HS on October 24th.
SunTrust is confirmed to teach 10 Kindergarten and 1st grade classes at Floresta Elementary in PSL on October 30th.

Partnerships and Collaboration:
We received an inquiry from the Town of Port St. Lucie in regards to their interest of sponsoring programs at the Boys and Girls Club. A proposal was sent to them for review and a meeting will be scheduled to discuss partnership.

K.P.A. #4 Board Development
Met with Cathy Dorn, CenterState Bank
Spoke with Carole Hauke in Jensen Beach and Elijah Wooten in Port St. Lucie
Followed up with Darrel Searcy, LeeAnne LeBanz

K.P.A. #5 Funding
Grants/Foundations (Rachel)
RECEIVED/APPROVED
Publix Supermarkets Charities $25,000
Fred J. Brotherton Charitable Foundation $5,000
Lockheed Martin $10,000
PBC Youth Services Department $40,000 (will be billed monthly)
TD Bank $5,000
Prime Time Palm Beach County $50,000 JA BizTown; $56,707 Train the Trainer
Sugar Cane Growers $1,000
Dick’s Sporting Goods $500
PNC $2,500 (Gala sponsorship)
Frank J. Lewis $5,000
LPL Financial $12,428

**PENDING**
The Stiles-Nicholson Foundation $120,000
School District of Palm Beach County $200,000
Mary Alice Fortin $30,000
Fifth Third Bank $10,000
Lost Tree Village $5,000
Wishing You Well Foundation $10,000
Admirals Cove $2,500
Cassett Foundation $2,500
Hobe Sound Community Chest $2,500
Frank DeLuca Foundation $5,000
Kiwanis Club of Riviera Beach $10,000
Daphne Seybolt Culpeper Foundation $2,500
Gruss Foundation $2,500
Nordstrom’s $2,500
Marine Industries Association $5,000

**Corporate Campaign (Bob)**
Forest Hill High School did their JA Job Shadow at PSM on 9/27/18. The students had an incredible experience, and PSM would like to offer the program again.
I have been working with Carmen Carbone from GliddenSpina to finalize the JA Job Shadow at their business. They will be offering the program to smaller groups, but will donate $150.00 per student who participates.
I spoke with Chuck Waimon, from PepsiCo, and he is presenting during GEW. I also sent him the different sponsorship opportunities, and he is going to pass the information along.
Rachel and I spoke with Anushka, from Marc Ganzi’s office, and she had a few questions regarding the JA Pivot and Pitch sponsorship. Marc likes the idea, but does not want to fund the entire program.
We are finalizing the JA Job Shadow with HotelPlanner.com, and looking to schedule John I Leonard High School Finance Academy to participate.
United Way of Palm Beach County asked us to present at the PNC Regional Managers meeting on 9/25/18 to promote JA and our partnership with the United Way.
I am also in the early stages of speaking with PAC Seating Systems and K-Rain to secure job shadows and sponsorships.
I met with Anchor Commercial Bank and they are interested in helping JA through volunteerism, employee giving and sponsorship. They typically donate towards the end of the calendar year.

**Individual Giving (Claudia)**
Met with Mark Foley and Donna Foley about JA Pivot & Pitch.
Met with Lauren Hurst about JA and her involvement with Gala
Carole Hauke $5,000
Attended STEM awards with Stiles-Nicholson Foundation.
Attended National Philanthropy day VIP reception with Rick Stone-Philanthropist of the Year.
**Events**

**10/20/18 Play4JA @ Palm Beach Par3**
We have $12,950 in sponsorships and a total of 14 foursomes to date. Turtle Creek Country Club has donated a foursome and lunch as an auction item. We have reached out to a number of courses to donate foursomes, and are waiting to hear back from them. Honda Classic Donated 2 tickets. We are well under budget for this event.

**12/14/18 JA Golf Classic**
Chairman Mark Wade, Trey Fogg, Dena Kennedy and Claudia have agreed to cancel the Golf Classic and secure the funding for other events. A match challenge has been requested from David Nicholson and letter will be sent to his network with the notice of the golf cancelation.

**2/23/19 Hall of Fame**
The date for the Hall of Fame is February 9, 2019. We have a confirmed emcee; Kevin Rolston from the WRMF KVJ Show. Rachel, Claudia and Bob met to discuss the event. A save the Date has been designed and will be sent out virtually and through mail the last week of October. We have confirmed two sponsors; PNC $2,500 and Pepsi Co $1,000. Bob and Rachel will be sending out auction item requests and sponsorship letters. The formal invitation will be sent out in November. There is a live nomination form on our website.

**3/12/19 M.A.D. Science**
Dr. Hansel Tookes, UM Medical Center has been scheduled to be the keynote speaker for the evening. The event will take place at Scripps in March.

**4/10/19 JA Pitch**
Met with Mark Foley and Donna Foley about supporting JA Pivot & Pitch.

**4/27/19 Caribbean Wind**
Confirmed with Rybovich. Chairs Nadine and David Fite have confirmed.

**K.P.A. #6 Brand**
The Board portal does have a password: Junior9468
We will have a spot of WFLX Fox 29 called My 3 Things that taped Sept. 25th with JA Alum Welssonre Renior and Sarah O’Donnell.

**K.P.A. #7 Staff K.P.A. and #8 Operations**
Rachel and Bob will be attending the JA Southern Regional conference in November. New program staff will start in October.

**K.P.A. #9 Governance**
Mike Percy and Claudia met to start working on the updated Strategic Plan. A committee will be formed with Board members, stakeholders and staff.
## Development Update

<table>
<thead>
<tr>
<th>Grants/Foundations</th>
<th>Corporate</th>
<th>Individual</th>
<th>Government</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fred J. Brotherton Charitable Foundation</td>
<td>Aon $5000</td>
<td>Carole Hauke $5000</td>
<td>FL Department of Education $6018</td>
</tr>
<tr>
<td>Frank J Lewis Foundation $5000</td>
<td>LPL Financial $12,428</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lockheed Martin $10,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PBC Youth Services Department</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$40,000 (reimbursable)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Big Lots $380 (JA BizTown)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TD Bank $5,000</td>
<td></td>
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<tr>
<td>Prime Time Palm Beach County - JA Biz Camp $50,000</td>
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<tr>
<td>Prime Time Palm Beach County - Train the Trainer (reimbursable) $56,707</td>
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<tr>
<td>Sugar Cane Growers $1,000</td>
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<tr>
<td>Dick’s Sporting Goods $500</td>
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<tr>
<td>PNC $2,500 (Gala sponsorship)</td>
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### Prospective New Board Members Log

<table>
<thead>
<tr>
<th>Name</th>
<th>Date</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goldstein, Gabriel</td>
<td>Feb-17</td>
<td>He is participating in STEAM &amp; has been teaching JA classes. Attended STEAM lunch on Feb. 1st and MADS 9/11 coffee on 9/9/17.</td>
</tr>
<tr>
<td>LaBanz, LeeAnne</td>
<td>Feb-17</td>
<td>Co-Chair of Education Committee &amp; still contemplating board engagement.</td>
</tr>
<tr>
<td>Weber, Tom</td>
<td>Mar-17</td>
<td>Claudia met with him and discuss him coming back on our board. He is now working with United Franchise Group as the President of Venture X. He will come back in FY18/19 after his chairmanship of Children Services Council.</td>
</tr>
<tr>
<td>Amdon, Roger</td>
<td>Apr-17</td>
<td>Singer Island Marriott &amp; Spa, General Manager-Claudia reached out in Nov. 2015 for meeting. He is on Forest Hill Advisory Board. Met on August 30th, will follow up.</td>
</tr>
<tr>
<td>Deese, John</td>
<td>Apr-17</td>
<td>Claudia will circle back at the end of February. John attended WARS &amp; will remain a supporter but won’t be moving forward in the process. Claudia checked in again on 9/21.</td>
</tr>
<tr>
<td>Dodge, Dusty</td>
<td>Apr-17</td>
<td>Banker-Claudia is circling back to set up another meeting.</td>
</tr>
<tr>
<td>Duffell, Andrew</td>
<td>Apr-17</td>
<td>Mr. Duffell is from FAU Research Park. Claudia had a lunch meeting on 10/19.</td>
</tr>
<tr>
<td>Magar, Mary Lynn</td>
<td>Apr-17</td>
<td>Claudia will reach out after session in May. Nick Romanello initial contact.</td>
</tr>
<tr>
<td>Mathé, Michael</td>
<td>Apr-17</td>
<td>Claudia circled back with Michael in September and he is still traveling extensively. Still interested, asked to serve on the Golf Committee.</td>
</tr>
<tr>
<td>Searcy, Darrell</td>
<td>Jul-17</td>
<td>Claudia met with Darrell from Chandler Campbelle &amp; Daechle on 5.30. Darrell is a referral of John Fischetti. Pete &amp; Claudia then met him for lunch on 5.11.17. Will join the board. Claudia will follow up.</td>
</tr>
<tr>
<td>Aube, Jason</td>
<td>Oct-17</td>
<td>Claudia has a meeting with Jason from BB&amp;T on Nov. 17th. He suggested the new Business Banker.</td>
</tr>
<tr>
<td>Resnick, Monte</td>
<td>Nov-17</td>
<td>Claudia met with Monte from Matrix Wealth Partners on 11.20.17 &amp; board packet was sent same day.</td>
</tr>
<tr>
<td>Aderton, Jeff</td>
<td>Jan-18</td>
<td>Attended Gala 2018 with wife too.</td>
</tr>
<tr>
<td>DePotter, Michelle AGC</td>
<td>Sep-18</td>
<td>Association of General Contractors</td>
</tr>
<tr>
<td>Dorn, Catherine Center State Bank</td>
<td>Sep-18</td>
<td>Center State Bank Dena met with her 10/20/18.</td>
</tr>
<tr>
<td>Miles, Julie Warren - Northern Trust</td>
<td>Sep-18</td>
<td>Friend of Dena Kennedy, Northern Trust.</td>
</tr>
</tbody>
</table>
Upcoming events for October - December:

- **October 20** - Play4JA Palm Beach Par 3
- **October 24** – JA Pivot (location TBD)
- **November 7 and November 8** – JA BizTown at H.L. Johnson Elem.
- **November 12 through November 16** – JA Global Entrepreneurship Week (locations TBD)
- **November 29 and November 30** – JA BizTown at Bessey Creek Elementary
- **December 13** - PB Regional Science & Engineering Fair Judging and Stiles-Nicholson Foundation luncheon at the Fairgrounds