

IMPACT REPORT

2017-2018



Junior
Achievement®
of Northern New England

The mission of Junior Achievement (JA) is to inspire and prepare young people to succeed in a global economy.

Providing sequential programs for kindergarten – 12th grades that help students develop strong entrepreneurial, financial, and workplace skills, JA builds young people’s self-confidence in the context of today’s global and ever-changing workforce, enabling them to become economically confident, productive members of society.

With a powerful program model that engages the business community as a stakeholder in the future of our youth, JA creates a platform for young people to gain real-world knowledge, learn from professionals who live and work in their communities, and build the belief that they have control over their futures. JA’s dynamic combination of knowledge, practice, and inspiration enables our students to dream big and reach their full potential.

LETTER FROM THE PRESIDENT & CHAIRMAN

Education is the most powerful weapon which you can use to change the world.
- Nelson Mandela

We truly believe that investing in our youth today, empowers them to strengthen our communities, our region and our country tomorrow.

As Junior Achievement prepares for its 100th year of operation in 2019, our mission to inspire and prepare young people to succeed in a global economy is imperative to our collective success.

Leveraging the power of hundreds of thousands of business and community volunteers, Junior Achievement supplements the academic training of over 10 million young people globally with critical life skills in entrepreneurial thinking, personal finance and career readiness that make them well-rounded members of our global society.

In the United States, Junior Achievement impacts over 4.8 million youth annually – infusing business and financial concepts as early as in kindergarten. This plants the seeds for young people to blossom into better versions of themselves as they transition into middle and high school; and eventually adulthood.

Junior Achievement’s hands-on, applied learning programs encourage young people to get out of their comfort zones in a safe environment; helping them realize that taking calculated risks leads to uncovering opportunities beyond what they can find in a traditional classroom setting. This generates confidence and self-efficacy that helps them turn “I can’t” into “I can.”

Our collective investment in our youth yields clear returns:

- JA alumni start businesses 2 ½ times more often than non JA alumni
- One in three JA alumni credits JA for influencing their career decision
- One in five JA alumni works in the same field as their JA volunteers
- JA alumni graduate high school at a higher rate, have higher educational attainment and 20% higher median salaries than the general population

In this impact report we highlight some of the many ways the investment of time and financial resources from our volunteers, community partners and funders have yielded tremendous returns for our youth, their families and our region in 2017-18.

We are proud of our accomplishments this past year and are excited about our future impact as we celebrate Junior Achievement’s centennial under the leadership of our new Board Chair Christine Barry, Chief Services Officer at Endurance International Group.

Thank you for your partnership.

RADHAMES NOVA
 President & CEO

RICK TYSON
 Senior Private Client Advisor, Wealth Advisory Services,
 Wilmington Trust, N.A. Board Chair

WHY JA?



Employers agree that the nation's college graduates are not prepared with the 21st century skills to succeed in the workplace. 50% of high school dropouts say that they left school because they didn't think they were learning things that mattered to their future. Put simply, our kids need to feel empowered with the skills and mindset to succeed in the workforce of today and tomorrow.

Junior Achievement (JA) is the world's largest organization dedicated to educating students in grades K-12 about entrepreneurship, career readiness, and personal finance, reaching more than 10 million students in over 100 countries worldwide. At JA, we believe that education should be built on a bridge of engagement between classroom and community. Together with our educational partners, we can make learning relevant to every student's future by infusing authenticity, business connectivity, and real role models into the everyday learning experience.



**CHAPTERS
IN 114
COUNTRIES**

**10 MILLION
STUDENTS
GLOBALLY**

**107
CHAPTERS IN ALL
50 US STATES**

**4.8 MILLION
STUDENTS
NATIONALLY**

"The kids LOVE IT!! They love interacting with the caring professionals volunteering - the volunteers' interest in the students' education and futures is really noticed and appreciated by the kids. The lessons are age-appropriate, fun, engaging, activity-based - and the kids remember the lessons. It works! With unanimous support from the staff, we have long decided to make JA an annual tradition at the school. It is a cornerstone in our efforts to teach the kids financial literacy, the world of work, and their future focus - helping them to see themselves in the adult world!"

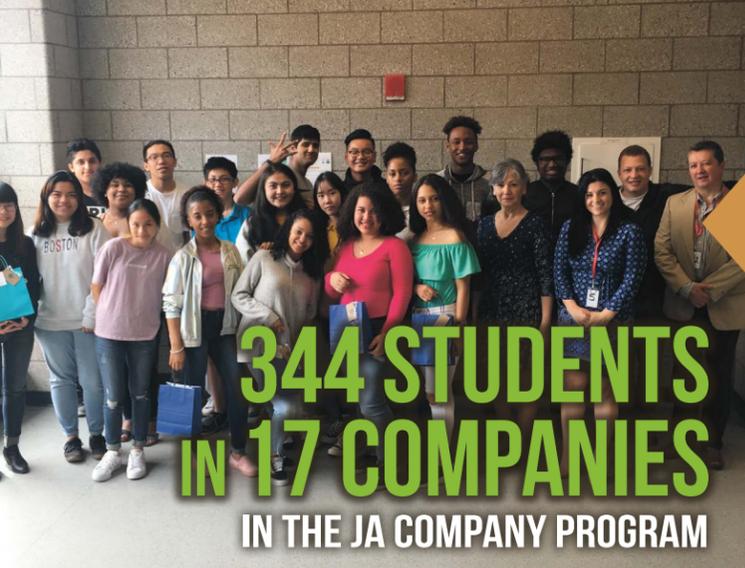
*- Mark Silva
Assistant Principal, Harvard-Kent Elementary,
Charlestown, MA*



"Dear Junior Achievement volunteers, thank you for taking time from other important things to teach an AMAZING lesson. You guys have taught me about profit, employees, job interviews, and more! Our school appreciates the wonderful amount of love and effort you put in to teach. The day you came was a day to remember. Thank you!"

*- Isabella
5th Grade Student, Worcester, MA*





**344 STUDENTS
IN 17 COMPANIES
IN THE JA COMPANY PROGRAM**

**21,611
STUDENTS SERVED**

IMPACT BY THE NUMBERS

Junior Achievement's unique delivery systems provide the training, materials, and support necessary to bolster the chances for student success. Students who participate in Junior Achievement programs demonstrate a significant understanding of economics and business concepts. **This year, we grew our most impactful programs, the JA Company Program and JA Finance Park Virtual, by over 50% each.**

**117
NUMBER OF
SCHOOLS**

**1,061
NUMBER OF
CLASSES**

**144,506
CONTACT HOURS**

**1,404
VOLUNTEERS**

"I want to thank you for the use of the JA Finance Park simulation and curriculum. I found the books to be engaging and had the students be active learners. It also helped with core curriculum in mathematics. The computer simulation was a nice follow up to the workbook. My students liked seeing their progress and their names up on the top five chart. The workbook and the simulation taught the students real world applications that will help them become productive members of society and hopefully well-budgeted members! I went through all my years of schooling and four years of college and had never been taught the skills of budgeting, taxes, or expenses. This program gave my students a wealth of knowledge in these areas and included hands on activities. The activities were eye openers for many of my students. They could not believe how much they were spending on the grocery store part of the simulation. Many of them had to regroup and plan out carefully what they needed. I am sure my students' parents will also appreciate the program, as hopefully my students will understand now why their parents say "no" sometimes. I would be thrilled to have access to the same materials next year in my 6th grade class."

*- 6th grade teacher,
Pennichuck Middle School, Nashua, NH*



**1,335 STUDENTS
COMPLETED JA FINANCE PARK VIRTUAL**

SCHOOL PARTNERS

BARNSTABLE COUNTY

East Falmouth Elementary School
Mullen Hall Elementary School
North Falmouth Elementary School
Teaticket Elementary School

ESSEX COUNTY

Boys & Girls Club Of Lawrence
Drewicz Elementary School
Esperanza Academy
Henry Sanborn Elementary School
Lynn Classical High School
Sacred Heart Elementary School
West Elementary School

MIDDLESEX COUNTY

Benjamin G. Brown Elementary School
Bennett-Hemenway Elementary School
Brown Elementary School
Cambridge Community Center
East Somerville Community School
Fletcher-Maynard Academy
Girls Inc. Of Greater Lowell
Linden School
Lowell Community Charter Public School
Lowell High School
Lowell Middlesex Academy Charter School
Luther Conant Elementary School
Madeline English School
Memorial Elementary School
Newton North High School
Somerville High School
St. Anthony Of Padua School
St. Louis De France School
Vinson Owen Elementary School
Waltham Senior High School
Woburn Memorial High School

NORFOLK COUNTY

Archbishop Williams High School
Bellingham High School
Blue Hills Regional Technical School
Braintree High School
Charles S. Pierce Middle School
Collicot Elementary School
Cunningham Elementary School
Donald Ross Elementary School
Donovan Elementary School
Foxborough High School
Glover Elementary School
Greenlodge Elementary School
John Kennedy Elementary School
Judge Rotenberg Center
Lawrence Pingree Primary School
Medfield Senior High School
Milton High School
Monatiquot Kindergarten Center
North Quincy High School
Norwood Senior High School
Quincy Catholic School
Quincy High School
Ralph Talbot Primary School
Randolph High School
St. Agatha Elementary School
St. John The Evangelist School
Steps To Success
Stoughton High School
Thomas V. Nash Primary School
Tucker Elementary School
Wellesley High School
Weymouth High School

PLYMOUTH COUNTY

Plymouth North High School
South Middle School
Trinity Academy - Upper Campus

SUFFOLK COUNTY

Action For Boston Community Development, Inc.
Boston Center For Youth And Families
Boston Green Academy
Boston Latin Academy
Boys & Girls Club Of Boston - Yawkey Club Of Roxbury
Cathedral High School
Charlestown High School
City On A Hill Charter Public School - Circuit Street
Clark Avenue School
Codman Academy Charter Public School
Cristo Rey Boston High School
Donald McKay K-8 School
Franklin Roosevelt K-8 School
Gardner Pilot Academy
George H. Conley Elementary School
Harvard-Kent Elementary School
Haynes Early Education Center
Immaculate Conception School
James Otis Elementary School
James Timilty Middle School
John Eliot K-8 Innovation School
Josiah Quincy Elementary School
Martin Luther King Jr. K-8 School
McKinley Preparatory High School
Nathan Hale Elementary School
O'Bryant School of Math & Science
Samuel Adams Elementary School
South Boston Catholic Academy
St. Columbkille Partnership School
St. John Paul II Catholic Academy - Columbia
St. John Paul II Catholic Academy - Lower Mills
St. John Paul II Catholic Academy - Neponset
St. Patrick School
St. Rose Elementary School
Urban Science Academy

WORCESTER COUNTY

City View Discovery School
Elm Park Community School
Girls Inc. of Worcester
Rice Square School
Roosevelt School
Worcester Academy

HILLSBOROUGH COUNTY, NH

Elm Street Middle School
Fairgrounds Middle School
Highland-Goffes Falls Elementary School
Pennichuck Middle School

MERRIMACK COUNTY, NH

Abbott-Downing Elementary School

ROCKINGHAM COUNTY, NH

Golden Brook School
Hampstead Central School
Windham Center School

STRAFFORD COUNTY, NH

McClelland Elementary School



JA COMPANY PROGRAM

The JA Company Program unlocks the innate ability in high school students to fill a need or solve a problem in their community by launching a business venture and unleashing their entrepreneurial spirit. The program lessons address topics such as business ethics, teamwork, leadership, and goal-setting, as well as how students should execute the day-to-day operations of their venture. Over the course of four months, students elect their own leadership team, develop and execute a business plan, produce and sell a product, hold department meetings to report on their progress, and build relationships with students from other schools and communities. The JA curriculum utilizes a blended learning platform and reflects the modern process for entrepreneurs and start-ups.



To maximize the experience, JA recruits and selects Volunteer Mentors to coach students to develop their marketing, sales, finance, management, and other skills needed to successfully run their companies. Volunteer Mentors share their respective backgrounds and experiences by providing career and educational highlights to help students understand various career paths. Previous JA Company Program participants have been given the opportunity to pitch their businesses to a panel of judges at the JA Student Leadership Summit and national student competition, gain access to JA scholarships, and speak before influential leaders at JA events such as the Spirit of JA Celebration.

“

At the start of this I was really antisocial, but at one point I was told I had to sell our product. And I realized that there are really great people out there who will listen to you if you're willing to say it. So I learned that communication can take you places.

- Newton, Solidarity, Inc.
JA Company Program in Lawrence, MA

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JA SUMMER INSTITUTE

This week-long program hosted at MIT's Sloan School of Management helps high school students to ignite their entrepreneurial spirit, explore career options, learn about personal finance, network with business leaders, and collaborate with peers from different schools in Greater Boston.



JA STEM SYMPOSIUM

The JA STEM Symposium is a day-long offsite experience for high school students. Through their visit to a STEM company, students have a hands-on and relevant experience to prepare for their future education and careers in STEM industries. This program was locally created to address the interests of STEM-based corporate partners to engage high school students and offer greater exposure to the science, technology, engineering, and math fields. No two JA STEM Symposia are the same; each event is dictated by the event host and sponsor companies. In the past, volunteer-led discussions and workshops topics have included keynote addresses, Q & A panels, and workshops in design thinking, robotics, life sciences, entrepreneurship, and career readiness.

JA STUDENT LEADERSHIP SUMMIT

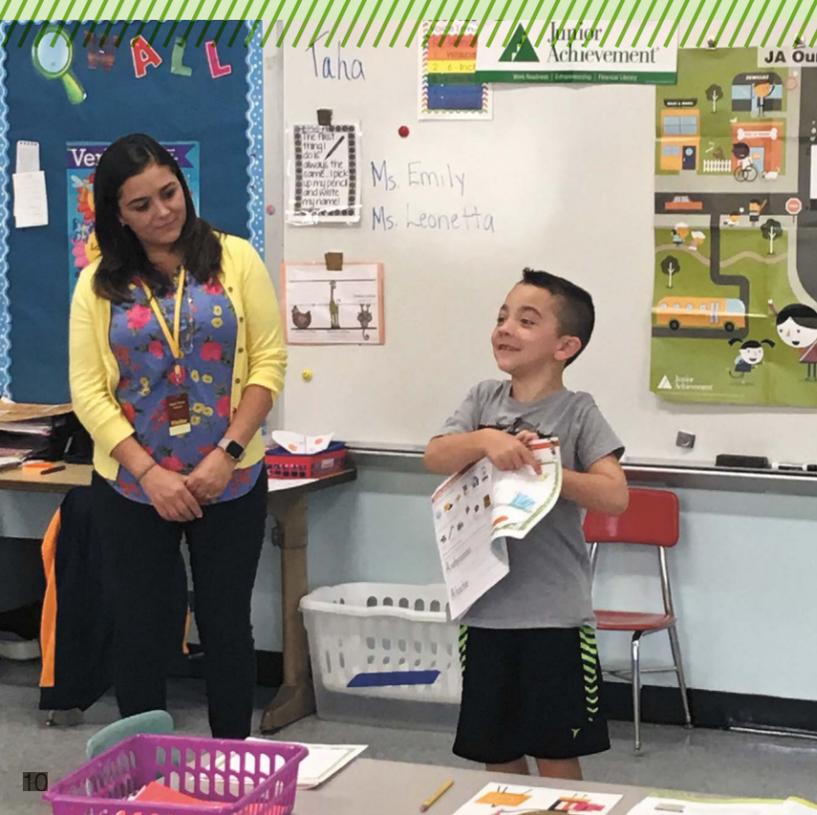


The JA Student Leadership Summit is the exciting culmination of the JA Company Program where high school representatives for each company have the opportunity to learn from a panel of successful entrepreneurs and pitch their companies to a panel of judges in a competition to become the JA of Northern New England Company of the Year. In 2018, for the second year in a row, our local Company of the Year (Alchemy Apparel) was invited to participate in JA USA's National Student Leadership Summit in Washington DC. Only 15 of 50 applicants were invited, and prior to the last two years, it had been 10 years since our local JA companies made it to Nationals.

THANK YOU TO OUR VOLUNTEERS

Junior Achievement volunteers come from all walks of life. But they have a common vision: sharing a message of hope and opportunity with each and every young person they reach. They are committed to the idea that as a community, we have a responsibility to ensure that this generation is better prepared for success than past generations.

Through volunteer partnerships from organizations large and small, or as individuals interested in sharing their experiences with the young people of their community, JA's volunteers inspire, prepare, and empower students throughout Central and Eastern Massachusetts and New Hampshire. They band together to teach the importance of entrepreneurship, career readiness, and personal finance to inspire a new generation to navigate their paths to success in a global economy. JA volunteers believe they can make a difference in the lives of thousands of students each year, to help them realize that they too can make a difference in their communities and in their futures.



"Living busy, hectic lives means that we have to be so mindful about how we spend and give our time. I decided in the fall of 2017 to volunteer with Junior Achievement, specifically working on the JA Company Program with Quincy High School. Working with these high school kids has been so fulfilling – a great use of my very limited time. There was a point at which one of the students asked a question about how we would handle the future of the successful company they created. It occurred to me that he was thinking long term about his business. What a great skill to learn at such a young age! I was so happy to be a part of that."

- Maria Fisher, JA Company Program Mentor in Quincy; Vice President, Sales Director, Voya Financial



THANK YOU TO OUR TOP 5 CORPORATE VOLUNTEER PARTNERS

1. SANTANDER BANK
2. STATE STREET
3. SHORELIGHT EDUCATION
4. RSM
5. PWC

"Through JA we have the opportunity to help kids dream big and understand the world around them so they can accomplish these dreams. We are planting seeds of entrepreneurship and responsibility that they will continue to cultivate throughout their lives."

- Lauren Evans, Senior Accountant, Grant Thornton

JA STOCK MARKET CHALLENGE

The JA Stock Market Challenge is a technology based simulation of the stock market in which every 60 seconds represents a day of trading. Beginning with a hypothetical account balance of \$500,000, the stakes are high and the competition is fierce. Corporate funders sponsor their own team(s), as well as approximately 150 high school students who complete five in-school lessons on investments before competing in the Student Stock Market Challenge hosted at State Street Financial Center earlier the same day, allowing the students to experience all of the rush with none of the risk. Following the event, students have the opportunity to review their results and analyze the impact of their trades.

Through corporate contributions we raised \$130,000, allowing students to walk away with a sense of how the stock market works, the importance of teamwork, and to be more financially savvy, while the corporate sponsors walk away having invested in far more than just another networking event. They have invested in the future. They have introduced their brands and their support to the next generation, and they have become stakeholders in the Junior Achievement mission to inspire and prepare young people to succeed in a global economy.



JA GOLF CLASSIC

From our very first tournament over twenty years ago, the JA Golf Classic has been legendary for its high level of customer service, prestigious group of golfers, and overall quality of the golfing experience. This year's event, held at the beautiful Black Rock Country Club in Hingham, MA, raised \$122,580 in critical funding to allow JA to reach 3,225 students.

BOWL-A-THONS

Junior Achievement's Bowl-A-Thon brings together companies and business professionals for a night of networking, camaraderie, and fun. Participating in a Bowl-A-Thon not only helps raise awareness and funds for Junior Achievement but is also a great team building activity for companies. The Bowl-A-Thons held this year raised \$35,460 to help further JA's mission.



THE SPIRIT OF JA CELEBRATION

Each year, corporate and civic leaders gather for Junior Achievement's annual dinner to help build a better New England. Attended by more than 320 people, the Spirit of JA Celebration presented by Delta raised critical funds to support the life-enriching programs that we offer to children in our communities. This event provided an interactive experience where discovering the JA mission was the theme. The night included hands-on demonstrations, student participation, unique networking opportunities, and a program that brought the mission and impact of JA to life. Also included were silent auction items and the recognition of those leaders who embody the spirit of community commitment to youth education. At the 2018 Spirit of JA Celebration, Jim Brett (The New England Council) was honored as the first ever inductee into the JAofNNE Alumni Hall of Fame, and Mark Reilly (Comcast) and Experian received the Spirit of JA Awards for their dedication to the JA mission and the students we serve. Through the generous presence and support of the community, this event raised \$341,811, which has helped us inspire and prepare 8,995 young people with the knowledge and skills to succeed in a global economy!

“
 My students had an opportunity to explore entrepreneurship. Without JA bringing this program into the classroom, they would have only heard the word.
 ”
 - Teacher at Clark Avenue Middle School
 Chelsea, MA

THANK YOU TO OUR DONORS

THE CHAIRMAN'S CLUB | \$50,000-\$100,000

Horace A. Moses Trust

Mabel Louise Riley Foundation

MassMutual Financial Group

People's United Bank

Santander Bank, N.A

THE PRESIDENTS CLUB

\$25,000-\$49,999

Achievement Foundation
AIG
Capital One
Cummings Foundation†
Deloitte
Delta Air Lines
Eaton Vance
Endurance International Group
Experian
EY
KPMG
PwC
Robert Half
RSM
Salesforce
Staples (in-kind services)
TJX Companies, Inc.
Voya Financial
WinterWyman

JA CHAMPION

\$5,000-\$9,999

ALKU
Andreana Santangelo
Annette Leckie
Aon
Bank of America Merrill Lynch
Chip Barnes
Bloomberg L.P.
Boston Mutual Life Insurance
Boston Red Sox
Boston Scientific
Robert Boudreau
Cengage Learning
Christine Barry
CNA Insurance
Cornerstone Research, Inc.
CrossCountry Consulting
Diversified Financial Management
East Boston Savings Bank
Eastern Bank
FedEx
GE
JLL
Linear Air
Marsh & McLennan Companies
Massachusetts Biotechnology Council
MDD Forensic Accountants
MFS Investment Management
MutualOne Charitable Foundation
NECN
Suzanne Norman
Glenn Ricciardelli
Rogers Family Foundation
State Street Corporation
Stephen Sullivan
Suffolk Construction Company, Inc.
The Boston Foundation
The Briar Group
TIAA
UPS
Verizon
Wolf & Co

JA PARTNER

\$2,500-\$4,999

Acertitude*
Thomas Allen
Aloft Boston Seaport Hotel
Amazon Web Services*
Appneta Inc.*
Gregory Badger
Baystate Financial Foundation
James Boyer
Theresa Brockelman
Brendan Callahan
Kevin Casey
Cognizant Technology Solutions*
Columbia Threadneedle Investments
Commonwealth Financial Group
Datastax Inc.*
David Weber
Eagle Package
Emberex Inc.*
First Republic Bank
Amy Fracassini
Gutenberg Technologies*
Harvard Pilgrim HealthCare Foundation
Raymond Hoefling
Luke Howarth
Cynthia Izzo
Daniel Kabat
Kaspersky
William Kracunas
Melinda Kuleszka
Sol Kumin
Damien Leigh
Christopher Lemone
Daniel McCarthy
George Moore
Oracle America*
Raju Pathak
Photon Infotech*
Mark Reilly
Small Footprint Inc.*
Smartshift Technologies Inc.*
The Hamilton Company Charitable Fnd.
Richard Tyson, Jr.
Amy Zidow

JA MENTOR

\$1,000-\$2,499

A2 Consulting*
Apex Systems Inc.*
Joseph Baerlein
Christine Berberich
Sara Blackerby
Croyten*
Daniel Dennis & Co.
Davis, Malm & D'Agostine PC
Dedham Savings Bank
William Driscoll
Enterprise Bank
Paul Fehrenbach
First Commons Bank
Foley Hoag
Thomas Halloran
Hinckley, Allen & Snyder
Holy Rosary Credit Union
Michael Jorgensen

Brian Kalberer
KPI Partners Inc.*
Liberty Mutual Group
Keith Linhart
James Luce
M&R Consultants Corporation*
Christopher MacKenzie
Stephen McGee
Mark Melito
Carolyn Muise
Gale Murray
Emily Neill
New England Council
Russell Norris
Northeast Delta Dental
Prologis
Putnam Investments
Qa Info Tech Pvt Ltd*
Quoin Inc.*
Roundtower Northeast*
Thomas Samoluk

Sentinel Benefits Group
Gloria Spence
Elizabeth Stewart
Craig Stockmal
James Suppelsa
The Nellie Mae Education Foundation
The Plourde Family Charitable Trust
Unicon Inc.*

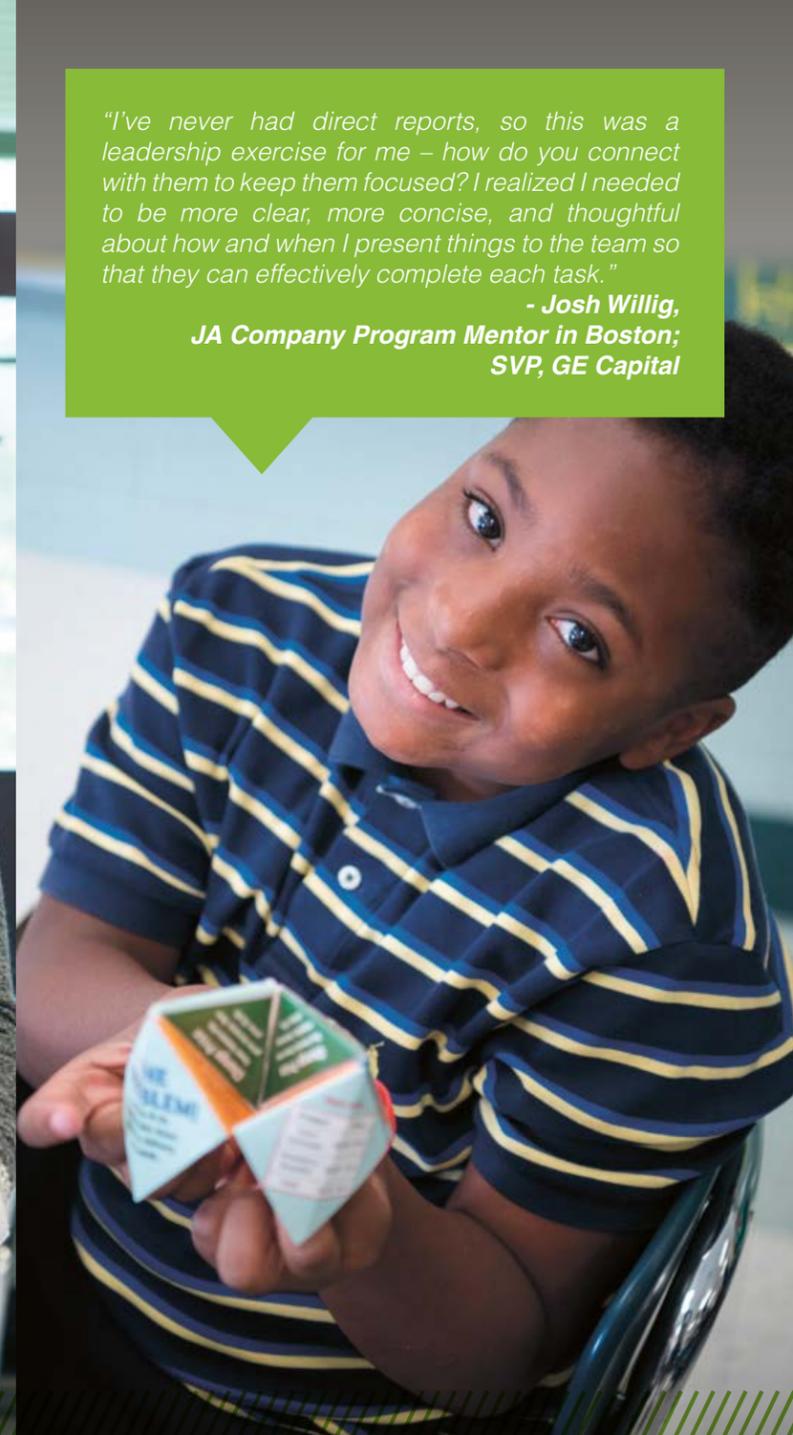
**Thanks to board member George Moore, JA was the beneficiary of Cengage's annual golf tournament, which introduced the JA mission to several new donors and raised \$52,000.*

FRIEND OF JA | UNDER \$999

Corey Adams	Brandie Conforti	William Horn	Ryan McGauley	Paula Ryder
Akamai Technologies*	Nicole Conniff	Monica Hurd	David McGrath	Susanne Salerno
Eileen Alexopoulos	Gina Cosimano	Jeffrey Innis	Megan McKeon	Beatriz Santin
Jane Alpert Bouvier	Sarah Crimmins	Michael Jackson	Bob McMahon	Christina Secatore
Ferdinand Alvaro	Peter Cross	Luis Jimenez	Catherine McMenamin	Mark Sellitto
AmazonSmile Foundation	Erin Cunningham	Saisiri Jodhan	Corissa Miller	Mark Silva
Ann Anderson	Catherine Daley	Clyde Jondro	Zoe Miller	Evan Silverio
Ryan Angell	Ian Davis	Su Joun	Nelly Mofokeng	Kim Simone
Pete Arcoma	Richard DeAgazio	Alycia Joyal	Patricia Morrison	Alex Slemrod
Katelyn Aziz	Chris DeMeo	Mark Kampert	Tim Murphy	Dave Smith
Kathryn L. Bailer	Doug Dentler	Anthony Karamourtopoulos	Greg Nardone	Brendan Smyth
Laura Bartels LeBlanc	John Desmond	Dennis Kearney	National Amusements	Lara Sojka
Yana Barton	Migdalia Diaz	Garrett Kelleher	Dan Naumann	Stanley Black & Decker
Arden Bengston	Colleen Donahue	Michael Kelly	New Balance	Health Securities
Jean-Philippe Bernard	Amanda Doyle-Bouvier	Mike Kennealy	Evan Nichols	Kevin Stauffer
Shauna Bernard	Rogelio Duran	Brendan Kennedy	Gregory Nolte	Matt Stone
Greg Bigelow	Brianna Duserick	Laura Kenney	Eileen Norton	Mike St. Peter
Gregory Boccio	Meghan Dwyer	Dana Kern	Radhames Nova	Kevin Sullivan
Pete Brandano	Brian Eastman	Chiraphone Khamphouvong	Kevin O'Brien	Mark Sullivan
Thomas Brennan	Equitable Bank	Kwabena-Adejei Koranteng	Deirdre O'Connor Mitchell	Danping Sun
Evelyn Brito	Rise Fanger	Paul Kraft	Kevin O'Neil	Matthew Tabraham
Brooksource*	Megan Fanning	Celeste Kruse	Frank O'Neill	Michael Tack
Tamara Bross	Brigette Felago	Brielle Laliberte	Kevin O'Toole	Jenna Terrell
Lauren Brotherton	Cecilia Ferreros Waikoko-	Samara Laliberte	Jason Pacor	Michael Tetrault
Emily Brown	Whipple	Manuel Laureano	Eileen Norton	Javier Torres
Sarah Brueno	Kathleen Flahavan	Michael Leary	Radhames Nova	Natalie Velasquez
John Buckley	Matthew Foley	John Lenihan	Richard Pond	Axel Vigo
Edward Buiser	Paulo Frade	Marci Lerner	Thomas Pontes	Vinson Owen Parent Association
Laurie Burkhardt	Bobby Garrett	Robert Lewis	Greg Porzio	Erin Wall
John Butterworth	Alyssa Gergel	Mike Lillie	Evelyn Ramos	Jamie Warner
Jonathan Cain	Marisa Gianino	Jillian Lindblad	Steven Ramos	Carol Warren
Lauren Campson	Arunava Gosh	Ajisa Liti	Scott Rankin	WCVB CH-5
Julio Carbonell	Alex Gostanian	Jordan Litke	Thomas Recchuiti	Nicole Webb
Care.com	The Graham Family Fund	Anthony LoBello	Victoria Redmond	Christopher Webster
Remy Carpinito	Nicholas Grant	Meghan Lovell	Frank Reiman	Kristen Wedegartner
Christopher Casey	Alyssa Gray	Christy Loy	Richard Renwick	Christopher Wetmore
Kurt Cassidy	Mark Grayeck	Rhonda Lushan	Michelle Rhodes	Angela White
Myriam Cazares	Steve Gruenberg	Amy Lussier	Justin Roberts	Richard White
Anthony Centrella	Joseph Guilmartin	Jennifer Macauley Anderson	Sean Robinson	Allison Wholey
Annie Cervin	Frank Guzzi	Andrew Malachowski	Rodman Ford Sales, Inc.	Ron Willett
Toly Chea	Geoff Harlan	Esperanza Manukian	Heide Rosier	Fiona Wong
Yaosca Chimurenga	Lauren Hauck	MaryAnn Marotta	Santanu Roymoulik	Jie Yu
CIBC Atlantic Trust	Alexandra Hayes	Ann Marquez	Eileen Ruiz	Terese Yu
William Coffill	Robert Hazard	Jeff Martin	Christie Ryder	Hayden Ziebel-Lipitz
Leann Collins	Sara Herlihy	Andrew Mathison	Erin Ryder	
Robert Coly	James Hetherington	Kevin McCormick	Frederick A. Ryder	

†JA was a recipient of the Cummings Foundation's \$100k for 100 grant, which is distributed in \$33k increments over the span of three years.

‡ This listing is based on our best records. If you believe information is missing or incorrect, please contact Amanda Doyle-Bouvier at adoylebouvier@janewengland.org.



"We have had JA for years. The kids love it. It's important, because JA comes in to teach something so relevant to our everyday lives that we as teachers do not have the time to teach. It's also nice for the children to make connections with professional people in their community."

- 3rd grade teacher,
Benjamin Brown School, Somerville, MA

"I've never had direct reports, so this was a leadership exercise for me – how do you connect with them to keep them focused? I realized I needed to be more clear, more concise, and thoughtful about how and when I present things to the team so that they can effectively complete each task."

- Josh Willig,
JA Company Program Mentor in Boston;
SVP, GE Capital



"In JA I was able to build my confidence when it comes to pitching ideas, and I think I emerged as a leader in the group. What JA teaches is way beyond what the classroom could ever teach us. The communication skills that I learned through JA, and being able to work with all different groups of people all at once, is something that a textbook can never teach you."

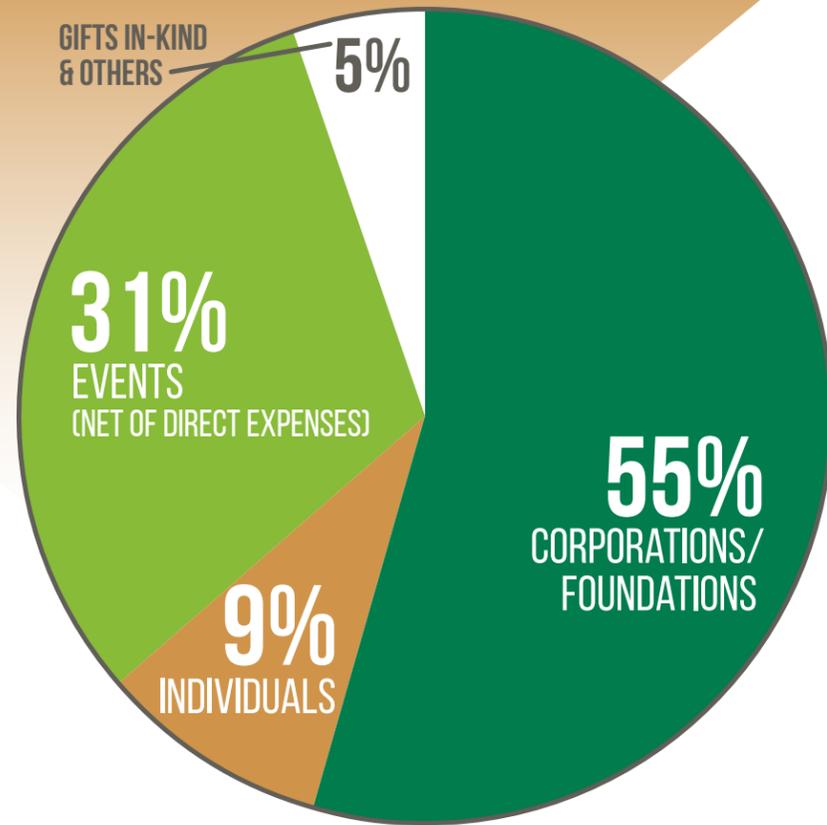
- Julian,
JA Company Program Student, Lawrence, MA

Having to work as a team and rely on each other was critical. They realized that on a team you need to pull your own weight, and learn how to address when someone isn't doing that. They saw that as an obstacle and then an opportunity, and addressed it. Overcoming obstacles, being able to react and to have flexibility were huge skills learned through the program.

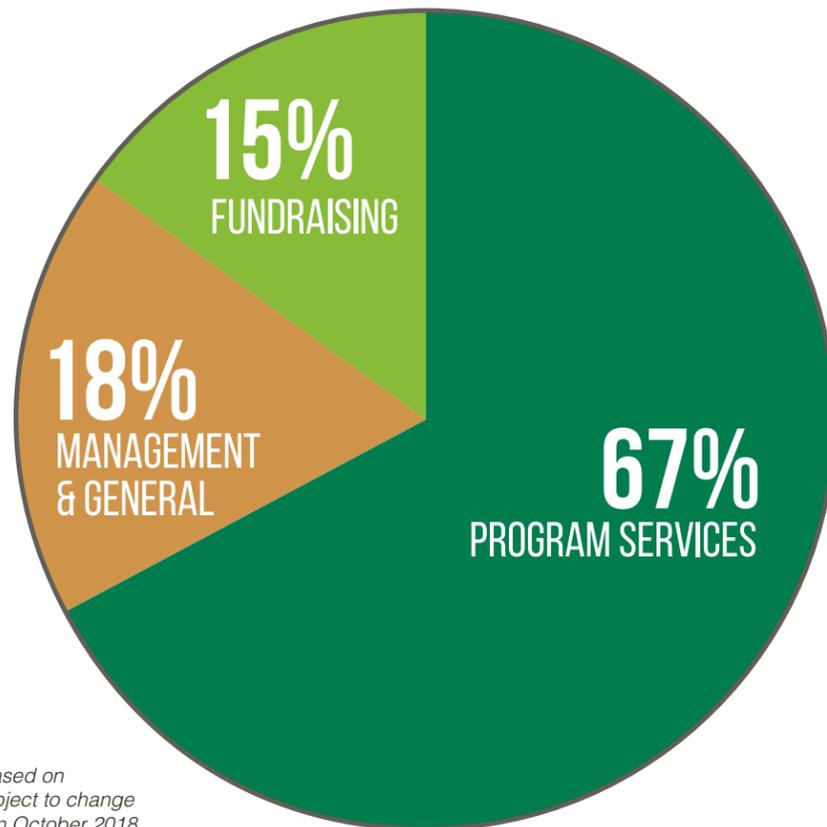
- Christine Berberich,
JA Company Program Mentor,
Lawrence, MA



SOURCES OF FUNDING 2017-2018



EXPENSES 2017-2018



* This financial breakdown is based on unaudited data and may be subject to change following the auditing process in October 2018.



OPERATING SUPPORT & REVENUE

	2017-2018	2016-2017
Contributions	\$1,005,904	\$753,861
Events (Net of direct expenses)	\$497,533	\$441,200
In-Kind & Other Income	\$79,295	\$42,461
Total Revenue & Support	\$1,582,732	\$1,237,522

OPERATING EXPENSES

	2017-2018	2016-2017
Program Services	\$988,349	\$801,641
Management & General	\$214,504	\$277,192
Development & Fundraising	\$256,286	\$297,093
Total Expenses	\$1,459,120	\$1,375,926

“

I realized that not only did I want to be in charge of a company, I wanted to run my own. JA is such a large part of why I'm going to be majoring in business administration in hopes of one day owning my own makeup company. I can't thank JA enough for helping me make this realization. It has gotten me through many tough times and reminded me of how you have to push forward even through times of struggle.

- Victoria
JA Company Program Alumna, Malden, MA

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OFFICERS

RICK TYSON, CHAIR

Senior Private Client Advisor, Wealth Advisory Services, Wilmington Trust, N.A.

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400 Fifth Avenue, Suite 300

Waltham, MA 02451

781.373.1170 | www.janewengland.org

