Junior Achievement[®]

Inspiring Tomorrows[™]

2019-2020 ANNUAL REPORT Junior Achievement of Greater Miami, Inc.

INSPIRING TOMORROW'S:

LEADERS

WORKERS

TRENDSETTERS

ENTREPRENEURS

GO-GETTERS

CHANGE-MAKERS

www.jamiami.org



A MESSAGE FROM OUR LEADERS



Dear JA Supporter:

The 2019-2020 school year was certainly unforgettable! Children and educators here in Miami, and throughout the globe, were presented with unforeseen challenges as a result of the coronavirus pandemic, having to finish out the school year at home and adjust to a "new normal" of remote learning. Yet despite the challenges, this past school year was also packed with success stories, productivity, creativity, and above all, resilience. Junior Achievement remained steadfast in our mission to empower young people to own their economic success, helping to "inspire tomorrow" for our community's children, both before and during the pandemic.

Before the pandemic reared its ugly head, the 2019-2020 school year kicked off with great excitement, as we prepared for the Inaugural JA Inspire, our newest program designed to help middle schoolers explore various high-wage/high-demand careers and INSPIRE them to pursue their dreams. There was the 1920's-themed Stock Market Challenge, a high school program that teaches investing. And there was Future Bound, Miami's first CSA (children's savings account) initiative for kindergartners. All of this was in addition to our regularly scheduled JA programming, including JA in a Day and Job Shadow events. It was a busy first half of the school year!

We began to hear about COVID-19 in early 2020, and by mid-March, schools throughout the nation were closing their physical doors and pivoting to remote learning. Practically overnight, Junior Achievement was able to provide digital and virtual program delivery, releasing a comprehensive library of free online learning resources available to the public and educators alike. Our only goal was to help children continue learning, to allow them to dream about and prepare for tomorrow, instead of worrying about the uncertainties of today. We believe we were successful. You'll see the results of our pivot in the following pages, as well as highlights of our programs, and most importantly – long lists of people and businesses who have provided unwavering support. Without you, we couldn't reach the nearly 33,000 young people who needed our programs this year. Without you, we wouldn't be where we are today, in a position to help INSPIRE TOMORROW for Miami's children.

While we don't know exactly what tomorrow will look like, when children will be able to return to a normal classroom setting, we do know one thing: Junior Achievement will be here to provide financial literacy, workforce readiness, and entrepreneurship education to our community's children.

Most Sincerely,

Cathy Haga

President

Robert Suarez

Chairman (2008 - 2020)

Troy Templeton

Chairman (2020 - Present)



100 YEARS. 100% READY."

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BRIEF HISTORY OF Junior Achievement

Junior Achievement (JA) is a non-profit organization with the purpose of inspiring and preparing young people to succeed in a global economy. Our mission is to **empower young people to own their economic success**.

Junior Achievement was founded in 1919 to give high school students realworld business experience. Since then, JA has expanded to serve children in grades K-12 with volunteer-delivered programs that foster work-readiness, entrepreneurship, and financial literacy skills, and use experiential learning to inspire students to dream big and reach their potential.

JA has reached over 1 million children in South Florida since incorporating locally in 1957.



JUNIOR ACHIEVEMENT

Junior Achievement has 106 local JA Areas across the nation, and together we are the nation's largest organization dedicated to giving young people the knowledge and skills they need to own their economic success, plan for their futures, and make smart academic and economic choices. JA's programs-in the core content areas of work readiness. entrepreneurship, and financial literacy -ignite the spark in young people to experience and realize the opportunities and realities of work and life in the 21st century. Nationally, Junior Achievement reaches nearly 4.8 million students per year in 208,373 classrooms and afterschool locations. JA programs are taught by volunteers in inner cities, suburbs, and rural areas throughout the United States.



51% JA Alumni report earning a bachelor's degree or higher*



4-in-5

JA Alumni report JA played an important role in their belief they could achieve their goals*

*According to 2020 Ipsos/JA Alumni Survey. View the Executive Summary <u>here</u>.

JUNIOR ACHIEVEMENT WORLDWIDE



As one of the world's largest youthserving NGOs, JA Worldwide activates youth for the future of jobs. Through cutting-edge, the deliverv of financial experiential learning in readiness. literacy, work and entrepreneurship, we create pathways for employability and job creation. In 2020, Junior Achievement Worldwide was named the #7 top-ranked NGO for the second year in a row!

Each year, our network of over 470,000 volunteers serves more than 12 million students in over 100 countries.

2019-2020 IMPACT At-a-glance

31,659





198,470

INSTRUCTIONAL CONTACT HOURS









PROGRAMS

The Pathways Approach

financial literacy workforce readiness entrepreneurship

Junior Achievement (JA) employs a pathways approach when delivering our programs that focus on financial literacy, workforce readiness, and entrepreneurship. By "pathways," we mean that JA programs are designed to engage students on a subject over multiple grades, from their first day in kindergarten through high school graduation, preparing them for the transition to post-secondary education, work, and adulthood.

Junior Achievement's proven programs are shown to inspire and prepare young people for success, even in challenging times. Our approach is demonstrated to give students the tools they need to increase their chances of reaching their potential.

JA PATHWAYS STUDENT JOURNEY

JA's experiential programs and learning experiences foster the confidence, knowledge, and determination for youth to thrive - building a better future for themselves and their community.



Introductory learning experiences develop an interest



Core learning experiences build skills, behaviors, and ultimately competencies JA badges, certification, and authentic engagement in real-life work scenarios

SUCCEED



"I appreciate the ability to participate in JA programs because they focus on 21st century skills that the students need for life and success. The JA curriculums are comprehensive and include directions, resources and activities to teach students real world skills including how to start a business, get a job, keep a job and manage money. The activities also encourage public speaking, cooperative work and critical thinking skills. The best part is that the activities can be led in person and/or virtually because of the readily available resources."

- Gussie Bowen Sakowicz, M.S., NBCT, Acceleration Coach at Miami Beach Senior High

ELEMENTARY SCHOOL PROGRAMS

HIGHLIGHTS

JA in a Day

JA in a Day is a special program delivery method that facilitates a mutually beneficial partnership between corporate volunteers and an elementary school. Volunteers benefit from JA in a Day in many ways, from developing a sense of pride after helping students learn new concepts, to knowing they were able to make a difference in a short amount of time. Elementary schools benefit from giving their students additional learning opportunities, taught by positive role models, that have the potential to be life-changing.

The JA Ourselves[®], JA Our Families[®], JA Our Community[®], JA Our City[®], JA Our Region[®] and JA Our Nation[®] program activities work to change children's lives by helping them understand their roles as individuals, consumers, and workers.

"JA provides tremendous value to me as a teacher. The number of hours it would take to cull and vet the career and financial information on my own give me more time to teach! And, these tools make me a better teacher. Thank you very much, JA!"



"One of my funniest moments came when we were talking about credit. One of my shopaholic students declared "Whaddya mean we have to pay it back?!?" This comment precipitated a very lively discussion about using 'other people's money." - Dianna Rose, Media Specialist at Morningside K-8 Academy



Future Bound Miami

Success starts with savings. Future Bound Miami is dedicated to giving children an opportunity to have their own Children's Savings Account (CSA), so they can start saving early. Junior Achievement participated in this groundbreaking initiative by providing our Kindergarten curriculum, delivered by dedicated Junior Achievement volunteers, to all student participants. The curriculum, called JA Ourselves, focuses on earning, saving, and spending, and introduces students to the fundamental concept of "needs vs. wants".



MIDDLE SCHOOL PROGRAMS

HIGHLIGHTS

JA Inspire

JA Inspire is a groundbreaking career exploration program designed for students in 8th grade and consists of three segments: 1) three in-class sessions; 2) JA Inspire Career Expo, and; 3) a post-Career Expo debrief. JA Inspire forges a critical link between school and the workplace, opening students' minds to what is possible and the steps they will need to take to achieve success in the future. JA Miami held the Inaugural JA Inspire Career Expo on November 19, 2019, welcoming over 3,000 students to learn about local careers.



"My favorite part about volunteering for JA Inspire was seeing all the bright faces of these young kids as they learned about different industries, all under one roof."





"During one of my volunteer opportunities with JA I was able to mentor a student who had no idea what he wanted to do in life. Not only did he successfully graduate from college with his Business Administration degree but he also went to have a successful banking career since the age of 18 and now he's an entrepreneur, who owns his own insurance company."

- Israel Velasco, Florida Region Executive, Popular Bank

JA Job Shadow

JA Job Shadow offers middle school students the unique opportunity to visit a professional work environment, like **Delta Air Lines**, and gain insights into how to find and keep a fulfilling career!









HIGH SCHOOL PROGRAMS

HIGHLIGHTS

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 real-life business venture and unleashing their entrepreneurial spirit. Half of the sessions are led by a volunteer, and the rest are driven by the students and their teacher.

"I had the chance of a lifetime when I was able to participate in the JA Company Program during my senior year of high school. I have always had a passion for business, but I was not sure how I could get started. With the help of this program, I was able to learn how to work with my peers, present a business idea in a clear manner, and the importance of keeping an open mind and accepting constructive criticism in order to improve.

The biggest lesson I got out of the JA Company Program is that the only person you have control over is yourself. I learned that sometimes you have to step up and cover for people who are not doing their part of the job. In addition, I learned that we should not give up when something goes wrong because nothing good comes easy. Thanks to the lessons I learned, I was able to grow as a person and learn how to start a business."

"JA has given me confidence and taught me the skills necessary to go out in the real world and start my own company. I will forever be grateful for being able to be part of this experience at such a young age, and I would recommend every high school student to get involved with Junior Achievement."

- Max Gayle-Summersett, Student at Miami Beach Senior High

Junior Achievement Stock Market Challenge

The Junior Achievement Stock Market Challenge is a unique program that allows high school students to visualize, first-hand, how the laws of economics unfold in the real world. Volunteers visit high school classrooms, instructing the theory of the stock market and allowing students to gain a fundamental understanding of investing. The program culminates in a county-wide stock market simulation where students compete to be named the most savvy investors in Miami!

After the students have completed their stock market simulation, sponsors of the program are invited to the same venue to test their market savviness in their own Stock Market Challenge! This is a fun, fast-paced event for our adult supporters. The 2019 event boasted a "Roaring Twenties" theme to celebrate JA's centennial anniversary, complete with costumes, specialty beverages, and stock picks from the 1920's!

The 2020 program and event will be fully virtual, with students competing in school or at home, and a special virtual event on the evening of November 17, 2020 for sponsors and their families!

We invite you to join us for the 5th Annual Junior Achievement Stock Market Challenge!





WORTH ANOTHER LOOK...

JA Inspire Hands On. Minds Open.

2019 Impact









4.834 3.175 Students Students Attended Received Expo Program

Schools

30

75 Exhibitors Mentors

38,672 Instructional Hours

"The most valuable aspect of the JA Inspire curriculum were the hands-on activities that allowed the students to relate the material to real-life experiences." - M-DCPS Teacher

Student Responses

354



82%

76%

Participants recognized potential high-wage/highdemand jobs in Miami-Dade County

Participants discovered a new career, or more about a career of interest

Participants have a better understanding of their career

interests, skills, and work

75% of students discovered at least one career field that is a great match for their talents, abilities, and interests





opportunities

YOU ARE INVITED to sponsor and participate in JA Inspire, Junior Achievement's interactive, and now VIRTUAL career exploration program for 10,000+ eighth grade students. JA Inspire Virtual offers students the opportunity to learn about South Florida's high-wage/highdemand jobs, career opportunities and the education required BEFORE planning their high school coursework. For businesses, this is a chance to build your future workforce.





For more information, contact: Erin Sicker | esicker@jamiami.org | 305-687-3977 ext. 207

EXECUTIVE BOARD OF DIRECTORS

"If your actions inspire others to dream more, learn more, do more and become more, you are a leader." John Quincy Adams



Officers:

Chairman of the Board (2008-2020): Robert Suarez | AT&T (retired)

Chairman of the Board (2020-Present): Troy Templeton | Trivest Partners

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Alex Zylberglait Marcus and Millichap

"We need to engage our students early so they understand the value of our freedoms and power of the free markets." - Roberto Suarez, Chairman of the Board (2008-2020) Founded in 2014, the Junior Achievement Young Professionals Board of Directors is a dynamic group of local young professionals who are dedicated to furthering the mission of Junior Achievement. They champion the Junior Achievement Stock Market Challenge, host several fundraisers and networking events throughout the year, and contribute to JA through volunteer hours and in-kind donations.

YOUNG PROFESSIONALS BOARD OF DIRECTORS

JAYPB

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With the generous support of foundations, corporations, and dedicated individuals, Junior Achievement empowers our community's children to own their economic success.

To all of our supporters - THANK YOU!

Grants/Gifts of \$100,000+

- Frederick A. DeLuca Foundation
- **Popular Bank**
- **Templeton Family Foundation**

\$25,000 - \$50,000

- Bayview Asset Management
- Delta Air Lines
- Sam Berman Foundation
- The Batchelor Foundation
- Volunteer Florida
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\$10,000 - \$24,999

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Up to \$999

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Inspiring tomorrows... together

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- Popular Bank
- Raw Juce
- Regions Bank
- Royal Caribbean International
- Sarz Entertainment
- Smokey Bones
- Southern Glazer's Wine & Spirits

4%

Programming 88%

- SunTrust
- Sushi Maki



General Administrative

8%



VOLUNTEERS

Inspiring tomorrows... together At the heart of Junior Achievement programming lies a critical component - a caring adult who volunteers their time to serve as a mentor to our community's children. Whether for a day, a month, a year, or a single event, time spent volunteering is a true investment in the future. Tomorrow needs us today.

Volunteer Providers: Akerman **Amerant Bank American Tower Corporation** AON Apple Aspen Insurance AT&T **AXS Law Group Bank of America** Bank OZK **Barry University Bayview Asset Management Brannock Devices Capital One** Caterpillar Cisco Citibank **Delta Air Lines** DHL **Discovery Communications, Inc. Escuela Inovasion** ExpoCredit, LLC **Florida Community Bank** Florida International University **Goldman Sachs Grant Thornton Greater Miami Convention & Visitors Bureau** GreenRoom **Grove Bank & Trust Holland & Knight HSBC Bank USA**

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Miami-Dade County Public Schools recognizes the need for JA's age-specific, standards-based curriculum, and the priceless value of the 1,646 volunteers who dedicate their time to Miami's young people.

Elementary Schools

Agenoria Paschal/Olinda Elementary **Biscayne Gardens Elementary Citrus Grove Elementary Comstock Elementary** Earlington Heights Elementary **Emerson Elementary Eneida Hartner Elementary** F.S. Tucker Elementary Frederick Douglas Elementary Gertrude Edelman/Sabal Palm Elementary **Gratigny Elementary** Holmes Elementary Jesse J. McCrary Elementary Kelsey Pharr Elementary Kensington Park Elementary **KIPP Miami** Lenora B. Smith Elementary Liberty City Elementary Maya Angelou Elementary Melrose Elementary Norland Elementary **Orchard Villa Elementary** Palmetto Elementary Phillis Wheatley Elementary Phyllis R. Miller Elementary Poinciana Park Elementary **Riverside Elementary** Santa Clara Elementary Shadowlawn Elementary Shenandoah Elementary Southside Elementary Toussaint L. Ouverture Elementary WJ Bryan Elementary

Middle Schools

Andover Middle **Brownsville Middle** Coral Gables Preparatory Academy Downtown Doral Charter Upper Georgia Jones-Ayers Middle **Glades Middle** Hialeah Gardens Middle **Hialeah Middle** Howard D McMillan Middle John F. Kennedy Middle Jose de Diego Middle Lawton Chiles Middle Madison Middle Mast Academy Miami Arts Studio 6-12 @ Zelda Glazer Miami Youth Academy Nautilus Middle Paul W. Bell Middle Pinecrest Preparatory Middle/High Ponce de Leon Middle **Redland Christian Academy Richmond Heights Middle** Ruben Dario Middle Community School Shenandoah Middle South Dade Middle South Miami Middle Southwood Middle West Miami Middle Young Men's Preparatory Academy Youth Co-Op Preparatory Charter

EDUCATION PARTNERSHIPS

South Florida Schools & Non-profit Organizations

High Schools

Alonzo and Tracy Mourning Senior High Barbara Goleman Senior High Coral Gables Senior High Coral Reef Senior High Cutler Bay Senior High **Divine Savior Academy** Dr. Michael Krop Senior High Felix Varela Senior High Hialeah Miami Lakes Senior High Homestead Senior High Itech at Thomas Edison John A. Ferguson Senior High Jose Marti MAST 6-12 Academy Miami Beach Senior High Miami Edison Senior High Miami Jackson Senior High Miami Lakes Educational Center Miami MacArthur High South Miami Norland Senior High Miami Southridge Senior High Miami Sunset Senior High North Miami Senior High Pace Center for Girls Palmetto Senior High South Dade Senior High Southwest Miami Senior High Westminster Christian School William Turner Technical Arts Senior High

K-8 Centers

Ada Merritt K-8 Center Aventura City of Excellence Aventura Waterways K-8 Center Bowman Ashe/Doolin K-8 Charles R. Drew K-8 Center Coral Way K-8 Center David Lawrence Jr. K-8 Center Downtown Miami Charter School Dr. Henry W. Mack/West Little River K-8 Edison Park K-8 Center Ernest R Graham K-8 Academy

John I. Smith K-8 Center Lillie C. Evans K-8 Center Linda Lentin K-8 Center Madie Ives K-8 Center Mandarin Lakes K-8 Academy Morningside K-8 Academy Norman S. Edelcup/Sunny Isles K-8 Paul Lawrence Dunbar K-8 Center West Homestead K-8 Center Winston Park K8 Center

Nonprofit Partnerships

Ayuda Miami (Middle & High) Bay Harbor Community Center(Middle, & High) Big Brothers/Big Sisters (Middle, & High) Branches (Elementary, Middle, & High) Communities In Schools (High) Florida Education Fund (Middle & High) Pace Center for Girls (Middle & High) Women of Tomorrow (High) YWCA (Elementary, Middle, & High)



SOCIAL MEDIA

SHARING WHAT WE DO AND WHO WE ARE.

CLICK TO FOLLOW!

















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