



Junior
Achievement®
of Central Ohio

2017-2018

IMPACT REPORT

Preparing kids for the business of life

Conversation with **Martyn Redgrave**

Q&A

Tell us a little about yourself...

“ I was born and raised in Wisconsin. My mom was a teacher and my father was an engineer, a CEO, and business owner. I discovered an affinity for finance and leadership while in public high school and at Princeton, which led to my MBA and work in public accounting firms. Over my 38-year career, I served as CFO and COO to multibillion dollar companies like PepsiCo, Carlson Companies and L Brands. Now, I am passionate about preparing young people for success, particularly those living in poverty. I want to share what I have learned in life to build stronger individuals, families, and communities. ”

You are very involved in Junior Achievement (JA). Can you tell us about that & what you feel you get out of volunteering?

“ I am passionate about JA because it is uniquely positioned to work with companies, schools, parents, and children to build knowledge, skills, and experiences that link kids to their future careers. I have been on the Board of Directors since 2012 and now serve as Board Chair. My wife, Lynne, and I also volunteer at JA BizTown. We find that interacting with students provides energy, optimism, and the chance to witness how our proven programs change how kids look at and relate to the world around them. ”



Mike Davis
President of Junior Achievement

Martyn Redgrave
JA Board Chair

Do you have a favorite JA story?

“ On my first day as a JA BizTown volunteer, I helped a student who was learning challenged. After seeing him grow in confidence throughout the day, he came up to me, gave me a huge hug and said “this was the best day of my life!” While I am sure it was not truly the best day of his life, I sure ranked as one of the best days of my life. ”

Why is JA of Central Ohio important today?

“ Because as adults, we have to prepare young people for success, and our current efforts are simply not effective. Between 2010 and 2020, Ohio will have created 1.9 million job vacancies, but only 54% of the population will qualify for them. JA helps kids find their own paths and equips them with the skills and knowledge to be successful on it. JA alumni pay off debt quicker, earn more money, have more education and are more satisfied with their career decisions. With that kind of impact, JA, in partnership with education, business, government, parents, and most significantly, our kids, is critically important. ”

When you think about Junior Achievement of Central Ohio's future, what excites you the most?

“ We are collaborating to make our community stronger. Our work is tested and scalable, and we will increase the number of our students served from 31,000 to 50,000 annually in Central Ohio within the next 5 years. We are building strategic relationships with school districts to engage students at every level throughout their educational career, elementary through high school.

Statistics show that **just one encounter with Junior Achievement leads to earning 20% more than peers** who didn't have a JA program.

If we can engage students a handful of times before they graduate, imagine the confidence and skill set with which these young adults will be entering the work force. Imagine the impact on their lives and our region! ”

THE CASE FOR JUNIOR ACHIEVEMENT

THE ISSUES



WORK READINESS & SKILLS GAP

2010 - 2020, Ohio will create 1.9 million job vacancies; only

54%

of the population will meet the educational requirements to fill those jobs.¹



MONEY MANAGEMENT

Average amount owed by Ohio college graduate in federal and private loans.²

\$30,351



SOCIO-ECONOMIC MOBILITY & POVERTY

17%

Franklin County's poverty rate vs. Ohio average of 15.4%.³



1 in 5 people in the Columbus area live in poverty.⁴



ENTREPRENEURSHIP

2008 - business startups outpaced business failures by 100,000/year. 2009 to present - net number of US startups vs. closures is minus 70,000.⁵

THE SOLUTION

JA Alumni Career Satisfaction



48%¹⁰
General Population

JA Alumni satisfied with their career

JA Alumni Educational Attainment¹¹

93% have a High School Diploma or GED

30% more likely to have a Bachelor's Degree

67% more likely to have an Advanced Degree

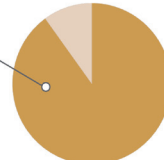
JA Alumni Money Management



47% have paid off their student loans in 10 years or less compared to the average 21 years for a US college graduate with a 4 year degree¹²

90%

Are confident in their ability to manage money¹³



Median Household Income¹⁴

\$62,500



\$51,939



JA Alumni



JA Alumni make

20%

more than the general public.

JA Alumni Business Ownership

143%¹⁵

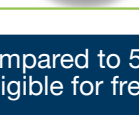
More likely to be involved in Entrepreneurial activities

75%¹⁶

Believe U.S. economic system benefits most

55%¹⁷

Learned how a business works through JA



57% of JA students identify as an ethnic minority, compared to 51% of K-12 students nationally & 54% of JA students are eligible for free or reduced lunch vs. 52% of students in the nation.

1 Community Research Partners and FutureReady Columbus 2016

2 <https://www.ohio.com/aaron/news/breaking-news/news/ta-graduates-left-school-with-average-debt-of-32372-second-highest-in-state>

3 <https://www.development.ohio.gov/files/research/1705.pdf>

4 <http://www.dispatch.com/content/stories/local/2016/04/27/suburban-poverty-on-the-rise-in-columbus.html>

5 <http://www.gallup.com/opinion/charman/178586/line-fixing-america-decline-entrepreneurship.aspx>

11 <https://www.census.gov/content/dam/Census/library/publications/2015/demo/g20-578.pdf>

12 <http://www.janorchivevent.org/documents/1527974495677/2016-2017%20Alumni%20Report2016%337-4676-6421-56a-16045161e452>

13 <http://www.usnews.com/news/blogs/data-cites/2014/01/07/student-loan-expectations-nyfr-reality>

14 https://en.wikipedia.org/wiki/Household_income_in_the_United_States

15 <http://www.gemecampus.org/country-profile/22>

16 <http://www.people-press.org/2015/03/13-views-on-economy-government-services-trust/>

17 <http://www.janorchivevent.org/documents/1527974495677/2016-2017%20Alumni%20Report2016%337-4676-6421-56a-16045161e452>

OUR MISSION

FINANCIAL LITERACY

Junior Achievement introduces students to financial concepts through fun and interactive activities.



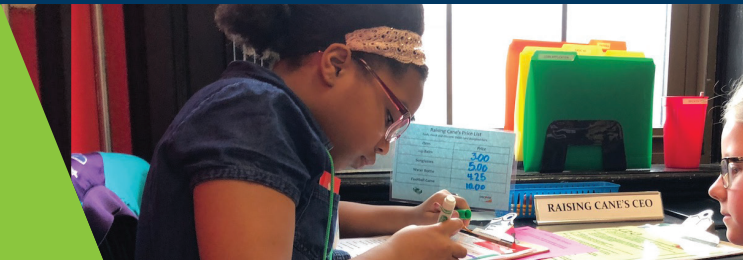
ENTREPRENEURSHIP

Junior Achievement increases students' knowledge of business creation and their analytical and problem solving capabilities.



WORK READINESS

Junior Achievement helps students understand the world of work - building skills necessary to succeed such as communication, inter-personal skills, and decision making.



JA IN-CLASS PROGRAMS



JA In-Class student

JA In-Class programs are designed for students in kindergarten through 12th grade. Trained community volunteers partner with teachers to guide students through fun and engaging activities right in their classroom. Programs focus on money management, career choices, and entrepreneurial thinking.

In-Class Volunteering Options

SU	MO	TU	WE	TH	FR	SA	WEEKLY AND JA in a Day (JAID)
SU	MO	TU	WE	TH	FR	SA	

In-Class programs include 5-7 forty-five-minute classroom visits. Volunteers can choose to visit their classroom once per week consecutively, or they can deliver all sessions in the classroom in one day.

In-Class programs provide a platform for volunteers to mentor kids in our community while honing professional skills like team management, public speaking and dynamic collaboration

JA Job Shadow

High school students experience career opportunities through both classroom learning and visits to professional work environments.

JA Company Program

Entrepreneurship comes to life as students launch an actual business venture with the help of educators and community volunteers.

VCC

The Volunteer Champion Committee (VCC) is a JA of Central Ohio Board committee comprised of individuals who recruit volunteers to teach JA In-Class programs from within their organizations. VCC member companies provide nearly two-thirds of all local JA In-Class volunteers.

Members of the JA Volunteer Champion Committee:

Abercrombie & Fitch
Alliance Data
Bank of America
Cardinal Health
Diamond Hill Capital Management
Discover
Deloitte
EY
GBQ
Homeside Financial
Huntington
Hyatt
IGS Energy
JP Morgan Chase
Nationwide
Ohio Health
PwC
State Auto Insurance Companies
US Bank
WesBanco
NiSource/Columbia Gas

2017-2018 School Year

14,366 in-class students

609 JA in-class classes

JA BizTown®



Our JA BizTown program helps students connect the dots between classroom work and the 21st-century economy through a mini-city simulation representing Columbus. In this simulated real-life town, there are CEOs and CFOs, physicians and bank tellers, sales managers, a mayor, and many other jobs. JA BizTown citizens are responsible for running all aspects of the city while participating as active members of the community.



JA BizTown is a place where the kids are the adults for the day.

Students complete a dozen classroom lessons about financial literacy with their teachers and then put that learning “into action” as they become citizens at JA BizTown. Citizens take on professional roles in one of eighteen businesses. Each business takes out a loan from Huntington Bank in the morning and attempts to earn enough revenue to pay back that loan by the end of the day. Each citizen receives two paychecks and uses a debit card and their checkbook to shop in the other businesses.

2017-2018 School Year
13,657 JA Biz-Town Students

“Our students were so engaged and excited about our JA BizTown lessons that they were begging us to spend more time on them. The knowledge and information they gained about the vital skills of money management, collaboration, and critical thinking is invaluable. Students crave authentic, relevant, realistic lessons that they can apply to their life and that is exactly what JA BizTown lessons provide.”

**-Allison Vedder, 5th grade teacher,
Tremont Elementary**



IMPACT NUMBERS 2017-2018

28,023 Students

(JA IN-CLASS 14,366 / JA Biz-Town 13,657)

participated in Junior Achievement programs that created real-world experiences - teaching them financial literacy, igniting an entrepreneurial way of thinking, and building skills for success in careers and in life.

We have seen a 13% average annual growth in the number of students we serve during the last 8 years.



383,493

Total Instructional Hours



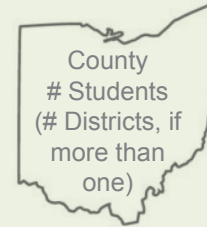
235 Total Schools within 44 Different School Districts



1,165 Total Classes

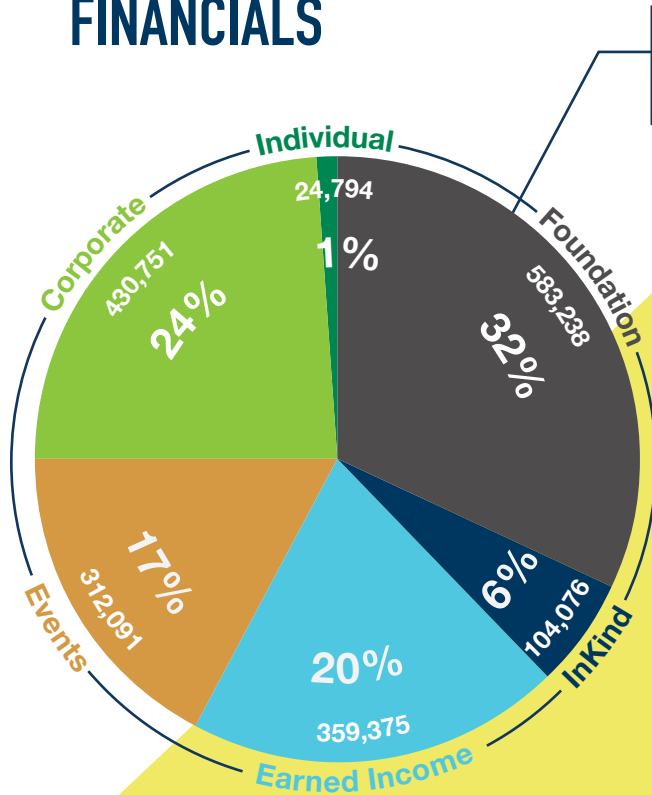


3,910 Volunteers Delivered JA Programs



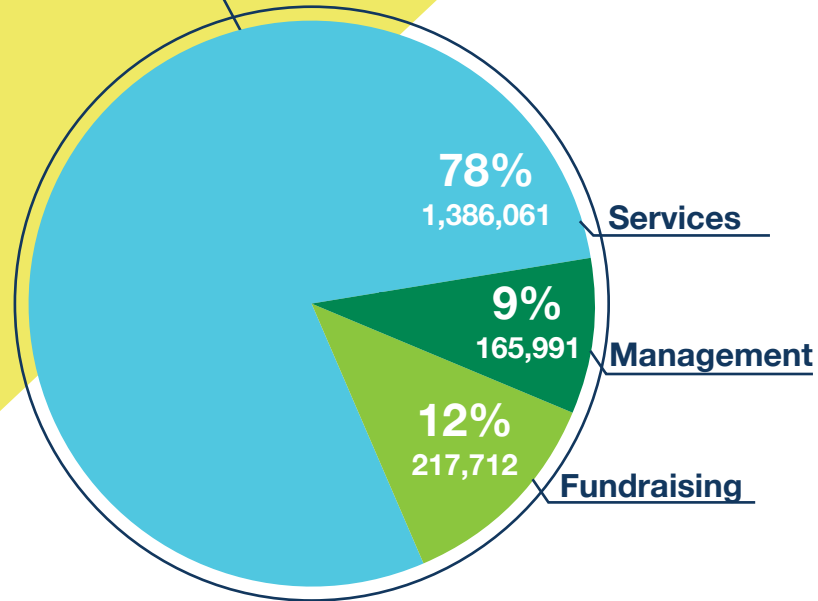
- Served - JACO Footprint
- Growth Opportunity - JACO Footprint
- Served - Non-JACO Footprint

2017-2018 FINANCIALS



Revenue
\$1,814,326

Expenses
\$1,769,764



Junior Achievement Central Ohio Business Hall of Fame

Junior Achievement's Central Ohio Business Hall of Fame is an annual event that honors exceptional community leaders for their business excellence, courageous thinking and action, vision and innovation inspiring leadership and community mindedness. The 2017 Hall of Fame inductees were Mark Corna, Retired CEO of Corna Kokosing Construction and Stephen Steinour, Chairman, President and CEO of Huntington Bancshares.



2017 Volunteer of the Year

Emily Rodriguez

Director of Human Resources
Hyatt Regency Columbus

2017 Educator of the Year

Daniel J. Good, Ph.D.

Former Superintendent
Columbus City Schools

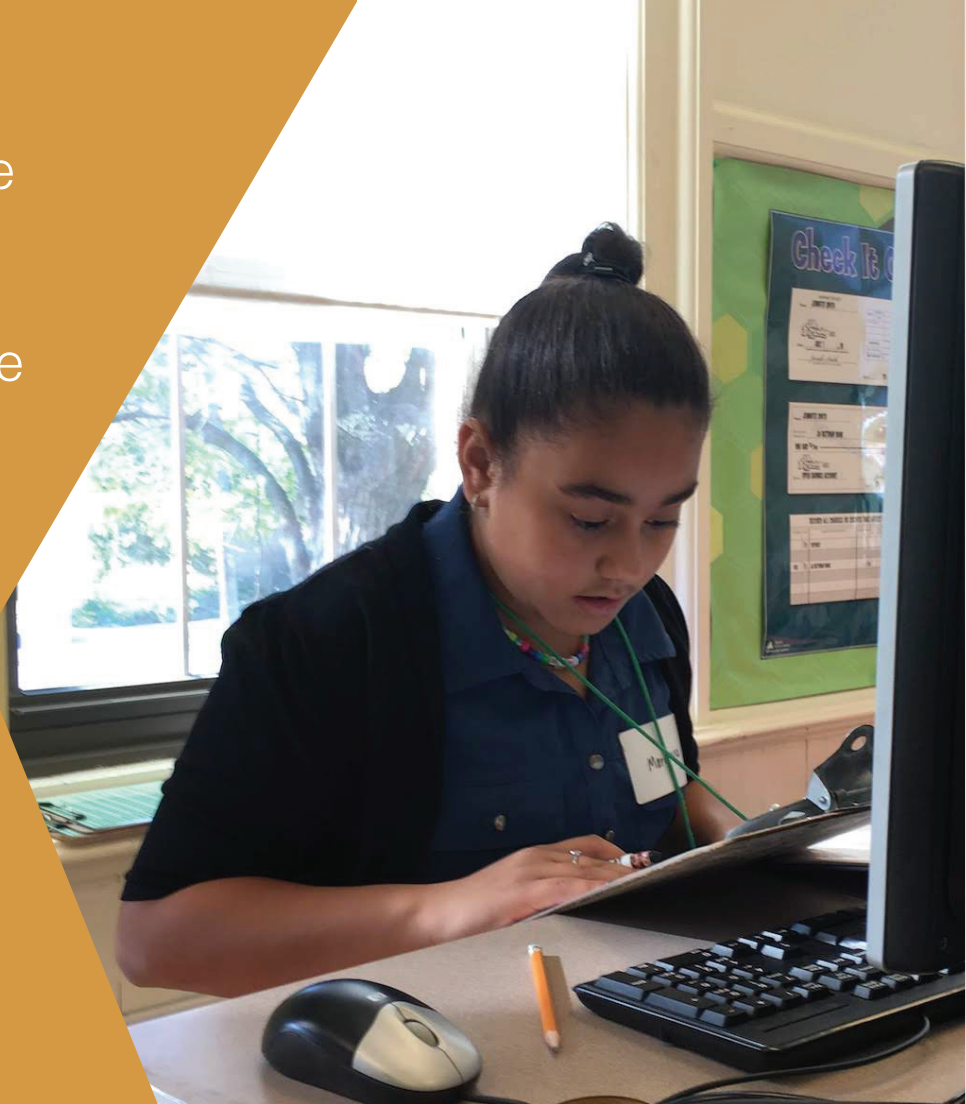


JA Casino Night is an evening of games, prizes and fun. All proceeds benefit JA of Central Ohio's year-round educational programs.



Our mission is to inspire and prepare young people to succeed in a global economy with the confidence to own their future economic success.

Junior Achievement creates real-world experiences that teach financial literacy, ignite an entrepreneurial way of thinking, and build skills for success in careers and in life.



Officers & Executive Committee Members

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Mark James - Vice Chair and Marketing & Communications Co-Chair

Vice President, Economic and Business Development
AEP

Marv Briskey - Treasurer & Operations Co-Chair

Chief Financial Officer
Franklin University

Wilson Browning - Secretary

Senior Managing Director
BeecherHill

Beth Alloway - Volunteer Champion Co-Chair

Senior Vice President, Commercial Banking
Huntington Bank

Larry Grischow - Development Co-Chair

Senior Vice President, Supply Chain and Procurement
Abercrombie & Fitch

Tammy Izzo - Audit Committee Chair

Partner, Ohio Valley Market Segment Leader
EY

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Chief Executive Officer, Managing Partner
Collaborative Financial Partners

Mark Koenig - Volunteer Champion Co-Chair

Chief Financial Officer
LBrands International

Greg Moran - Governance & Comp

Chief Operating Officer
Wiretap

John Ness - JA Imagine Columbus Co-Chair

Owner/President
ODW Logistics

Tami Van Tassell - Operations Co-Chair

Private Company Services
PwC

Katy Burrier - Marketing and Communications Co-Chair

Director of Advertising
Columbus Business First

Mike Davis - President

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