

EMPOWERING YOUNG MINDS

2018

ANNUAL REPORT



Junior  
Achievement®  
of South Dakota



# EMPOWERS YOUNG MINDS

Junior Achievement inspires and prepares young people to succeed in a global economy.

## JA Empowers Young Minds by:

- ▶ Showcasing community role models
- ▶ Giving hope for a better future
- ▶ Encouraging them to apply their skills and talents to high-demand jobs
- ▶ Teaching how to create and manage a realistic budget
- ▶ Illustrating how to think critically, solve problems, and overcome challenges



Click To Watch  
Our 3-Minute  
Impact Video



Click To Watch  
Our 30-Second Video:  
The Future Starts with Kids



Click To Watch  
Our 30-Second Video:  
Getting Kids Ready for  
the Real World

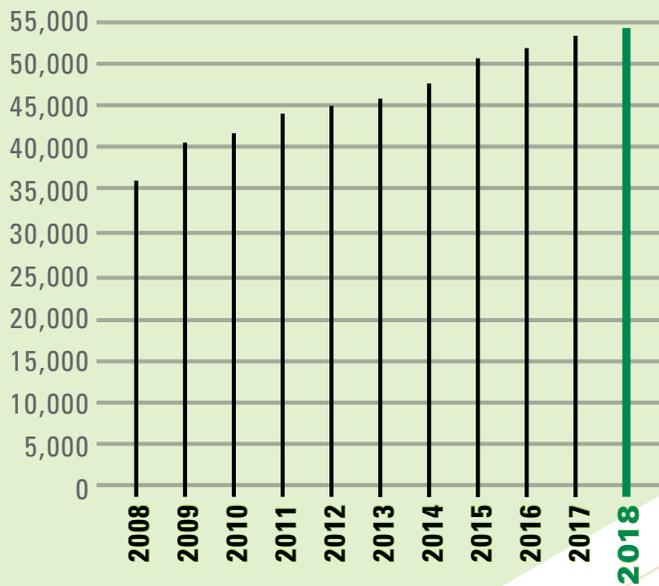
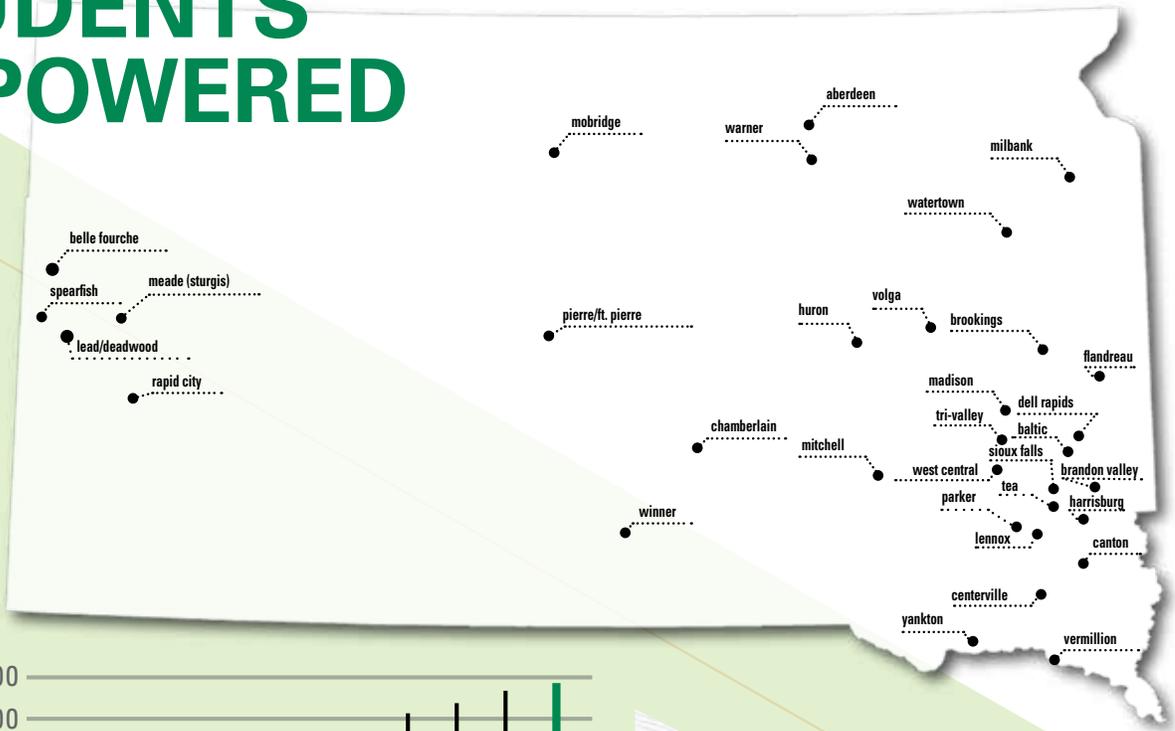
**1** in   
**5** **JA ALUMNI**  
work in the same field  
as their JA Volunteer  
(JA Alumni Survey)



 **Junior Achievement®**  
of South Dakota  
[www.jasd.org](http://www.jasd.org)  
(605) 336-7318  
[jasd@ja.org](mailto:jasd@ja.org)



# STUDENTS EMPOWERED



This chart reflects the number of students who have been impacted by Junior Achievement of SD since 2008.



# 54,853

Students impacted  
in 2017-18



Junior  
Achievement®  
of South Dakota

[www.jasd.org](http://www.jasd.org)

(605) 336-7318

[jasd@ja.org](mailto:jasd@ja.org)



# IMPACT FACTS



# 74%

## JA of SD VOLUNTEER Retention Rate

The highest rating among Junior Achievement offices in the USA. Nationally, the average JA volunteer retention rate is 20.70%.

# 2,390 Volunteers

Visited classrooms during the 2017-18 school year



# 34%

## of SD STUDENTS Received JA

Nationally, Junior Achievement of South Dakota ranks fourth out of 107 JA offices for student market share. The JA national average market share is 8.98%.



Click to see how we celebrated 50 years of impacting kids in South Dakota



**Junior Achievement**  
of South Dakota

[www.jasd.org](http://www.jasd.org)  
(605) 336-7318  
[jasd@ja.org](mailto:jasd@ja.org)



# STUDENT NUMBERS

| 2017-2018                   | Classrooms   | Students      |
|-----------------------------|--------------|---------------|
| Aberdeen.....               | 88           | 1,958         |
| Baltic.....                 | 9            | 177           |
| Belle Fourche.....          | 13           | 288           |
| Brandon Valley.....         | 89           | 2,249         |
| Brookings.....              | 96           | 2,186         |
| Canton.....                 | 22           | 408           |
| Centerville.....            | 9            | 150           |
| Chamberlain.....            | 26           | 497           |
| Dell Rapids.....            | 34           | 670           |
| Harrisburg.....             | 190          | 3,989         |
| Huron.....                  | 43           | 990           |
| Lead/Deadwood.....          | 13           | 216           |
| Lennox.....                 | 17           | 346           |
| Madison.....                | 31           | 666           |
| Meade (Sturgis).....        | 12           | 293           |
| Milbank.....                | 37           | 755           |
| Mitchell.....               | 62           | 1,279         |
| Mobridge.....               | 8            | 193           |
| Parker.....                 | 12           | 401           |
| Pierre/Ft. Pierre.....      | 63           | 1,398         |
| Rapid City.....             | 162          | 3,859         |
| Sioux Falls.....            | 1,071        | 25,650        |
| Spearfish.....              | 18           | 419           |
| Tea.....                    | 43           | 1,000         |
| Tri-Valley.....             | 3            | 73            |
| Vermillion.....             | 32           | 633           |
| Volga.....                  | 18           | 391           |
| Warner.....                 | 4            | 86            |
| Watertown.....              | 63           | 1,499         |
| West Central.....           | 44           | 958           |
| Winner.....                 | 11           | 207           |
| Yankton.....                | 47           | 929           |
| <b>South Dakota Totals:</b> | <b>2,390</b> | <b>54,853</b> |



**Junior Achievement<sup>®</sup>**  
of South Dakota

[www.jasd.org](http://www.jasd.org)

(605) 336-7318

[jasd@ja.org](mailto:jasd@ja.org)

# JA CLASSROOM VOLUNTEERS



## 5 SESSIONS

### Elementary School

Bring the JA curriculum to life during five 30-45-minute visits, scheduled with the classroom teacher.

## 6 SESSIONS

### Middle School

Present activities focused on one of the three JA pillars. Middle school programs are structured as a JA in a Day or six 45-minute visits.

## 3-7 SESSIONS

### High School

Visit the school three to seven times (depending on program chosen) to present 45-minute activities focused on one of the three pillars.

## 1-2 HOURS

### JA Excelling through Ethics

Executive-level volunteers visit the school one time to teach students what ethics means, to show why ethics is important, and to help youth build an ethical foundation.

## JA PILLARS OF SUCCESS

Volunteers come from all walks of life, representing a variety of interests and skills. JA encourages volunteers to teach a program that aligns with their areas of interest.

JA programs center around three main pillars:

### Career and Work Readiness:

- ▶ Interviewing
- ▶ Branding
- ▶ Soft Skills
- ▶ Job Searching
- ▶ Conflict Resolution

### Financial Literacy:

- ▶ Budgets
- ▶ Insurance
- ▶ Investing
- ▶ Credit
- ▶ Savings

### Entrepreneurship:

- ▶ Business Plans
- ▶ Small Businesses
- ▶ Innovation/Creativity
- ▶ Marketing
- ▶ Problem Solving



JA ▶▶▶▶

# ENGAGEMENT OPPORTUNITIES



Click to View the 2018 Investors Who Supported JA across South Dakota



## ▶ 100 Hole Challenge

One day. One course. One-hundred holes. Golf enthusiasts in Sioux Falls and Rapid City commit to playing (alone or with a partner) 100 holes in one day to benefit JA. Golfers fundraise to participate, with all proceeds going to benefit JA programs.



## ▶ JA Stock Market Challenge

Student and adult teams experience a live simulation of the Wall Street Stock Exchange. The teams are given \$1,000,000 to invest in 25 fictitious stocks. With trading days lasting just 60-90 seconds, the goal is to see the highest return in two hours by making the best decisions during the frantic 60 “days”



## ▶ Bowl-a-Thon

Teams of five friends, co-workers, or family get together for two hours of bowling, networking, and fun. Over 300 teams in 11 South Dakota communities participate to support JA programs.

CLASSROOM INVESTOR

## ▶ Classroom Investor

JA investors make it possible to provide JA experiences to students in their community. Classroom sponsorships start at \$600. In addition, JA has a Lead Investor program. Thank you to **usbank** for serving as the 2017-18 Lead Investor for Sioux Falls/Harrisburg!



## ▶ Golf Scramble

Teams participate in four-person scramble events in Baltic, Chamberlain, Dell Rapids, and Pierre/Ft. Pierre. The events include green fee, cart rental, a meal, pin prizes and mulligans for purchase. All proceeds benefit the JA programs in their communities.



## ▶ Jerseys 4 JA / Jerseys 4 JA

Businesses partner with JA to encourage their employees to wear jeans or jerseys to work, in exchange for a donation to Junior Achievement. The events are a fun way to have a casual Friday while increasing awareness of JA.



## ▶ Bacon Run & Bean Bag Tournament

The JA Aberdeen and Tea boards hold Bacon Run events, and the West Central board holds an annual Bean Bag Tournament. All events benefit the JA programs in their communities.



**Junior Achievement**<sup>®</sup>  
of South Dakota

www.jasd.org  
(605) 336-7318  
jasd@ja.org

# JA AREA BOARDS

\* - New in 2018

## ABERDEEN

Chad Bent, State Farm Insurance  
Jennifer Black, 3M Company  
Bob Compton, Dacotah Banks, Inc.  
Holly Engelhart, Eide Bailly, LLP  
Chad Evans, Centennial Homes  
Teresa Levsen-Garofalo, Presentation College  
Craig Green, Kitchen Tune-Up  
Leah Haaland, 3M Company \*  
Donna Hurley, Avera St. Luke's  
Jolene Malsam, CompQuest  
Monica Mandernach, Agtegra Cooperative  
Carmen Morrison, Presentation Sisters \*  
Bob Pitz, Aberdeen School District  
Kelli Roberts, Eide Bailly, LLP \*  
Durrant Schmidt, Dacotah Bank  
Jeff Tokarczyk, DemKota Ranch Beef  
B.J. Wiest, Dacotah Bank

## BALTIC

Andrew Berg, City of Sioux Falls  
Jason Erickson, New York Life  
Scott Grunewaldt, U.S. Bank  
Angela Larson, Wells Fargo Bank, N.A.  
Rahn Siemonsma, Wells Fargo Home Mortgage  
Bob Sittig, Baltic School District

## BRANDON

Sarah Askdal, Wells Fargo  
Kevin Callies  
Mary Entinger, Citigroup, Inc.  
Travis Kasten, Service First Federal Credit Union \*  
Sheila Keller, Citigroup, Inc.  
Jarod Larson, Brandon Valley School District  
Melanie Mills, Citigroup, Inc.  
Kyle Scholten, Regency Hotel Management  
Jenne VanWesten, U.S. Bank  
Scott Wickersham, Raven Industries \*

## BROOKINGS

Tru Boldt, Larson Manufacturing Company \*  
Nick Fickbohm, Old Market Eatery  
Laura Gerjets, Brookings School District  
John Hittle, Bel Brands USA  
Andrew Jallo, Dacotah Bank  
Robyn Jensen, Legacy Financial Partners  
Rebecca Jirava, 3M Company  
Erika Klein, First Bank & Trust  
Gary Mork, Brookings High School  
Jeni Norwood, Express Employment Professionals  
Sarah Perry, Falcon Plastics, Inc.  
Trisha Strohfus, Daktronics, Inc.  
Tony Teesdale, Ribstein & Hogan Law Firm \*  
Jen Traynor, 3M Company \*  
Kari Westlund, Best Choice Real Estate  
Matt Wright, Jackrabbit Sports Properties \*

## CANTON

Erin Beyke, State Farm Insurance  
Leon Eich, Security Savings Bank  
Kari Elling, Citigroup, Inc.  
Paul Gerhart  
Russ Townsend, Canton School District  
Angie Wiersma, First Bank & Trust

## CENTERVILLE

Kendra Hotchkiss, Centerville School District  
Jared Hybertson, Centerville Economic Development Corporation  
Shawn Johnson, Wells Fargo Education Financial Services  
Brad Preheim, The Thomson Agency, Inc.  
Jacquelynn Skotvold, Fiserv

## CHAMBERLAIN

Rocky Almond, Chamberlain Elementary School  
Alyssa Hoffer, St. Joseph's Indian School \*  
Deah Killion, Sanford Health  
Chantell Kriel, Great Western Bank  
Sheena Larsen, Arrowwood Cedar Shore Resort  
Kristi Lingemann, Chamberlain Elementary School  
Ron Madison, Arrowwood Cedar Shore Resort  
Bradee Pazour, First Dakota National Bank  
Rick Pearson, Chamberlain Middle School \*  
Brian Perry, St. Joseph's Indian School  
Kelli Potter, KPI Insurance  
Connie Priebe, First Dakota National Bank  
Jeff Tveit, Thrivent Financial

## DELL RAPIDS

Ricca Bent, First PREMIER Bank  
Ross Brende, Kahler Funeral Home  
Drew Bunkers, Dell Rapids High School  
Michelle Bunkers, First National Bank  
Jody Heinemann, Wells Fargo Bank, N.A.  
Karen Hilmoe, Wells Fargo Consumer Credit Solutions  
Jay Nelson, Johnson Controls  
Tylene Schwebach, First PREMIER Bank  
Tracy Welbig, Wells Fargo  
Shellie Yetter, USPS \*

## HURON

Michelle Chenoweth, Ace Realty  
Tom Glanzer, NorthWestern Energy  
Tasha Lee, American Trust Insurance  
Ryan Maxted, Bank of the West  
Sandi Mehdi, PREMIER Bankcard \*  
Rodney Mittelstedt, Huron High School  
Paul Rann, Huron Regional Medical Center Foundation \*  
Rusty Toupal, Wells Fargo Bank, N.A.  
Drew Weinreis, Dakotaland Federal Credit Union \*  
Laura Willemssen, Huron School District

## LENNOX

Todd Anderson, Good Samaritan Society – Lennox  
Mary Brass  
Audrea Buller, Lennox Community Library  
Chad Conaway, Lennox School District  
Brian Zirpel, Security State Bank

## MADISON

Penni Groce, East River Federal Credit Union  
Janel Guse, Madison Elementary School  
Ann Hyland, Heartland Consumers Power District  
Stacy Krusemark, Dakota State University  
Heather Olson, Wire's Tax & Management Services  
Amber Rost, South Dakota Department of Education  
Tyler Ruhd, InfoTech Solutions  
Bob Sahr, East River Electric Power Cooperative  
Adam Shaw, Madison High School  
Janet VanRosendale, Falcon Plastics, Inc.

## MILBANK

Brenda Anderson, St. Lawrence School  
Lance Bien, Bien Pharmacy  
Bobbie Bohlen, Grant County Economic Development Corporation  
Amy Brandriet, Koch Elementary School  
Kris Evje, Milbank Middle School  
Colleen Gluth, Valley Queen Cheese Factory, Inc.  
Tim Graf, Milbank School District  
Delvin Hackwith, Edward Jones  
Dennis Mears, Ameriprise Financial Services  
Steve Nomeland, Great Western Bank  
Bob Paulson, Gesswein Motors  
Mark Reedstrom, Reedstrom Law Offices  
Brian Sandvig, Valley Queen Cheese Factory, Inc.  
Dan Snaza, Milbank High School  
Boyd VanVooren, City of Milbank  
Steve Wenzl, First Bank & Trust  
Scott Wiese, Otter Tail Power

## MITCHELL

Nick Bakhtiari, Mitchell Area Chamber of Commerce  
Lacey Hayes, Innovative Systems, LLC  
Jacquelyn Johnson, Dice Financial Services Group  
Jen Johnston, Mitchell Main Street and Beyond  
John Koons, KMIT/KOOL 98 Radio  
Chris Lippert, Avera Queen of Peace Health Services \*  
Carrie Mitchell, Mitchell Telecom  
Katie Morrison, South Dakota State University  
Shelly Muth-Henke, Muth Electric \*  
Terra Plamp, ELO Prof. LLC  
Becky Roth, L. B. Williams Elementary  
Jason Stoebner, Iverson Chrysler Center \*

## MOBRIDGE

Tate Cowan, Dacotah Bank  
Patricia Feiock, Wells Fargo Bank, N.A.  
Holly Hitland, Mobridge Regional Hospital and Clinics

Jill Olson, Freeman Davis Elementary School  
Tomie Peterson, Dacotah Bank  
Nathaniel Street, Dacotah Bank \*  
Travis Vetch, Great Western Bank

## **NORTHERN HILLS**

Melanie Barrows, Black Hills Title Company \*  
Steve Biehl, Wells Fargo Bank, N.A.  
Kirk Easton, Spearfish School District  
Sam Figgins, HealthSource Chiropractic \*  
Bryan Hencke, Great Western Bank – Spearfish \*  
Jeremy Hoven, Black Hills Community Bank  
Tim Kosters, Lead-Deadwood Elementary  
Melissa Kraft, Pioneer Bank & Trust  
Stacia Lunders, Wells Fargo Bank, N.A.  
Meg Manke, Rose Group International \*  
Trivian Martin, Black Hills Title, Inc. \*  
Ann Nonnast, Sturgis Williams Middle School  
Jessica Patton, Wells Fargo Bank, N.A. \*  
Mathew Raba, Belle Fourche School District  
Gayle Roth, First Interstate Bank  
Heather Schmidt, Black Hills Energy  
Jeff Simmons, Meade School District \*

## **PARKER**

Donavan DeBoer, Parker School District  
Kristie Fiegen, South Dakota Public Utilities Commission  
Mark Joffer, PE Group  
Mark Kasten, State Farm Insurance  
Chris Poncelot, Parker Pharmacy

## **PIERRE/FT. PIERRE**

Matt Brakke, Brakke Financial Services  
Chase Cooper, BankWest \*  
Rob Coverdale, T.F. Riggs High School  
Jason Dodson, Leisure Palace Pools & Spas  
Laurie Gronlund, City of Pierre  
Chuck Hanson, James River Broadcasting  
Eddie Hruska, Moreno, Lee & Bachand, P.C.  
Danielle Keeton, Bridgeford Trust Company, LLC.  
Many Kuipers, American Bank & Trust \*  
Ashley Severyn, Avera St. Mary's Hospital \*  
Dan Rice, Clausen & Rice, LLP  
Dennis Stout  
Emily Zarecky, Drifters Bar & Grille

## **RAPID CITY**

Kelly Buntrock, First Interstate Bank  
Katie Cook, Gunderson, Palmer, Nelson & Ashmore, LLP  
Mike Derby, Orion Food Systems  
Emily Hendry, U.S. Bank  
Marne Jones, Black Hills Energy \*  
Hillary Khachikian, The Market  
Erin Krueger, Freed's Fine Furnishings  
Sandi Mickley, Pete Lien & Sons  
Melissa Miller Kincart, Rapid City School District  
Jared Nooney, USD School of Law  
Debbie Pack, Bethesda Christian Broadcasting  
Don Policky, Big D Oil Company  
Konstantin Posherstnik, U.S. Bank  
Nadine Thomas, Synchrony Financial

## **STIOUX FALLS**

Bill Allen, Showplace Wood Products  
Amange Aware, Wells Fargo Bank, N.A.

Brian Baker  
Dave Bangasser, Dacotah Bank  
Jim Berman, KSFY Television  
Tom Bosch, Avera McKennan Hospital and University  
Health Center

Ryan Boschee, Great Western Bank  
Dean Buckneberg, Eide Bailly, LLP (retired)  
Rod Carlson, Active Generations  
Bernie DeWald, McKinneyOlson Insurance  
Joe Gaspar, Tri-State Wholesale Flooring  
Kristin Grinager, Sioux Falls School District  
Matt Heldenbrand, Hy-Vee Food Stores  
Steve Herman, Coffee News of Sioux Falls  
Jason Herrboldt, First Bank & Trust \*  
TJ Hora, First PREMIER Bank  
Michael Kedik, Xigent Solutions  
Randy Knecht, Journey Group Companies  
Ryan Konz, American Bank & Trust \*  
Nick Kortan, Wheel City Auto  
Chris Kray, Scheels  
Eric Krouse, U.S. Bank  
Paul Livermore, The First National Bank in Sioux Falls  
Lee Magnuson, Raven Industries  
Brenda Mitzel, Sioux Falls Catholic Schools  
Patrick Mullaney, Citigroup, Inc.  
Julie Nelson, American Bank & Trust  
Kristine O'Connell, Woods, Fuller, Shultz & Smith P.C.  
Amy Olson-Miller, McKinneyOlson Insurance \*  
Mark Powell, Midco  
Melissa Radigan, Sanford Health  
Ryan Rollinger, Harrisburg High School  
Joey Rotert, Sioux Falls Federal Credit Union  
Eric Sievertsen, Epicosity  
Pam Tiefenthaler, Sioux Falls Christian Schools  
Tom Van Wyhe  
Karen Waller, MetaBank \*  
Corey Weide, Morgan Stanley Wealth Management  
Garrett Wilson, Midco

## **TEA**

Jeremy Keizer, Reliabank  
Amanda McNelly, Midwest Health Management  
Services, LLC  
Glen Rausch, Sammons Financial Group  
Melissa Schmiedt, Primrose  
Randy Shaull, Sammons Financial Group  
Josh Weber, Sammons Financial Group  
Jenni White, Reliabank \*

## **TRI-VALLEY**

Mike Gibson, Family Memorials by Gibson  
Andrea Grann, Citigroup, Inc. \*  
Kevin Hempel, KR Hempel Woodworking  
Ashley Hofwolt, Great Western Bank  
Lisa Johnson, White Insurance Agency  
Tim Pflanz, Tri-Valley High School  
Dr. Dan Schlueter, New Hope Chiropractic  
Wendy Simmermon, Dakota State University

## **VERMILLION**

Damon Alvey, Vermillion School District  
Dave Chickering, Masaba  
Patrick Higgins, Edward Jones Investments  
Joe Hoose, USD Foundation  
Jamie Neitzke, Vermillion Federal Credit Union

Rachel Olson, Sanford Health  
Scott Pohlson, University of South Dakota  
Layne Stewart, Clay County Emergency Management  
Craig K. Thompson, Craig K. Thompson Law Office

## **WATERTOWN**

Breanna Beebe, First PREMIER Bank  
Liz Christianson, Boys & Girls Club of Watertown  
Ann DeSpiegler, Jefferson Elementary School  
Gregg DeSpiegler, Lincoln Elementary School  
Britney Friese, Watertown School District  
Maria Geerdes, Great Western Bank  
Tia Hutt, Dacotah Bank  
Sean Melmer, First PREMIER Bank  
Darrell Stacey, Watertown School District  
Mindy Wirkus, Ledgers, Inc.

## **WEST CENTRAL**

Matt Alley, West Central Elementary – Humboldt  
Blaire Bathke, Great Western Bank  
Emily Berg, First Manufacturing  
Kari Borns, First Dakota National Bank / Loft Advisors  
Shala Eisenbeisz, PREMIER Bankcard  
Jesse Fonkert, Hartford Area Chamber of Commerce

## **WINNER**

Lynelle Anderson, Hellmann's Quiet Creek Ranch  
Jody Engel, BankWest  
Darrel Kaiser  
Chuck Keiser  
Keven Morehart, Winner School District \*  
Candi Sachtjen, Leyden and Associates/Ameriprise  
Financial  
Lana Stickland, The Insurance Center

## **YANKTON**

Ashli Danilko, Avera Sacred Heart Health Services  
Kevin DeJong, Great Western Bank  
Susie Frick, First Dakota National Bank  
Kim Kuchta, First Dakota National Bank  
Serenity Larson, Applied Engineering \*  
Carey Mitzel, Beadle Elementary School  
Steve Pietila, First Dakota National Bank  
Kathy Quinlivan, Q Appraisals  
Tom Reynolds, Kennedy, Pier, Knoff, Loftus, LLP  
Jamie Schaefer, Avera Sacred Heart Health Services  
Deb Specht, Vision Real Estate  
Justin Wagner, Farm Credit Services of America



**Junior  
Achievement**<sup>®</sup>  
of South Dakota

[www.jasd.org](http://www.jasd.org)

(605) 336-7318

[jasd@ja.org](mailto:jasd@ja.org)

# JA STATE BOARD OF DIRECTORS

\* - New in 2018



**CHAIR:**  
**Victoria Blatchford,**  
Wells Fargo Bank, N.A.



**VICE CHAIR:**  
**Darren Hefty,**  
Hefty Seed Company



**SECRETARY:**  
**Joel Vockrodt,**  
Office Peeps, Inc



**TREASURER:**  
**Aaron Clayton,**  
Eide Bailly, LLP



**EXPERIENCES**  
**are preparing**  
**students to**  
**become**  
**South Dakota's**  
**future leaders**



of South Dakota

[www.jasd.org](http://www.jasd.org)

(605) 336-7318

[jasd@ja.org](mailto:jasd@ja.org)



**Dennis Aanenson,**  
A&B Business Solutions



**Dr. Jennifer Lowery,**  
Tea Area School District



**Mike Begeman,**  
Sanford Health



**Dr. Rick Melmer,**  
Leadership South  
Dakota



**Verne Brakke,**  
Brakke Financial Services\*



**John Porter,**  
Avera Health  
(retired)



**Todd Bernhard,**  
Bridgeford Trust Company,  
Inc.



**Mark Powell,**  
Midco



**Dean Buckneberg,**  
Eide Bailly, LLP (retired)



**Brian Sandvig,**  
Valley Queen  
Cheese Factory,  
Inc.



**Rod Carlson,**  
Active Generations



**Dr. Kay  
Schallenkamp**



**Mike Derby,**  
Orion Food Systems



**James Siemens,**  
Vern Eide



**Dana Dykhous,**  
First PREMIER Bank



**Clark Sinclair,**  
Montgomery's  
Furniture



**Rod Fouberg,**  
Dacotah Bank



**Steve Statz,**  
Avera Health\*



**Jacquelyn Johnson,**  
Dice Financial Services  
Group



**Preston Steele,**  
American Trust Insurance \*



**Steve Kirby,**  
Bluestem Capital  
Company



**Bob Thimjon,**  
The Ramkota Companies, Inc.

# STATEMENT OF ACTIVITIES

Year Ended June 30, 2018



www.jasd.org  
(605) 336-7318  
jasd@ja.org

|  | UNRESTRICTED     | TEMPORARILY RESTRICTED | PERMANENTLY RESTRICTED | TOTAL              |
|--|------------------|------------------------|------------------------|--------------------|
| <b>REVENUE:</b>  |                  |                        |                        |                    |
| Special Events   |                  |                        |                        |                    |
| Golf Revenues  | \$-              | \$148,699              | \$-                    | \$148,699          |
| Golf Expenses  | -                | (21,398)               | -                      | (21,398)           |
| Net Golf Revenues  |                  | 127,301                |                        | 127,301            |
| Bowl-a-Thon Revenues   | -                | 182,218                | -                      | 182,218            |
| Bowl-a-Thon Expenses   | -                | (23,779)               | -                      | (23,779)           |
| Net Bowl-a-Thon Revenues                                     | -                | 158,439                | -                      | 158,439            |
| Area Board Other Special Event Revenues                      | 8,800            | 86,895                 | -                      | 95,695             |
| Area Board Other Special Event Expenses                      | (195)            | (18,507)               | -                      | (18,702)           |
| Net Area Board Other Special Event                           | 8,605            | 68,388                 | -                      | 76,993             |
| <b>Net Special Events</b>                                    | <b>8,605</b>     | <b>354,128</b>         | <b>-</b>               | <b>362,733</b>     |
| Contribution Revenue:  |                  |                        |                        |                    |
| Corporations   | 140,339          | 350,536                | -                      | 490,875            |
| Individuals  | 20,072           | 50,136                 | -                      | 70,208             |
| Foundations  | 25,444           | 63,553                 | -                      | 88,997             |
| <b>Total Contribution Revenue:</b>                           | <b>185,855</b>   | <b>464,225</b>         | <b>-</b>               | <b>650,080</b>     |
| Gifts in Kind Received - Advertising                         | 5,646            | -                      | -                      | 5,646              |
| Gifts in Kind Received - Product                             | 81,813           | -                      | -                      | 81,813             |
| Investment Income  | 105,951          | 3,574                  | 2,862                  | 112,387            |
| Net Assets Released from Restriction                         | 855,948          | (855,948)              | -                      | -                  |
| <b>Total Revenue:</b>  | <b>1,243,818</b> | <b>(34,021)</b>        | <b>2,862</b>           | <b>1,212,659</b>   |
| <b>EXPENSES:</b>   |                  |                        |                        |                    |
| Program Services   |                  |                        |                        |                    |
| Salaries and Benefits  | 634,963          | -                      | -                      | 634,963            |
| National Program Materials, Insurance, and Participation Fee | 229,685          | -                      | -                      | 229,685            |
| Other Program Services                                       | 176,611          | -                      | -                      | 176,611            |
| Program Services - Gifts in Kind Used                        | 150              | -                      | -                      | 150                |
| Total Program Services                                       | 1,041,409        | -                      | -                      | 1,041,409          |
| Management and General                                       | 42,918           | -                      | -                      | 42,918             |
| Management and General - Gifts in Kind Used                  | 5,220            | -                      | -                      | 5,220              |
| Fundraising  | 188,139          | -                      | -                      | 188,139            |
| Fundraising - Gifts in Kind Used                             | 82,089           | -                      | -                      | 82,089             |
| Total Expenses   | 1,359,775        | -                      | -                      | 1,359,775          |
| Operating Income (Loss)                                      | (115,957)        | (34,021)               | 2,862                  | (147,116)          |
| Nonoperating Revenue   |                  |                        |                        |                    |
| Unrealized Gains (Losses), nonoperating                      | (2,173)          | 11,055                 | -                      | 8,882              |
| Changes in Net Assets  | (118,130)        | (22,966)               | 2,862                  | (138,234)          |
| <b>Net Assets, Beginning</b>                                 | <b>995,383</b>   | <b>1,087,528</b>       | <b>266,409</b>         | <b>2,349,320</b>   |
| <b>Net Assets, Ending</b>                                    | <b>\$877,253</b> | <b>\$1,064,562</b>     | <b>\$269,271</b>       | <b>\$2,211,086</b> |



**Junior  
Achievement<sup>®</sup>**  
of South Dakota



State Office  
Junior Achievement of South Dakota  
1000 N. West Ave., Suite 110  
Sioux Falls, SD 57104

**(800) 871-7007 or (605) 336-7318**  
**[jasd.org](http://jasd.org)**