



JA 
ANNUAL
REPORT
2019

 **Junior**
Achievement[®]
of South Dakota



JA 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

1 in
5

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



**JA IN
ACTION**

Click To Watch
Our 3-Minute
Impact Video



**JA IN
ACTION**

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



**JA IN
ACTION**

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



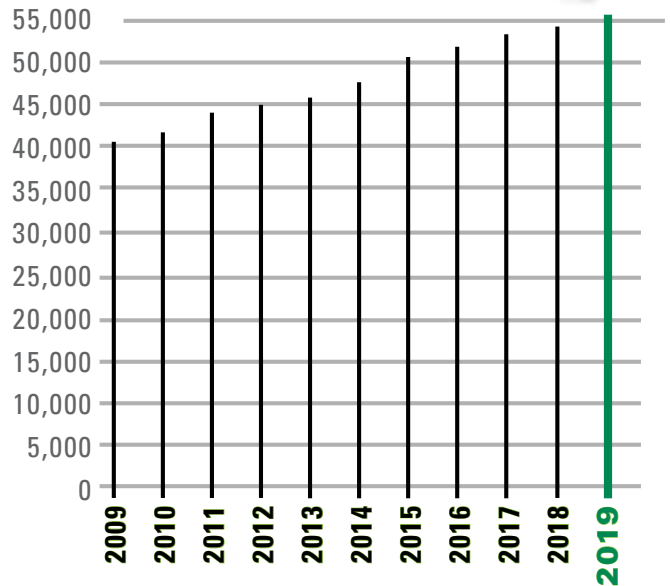
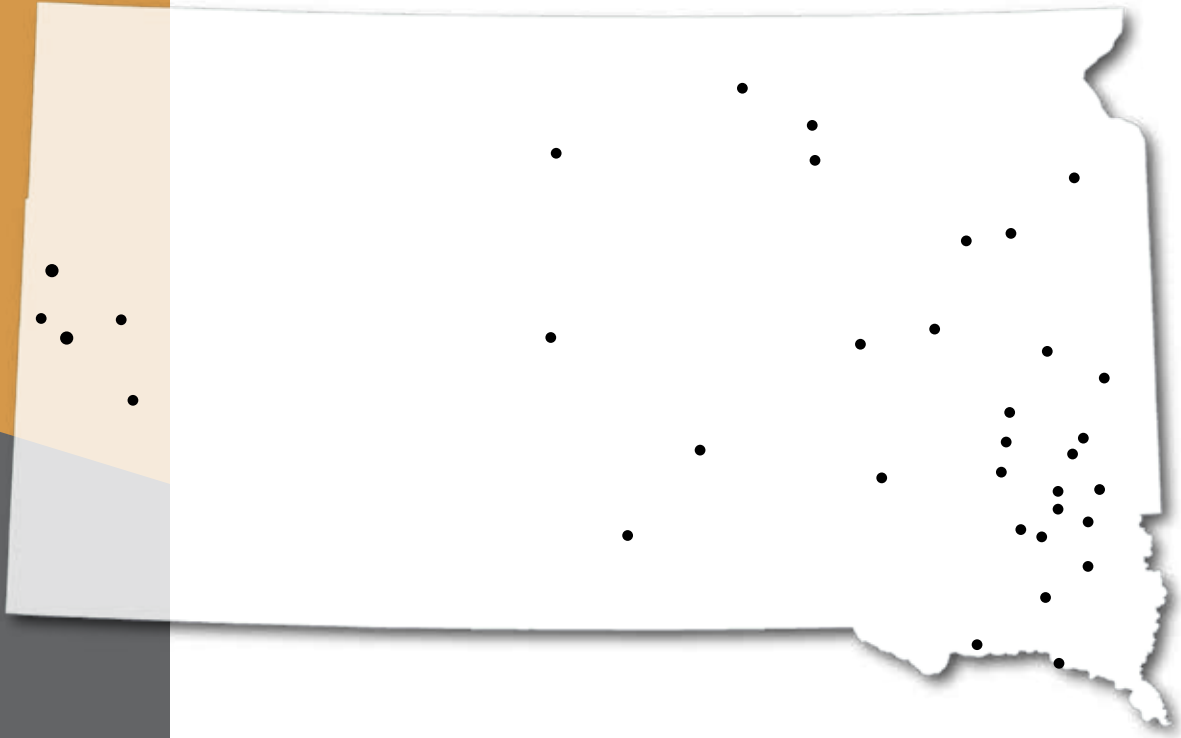
**Junior
Achievement®**
of South Dakota

www.jasd.org

(605) 336-7318

jasd@ja.org

JA STUDENTS EMPOWERED



This chart reflects the number of students who have been impacted by Junior Achievement of SD since 2009.

55,007
Students impacted
in 2018-19

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JA



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%.

34%

of South Dakota
**STUDENTS
Received JA**

Junior Achievement of South Dakota ranks fourth out of 106 JA offices for student market share. The JA national average market share is 8.98%.

**2,339
Volunteers**

Visited classrooms during the 2018-19 school year.



Click To Watch Our
1.5-Minute Video
Inspiring
Tomorrows

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JA STUDENT NUMBERS



2018-2019	Classrooms	Students
Aberdeen.....	88	1,815
Baltic.....	19	399
Belle Fourche.....	13	279
Brandon Valley.....	94	2,375
Brookings.....	96	2,171
Canton.....	22	435
Centerville.....	9	165
Chamberlain.....	28	542
Dell Rapids.....	36	719
Flandreau.....	2	50
Harrisburg.....	184	3,949
Huron.....	42	948
Lead-Deadwood.....	15	277
Lennox.....	18	359
Leola.....	1	31
Madison.....	33	745
Meade (Sturgis).....	15	267
Milbank.....	35	703
Mitchell.....	62	1,276
Mobridge.....	11	226
Parker.....	14	411
Pierre/Ft. Pierre.....	65	1,455
Rapid City.....	143	3,364
Sioux Falls.....	1,081	25,489
Spearfish.....	18	453
Tea.....	51	1167
Tri-Valley.....	6	152
Vermillion.....	35	727
Volga.....	17	412
Warner.....	4	88
Watertown.....	61	1,360
West Central.....	45	1,049
Winner.....	11	196
Yankton.....	46	953
South Dakota Totals:	2,420	55,007



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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



Click To Watch Our 1-Minute Video Empowering Students the JA Way



5
HOURS

Elementary School

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

3-6
HOURS

Middle School

Middle school programs are structured as a JA in a Day or three to six 45-minute visits.

3-7
HOURS

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 Excellence 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.

Click to learn more about our South Dakota Program Resources



of South Dakota

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Click to view the 2019 investors who supported JA across South Dakota

JA ENGAGEMENT OPPORTUNITIES



100 Hole Challenge

One day. One course. One-hundred holes. Golf enthusiasts in Sioux Falls 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 members 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

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 The Ramkota Companies for serving as the 2018-19 Lead Investor for Sioux Falls/Harrisburg.



Golf Scramble

Teams participate in four-person scramble events in four South Dakota communities. Each community adds their own spin to the event with prize, side games, and more! All proceeds benefit the JA programs in their communities.



Bean Bag/Corn Hole Tournaments

These tournaments provide an opportunity for friends and companies to get out and play during a fun afternoon in support of JA! Events are held in four communities, and each community puts their own twist on the event with different prizes, games, raffle, and more!



Fun Run

JA Fun Runs provide the opportunity for individuals in their community to get out and support JA. Each community organizes their own event with unique themes, routes, and prizes!



JA Great Shots for the Kids

Teams of up to six golfers support JA at the new Great Shots facility in Sioux Falls. Participants do not have to be seasoned golfers – all skills and abilities are welcome, and the proceeds from this fun event benefit JA programs in Sioux Falls/Harrisburg.



JA Inspire

JA Inspire is a hands-on career expo that gives students the opportunity to visit with local industry leaders, while using the equipment, tools, and technology local companies use every day. The event is designed to showcase career opportunities in South Dakota and build students' soft skills.



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JA AREA BOARDS

* - New in 2019

ABERDEEN AREA

Chad Bent, State Farm Insurance
Kayla Casey, Leola School District 44-2 *
Bob Compton, Dacotah Bank
Chad Evans, Centennial Homes
Craig Green, Kitchen Tune-Up
Leah Haaland, 3M Company
Donna Hurley, Avera St. Luke's
Jay Kusler, CorInsurance *
Lindsey Lesnar, Agtegra Cooperative *
Teresa Levsen-Garofalo, Presentation College
Monica Mandernach, Agtegra Cooperative
Carmen Morrison, Presentation Sisters
Bob Pitz, Aberdeen School District
Kelli Roberts, Eide Bailly, LLP
Durrant Schmidt, Dacotah Bank
Tyler Wenbourne, Dacotah Bank *
B.J. Wiest, Dacotah Bank

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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
Mike Wendland, City of Baltic *

BRANDON

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Travis Kasten, Service First Federal Credit Union
Sheila Keller, Citigroup, Inc.
Jarod Larson, Brandon Valley School District
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Kyle Scholten, Regency Hotel Management
Lindsey Swenson, Northwestern Mutual Life Insurance
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Jenne VanWesten, U.S. Bank
Stacy Walters, Sanford Health *
Scott Wickersham, Raven Industries

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Kelly Chandler, Brookings County Title Company *
Laura Gerjets, Brookings School District
John Hittle
Andrew Jallo
Robyn Jensen, Legacy Financial Partners
Rebecca Jirava, 3M
Erika Klein, First Bank & Trust
Elena McKeown, Mills Property Management *
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
Matt Wright

CANTON

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Kari Elling, Citigroup, Inc.
Russ Townsend, Canton School District
Dawn Trowbridge, Great Western Bank *
Angie Wiersma, First Bank & Trust

CENTERVILLE

Mikayla Akers, Centerville School District *
Jamie Edberg, Centerville High School *
Kendra Hotchkiss, Centerville School District
Jared Hybertson, Centerville Economic Development
Corporation
Brad Preheim, The Thomson Agency, Inc.
Jacquelynn Skotvold

CHAMBERLAIN

Rocky Almond, Chamberlain Elementary School
Amanda Goodrich, 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, The First National Bank in Sioux Falls
Jody Heinemann, Wells Fargo Bank, N.A.
Karen Hilmo, Wells Fargo Consumer Credit Solutions
Jay Nelson, Johnson Controls, Inc.
Greg Schwebach, BX Civil & Construction, Inc. *
Tylene Schwebach, First PREMIER Bank
Tracy Welbig, Wells Fargo
Shellie Yetter, USPS

FLANDREAU

Sadie Haugen, PREMIER Bankcard *
Dustin Lau, Dusty's Custom Welding and Fabrication *
Alison Ramsdell, Flandreau PTA *
Bart Sample, South Dakota Army National Guard *
Jason Unger, Unger Law Office *

HURON

Chandra Berge-Anderson, PREMIER Bankcard *
Tom Glanzer, NorthWestern Energy
Ted Haeder, Greater Huron Development Corporation *
Tasha Lee, American Trust Insurance
Ryan Maxted, Bank of the West
Sandi Mehdi, PREMIER Bankcard
Rodney Mittelstedt, Huron High School
Paul Rann

Drew Weinreis, Dakotaland Federal Credit Union
Laura Willemsen, 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
Mandy Parpart, Dakota State University *
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
Justin Downes, Milbank School District *
Kris Evje, Milbank Middle School
Colleen Gluth, Valley Queen Cheese Factory, Inc.
Dave Graf, Koch Elementary School *
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
Amy Thue, Whimsy on Main *
Bill Vander Aarde *
Boyd VanVooren, City of Milbank
Steve Wenzl, First Bank & Trust
Scott Wiese, Otter Tail Power

MITCHELL

Nick Bakhtiari, Mitchell Area Chamber of Commerce
Terasa Gillen, Gridline Field Tile *
Lacey Hayes, Innovative Systems, LLC
Jacquelyn Johnson, Dice Financial Services Group
Jen Johnston, Mitchell Area Chamber of Commerce
Carrie Mitchell, Mitchell Telecom
Shelly Muth-Henke, Muth Electric
Terra Plamp, ELO Prof. LLC
Becky Roth, L. B. Williams Elementary
Shawn Ruml, Innovative Systems, LLC *

MOBRIDGE

Darcy Dykhous, Mobridge Regional
Hospital & Clinics *
Patricia Feiock
Holly Hitland, Mobridge Regional Hospital and Clinics
Jill Olson, Freeman Davis Elementary School
Nathaniel Street, Dacotah Bank
Travis Vetch, Great Western Bank

NORTHERN HILLS

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Steve Biehl, Wells Fargo Bank, N.A.
Kirk Easton, Spearfish School District
Amy Gilpin, Coeur Wharf Sustainable Prosperity Fund *
Jeremy Hoven, Black Hills Community Bank
Jim Kallas, KZZI Radio *
Tim Kusters, Lead-Deadwood Elementary
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Stacia Lunders, Wells Fargo Bank, N.A.
Meg Manke, Rose Group International
Trivian Martin, Black Hills Title, Inc.
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

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Donavan DeBoer, Parker School District
Kristie Fiegen, South Dakota Public Utilities Commission
Mark Joffer, PE Group
Mark Kasten, State Farm Insurance
Chris Poncelet, 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
Jamie Fry, Riverside Technologies, Inc. *
Laurie Gronlund, City of Pierre
Chuck Hanson, James River Broadcasting
Eddie Hruska, Moreno, Lee & Bachand, P.C.
Danielle Keeton, Bridgeford Trust Company, LLC.
Mandy Kuipers, American Bank & Trust
Hunter Roberts, South Dakota Department of
Environment & Natural Resources *
Ashley Severyn, Avera St. Mary's Hospital
Katie Sieverding, Lancaster Management Group *
Jill Sitzman, RISE Counseling and Consulting, LLC. *
John Sterling, Dakota Radio Group *
Emily Zarecky-Steber, Drifters Bar & Grille

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Kelly Buntrock, First Interstate Bank
Michelle Chenoweth, RE/MAX Results *
Katie Cook, Gunderson, Palmer, Nelson & Ashmore, LLP
Mike Derby, Orion Food Systems
Marne Jones, Black Hills Energy
Melissa Miller Kincart, Rapid City School District
Jared Nooney, Nooney & Solay, LLP
Debbie Pack, Bethesda Christian Broadcasting
Don Policky, Big D Oil Company
Ingrid Reuter, First Interstate Bank *
Konstantin Posherstnik, U.S. Bank
Nadine Thomas, Synchrony Financial

SIoux FALLS

Beth Abbott, Sammons Financial Group *
Bill Allen, Showplace Wood Products
Amange Aware, Wells Fargo Bank, N.A.
Dave Bangasser, Dacotah Bank
Jim Berman, Dakota News Now
Tom Bosch, Avera McKennan Hospital
and University Health Center

Ryan Boschee, Great Western Bank
Paul Bruflat, CNA Surety *
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Rod Carlson, Active Generations
Joe Gaspar, Tri-State Wholesale Flooring
Kristen Grinager, Sioux Falls School District
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
Melissa Morris, Sanford Health *
Kristine O'Connell, Woods, Fuller, Shultz & Smith P.C.
Amy Olson-Miller, McKinneyOlson Insurance
Mark Powell, Midco
Ryan Punt, SDN Communications *
Melissa Radigan, Sanford Health
Ryan Rolling, 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
Mike Zacher, Raven Industries *

TEA

Allison Bertram, Tea Area High School *
Jeremy Keizer, Reliabank
Amanda McKnelly, Midwest Health Management
Services, LLC
Glen Rausch, CBRE
Melissa Schmiedt, Primrose Retirement Communities
Randy Shaul, Sammons Financial Group
Josh Weber, Sammons Financial Group

TRI-VALLEY

Mike Gibson, Family Memorials by Gibson
Andy Grann, Citigroup, Inc.
Lisa Johnson, White Insurance Agency
Dr. Dan Schlueter, New Hope Chiropractic
Wendy Simmermon, Dakota State University

VERMILLION

Damon Alvey, Vermillion School District
Bailey Carlson *
Adam Chandler, First Dakota National Bank *
Dave Chickering, Masaba
Patrick Higgins, Edward Jones Investments
Joe Hoose, USD Foundation
Nick Jensen, Farmers Insurance – Sara Bye
Agency LLC *
Jamie Neitzke, Vermillion Federal Credit Union
Rachel Olson, Sanford Health
Scott Pohlson, University of South Dakota
Kelly Saunders, Taco John's *
Layne Stewart, Clay County Emergency Management
Craig K. Thompson, Craig K. Thompson Law Office

WATERTOWN AREA

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
Laura Heathcote, Dakotaland Federal Credit Union *
Tia Hutt, Dacotah Bank
Megan Lynde, Henry School *
Sean Melmer, First PREMIER Bank
Tina Pratt, TEREX Utilities *
Darrell Stacey, Watertown School District

WEST CENTRAL

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

WINNER

Lynelle Anderson, Hellmann's Quiet Creek Ranch
Jody Engel, BankWest
Cody Haiar, Frontier Motors Automotive Group, Inc.
Darrel Kaiser, Frontier Motors Automotive Group, Inc.
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
Deb Specht, Vision Real Estate
Nicole Valnes, Yankton School District *



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Dennis Aanenson,
A&B Business Solutions



Steve Kirby,
Bluestem Capital
Company



Mike Begeman,
Sanford Health



Dr. Jennifer Lowery,
Tea Area School District



Victoria Blatchford,
Wells Fargo Bank, N.A.



Mark Powell,
Midco



Verne Brakke,
Brakke Financial
Services



Brian Sandvig,
Valley Queen
Cheese Factory,
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Todd Bernhard



**Dr. Kay
Schallenkamp**



Dean Buckneberg,
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Clark Sinclair,
Montgomery's
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Bob Compton,
Dacotah Bank *



Steve Statz,
Avera Health



Mike Derby,
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Preston Steele,
American Trust
Insurance



Dana Dykhouse,
First PREMIER Bank



Bob Thimjon,
The Ramkota
Companies, Inc.



Rod Fouberg,
Dacotah Bank



Bob Weisser,
Weisser Distributing *



Jacquelyn Johnson,
Dice Financial Services
Group

JA STATE BOARD OF DIRECTORS

* - New in 2019



CHAIR:
Darren Hefty,
Hefty Seed Company



VICE CHAIR:
Joel Vockrodt,
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SECRETARY:
Dr. Rick Melmer,
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TREASURER:
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JA

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



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FINANCIALS

Statement of Activities
Year Ended June 30, 2019



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	Net Assets Without Donor Restrictions	Net Assets With Donor Restrictions	TOTAL
PUBLIC SUPPORT & REVENUES:			
CONTRIBUTIONS:			
Corporations	\$154,546	\$361,479	\$516,025
Individuals	28,822	55,028	83,850
Foundations	20,282	18,131	38,413
Total Contribution Revenue:	203,650	434,638	638,288
SPECIAL EVENTS:			
Golf Revenues	-	138,898	138,898
Golf Expenses	-	(19,485)	(19,485)
Net Golf Revenues	-	119,413	119,413
Bowl-a-Thon Revenues	-	182,542	182,542
Bowl-a-Thon Expenses	-	(23,548)	(23,548)
Net Bowl-a-Thon Revenues	-	158,994	158,994
Area Board Other Special Event Revenues	38,130	61,313	99,443
Area Board Other Special Event Expenses	(55,449)	(15,119)	(70,568)
Net Area Board Other Special Event	(17,319)	46,194	28,875
Net Special Events	(17,319)	324,601	307,282
Gifts in Kind Received - Advertising	70,937	-	70,937
Gifts in Kind Received - Product	85,430	-	85,430
Investment Income, Operating	73,665	6,947	80,612
Net Assets Released from Restriction	844,524	(844,524)	-
Total Revenue:	1,260,887	(78,338)	1,182,549
EXPENSES:			
Program Services	1,058,376		1,058,376
Fundraising	162,055		162,055
Fundraising - Gifts in Kind Used	132,611	-	132,611
Management and General	43,766	-	43,766
Management and General - Gifts in Kind Used	23,756		23,756
Unrealized Losses (Gains)	3,401	(6,227)	(2,826)
Total Expenses	1,423,965	(6,227)	1,417,738
CHANGE IN NET ASSETS	(163,078)	(72,111)	(235,189)
NET ASSETS, Beginning	877,253	1,333,833	2,211,086
NET ASSETS, Ending	\$714,175	\$1,261,722	\$1,975,897



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of South Dakota

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