

JA
ANNUAL
REPORT
2020





JA **INSPIRING TOMORROWS**

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

JA Inspires Tomorrows by:

- ▲ Showcasing community role models
- ▲ Giving hope for a better future
- ▲ Encouraging students 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 1.5-Minute
**Inspiring
Tomorrows**
Video

JA ALUMNI EXPERIENCE

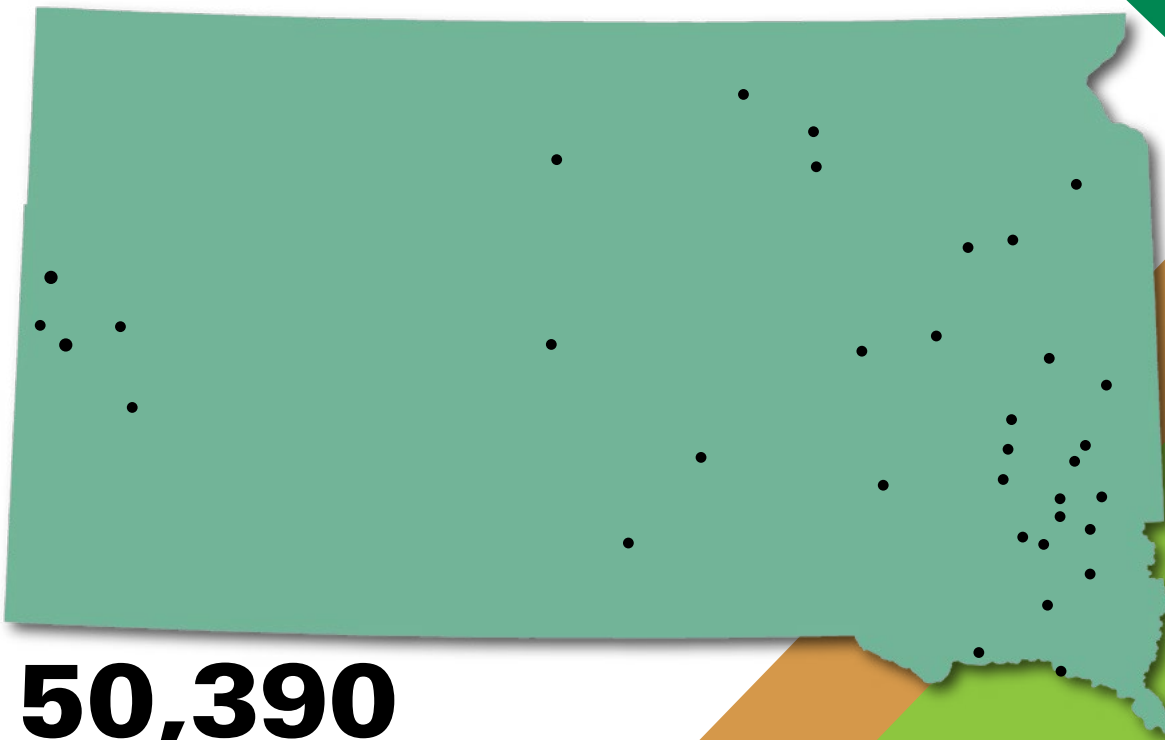
We thank the many community leaders, volunteers, educators and investors who help make JA a reality across South Dakota.

51%

of alumni work in the same field as their JA volunteer

75%

of alumni say JA played an important role in determining their career path



50,390

Students impacted in 2019-20

Click To See
**Communities
Served Statistics**





JA SUCCESS STORIES IN A UNIQUE YEAR

Junior Achievement helps students to develop successful financial management habits, empowers them to explore the potential of becoming an aspiring entrepreneur, and provides them with the skills necessary to succeed in a global workforce.



JA Inspire

Over 3,000 students experienced a career expo in person in November 2019 and virtually in February 2021. After completing pre-work that included a career assessment, students were able to engage with representatives from more than 70 occupations offered in South Dakota, showing them the vast array of career possibilities available in their home state.



Click To Watch
Our 1.5-Minute
JA Inspire
Event
Video

Pivot to Remote/ Virtual Learning

On March 13, 2020, JA programs came to an abrupt halt as our school districts moved to remote learning due to the Covid-19 pandemic. While most JA programs were completed prior to remote learning, JA moved quickly to provide virtual resources to educators and parents across South Dakota to enhance their at-home learning experiences.

JA launched Project Tomorrows to share family activities, online games, apps, printables, and more; and Take Your Child to (Remote) Work Day to encourage parents to involve their child in learning about their career while they worked from home.

Throughout the summer, the JA team worked with JA USA to develop virtual program options. The newly launched options enable volunteers to give their time from their home or office using remote conferencing platforms, online engagement, and video recording. This pivot to remote, virtual volunteering allows JA to continue impacting students with quality content and inspiring community volunteers during a unique and challenging time.



It was such an incredible program and I found it so crazy that JA was able to put out something this educational digitally. It was so accessible and easy to use that I was blown away.

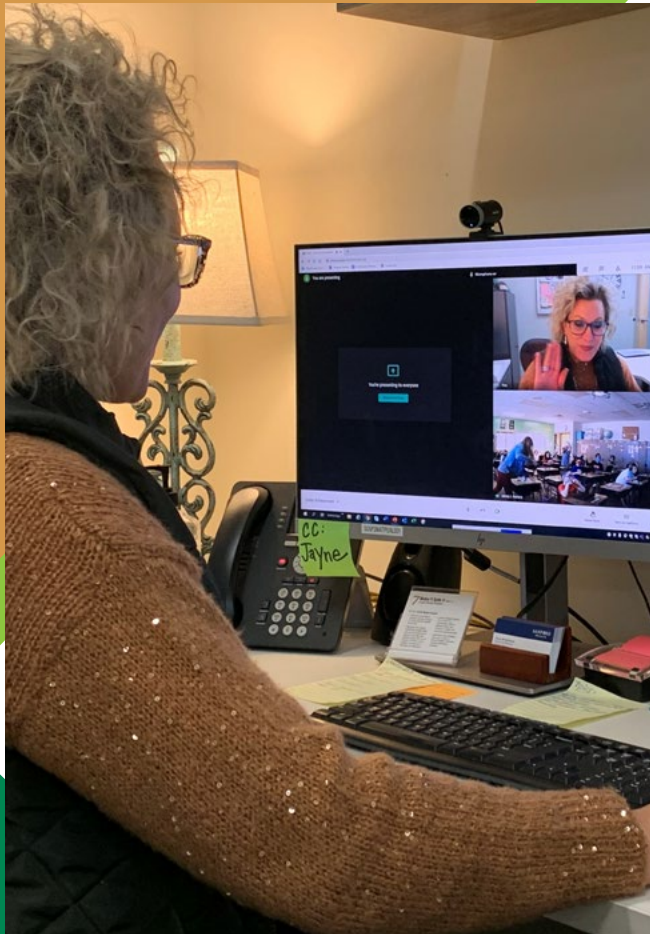
JA Student

JA

SUCCESS STORIES

IN A UNIQUE YEAR

continued



To support **Virtual Volunteers, Junior Achievement** provides the following:

Training – JA staff provides guidance including useful training materials for volunteers to reference as they prepare for their volunteer experience.

Connection – Volunteers partner with a classroom teacher who can help the volunteer connect with the students and ensure a high-quality experience for all involved.

Content – A grade-specific curriculum is provided to volunteers as a guide to what they will be teaching and where they can share about their personal and professional experiences.

Support – A local staff member is available to help volunteers troubleshoot or to answer any questions they may have.

With these new implementation options and the continued support of JA's partner school districts, JA volunteers continue to make an impact across South Dakota to Inspire Tomorrows.



Click To Watch
Our 45-Second
**Response
to Covid**
Video

JA FUNDRAISING EVENTS

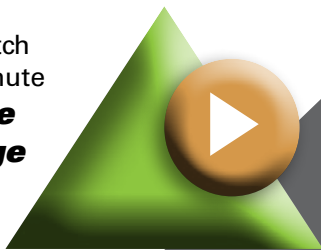
In January 2020, JA held the first event at the new Great Shots venue in Sioux Falls. Over \$60,000 was raised by nearly 600 JA supporters. JA plans to hold the event again on January 24, 2022.

During the pandemic, golf events and 5k Bacon Runs could continue as they offered a great way to fundraise while encouraging social distancing. Golf events were held in Baltic, Chamberlain, Sioux Falls, and Pierre. Bacon Run events were held in Aberdeen and Tea.

In addition, the Move4JA and Move-a-Thon virtual races were held as a way for supporters to get out of their homes in a socially distant way while getting some exercise and supporting the JA mission.



Click To Watch
Our 1.5-Minute
**100 Hole
Challenge**
Video





Dennis Aanenson,
A&B Business Solutions



Dr. Jennifer Lowery,
Tea Area School District



Mike Begeman,
Sanford Health
(retired)



Melissa Miller Kincart,
Rapid City Area
School District *



Victoria Blatchford,
Wells Fargo Bank, N.A.



Nathan Sanderson,
South Dakota Retailers
Association *



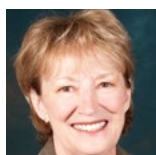
Ryan Boschee,
Great Western
Bank *



Brian Sandvig,
Valley Queen
Cheese Factory,
Inc.



Verne Brakke,
Brakke Financial
Services



**Dr. Kay
Schallenkamp**



Bob Compton,
Dacotah Bank
(retired)



Clark Sinclair,
Montgomery's
Furniture



Clay Cudmore,
South Dakota
Community Foundation *



Steve Statz,
Avera Health



Dana Dykhouse,
First PREMIER Bank



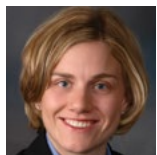
Preston Steele,
American Trust
Insurance



Darren Hefty,
Hefty Seed Company



Bob Thimjon,
The Ramkota
Companies, Inc.



Jacquelyn Johnson,
Dice Financial Services
Group



Bob Weisser,
Weisser Distributing



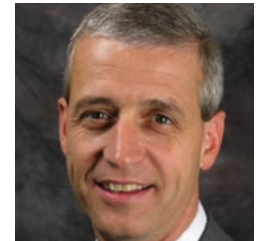
Steve Kirby,
Bluestem Capital
Company

JA STATE BOARD OF DIRECTORS

* - New in 2020



CHAIR:
Joel Vockrodt,
Office Peeps, Inc



VICE CHAIR:
Dr. Rick Melmer,
Leadership South Dakota



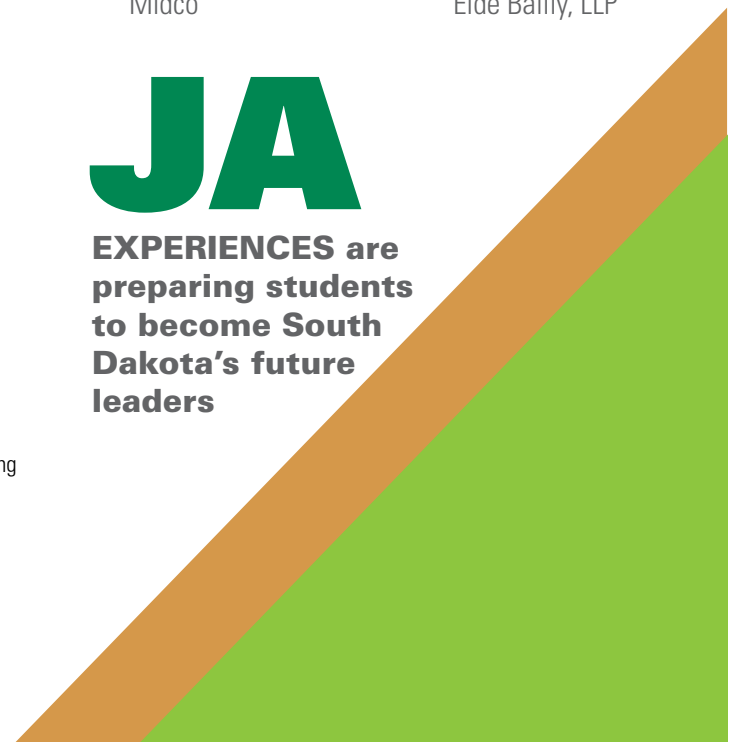
SECRETARY:
Mark Powell,
Midco



TREASURER:
Aaron Clayton,
Eide Bailly, LLP

JA

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



JA FINANCIALS

Statement of Activities

Year Ended June 30, 2020

| | Net Assets Without Donor Restrictions | Net Assets With Donor Restrictions | TOTAL |
|---|--|---------------------------------------|--------------------|
| PUBLIC SUPPORT & REVENUES: | | | |
| CONTRIBUTIONS: | | | |
| Corporations | \$192,530 | \$179,963 | \$372,493 |
| Individuals | 26,755 | 10,985 | 37,740 |
| Foundations | 55,968 | 74,867 | 130,835 |
| Total Contribution Revenue: | 275,253 | 265,815 | 541,068 |
| SPECIAL EVENTS: | | | |
| Golf Revenues | - | 12,905 | 12,905 |
| Golf Expenses ** | - | (871) | (871) |
| Net Golf Revenues | - | 12,034 | 12,034 |
| Bowl-a-Thon Revenues | - | 189,161 | 189,161 |
| Bowl-a-Thon Expenses ** | - | (24,204) | (24,204) |
| Net Bowl-a-Thon Revenues | - | 164,957 | 164,957 |
| Area Board Other Special Event Revenues | - | 208,429 | 208,429 |
| Area Board Other Special Event Expenses ** | - | (4,342) | (4,342) |
| Net Other Special Event | - | 204,087 | 204,087 |
| Net Special Event | - | 381,078 | 381,078 |
| Gifts in Kind Received - Advertising | 10,109 | - | 10,109 |
| Gifts in Kind Received - Product | 56,220 | - | 56,220 |
| Investment Income, Operating | 105,481 | 7,298 | 112,779 |
| Net Assets Released from Restriction | 793,393 | (793,393) | - |
| Total Revenue: | 1,240,456 | (139,202) | 1,101,254 |
| EXPENSES: | | | |
| Program Services | 1,002,634 | - | 1,002,634 |
| Program Services - Gifts in Kind Used | 28,231 | - | 28,231 |
| Fundraising | 134,292 | - | 134,292 |
| Fundraising - Gifts in Kind Used | 35,225 | - | 35,225 |
| Management and General | 43,408 | - | 43,408 |
| Management and General - Gifts in Kind Used | 2,872 | - | 2,872 |
| Unrealized Losses (Gains) | 84,596 | 313 | 84,909 |
| Total Expenses | 1,331,258 | 313 | 1,331,571 |
| CHANGE IN NET ASSETS | (90,802) | (139,515) | (230,317) |
| NET ASSETS, Beginning | 714,175 | 1,261,722 | 1,975,897 |
| NET ASSETS, Ending | \$623,373 | \$1,122,207 | \$1,745,580 |

** direct benefit to donors



Junior Achievement®

of South Dakota

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jasd@ja.org

