



Junior
Achievement™
of South Dakota

IMPACT REPORT 2023



TO OUR VALUED INVESTORS, VOLUNTEERS & FRIENDS:



What a year we had! During Junior Achievement's 55th year of impacting students in South Dakota, we reached a significant milestone. More than ONE MILLION learning experiences have been delivered to South Dakota students since 1968!

We wonder if the community leaders who founded JA in South Dakota ever imagined we'd provide more than one million JA experiences to our students. We are grateful to those who had the vision to bring Junior Achievement to our state, and we are continually humbled by all of you who have supported and propelled the organization to accomplish this milestone. Without your support, there is no JA. We are immensely thankful.

While this milestone is exciting and impressive, it's just one piece of the story. JA learning experiences have evolved over the years, and we feel the best is yet to come. We're excited to launch a new capstone program, JA Finance Park®, this spring. Students who participate in this immersive experience put into practice their personal finance education by developing and committing to a personal budget. We've dreamed for years about offering this experience to South Dakota students, and we are thrilled that it will become a reality in 2024.

Our next chapter begins now, and we thank JA donors and corporate partners for ensuring our impact can not only continue, but also grow. The funding provided, along with the connections to great community volunteers who deliver JA experiences, brings our mission to life. We are beyond grateful for the dedicated volunteers who give their time and energy to help our young people have the skillset and mindset to build and sustain thriving communities. We appreciate the leadership shown by committed Board Members and Champions who work hard to make JA a reality in 42 South Dakota communities. Finally, we can't say enough about our small, yet passionate JA Staff who bring the energy and enthusiasm to all JA activities, knowing each task makes it possible to impact more students.

On behalf of the JA State Board and the JA Staff, we thank you and encourage you to celebrate this outstanding year with us. We have great momentum, paving the way for exciting opportunities ahead. Let's dig in and make an even bigger impact in the future!

Sincerely,



KAYLA EITREIM
JA OF SOUTH DAKOTA
PRESIDENT & CEO



MARK POWELL, Midco
JA OF SOUTH DAKOTA
STATE BOARD CHAIR
2021-2023

STUDENT IMPACT HIGHLIGHTS



"The most impactful part of being a JA volunteer is ensuring kids have a clear understanding that the real world is right around the corner and at their age, applying for their first job is coming up fast."

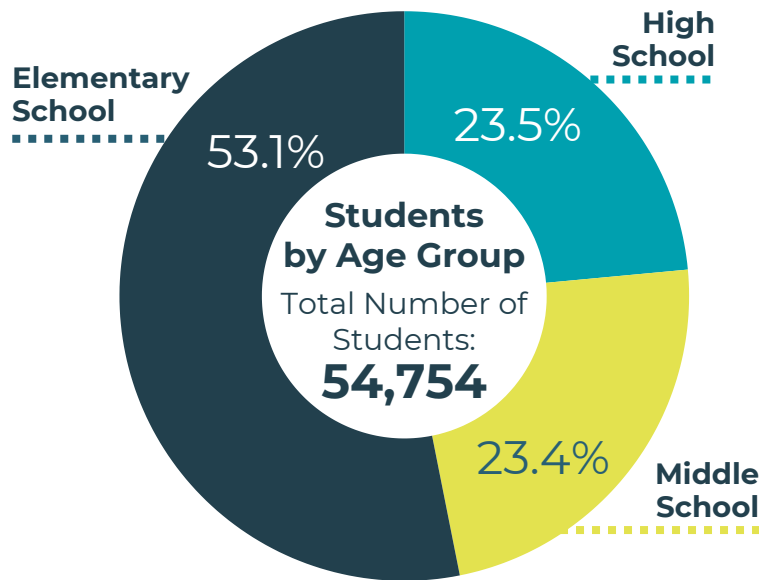
-JA Volunteer at West Central Middle School



1,852

Volunteers

Junior Achievement of South Dakota's committed volunteers visited classrooms during the 2022-23 school year to empower students to own their future.



72.67%

Volunteer Retention Rate

Junior Achievement of South Dakota is grateful for the many volunteers who return to the classroom year after year. This high retention rate ranks among the top of all JA offices in the US.



34.2%

of South Dakota students received JA

Junior Achievement of South Dakota ranks third out of 102 JA offices for student market share. The JA national average market share is 7.7%.



"My students loved the goals of the sessions. I even had kids inspired to create their own businesses during indoor recess!"

- Sioux Falls Elementary Teacher

ALUMNI ACHIEVEMENT

“Junior Achievement was formative for me as a student when I didn’t yet know what I wanted to be when I grew up. Whether it was my mom coming to teach my first grade class about wants and needs (where one of my classmates learned that his dad didn’t really *need* a speedboat!) or retired Avera executive, Dick Molseed, teaching my sophomore class about the importance of ethical conduct in business, the instruction I received from Junior Achievement volunteers built the foundation for me to succeed in higher education and in my career. The lessons I learned at an early age shaped my management philosophy and have motivated me to give back my knowledge and talents as a JA classroom volunteer today.”

**-James Gaspar, Interstate Office Products,
JA Alum & JA Volunteer**



“Junior Achievement introduced the world of business at an early age that I still remember to this day. I recall an investment banker coming into my classroom and teaching the concept of money and business terminology, all while having fun learning. Now being a JA instructor myself, it is fun to see the students learn and grow while teaching them the concepts I use in my business role every day!”

**-Karlie Solum, Marsh McLennan Agency,
JA Alum & JA Volunteer**

**According to a 2022
third-party study
conducted by Ipsos:**



JA Alumni earn **20%** more than the general population.



27% of JA Alumni say Junior Achievement positively influenced their decision to start or run a business.



68% of JA Alumni between the ages of 18 and 29 report they are financially independent of their parents, compared to 34% of the general population in the same age group.



69% of JA Alumni say they work in their “dream career,” compared to only 25% of the general population.

“JA has had a huge impact on my life because it showed that people care about the next generation and want us to succeed just like them. It is cool to see an organization so dedicated to protecting the future of the world one student at a time.”

**-Mackenzie Schelhaas,
2022-23 Leo Crawford
Scholarship Recipient**

2023 JA STATE BOARD OF DIRECTORS

Board Chair - Mark Powell
Midco

Vice Chair - Steve Statz
Avera Health

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Dana Dykhouse
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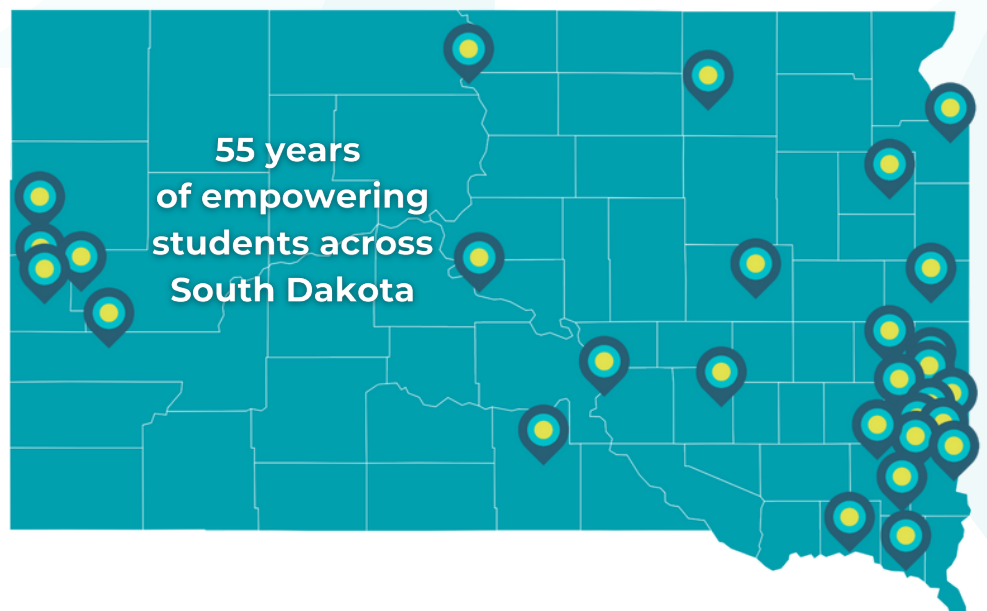
JA ACROSS THE STATE

Click [here](#) to view
JA Champions and
Volunteers listed by
community.



"JA volunteers bring in real world relevancy to all lessons that help reach our kids."

-Rapid City Elementary Teacher



EVENTFUL IMPACT

At JA of South Dakota, we host several events throughout the year to raise funds to support our student programming. These events also engage the communities we serve in our efforts to reach students! Whether you'd like to get involved on an individual level or as a business through event sponsorship, we offer several ways for you to support our work while having a great time!



JA TITAN

Almost 600 high school students across South Dakota participated in JA Titan and 19 teams competed in the statewide JA Titan Competition, where students assume the role of a cell phone company CEO with the challenge to see who can sell the most cell phones. A team from Yankton High School won first place!

JA EXCELLENCE THROUGH ETHICS

Through the JA Excellence through Ethics program, almost 10,500 middle and high school students from over 30 communities across the state learned from local community leaders about the importance of making ethical decisions.

JA STOCK MARKET CHALLENGE

Over 2,300 students completed JA Invest for Your Future in the classroom. Student teams from nine schools attended the live JA Stock Market Challenge competition, competing to earn the highest return on their portfolio. A team from Jefferson High School won first place!



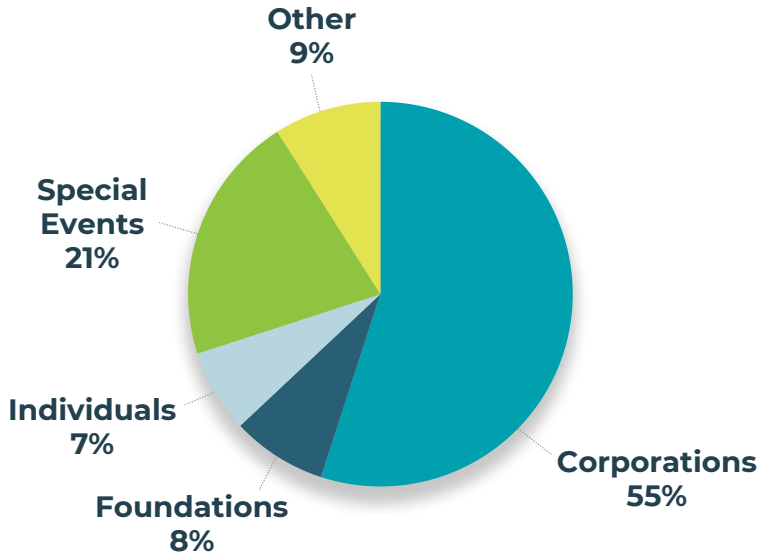
JA INSPIRE

More than 3,500 eighth-grade students attended JA Inspire, a hands-on career exploration event, to learn about career opportunities available to them in South Dakota. Professionals from over 60 businesses showcased more than 75 careers from the 16 JA career clusters. Students visited with these professionals to ask questions about their careers and educational backgrounds and then had an opportunity to try the various tools, techniques, and skills used by those working in these careers each day.

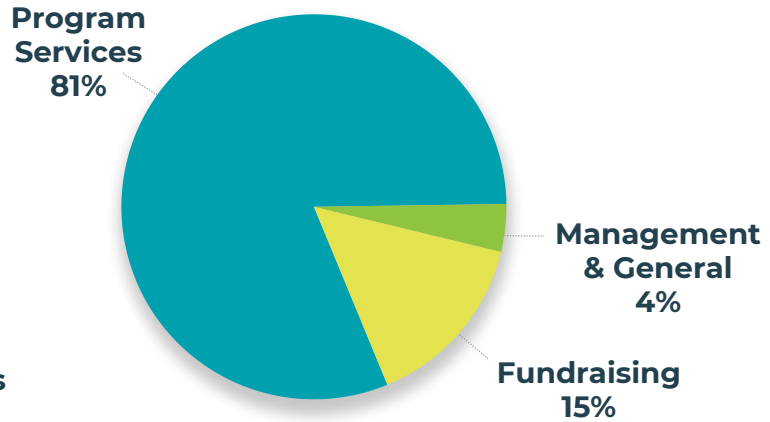
FINANCIAL SUMMARY

*Per 2022-23 Audit

Total Revenue
\$1,157,795



Total Expenses
\$1,134,571



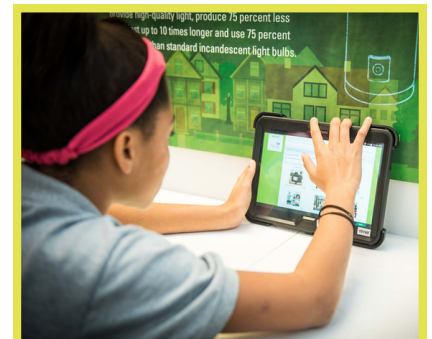
[Click here to view the 2023 investors who supported JA across South Dakota.](#)

[Thank you for investing in our youth!](#)



Junior Achievement's Newest Initiative

During the spring of 2024, JA will launch JA Finance Park®, an innovative capstone program for personal financial planning and career exploration. At the culmination of this teacher-led program, students visit JA Finance Park®, a realistic on-site or virtual community, to put into practice what they've learned by developing and committing to a personal budget.



GET INVOLVED WITH JA!

Volunteer Your Time

Join us as we continue to grow and reach more students in South Dakota. Your time is an incredibly valuable gift. Sign up to make an impact today!

Invest in the Future

No gift is too small! Support JA student experiences by making a gift today. Invest in our future leaders! Consider your legacy and help sustain the mission of JA for generations to come by remembering us in your will, estate planning, or by beneficiary designation.

Join Us for a JA Event

We invite you or your company to participate in our fundraising events held across the state. Visit our website to learn about the various events we host to benefit student programming.



"The best part about volunteering with JA is interacting with students, hearing their stories, and helping them make connections to their past, present, and future selves."

**-JA Volunteer at
Sioux Falls Washington High School**



**Junior
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of South Dakota

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