



Junior
Achievement™
of Southeastern Pennsylvania



FY24 Impact Report

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Dear Friends of Junior Achievement,

I am pleased to present the FY24 Annual Report for Junior Achievement of Southeastern PA. This past year marked significant growth as we began implementing our three-year strategic framework. Our focus has been on ensuring young people are equipped for economic mobility and the pursuit of their ambitions.

During the 2023-24 school year, over 27,000 young people across Southeastern Pennsylvania learned financial literacy, became work-ready, created businesses, and engaged in real-world learning experiences.

We prioritized supporting young people in under-resourced communities, focusing on middle and high school students. By the end of the school year, we had shifted many of our learning experiences to target middle and high schools, keeping us on track for our goal by 2026 to serve 75% middle and highschoolers, and focusing on communities where 75% of young people in from under-resourced communities.

A major highlight was the focus on preparing for the expansion of JA Finance Park® to include a transportable in-person simulation, allowing young people to practice skills in a reality-based pop-up city. This innovative model supports our strategic framework and will increase JA SEPA's geographic reach.

Junior Achievement experiences are delivered by volunteers in collaboration with educators. I am in awe of the JA community's dedication and commitment to positive change. None of this would be possible without our donors, educators, partners, and volunteers.

We value your support and invite you to help us grow this community by inviting others to join JA. Thank you for being an integral part of our journey.

In partnership,

A handwritten signature in blue ink that reads "Stephanie Gambone".

Stephanie Gambone,
President & CEO





JA Vision

We envision a region where young people have the skillset and mindset to build thriving communities.

We proudly serve 8 counties in Southeastern PA:
Berks, Bucks, Chester, Delaware, Lehigh, Montgomery, Philadelphia, and Northampton



JA Mission

To inspire and prepare young people to succeed in a global economy.



JA SEPA's Purpose

To equip young people for economic mobility and the pursuit of their own ambitions.



In collaboration with educators, community organizations, and businesses, we ensure that young people (ages 5-25) have access to high quality financial education and career readiness learning experiences to **inspire possibilities, prepare them for careers, and build skills to succeed.**

Junior Achievement of Southeastern PA (JA SEPA), operates in our area since 1951. In alignment with national and state standards, JA Learning Experiences help young people explore:

- Financial Literacy**
- Work and Career Readiness**
- Entrepreneurship**

With a focus on under-resourced communities and emphasis on middle and high school students, we combine in-class lessons and experiential learning to connect what is learned at school with the real world. We ignite the spark in young people to experience and achieve success!



Board of Directors

- James Aronow**, WPVI / Disney / ABC
- Bassam Awadalla**, Bank of America
- Bill Bainbridge**, Resolution Life
- Don Barbuto**, Marsh McLennan
- Rhonda Bettis**, Citizens Bank
- Ryan Bruner**, Actuarial Risk Management
- Sariyah Buchanan**, Edward Jones
- Chad Burkholder**, Forge Health
- James Burns**, TriState Capital Bank
- Andrew Cichocki**, Airgas (retired)
- Advait Deshpande**, JP Morgan Chase
- Ray Duffy**, Villanova University
- Christopher Everett**, Truist
- Dr. Nyshawana Francis-Thompson**
School District of Philadelphia
- Scott Friedman**, Deloitte
- Mary Guckert**, Johnson & Johnson
- Tom Harper**, Wells Fargo
- Jennifer Helle**, 606Partners, LLC/KETOS
- Kenneth Johnson** Urban Design & Policy
- Kate McArdle**, Salesforce
- Misty McCloskey**, Jefferson Health
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- Daniel Murphy**, RSM US LLP
- William Packer**, Essential Utilities
- Chad Palank**, M&T Bank
- Dr. Erica Patterson**, Philadelphia Gas Works
- Cristopher Regent**, Merck
- Ali Robinson-Rogers**, Ali Robinson-Rogers, Inc
- Matthew Rodgers**, KPMG LLP
- Scott Szczygiel**, PECO
- Yen Tieu**, EY



Executive Committee

- Bassam Awadalla**, *Chair*, Bank of America
- Chad Burkholder**, *Vice Chair*, Forge Health
- Christopher Everett**, *Secretary*, Truist
- Mary Guckert**, *Vice Chair*, Johnson & Johnson
- Jeff McLaughlin**, University of Delaware
- Dr. Erica Patterson**, Philadelphia Gas Works
- Matthew Rodgers**, Treasurer, KPMG LLP



Young Professionals Board

- Scott Szczygiel**, *YPB Chair*, PECO
- Alondra Jimenez**, *YPB Vice-Chair*, JKJ
- Emily Abrams**, KPMG, LLP
- Erin Domzalski**, Aqua America
- Greg Galiffa**, AMETEK
- Michael Grosso**, Bimbo Bakeries USA
- Michael Horwitz**, KPMG, LLP
- Cristina Juarbes Santaliz**, Mastery Schools
- Amber Khokar-White**, Pfizer
- Mason Kimball**, Haefel Flanagan
- Thomas Malinowski**, BlackRock, Inc
- JT Malorio**, SAP North America
- Maggie Shields**, BlackRock, Inc
- LJ Trolio**, ivee
- Jayce Victor**, Vanguard
- Jackie Flannery**, Salesforce

Thank you for your dedication
and your commitment!



JA Learning Experiences have been grouped to reflect the goals for impact:

INSPIRE

JA Introductory Learning Experiences develop an interest

Examples:

- JA Career Speaker
- JA In A Day
- JA Job Shadow
- JA Launch Lesson
- JA Rising Women
- JA STEM Career Expo and more!

PREPARE

JA Core Learning Experiences build behaviors, skills, and ultimately competencies

Examples:

- JA Economics For Success
- JA Finance Park Virtual
- JA More Than Money
- JA Personal Finance and more!

SUCCEED

JA Applied Learning Experiences demonstrate mastery of competencies in a real life situation

Examples:

- JA Company Program

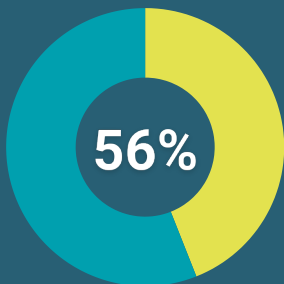


For details about about JA SEPA's learning experiences, visit our [website](#).

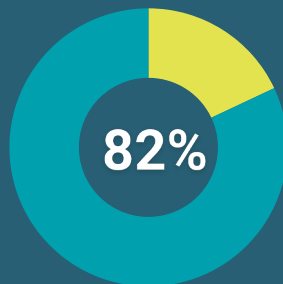


JA Impact

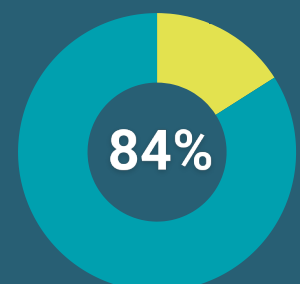
JA Learning Experiences provide transformational impact In young people's attitudes toward money management, financial decisions, and careers.



JA ALUMNI report they are currently (or have been) in a similar career to the one their JA volunteer had.



JA ALUMNI report being financially independent from their parents. *(Ipsos Study)*



JA ALUMNI agree that they have a strong financial footing. *(Ipsos Study)*



During FY24, we served over **27,000** young people, including elementary, middle and high school students, and providing a variety of learning experiences. Below are a few program highlights:



JA Company Program®

200 Middle and High School students in the region started businesses through **JA Company Program**. Our host companies this year were: **Accenture, Essential Utilities, Lincoln Investments, Pfizer, RSM, SAP America, and Resolution Life.**

JA Finance Park Virtual®

1,200 students developed financial literacy skills and virtually practiced budgeting in **JA Finance Park Virtual**



JA Inspire - STEM®

1,300 Philadelphia High School students participated in hands-on STEM experiences during **JA Inspire** opening their eyes to new careers.

JA Job Shadow®

350 11th graders from Mastery Schools and the School District of Philadelphia got a hands-on glimpse at a "day in the life" at more than 15 local businesses through **JA Job Shadow**



JA Titan®

700 business students from the School District of Philadelphia stretched their CEO skills, participating in the **JA Titan** simulation.



5,500
students

**Early Adopter: District Curriculum Integration
Downingtown Area School District**



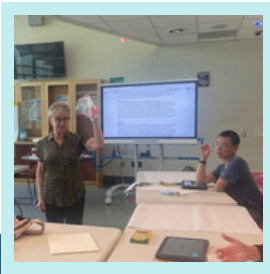
Junior Achievement measures relevance of their learning experiences, engagement of the activities and effectiveness of the concepts learned.

Relevance

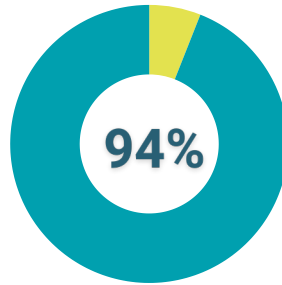


EDUCATORS

indicate that the concepts student learn are important for them to know and will serve them well in their future.



Engagement

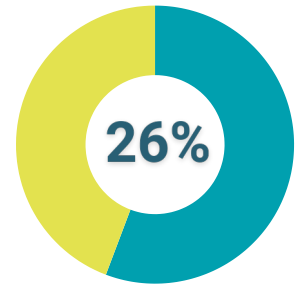


VOLUNTEERS

agreed that students were interested in the topics and engaged in the activities. Their time was meaningful and they would do it again.



Effectiveness



STUDENT'S KNOWLEDGE GAIN

Students answered knowledge questions more accurately following their learning experience. **This exceeds our 10% national benchmark!**



Testimonials

Educators

"The presentation benefited my students by presenters sharing their personal journeys. They don't often get to see how the decisions they make now impact their life long term. Excellent to have a conversation where they participated and have a vision of how what we're doing now is for their support."

Educator, Middle School

Volunteer

"It was a very positive experience! The students were attentive. Some of the topics we discussed today, they may not learn anywhere else. They were able to hear firsthand experiences and relatable stories. College isn't for everyone and Citizens is a great company for those without a degree." - Nefatiera Allen - Citizens

Students

"Today gave me a perspective of people's lives and their struggles with college. Having the presenters come in is very beneficial for me and my future. I learned that no matter where you come from, you are still able to succeed with the right resources and network." – Cameron



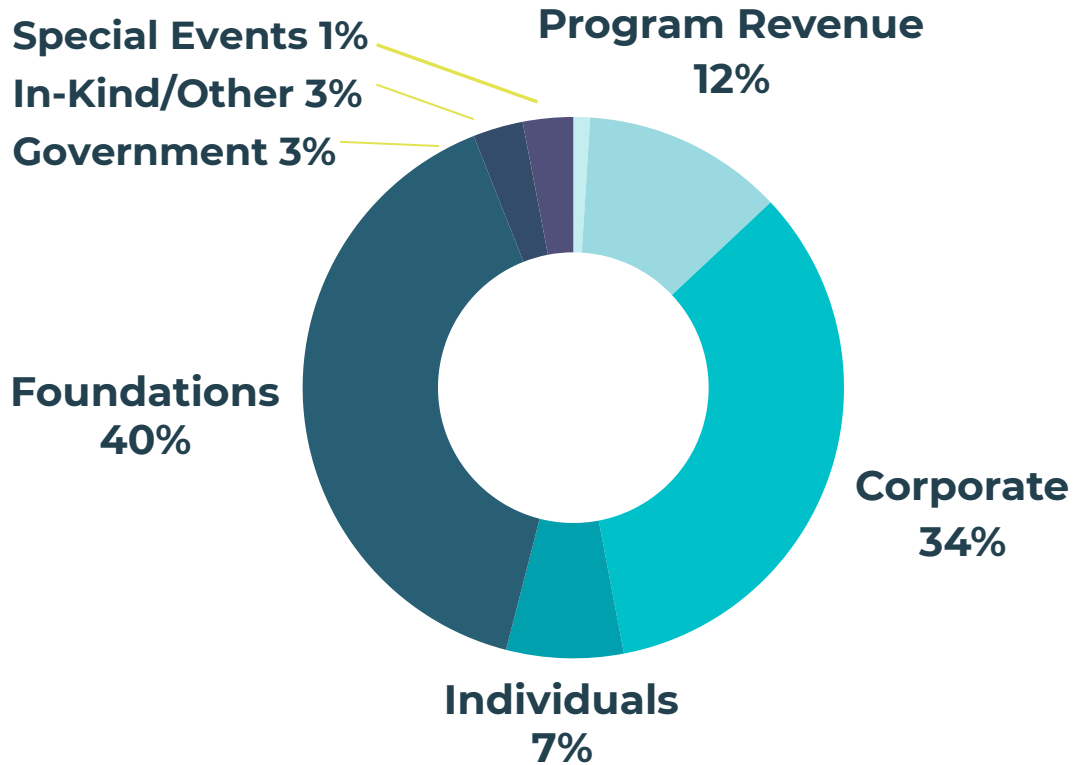
"We were given resources that can help us with our future. Information on banking, credit, and retirement. My parents are immigrants and do not have the privilege of a retirement plan. It was beneficial to learn that I have that option." – Heidi





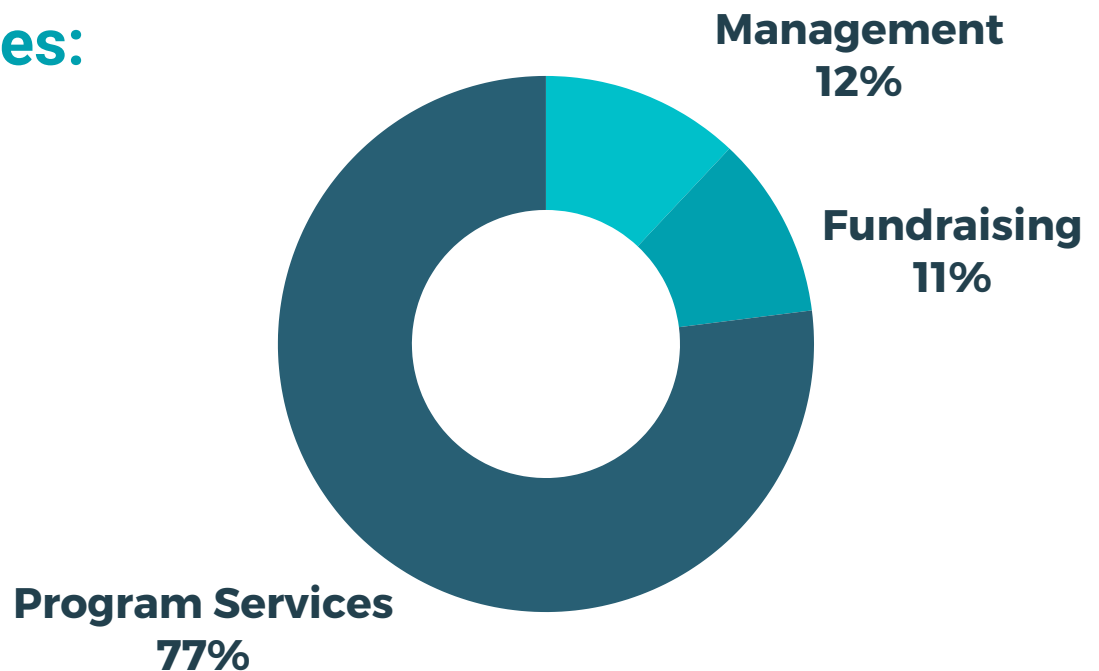
Total Revenue:

\$1,187,335



Total Expenses:

\$1,134,495



With Gratitude... Fundors and Investors



**Junior
Achievement™**
of Southeastern Pennsylvania

Empower (\$75,000+)

Lincoln Financial Foundation
School District of Philadelphia
Zeigler Family Foundation

Succeed (\$11,000-74,999)

Airgas
Citizens Bank
Downingtown Area School District
Ernst & Young LLP
Fulton Forward Foundation
Hamilton Family Charitable Trust
Johnson & Johnson
Pfizer
Philadelphia Insurance Company
Santander Bank Foundation
SAP Charitable Fund
Truist
U.S. Bank Foundation
U.S. Department of Labor
Venerable
Wells Fargo Foundation
Westchester Fire Insurance Company

Prepare (\$6,000-\$10,999)

Alcon
Berks County Community Foundation
Essential Utilities, Inc
Herr Foods Inc.
JA USA
Janssen Biotech, Inc.
Lincoln Investments
M&T Bank
McDermott, Michael & Brooke
Paychex Charitable Foundation
Penn Community Bank Foundation
PWC
Resolution Life
State Farm
The Dow Foundation
TriState Capital Bank
Wawa Inc
Wells Fargo Bank

Inspire (\$1-\$5,999)

Ametek Foundation
Aqua America
Bank of America
BlackRock
Casualty Actuarial Society
Church & Dwight Employee Giving Fund
Countryside Consulting (D)
Deloitte
Disney Advertising
Exelon
Forst Foundation
Fulton Bank
Holt Logistics, Corp.
IKEA
INTECH Construction, LLC
IUPAT District Council 21
Jacobs Engineering
JKJ
JPMC Foundation
Junior Achievement Staff Alumni Network
KPMG
Kutztown Area School District
Lindback Foundation
Lockheed Martin
Lucchesesi, Jennifer & Tony
Merck Company Foundation
Morgan, Lewis & Bockius LLP
PeopleShare
Philadelphia Works
PSECU
RSM US LLP
S&T Bank
Sales Force Foundation
Salus University
SAP America, Inc
Seer Interactive
Veeva Systems, Inc
Walmart
Webster Bank

Community Partners

ACE After-School Program
Be Proud Foundation
Big Brothers Big Sisters Independence
Chester Housing Authority
EDSI
Girls Scouts of Eastern PA
Innovageous
Philadelphia Academies, Inc
Philadelphia Parks and Recreation
Public Health Management Corp
Urban Affairs Coalition

**We could not move forward our mission
without your support... Thank you!**

With Gratitude...

Individual Donors



Junior
Achievement™
of Southeastern Pennsylvania

Emily Abrams
Logan Abrams
Deborah Affonsa
Dash Alex
Steve Arcgidiano
James Aronow
Bassam M. Awadala
Himran Aziz
Ishban Aziz
William & Jamie Bainbridge
Don Barbuto
Peter Barna
Michael Barsotti
Florence Battle
Alfred Bauer
Mike Belki
John Bendas
Lola Beylina
Patricia Blumenauer
Emily Boger
Jeffrey Allen Bohr
Matthew Bourgeois
Robin Boyd
Tyler Brennan
Alexandra Bretschneider
Sabrina Brooks
Kevin Brooks
Paul Brown
Ryan Brown
Ryan Bruner
Sariyah Buchanan
Deborah Burke
Chad Burkholder
James Burns
Mary Ann Carpenter
Kristi Cauvin
Tyler Charlesworth
Helen Chew
Ida Ciallella
Andrew & Sharon Cichocki
Amanda Clayton
Shira Cohen
Josh Cohen
Emily Ann Collins
Walter Condori
Amanda Corso
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Amanda Cunningham
Patrick Cunningham
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Hermilo Dominguez
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Erin Domzalski
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Raymond Duffy
Bridget Durkin
Sarah Eccles
Matthew Epstein
Michael Ercolino
Johnson Esther
Christopher Everett
Brendan Feeney
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Erin Feeney
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Mary Hopper
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Steve Horwitz
Hannah Housenick
Dennis Huey
Erik Hughes
Alondra Jimenez
Ivette Jimenez
Kristen Johanson
Kenneth Johnson
Aboud Karzoun
Tracy Keelan
James Kerak
Austin Kim
Mason Kimball
Mark Kimball
Viola Kimball

Matthew Kimball
Nicole Koffke
David Kralle
Elyse Langan
Elizabeth Le
Sophia Lg
Duane Liedl
Annie Lindner
Cecilia Loftus
Bryce Low
Hali Lucas
John Luczkowski
Dana Lukowski
Lynn Lukowski
William MacHose
Pascal Maeter
Thomas Malinowski
JT Malorgio
Chris Manning
Angela Marks
Catherine McArdle
Virgil McClendon
Misty McCloskey
Christopher McCloskey
Timoteo McDaniel
Vince McFadden
Crinne McGrath
Michael McGuire
Ed Mcilvaine
Jeff McLaughlin
Kelsey Medaglia
Susie Meyer
Evan Meyer
Ryan Meyers
Michael Mignona
Mark Minken
Daniel Monteforte
Michael Moore
Alex Moore
Nicholas Mraz
David Mraz
Patrick Mullen
Raina Murdock
Dorothy Murdock
Daniel Murphy
Rao Nakkella
Tinashe Nyamupingidza
Lizzie O'Dee
Pooja Ojala
Festo Okidi
Reagan Overstreet
William Packer
Chad Palank
Preet Patel
Erica Patterson
Gretchen Peck
Nadia Pelham-Lacey
Tony Polselli

Erika Prado
James Price
Michael Puchon
Meaghan Quay
Amy Raffaele
Ashley Randalph
Madison Regan
Christopher Regent
Robert Rishel
Carol Robinson
Ali Robinson-Rodgers
Matthew W. Rodgers
Terrence Roman
Laura Rossi
Jessica Rounsville
Albert Ruiz
Matthew Rutt
Alam Saad
William Saffici
Kathryn Sagl
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Valentina Says
Preston Scheier
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Dalton Semmel
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Naim Speaks
Nick Specia
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JC Victor
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Aidan Vorhees
Chris Wells
Amber White
Bruce White
Monica Williams
Brianna Winters
Kayla Wood
Randall Wooley

With Gratitude... Education Partners



**Junior
Achievement™**
of Southeastern Pennsylvania

Berks County

Daniel Boone Middle School
Kutztown Area High School

Bucks County

Saint Andrew School
Saint Isidore School
Richard E Strayer Middle School

Chester County

Beaver Creek Elementary School
Bethel Springs Elementary School
Bradford Heights Elementary School
Brandywine Wallace Elementary School
Caln Elementary School
East Fallowfield Elementary School
East Ward Elementary School
Kennett Middle School
Kings Highway Elementary School
Lionville Elementary School
Pickering Valley Elementary School
Reeceville Elementary School
Shamona Creek Elementary School
Springton Manor Elementary School
Uwchlan Hills Elementary School
West Bradford Elementary School

Delaware County

Drexel Neumann Academy
Radnor High School
Harvey Sabold Elementary School
Scenic Hills Elementary School

Lehigh County

William Allen High School
Building 21 Allentown High School
Catasauqua Middle School
Louis E Dieruff High School

Montgomery County

Arrowhead Elementary School
Eagleville Elementary School
Fairwold Academy
Gilbertsville Elementary School
Methacton Senior High School
North Penn High School
Ringing Rocks Elementary School
Shady Grove Elementary School
West Pottsgrove Elementary School
Woodland Elementary School
Worcester Elementary School

Northampton County

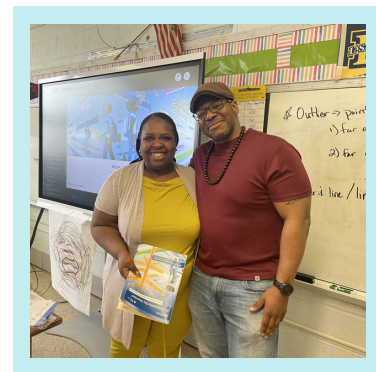
Nazareth Area Intermediate School

Philadelphia County

Girard College
Mastery Charter School - Gratz
Mastery Charter School - Lenfest
Mastery Charter School - Pickett
Mastery Charter School - Shoemaker
Mastery Charter School - Thomas
Mastery Charter School - Hardy Williams

The School District of Philadelphia, more than 120 schools including...

Add B Anderson Elementary School
Building 21 Philadelphia High School
Benjamin B Comegys Elementary School
Camelot Academy - Hunting Park East
Creative & Performing Arts High School
Crossroads Accel Academy At Meade
Murell Dobbins Career Technical Education High School
Tanner G Duckrey Elementary School
Franklin S Edmonds Elementary School
Franklin Learning Center
Horace Furness High School
Andrew Hamilton Elementary School
Henry H Houston Elementary School
Gen Philip Kearny Elementary School
William D Kelley Elementary School
Kensington High School
Martin Luther King High School
Lankenau Magnet High School
Abraham Lincoln High School
William C Longstreth Elementary School
James R Lowell Elementary School
Jules E Mastbaum Vocational Technical High School
John F McCloskey Elementary School
Middle Years Alternative School
Northeast High School
Overbrook Elementary School
Philadelphia Learning Academy North
Robert B Pollock Elementary School
Potter - Thomas Promise Academy
Roxborough High School
John H Taggart Elementary School
George Washington High School
Martha Washington Academy Plus
West Philadelphia High School



Thank you for your partnership!

With Gratitude... JA Volunteers



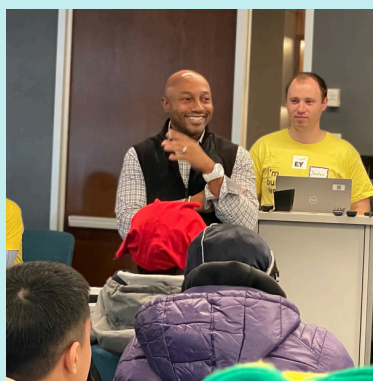
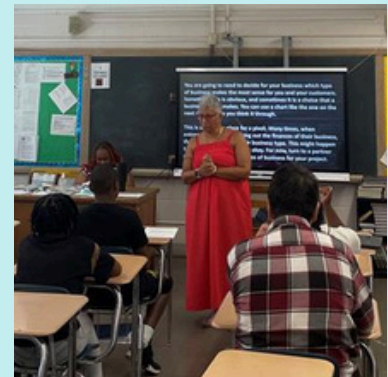
Junior
Achievement™
of Southeastern Pennsylvania



“...Volunteers are the heart of JA!”

Stephanie Gambone
President & CEO, JA SEPA

During the 2023-24 school year
we were supported by almost **800**
volunteers. **Each one counts!**



**We could not deliver our learning experiences without you.
Thank you!**



Junior Achievement™ of Southeastern Pennsylvania

Thank you for partnering with us to ensure that young people have access to high-quality financial education and career-readiness learning experiences to **inspire** possibilities, **prepare** them for careers, and build skills to **succeed**.

Get Involved!

[Click here to](#)

BECOME
A JA
VOLUNTEER

[Click here to](#)

DONATE
INVEST IN
JA'S MISSION

[Click here to](#)

REQUEST A
JA LEARNING
EXPERIENCE

Join the JA Community!