



Junior
Achievement™
of Greater Kansas City

Thank You



2022 GRATITUDE REPORT

GRATEFUL FOR YOU

What a year! The past year has been an exciting one of new programming, impact, and innovation. We entered FY22 (July 1, 2021) with positive momentum and a renewed mindset to curate change and make a difference. The brand new, state-of-the-art Youth Learning Lab, presented by the Mallouk Family Foundation, was open and welcoming youth to a fun, safe place to learn and play. The response from the community was overwhelming, especially the feedback from our students as they ran businesses, made financial decisions, and practiced critical workplace skills at JA BizTown, presented by CommunityAmerica Credit Union. With enhanced learning experiences and spaces to host impactful programming, beyond the classroom, students in Kansas City put action to making their dreams a reality. And it's because of you and your support.

Because of you, students were more confident in their ability to pursue their dreams of business ownership, something many didn't imagine before JA. Educators noted JA programs and experiences created moments for students to engage in learning, disengaged students taking the lead, and students working in collaborative teams to solve a problem. Because of you, Kansas City youth have new and innovative opportunities to bridge the connection between academic lessons and real life –making school more relevant and building their confidence to realize their full potential. Because of you, the future of the Kansas City is bright. This Gratitude Report is a summary of the impact and change you've created. We could not do this work without you and are beyond grateful for your continued support and belief in our mission. We hope as you read the following pages, you're inspired by all that you made possible. We are truly thankful for you!

Sincerely -



Megan Sturges Stanfield
PRESIDENT AND CEO



Leroy McCarty
CHAIRMAN OF THE BOARD

MISSION

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

YEAR IN REVIEW 2021-2022



Welcomed over 3,000 students to the Youth Learning Lab



Hosted over 1,000 community members at the Youth Learning Lab



Welcomed three full-time employees to the JA of Greater Kansas City team

Welcomed four part-time JA BizTown coaches to the JA of Greater Kansas City team



Co-Hosted "Shark Tank" entrepreneurial event

Holiday staff gathering giving back to the community at Crosslines Community Kitchen



Hosted 8 Key to the City and Ribbon Cutting presentations for JA BizTown sponsors

Welcomed KCK Mayor Tyrone Garner to the Youth Learning Lab and JA BizTown



President & CEO Megan Sturges Stanfield recognized with Buck O'Neil Legacy Seat at KC Royals game



3rd Annual Golf Tournament held at Nicklaus Golf Club at LionsGate, raises over \$50,000



JA Business Hall of Fame honors Mark One Electric (Rosana Privitera Biondo, Tony Privitera, Joe Privitera and Carl Privitera II), DEG, a Merkle Company (Dale Hazlett, Neal Sharma, Jasvinderjit Singh, Sky Morey and Jeff Eden), and Paylt (John Thomson)



Thalia Cherry, KC Innovator Award recipient



Received recognition at JA-USA National Leadership Conference with the 4-Star Award, JA MVP (Models Value Professional) Award – Amy Dauer, the JA Rising Star Award – Jennie Masuch, and a finalist for the Charles R. Hook Award – Megan Sturges Stanfield



“Our career speakers event brought out the confidence in our reserved students. They learned to participate in the discussions and questions. For those students that felt they had a good understanding of their career interests suddenly found themselves a bit more challenged. They gained an understanding of how to research areas in professions they had not thought to consider before.”

TOMMIE JORDAN
Gashland/TGA Site Manager
North Kansas City School District

DANIEL SMITH

STORY OF IMPACT



“I’m convinced that what Junior Achievement is doing is going to change the world.” Daniel Smith, a Kansas City media creator, shared following his first visit to the JA Youth Learning Lab, presented by the Mallouk Family Foundation. “I’m not much of a crier, but I’ll admit I cried when I saw the space for the first time.”

Daniel’s desire to get involved with JA led him to volunteer in a deeply personal and impactful way –serving as a Career Speaker at the Johnson County Juvenile Detention Center (JDC). Daniel shared his personal experience of being at JDC when he was younger, and how for nearly a decade, he’s been looking for a way to go back to share lessons learned and “pay it forward.” JA created an opportunity for Daniel to serve as a mentor sharing a connection with the youth through a lived experience. As a teenager, Daniel was seeking guidance to find a path forward, but the system didn’t offer that as part of the rehabilitation process. *“When I was there, there wasn’t a sense of redemption. There wasn’t a sense of bettering yourself. But for these kids, it’s different. JA’s giving them an opportunity.”*

Regardless of their differences, Daniel knows that a sense of belonging is what young people are seeking. By sharing his personal story, he saw that sense of belonging click, that maybe there was a future for these young people they didn’t see before. *“When youth get a chance to realize there’s something different to do, and someone different you can be, regardless of decisions you’ve made in the past, we’ll have a better society as a whole.”*

I’m convinced that what Junior Achievement is doing is going to change the world.

Daniel reflects on his gratitude for the impact Junior Achievement has on young people, sharing that he feels that Junior Achievement provides a head start for them. *“Within a couple of years, students who participate in Junior Achievement will be on a completely different playing field than their peers.”* He continues, reflecting on how middle school Daniel would have been had he had JA: *“Had JA been a thing when I was young, I would have known that what I’m interested in could be a career path, and been confident in making that happen sooner.”*



KANSAS CITY KANSAS PUBLIC SCHOOLS STORY OF IMPACT

“Opportunities for partnership with Junior Achievement and implementation into our curriculum are endless,” says Lisa Martinez, Assistant Director of Diploma+, Kansas City Kansas Public School District. After working with JA for seven years, Kansas City Kansas (KCK) Public Schools developed a comprehensive partnership plan to embed and implement Junior Achievement programming across the K-12 learning journey.

“More than half of the district’s 22,000 students will be impacted because of Junior Achievement programming throughout every grade level,” says Martinez. Adding relevance to what students are learning in the classroom, providing real-world applications, and giving educators the opportunity to answer the age-old question of, “Why is this important?” were reasons to expand the partnership.

“To be able to take students to a place of learning and bring curricular resources from Junior Achievement into the classroom to show students why –that’s what brings the vision to life that students can change how their community works.”

Martinez sees partnership with Junior Achievement as a catalyst for changing the future of the Kansas City business and community landscape. “Because students are experiencing more innovative learning, they’ll be able to create innovative workspaces, and perform jobs we don’t currently know are available.” She notes that it’s not just about the workplace skills either, but rather what JA can help students do for the community. “In 25 years, we’ll see shifts in our community makeup, increased financial stability, more engaged local government and constituents –all because Junior Achievement is part of influencing students from the beginning.”

Because students are experiencing more innovative learning, they’ll be able to create innovative workspaces



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GRATEFUL FOR EVENTFUL MOMENTS

Junior Achievement Business Hall of Fame November 9 2021



GOLF TOURNAMENT August 9, 2021



Tyrone Garner - Kansas City, Kansas Mayor Visit May 25, 2022

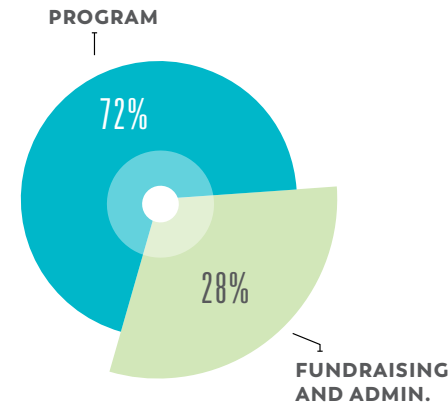


“ My students love everything about this program! They cheer when I pull out the supplies! They really understand the concepts because they are shared in an age appropriate way. They will be remembered as they have hands on, interactive activities that tie in with each lesson. ”

MS. BULTMAN
 Merriam Park Elementary
 Shawnee Mission School District

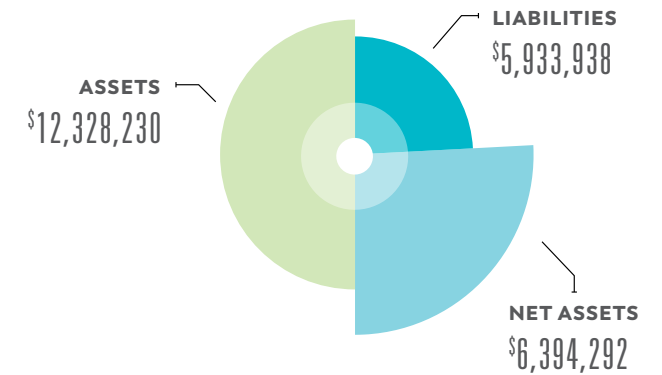
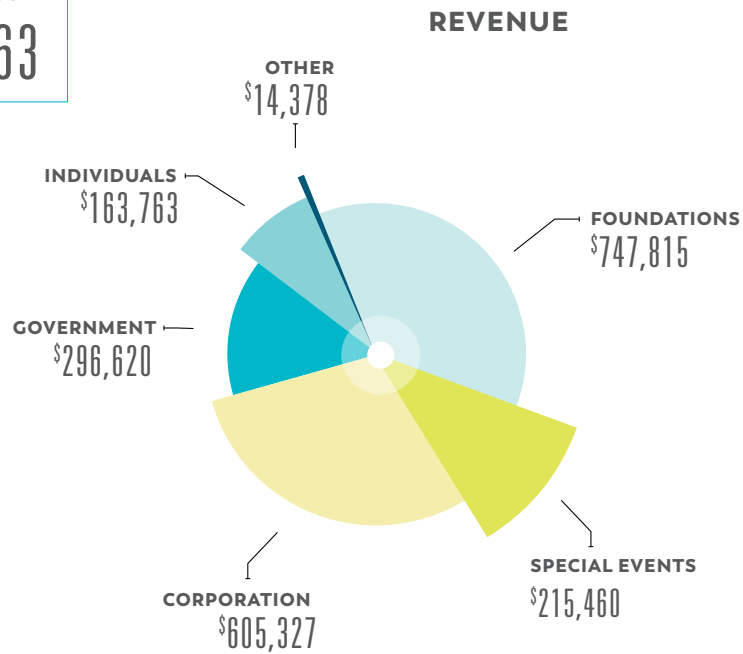
UNAUDITED 2021-2022 FINANCIAL INFORMATION

FUNCTIONAL EXPENSE BREAKOUT



TOTAL EXPENSES
\$2,061,864

TOTAL REVENUE
\$2,043,363





We were thrilled to welcome our first students to JA BizTown, presented by CommunityAmerica Credit Union, in August 2021. Over 3,000 students experienced the JA BizTown experience in the 2021-2022 school year. In JA BizTown, students select a career in a storefront and practice teamwork, earning & spending money, voting and more. JA BizTown connects the dots between their in-school lessons and the real world. Special thanks to our JA BizTown supporters who create opportunities for real world learning and a lot of fun!



“I love doing math so this job is great for me. I want to be an Imagineer, so I’m practicing.”

STUDENT AT JA BIZTOWN
Job Role | JE Dunn estimator

JA BizTown® Investors

Presenting Sponsor



Anchor Storefront Sponsor



Experience Sponsor



Supporting Sponsor



Junior Achievement Youth Learning Lab

PRESENTED BY MALLOUK FAMILY FOUNDATION

Our continued thanks to the supporters of our Youth Learning Lab. In the first year of being open, the Youth Learning Lab welcomed over 3,000 students and 1,000 community members to the facility.

SPONSORS



3DE is re-engineering high school education. Working with real-world companies, 3DE creates engaging learning environments that equip students with the skills, knowledge and confidence to unlock greater economic opportunity. The 2021-2022 school year served as “Year

Zero” for our two partner districts, Kansas City Public Schools and Olathe Public Schools, to set up and make plans to implement the model at Northeast High School and Olathe Northeast High School in the 2022-2023 school year.

Special thanks to the 3DE community investors who are catalyzing change and supporting equitable and innovative practices to systemically transform public education in Kansas City.

3DE Investors



RC Kemper Jr. Foundation

Kansas City Public Schools

Olathe Public Schools



JUNIOR ACHIEVEMENT OUTREACH OVERVIEW

Equity Work

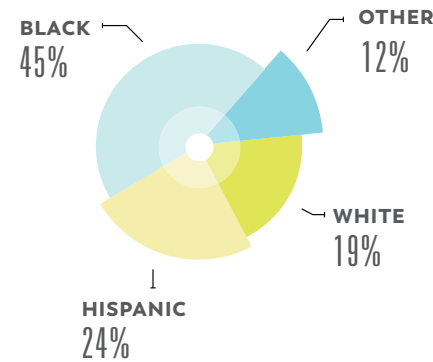
Junior Achievement of Greater Kansas City is committed to building a diverse, inclusive and equitable organization where all feel valued, respected and empowered to leverage their authentic selves and unique identity to create change for young people.

We are committed to advancing our mission through a justice-focused lens to serve and represent the interests of Junior Achievement students in all parts of our community. We respect and value diverse life experiences and seek to elevate all voices, especially those historically and systemically ignored. We seek to model diversity and inclusion for our community, while also acknowledging that we must persist in listening, learning and growing in our understanding of how to serve youth in our community.

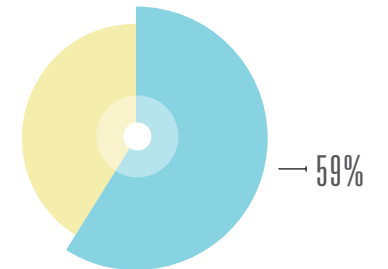
We are committed to a nondiscriminatory approach and maintaining an inclusive environment with equitable engagement and experiences for all. Emphasis is given to DEI initiatives, including personal and team education and awareness around:

- | | |
|---------------------------------|---------------------------|
| 1. RACE | 4. SEXUAL ORIENTATION |
| 2. SOCIOECONOMIC STATUS | 5. DISABILITY |
| 3. GENDER IDENTITY & EXPRESSION | 6. MENTAL HEALTH AND MORE |

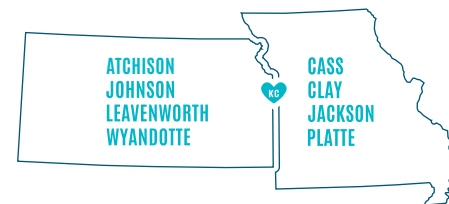
STUDENT ETHNICITY BREAKDOWN



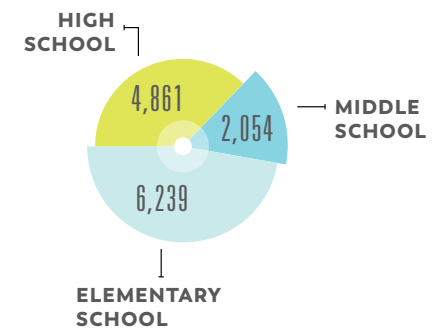
PERCENTAGE OF FREE & REDUCED LUNCH STUDENTS SERVED



OUR FOOTPRINT



OUTREACH FOCUS



13,154
STUDENTS
SERVED

1,076
VOLUNTEER-
MENTORS

75,504
STUDENT
INSTRUCTIONAL
CONTACT HOURS



YOUR COMMUNITY IMPACT

Your support is creating life-changing outcomes for JA kids!

90% OF TEACHERS *strongly agree*
STUDENTS WERE APPLYING
REAL-WORLD EXPERIENCES & KNOWLEDGE
AT **JA BizTown®**

88%
of students said
JA BizTown®
HELPED THEM SET
GOALS FOR
their future

78%
SAID THAT JA *helped their*
CONFIDENCE
- they learned they
CAN DO THINGS
they didn't think they could

77% OF STUDENTS *believe*
JA HELPED THEM **CONNECT**
what they're LEARNING IN THE CLASSROOM TO
 +  **REAL LIFE** ←

PUBLIC SCHOOL DISTRICT PARTNERS

Atchison
Blue Valley
Bonner Springs / Edwardsville
Center
Grandview C-4
Independence
Kansas City Kansas

Kansas City
North Kansas City
Olathe
Raymore-Peculiar
Raytown
Shawnee Mission
Spring Hill

ADDITIONAL SCHOOL PARTNERS

Allen Village Charter School
The Barstow School
Bethany Lutheran School
Brookside Charter
Calvary Lutheran School
Christ Lutheran School
Citizens of the World Charter Schools
Kansas City
Crossroads Preparatory Academy
of Kansas City
Genesis School
Guadalupe Centers
Holy Cross Catholic School
Holy Name of Jesus Catholic School

Holy Trinity Catholic School
Hope Lutheran School
Hyman Brand Hebrew Academy
Lee A. Tolbert Community
Academy
Maranatha Christian Academy
Notre Dame de Sion
Oakhill Day School
Resurrection Catholic School
St. Agnes Catholic School
St. Ann Catholic School
St. Elizabeth Catholic School
St. Paul's Episcopal Day School

COMMUNITY PARTNERS

20/20 Leadership
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HBCU Walking Billboard
House of Hope

Johnson County Youth Detention
Center
KC Scholars
Lyrik's Institute
North KC Summer Camp
Operation Breakthrough
People of All Colors (POAC)
Succeed
Rosedale Development
Association
YMCA of Greater Kansas City
Young Women on the Move
Youth Volunteer Corps.

ALPHAPOINTE

STORY OF IMPACT

Outside of the classroom, Junior Achievement of Greater Kansas City (JA) partners with community organizations across Kansas City. One such organization, Alphapointe, appreciates the collaboration because of the benefits the students received and how JA's programs provided expert-level curriculum.

"It was so beneficial that the program was already created. I no longer had to rely on Google to piece meal a program together –JA already had exactly what I needed," says Lexi Holsapple, Youth Programs Specialist.

JA curriculum was implemented into the Alphapointe Summer Transitional Employment Program serving high school seniors and post-secondary students who are visually impaired or blind. JA customized a curriculum that was exactly what was needed for these students.

"Because Junior Achievement already had the program, it allowed us time to report back outcomes to the state and make sure we had the administrative guidelines taken care of for maximum student impact," says Holsapple.

Alphapointe wanted options to dig deeper on topics such as personal finance, soft skills, job preparation and interviewing, career exploration, leadership skills, and resume building, but they needed help. Holsapple notes just how vital JA's expertise is to their students' futures: *"They'll be so much more prepared and aware of different tools and resources and knowledge that they will need in their future."*

They were able to immediately take their learnings and implement it into their jobs.

Utilizing JA's experiential learning approach, including collaborative discussion and real-world application, the students were quickly invested in the lessons and applied the skills during their concurrent job placement. *"They were able to immediately take their learnings and implement it into their jobs." In addition, the program content was relevant for the students, which got them excited about learning. "It wasn't a hassle for the students. They were all excited for JA Day."*

JA and Alphapointe are already planning for next year's partnership and inviting more students to participate in the programs. After seeing the outcomes and benefits of the Junior Achievement programs, Holsapple encourages other organizations to collaborate with JA. *"I could not recommend the program and its real-world impacts more."*



The volunteer would give them a quarter or more each week and as he handed it to them, he would ask, "Are you going to save, spend, or donate?" Most said they would **"save"** it! **”**

MS. GRAY
Atchison Elementary School
Atchison School District

GRATEFUL

FOR YOUR GIFTS

\$300,000 & ABOVE

Hall Family Foundation

\$200,000-\$299,999

CommunityAmerica Credit Union
Ewing Marion Kauffman Foundation

\$100,000-\$199,999

Price Chopper Enterprises

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Children's Mercy Hospital
Cloud L. Cray Foundation

\$25,000-\$49,999

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Honeywell FM&T

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Miller Nichols Charitable
Foundation

Royals Charities

SelectQuote

United Way of Greater
Kansas City

\$10,000-\$24,999

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CBIZ MHM, LLC

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Kansas City Zoo

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RSM US Foundation

Sherman Family Foundation

State Farm Mutual Automobile
Insurance Company

Taco Bell Foundation

Tantillo Family Foundation

Truman Heartland Community
Foundation

UMB Bank

\$5,000-\$9,999

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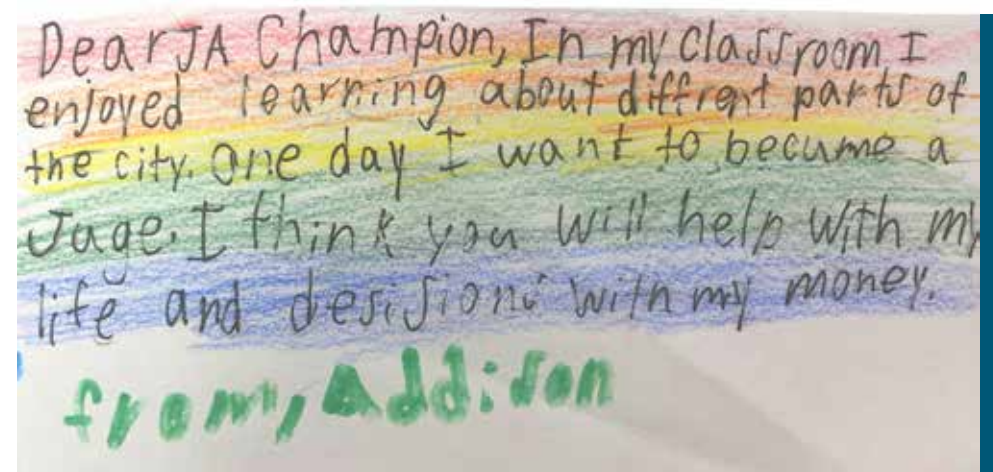
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\$500-\$999

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Our donor list reflects **cash** gifts received during the 2022 fiscal year (7/1/2021-6/30/2022). If you find an error in your listing or have been inadvertently omitted, please accept our apologies and contact our office at 816.561.3558.

In order to use our resources wisely and reduce printing costs, we are unable to list the hundreds of dedicated donors who made gifts of \$1-\$499, as well as the many generous in-kind donors who support us. Although we cannot recognize each of you in print, we deeply appreciate your support of the Junior Achievement mission.



JA BUSINESS CHAMPIONS

EXECUTIVE BUSINESS CHAMPION

Corporate donors giving at the \$20,000 level and above

Barkley	Kansas City National Security Campus, managed by Honeywell FM&T
Black & Veatch	Kansas City PBS
BlueKC - Blue Cross Blue Shield	Kansas City Zoo
Capitol Federal	Mark One Electric Co.
CBIZ MHM, LLC	Nichols Company (Country Club Plaza)
Children's Mercy Hospitals	Price Chopper
Church & Dwight	Royals Charities
CommunityAmerica Credit Union	RSM
Creative Planning	SelectQuote
Dairy Farmers of America	Unified Government of Wyandotte County & KC, KS
DEG, a Merkle Company	VMLY&R
Evergy	
Hallmark	
Charlie Hustle	
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BUSINESS CHAMPION

Corporate donors giving between \$10,000-\$19,999

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American Century Investments	The Arvest Foundation
Crestwood Equity Partners LP	UMB Bank
MKS Pipe and Valve Co	KPMG
Helzberg Diamonds	
Bank of the West	
Economic Development Corporation Of KC	



THE GALE FAMILY

STORY OF IMPACT

Eli Gale, 7, is a first grader at Académie Lafayette. He was first introduced to JA programming during summer school this past summer, where he participated in a series of lessons in the JA Our Families program. This program introduces concepts and lessons about how jobs and businesses contribute to the well-being of families and communities. This foundational program is part of a continuum of elementary experiences preparing students for future economic mobility.

"He came home excited to take his certificate and his activity sheets out of his backpack," says Eli's dad, Derek. "Not everything makes it out the backpack, but he came home every day saying how fun the sessions were."

Supporting teachers is important and Junior Achievement is doing that every day.

Derek and his wife's highest hopes for Eli are that he becomes an active, engaged, contributing member of his community and they believe that Junior Achievement is a key to making this happen. With continued exposure to concepts like financial literacy, community and civic engagement, and career readiness, they feel confident Eli will be able to move forward with more understanding than if he were to not have JA. *"We're privileged to be able to model some of these concepts in our home, but with JA reinforcing these concepts, especially from a community volunteer standpoint, we know he'll find a path that is a good mix of where his skills and his interests intersect."*

In addition, the Gales believe that JA is a vital piece to community support of educators, especially from a hyper-local standpoint. *"Supporting Junior Achievement, both through volunteering and donating, is a really positive way of the Kansas City community coming out and saying, 'Our community supports our KC schools and teachers.'" Noting an overall teacher shortage and a continued list of responsibilities added to educators' plates, Derek says, "Finding ways to support teachers is important. Anything we can do to provide support to them, especially curricular support, is vital. And Junior Achievement is doing that every day."*

EQUIPPING THE NEXT
GENERATION OF

LEADERS

with the

**KNOWLEDGE,
SKILLS & CAPACITY
TO BE
SUCCESSFUL**

2842 W. 47th Avenue
Kansas City, KS 66103



Junior
Achievement™
of Greater Kansas City

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