



Aligning for the Future

ANNUAL REPORT

2006



## VISION AND PURPOSE

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

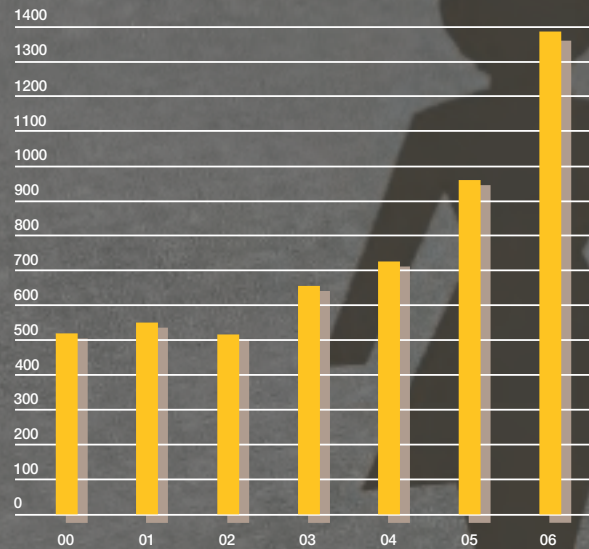
## JUNIOR ACHIEVEMENT

*uses hands-on experiences to help young people understand the economics of life.*

*In partnership with business and educators, Junior Achievement brings the real world to children, opening their minds to their potential.*

# YEAR AT A GLANCE

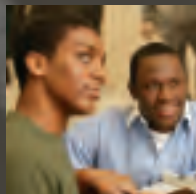
## VOLUNTEERS



## FROM A VOLUNTEER

"I have thoroughly enjoyed my experience as a Junior Achievement volunteer. It is extremely fulfilling to know that my engagement with the students through the educational lessons is having a positive impact on their perspective about community, business, and economics. Nothing beats the feeling of appreciation I receive each time I enter the classroom to host a JA session and the students overwhelm me with their excitement about the program. I know my participation and the program is making a tremendous difference."

Melissa Hardt  
Technology Sales Account Manager  
Oracle Corporation  
Reston, Virginia



## FROM A TEACHER

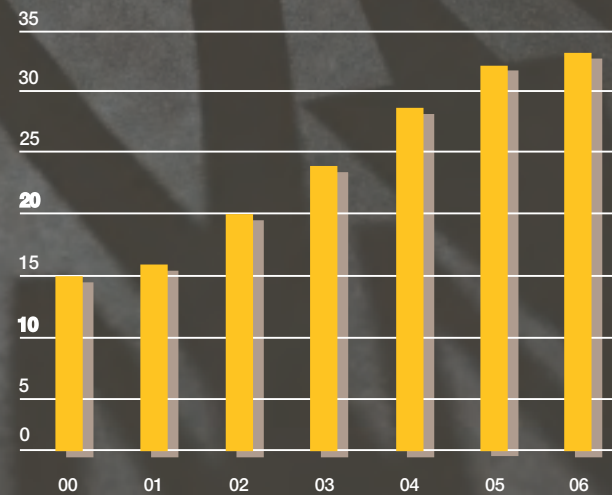
"JA Global Marketplace does an excellent job in applying the concepts and vocabulary learned in our Renaissance unit to the modern world. Students are given opportunities to see how reliant the different nations of the world are on each others' goods and services and how this affects their everyday lives.

I see a lot of "light bulbs" going on in my classroom, when students are able to make connections. My students have a lot of fun with the hands-on practice. It also gives them an opportunity to share their own personal experiences and learn from one another. There's a heavy cultural component to this unit as well, which they really enjoy."

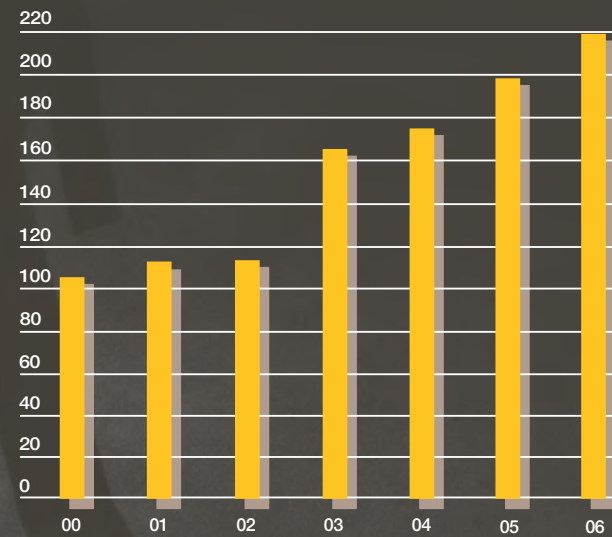
Rob Ferrante  
7th Grade Social Studies Teacher  
Shady Grove Middle School  
Gaithersburg, Maryland



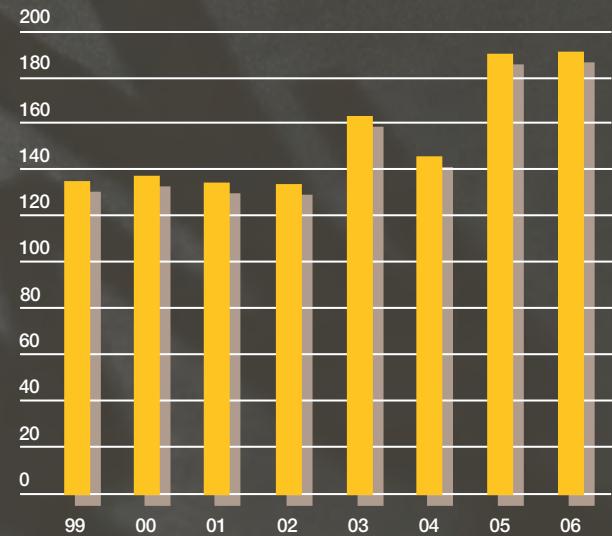
## STUDENTS SERVED (IN THOUSANDS)



## IN-SCHOOL AND AFTER SCHOOL SITES



## STUDENT CONTACT HOURS (IN THOUSANDS)



## FROM A STUDENT

"Junior Achievement teaches me to be with people who do the positive things I do, such as making good decisions, saving money and budgeting, and striving to make good grades."

Jerry Jones  
7th Grade Student  
P.R. Harris Educational Center  
Washington, DC



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Dear Community Members:

The theme of this year's Annual Report is *Aligning for the Future*. For those of us who are more analytical, we might read the term "align" and think of "bringing into a line or alignment." For those who are more politically minded, we may think of "aligning ourselves with groups or allies" to achieve an objective. And, for those thinking altruistically, one may think of "aligning" as "joining with others in a cause." Fortunately all of these definitions of "aligning" apply to what Junior Achievement of the National Capital Area and its supporters are in the midst of doing.

For over four decades, Junior Achievement of the National Capital Area has given more than 630,000 young people a jump-start on the future by providing educational experiences and inspiration about business, economics and free enterprise. This impact comes with the dedicated efforts of thousands of supporters, whose considerable contributions we endeavor to recognize in this Annual Report. This past year their commitment helped more than 33,000 children understand the economics of life, better preparing them for a brighter future.

At no other time in history has the need to provide our youth with effective and efficient educational experiences been as compelling. It is imperative that we ensure our children develop the competencies necessary for success in a global economy. Junior Achievement implements relevant, age-appropriate programs for students in grades K-12 that provide for the hands-on application of knowledge. As students participate in volunteer-led activities and combine these experiences with the general principles taught in the classroom, they gain a thorough and realistic understanding of our economic system. As students explore the free enterprise system and enhance their personal economic literacy, they gain the skills necessary to excel in school, in the workplace, and as the future leaders of our communities.

It has been quite exciting over the past twelve months as we have worked to craft our "roadmap" to achieve a greater impact in the Greater Washington Region over the next five years. This Strategic Plan, which we have named *Aligning for the Future*, represents a wide variety of constituents, both internal and external. Our Stakeholders have been thoroughly engaged, and our future direction embodies their input. Junior Achievement is undertaking this transformation to build a sustainable, long-term growth model to meet the tremendous demand for our programs. The organization has steadily built a solid foundation over the past few years and stands ready to undertake the necessary changes to facilitate significant future growth.

As we move forward, we will listen to community feedback and counsel, adapt when and where necessary, and continually engage all of our Stakeholders in a meaningful way. These are very exciting times for Junior Achievement. Our path is clear, our support is solid, and demand for our life-changing programs is great. We are now positioned to make substantial leaps forward for many years to come.

Your support has been vital. Thank you.



**Edward J. Grenier III**  
President and Chief  
Executive Officer  
Junior Achievement of the  
National Capital Area



**Steven S. Snider**  
Chair, Board of Directors  
Junior Achievement of the  
National Capital Area  
Senior Partner  
Wilmer Cutler Pickering  
Hale and Dorr LLP

# YOUTH ENTREPRENEUR OF THE YEAR

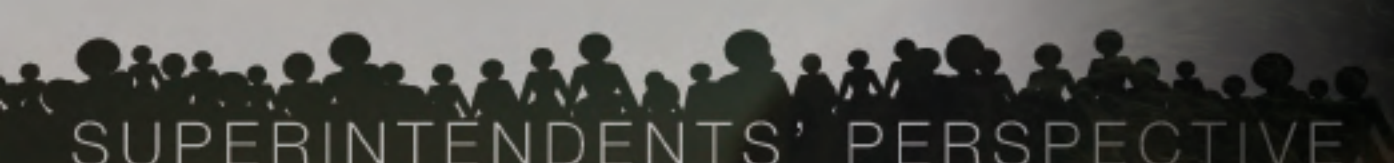
The Junior Achievement Youth Entrepreneur of the Year Award honors the best and the brightest of young entrepreneurs in the Greater Washington Region. The award is presented in conjunction with the distinguished Ernst & Young Entrepreneur of the Year Award.

The 2006 honoree is Kailyn Cage, a recent graduate of Largo Senior High School in Largo, MD. Kailyn was chosen for this award because of the high level of entrepreneurial initiative and professionalism she demonstrated in the development of *Kailen's Candy Catering*. Kailyn began her small business at age 14 with one three-headed vending machine which was purchased from money earned through candy sales. To date, *Kailen's Candy Catering* has a total of three vending machines in strategically placed locations: the Cathedral of Christ Baptist Church in Chapel Oaks, MD, Friendly's Beauty Salon, and a Giant grocery store, both in northwest Washington, DC. She has also set forth a plan to purchase additional machines to expand her business.

Kailyn's strong work ethic and ability to excel has earned her a scholarship to attend the University of Maryland, where she is currently studying mechanical engineering and is running on the track team.



Kailyn Cage, the 2006 Youth Entrepreneur of the Year, receives her scholarship check from Master of Ceremonies Mark Bisnow (left) and Junior Achievement President Ed Grenier (right) at the Ernst & Young Entrepreneur of the Year banquet.



# SUPERINTENDENTS' PERSPECTIVE

**Dr. Jack D. Dale\***

Superintendent  
Fairfax County Public Schools

**Dr. John E. Deasy**

Chief Executive Officer  
Prince George's County Public Schools

**Dr. Clifford B. Janey\***

Superintendent  
District of Columbia Public Schools

**Dr. Timothy J. McNiff\***

Superintendent of Schools  
Diocese of Arlington

**Rebecca Perry\***

Superintendent  
Alexandria City Public Schools

**Dr. Robert G. Smith\***

Superintendent  
Arlington County Public Schools

**Dr. Jerry Weast\***

Superintendent  
Montgomery County Public Schools

**Dr. Patricia Weitzel-O'Neill\***

Superintendent for Catholic Schools  
Archdiocese of Washington, DC

“Junior Achievement programs are proven, valuable resources for teaching our students entrepreneurial skills and preparing them for an increasingly competitive workplace. Junior Achievement programs support standards of learning, are integrated easily into curricula, and give students an opportunity for practical applications of business and economic concepts. As Superintendents, we strongly endorse Junior Achievement and the educationally sound, professionally delivered, and relevant programs that Junior Achievement provides.”



\* Serves on Junior Achievement Board of Directors

# PROGRAMS

Junior Achievement uses hands-on experiences to help young people understand the economics of life. In partnership with business and educators, Junior Achievement brings the real world to students, opening their minds to their potential. Throughout JA's sequential and integrated kindergarten through grade 12 programs, students use information, apply basic skills, think critically, and solve complex problems. JA is the successful bridge between education and business. Junior Achievement of the National Capital Area served 33,374 children in the 2005–2006 academic year through in-classroom and after-school programs.

## ELEMENTARY SCHOOL

The Elementary School Programs include six sequential themes for kindergarten through fifth-grade students. Students learn the basic concepts of business and economics and how education is relevant to the workplace. The sequential activities build on studies from each preceding grade and prepare students for secondary school and lifelong learning. The six program themes also teach students that people assume roles as



individuals, consumers, and workers in an expanding cultural environment that extends from the self and family to global relations. Junior Achievement of the National Capital Area reached 16,247 elementary school students during the 2005–2006 academic year.

**Ourselves™ (Kindergarten)** uses compelling stories read aloud by the volunteer along with hands-on activities to demonstrate helping, working, earning, and saving.

**Our Families™ (First Grade)** emphasizes the roles people play in the local economy and engages students with activities about needs and wants, jobs, tools and skills, and interdependence.

**Our Community™ (Second Grade)** explores the interdependent roles of workers in a community, the work they perform, and how communities work.

**Our City™ (Third Grade)** studies careers, the skills people need to work in those careers, and how businesses contribute to a city.

**Our Region™ (Fourth Grade)** introduces the relationship between the natural, human, and capital resources found in different regions and explores regional businesses that produce goods and services for consumers.

**Our Nation™ (Fifth Grade)** examines how businesses operate in the United States. Students role play business ownership, interview for jobs, and learn different methods of production while exploring various economic issues that impact business.

## MIDDLE SCHOOL

Junior Achievement has several highly effective programs for middle grade and junior high school students that reinforce the value of education and teach students about the future economic benefits of staying in school. Students are introduced to many economic concepts and useful facts about the working world. The Middle Grade Programs build on concepts the students learned in Junior Achievement's Elementary School Programs and help teens make difficult decisions about how to best prepare for their educational and professional future. The programs supplement standard social studies curricula and help to develop communication skills that are essential to success in the business world. Junior Achievement of the National Capital Area served 2,434 middle school students during the 2005–2006 academic year.

**JA Global Marketplace™** provides practical information about the global economy and its effects on students' lives.

**JA Economics for Success™** explores personal finance, students' education, and career options based on their skills, interests, and values.

**JA America Works™** educates students about the role entrepreneurship played in the history of the United States, by focusing on key elements of American business and economic development.

## HIGH SCHOOL

As high school students begin to position themselves for their future, there are many unanswered questions about what lies ahead. Junior Achievement's High School Programs help students make informed, intelligent decisions about their future and fosters skills that will be highly useful in the business world. With a range of different programs, Junior Achievement teaches about





concepts from microeconomics and macroeconomics to free enterprise. The volunteers bring real-life business experience and guidance into the classroom at a time that represents an essential crossroads for young people. Junior Achievement of the National Capital Area served 9,533 high school students during the 2005–2006 academic year.

**JA Economics™** examines the fundamental concepts of micro-, macro-, and international economics.

**JA Success Skills™** develops students' interpersonal effectiveness and problem-solving skills necessary for the workplace.

**JA Titan™** introduces critical economics and management decisions through an interactive Web-based simulation.

**JA Job Shadow™** introduces high school students to careers through one-day, on-site orientations in the workplace.

### AFTER-SCHOOL

Junior Achievement offers regular classroom programs in an after-school setting as well as two programs designed specifically for after-school, JA Dollars and \$ense and JA It's My Business! These programs meet the after-school programming needs of a diverse group of youth

by providing engaging, academically enriching, and experiential learning sessions in economic education. JA Dollars and \$ense encompasses economics and business curriculum for students in grades three through five, while JA It's My Business! covers material appropriate for grades six through eight. Junior Achievement of the National Capital Area reached 5,160 after-school students during the 2005–2006 academic year.

**JA Dollars and \$ense™** teaches elementary students about earning, sharing, saving, and spending money, and businesses they can start or jobs they can perform to earn money.

**JA It's My Business!™** teaches middle grade students entrepreneurial skills through innovative activities that focus on filling a need, knowing your customer and product, being creative and innovative, and believing in yourself.

**JA Company Program™** analyzes and explores personal opportunities and responsibilities within a high school student-led enterprise.

In partnership with the Washington Redskins, the **4th & Life™** program is a curriculum-based experience for high school football players focusing on what it takes to be successful on the field, in the classroom, and in the workplace.









# IN-SCHOOL SITES

## DISTRICT OF COLUMBIA

### *Elementary*

Birney Elementary School  
Brightwood Elementary School  
Ferebee-Hope Elementary School  
LaSalle Elementary School  
Maury Elementary School  
McGogney Elementary School  
Meyer Elementary School  
Noyes Elementary School  
P.R. Harris Educational Center  
Patterson Elementary School  
Simon Elementary School  
Stanton Elementary School  
Thomson Elementary School  
Turner Elementary School  
Watkins Elementary School

### *Middle*

Charles Hart Middle School  
Friendship Edison Junior  
Academy at Blow Pierce  
R.H. Terrell Junior High School  
Washington Middle School for Girls

### *High*

Ballou Senior High School  
Friendship Edison Public Charter School  
Roosevelt Senior High School  
School Without Walls Senior High School  
Wilson Senior High School

## MARYLAND

### MONTGOMERY COUNTY

#### *Elementary*

Ashburton Elementary School  
Beverly Farms Elementary School  
Bradley Hills Elementary School  
Burtonsville Elementary School

Candlewood Elementary School  
Chevy Chase Elementary School  
Farmland Elementary School  
Flower Hill Elementary School  
Forest Knolls Elementary School  
Garrett Park Elementary School  
Glen Haven Elementary School  
Highland View Elementary School  
Holy Redeemer School  
Judith A. Resnik Elementary School  
Kemp Mill Elementary School  
Kensington Parkwood Elementary School

Laytonsville Elementary School  
Luxmanor Elementary School  
Mill Creek Towne Elementary School  
Monocacy Elementary School  
Mother of God School  
North Chevy Chase Elementary School  
Oakland Terrace Elementary School  
Poolesville Elementary School  
Saint Elizabeth Catholic School  
Saint John the Baptist Elementary School  
Saint Peter's School  
Sequoyah Elementary School  
Sherwood Elementary School  
Sligo Creek Elementary School  
South Lake Elementary School  
Viers Mill Elementary School  
Waters Landing Elementary School  
Wyngate Elementary School

#### *Middle*

Colonel E. Brook Lee Middle School  
John Poole Middle School  
North Bethesda Middle School  
Redland Middle School  
Shady Grove Middle School  
Silver Spring International Middle School  
Sligo Middle School  
Thomas W. Pyle Middle School  
Tilden Middle School

### *High*

Albert Einstein Senior High School  
Bethesda Chevy Chase High School  
Col. Zadok Magruder Senior High School  
Damascus High School  
Gaithersburg High School  
Rockville High School  
Sherwood High School  
Watkins Mill High School  
Wheaton High School

## PRINCE GEORGE'S COUNTY

### *Elementary*

Beacon Heights Elementary School  
Heather Hills Elementary School  
Kenilworth Elementary School  
Mattaponi Elementary School

### *Middle*

Thurgood Marshall Middle School

### *High*

Bladensburg High School  
Laurel High School  
Potomac High School  
Surrattsville High School

## ST MARY'S COUNTY

### *Elementary*

King's Christian Academy

## VIRGINIA

### CITY OF ALEXANDRIA

#### *Elementary*

Cora Kelly Magnet Elementary School  
Douglas MacArthur Elementary School  
Polk Elementary School

#### *High*

T.C. Williams High School

## ARLINGTON COUNTY

### *Elementary*

Arlington Traditional School  
Campbell Elementary School  
Carlin Springs Elementary School

### *Middle*

Gunston Middle School  
Kenmore Middle School  
Swanson Middle School

### *High*

Washington-Lee Senior High School

## FAIRFAX COUNTY

### *Elementary*

Belvedere Elementary School  
Clearview Elementary School  
Clermont Elementary School  
Colin Powell Elementary School  
Cunningham Park Elementary School  
Dogwood Elementary School  
Forest Edge Elementary School  
Freedom Hill Elementary School  
Graham Road Elementary School  
Hybla Valley Elementary School  
Lake Anne Elementary School  
Lane Elementary School

McNair Elementary School  
Oakton Elementary School  
Providence Elementary School  
Rolling Valley Elementary School  
Saint James School  
Shrevewood Elementary School  
Silverbrook Elementary School  
Stenwood Elementary School  
Stratford Landing Elementary School  
Waples Mill Elementary School  
Westgate Elementary School  
Westlawn Elementary School  
William Halley Elementary School

### *Middle*

Francis Scott Key Middle School  
Rocky Run Middle School

### *High*

Centreville High School  
Chantilly High School  
Edison High School  
Hayfield Secondary School  
Lee High School  
Madison High School  
Mount Vernon High School  
Paul VI Catholic High School  
Robinson Secondary School  
South Lakes High School  
Thomas Jefferson Sci-Tech High School  
W.T. Woodson High School  
West Potomac High School  
Westfield High School

## CITY OF FALLS CHURCH

### *Middle*

Mary Ellen Henderson Middle School

## LOUDOUN COUNTY

### *Elementary*

Cool Spring Elementary School  
Little River Elementary School  
Loves Island Elementary School

### *High*

Stone Bridge High School

## PRINCE WILLIAM COUNTY

### *Elementary*

Coles Elementary School  
Pennington Elementary School  
Saint Francis of Assisi

### *Middle*

Saunders Middle School

## SPOTSYLVANIA COUNTY

### *Elementary*

Holy Cross Academy

## STAFFORD COUNTY

### *Elementary*

Park Ridge Elementary School



# AFTER-SCHOOL SITES

## DISTRICT OF COLUMBIA

### Elementary

Asian American LEAD  
 Bancroft Elementary School  
 Beacon House Community Ministry  
 Benning Elementary School  
 City Gate  
 Friendship Edison—Chamberlain Campus—  
 After School Care  
 Hendley Elementary School  
 Jochening Baptist Community Center  
 LaSalle Elementary School  
 Miner Elementary School  
 Moten Elementary School  
 National Capital YMCA Service Center  
 Oyster Elementary School  
 P.R. Harris Educational Center  
 Perry School Community Services Center  
 Savoy Elementary School  
 Tree of Life Public Charter School  
 Turner Elementary School  
 Wilson Elementary School

### Middle

DC Preparatory Academy  
 Eliot Middle School  
 Kid Power DC  
 Lincoln Middle School  
 LINK, Linking Communities  
 for Educational Success  
 National Organization of Concerned  
 Black Men, Inc.  
 Options Public Charter School  
 Paul Public Charter School  
 Trinidad Concerned Citizens for Reform

### High

Anacostia Senior High School  
 Ballou Senior High School  
 Banneker Senior High School  
 Bell Multicultural Senior High School

Cardozo Senior High School  
 Coolidge Senior High School  
 Dunbar Senior High School  
 East of the River Clergy Police  
 Community Partnership Inc.  
 Eastern Senior High School  
 Ellington School of the Arts  
 Gonzaga College High School  
 Howard D. Woodson High School  
 Latin American Youth Center  
 McKinley Technical Senior High School  
 Roosevelt Senior High School  
 School Without Walls Senior High School  
 Southeastern University  
 Springarn Senior High School  
 Thurgood Marshall Academy  
 Woodrow Wilson High School

## MARYLAND

### ANNE ARUNDEL COUNTY

#### High

Meade Senior High School

### FREDERICK COUNTY

#### High

Brunswick High School  
 Middletown High School

### MONTGOMERY COUNTY

#### Elementary

Boy Scouts—National Capital Area Council  
 Highland View Elementary School  
 Rockville Recreation Department—Beall Kidz Club  
 Rockville Recreation Department—  
 Maryvale Kidz Club  
 Rockville Recreation Department—  
 Twinbrook Kidz Club  
 The Landon School

### PRINCE GEORGE'S COUNTY

#### Elementary

Apple Grove Elementary School

### High

Central High School  
 Gwynn Park High School  
 Highland Park Christian Academy  
 Oxon Hill High School

### ST. MARY'S COUNTY

#### Elementary

Boys & Girls Club of Greater  
 Washington—Camp Brown

## VIRGINIA

### CITY OF ALEXANDRIA

#### Elementary

Alexandria Recreation Department—  
 Campana Center  
 Alexandria Recreation Department—  
 Charles Barrett Elementary School  
 Alexandria Recreation Department—  
 George Mason Elementary School  
 Blessed Sacrament School  
 Mount Vernon Elementary School

### ARLINGTON COUNTY

#### Elementary

Arlington Branch YMCA

### FAIRFAX COUNTY

#### Elementary

Bailey's Elementary School  
 Colvin Run Elementary School  
 Fort Belvoir Elementary School

#### Middle

Whitman Middle School

### LOUDOUN COUNTY

#### High

Broad Run High School  
 Heritage High School  
 Park View High School

### STAFFORD COUNTY

#### Elementary

Home School Network



# VOLUNTEER ORGANIZATIONS

ABT Associates  
 Accenture  
 Adcom Worldwide  
 Ahold USA  
 Aldersgate Church  
 Alexandria Recreation Department—  
 Campa Center  
 Allstate  
 American Capital Strategies  
 American Moving and Storage Association  
 American Pharmacists Association Foundation  
 Anacostia Senior High School  
 America Online Inc.  
 Apple Grove Elementary School  
 ARES  
 Aronson & Company  
 Asian American LEAD  
 AT&T  
 Atlantech Online Inc.  
 Augurwell Corporation  
 Bailey's Elementary School  
 Ballou Senior High School  
 Bank of America  
 Banneker Senior High School  
 BEA Systems  
 Beacon House Community Ministry  
 Beers & Cutler  
 Bell Multicultural Senior High School  
 Benning Elementary School  
 Blessed Sacrament School  
 Booz Allen & Hamilton Inc.  
 Bowie State University  
 Boy Scouts—National Capital Area Council  
 Boys & Girls Club of Greater  
 Washington—Camp Brown  
 Broad Run High School  
 Brunswick High School  
 Building Hope  
 CACI International  
 Capital Gazette Publishing  
 Capital One Services, Inc.  
 Cardozo Senior High School  
 CB Richard Ellis, Inc.  
 CDW-G  
 Center for Individual Rights  
 Central High School  
 Chevy Chase Bank  
 Chevy Chase Elementary School

CISCO Systems, Inc.  
 City Gate  
 City of Rockville  
 Clermont Elementary School  
 Coles Elementary School  
 Columbia Partners  
 Colvin Run Elementary School  
 Computer Associates International, Inc.  
 Coolidge Senior High School  
 Corporate Executive Board  
 Council of Foundations  
 Covington & Burling  
 Credit Union Services Organization  
 Cunningham Park Elementary School  
 Davenport & Company  
 DC Department of Parks and Recreation—  
 Bancroft  
 Hendley  
 Moten  
 Oyster  
 Savoy  
 Turner  
 Deloitte  
 Dickstein Shapiro  
 DLB Holding Inc.  
 Douglas Mader, AIA  
 Dunbar Senior High School  
 East of the River Clergy Police  
 Community Partnership Inc.  
 Eastern Senior High School  
 Ellington School of the Arts  
 Embassy Mortgage, Inc.  
 Equal Employment  
 Opportunity Commission  
 Ernst & Young LLP  
 Federal Aviation Administration  
 Fidelity & Trust Bank  
 Firm Foundation Technology  
 First Command Financial Planning  
 First Horizon Bank  
 Florida Rock Industries  
 Flower Hill Elementary School  
 Food and Drug Administration  
 Ford Motor Company  
 Fort Belvoir Elementary School  
 Friendship Edison-Chamberlain  
 Campus—After School Care  
 GE Healthcare Financial Services, Inc.  
 Gelman, Rosenberg, & Freedman, CPAs

Georgetown University  
 GiraMondo Wine Adventures  
 Gonzaga College High School  
 Government Strategy Advisors  
 Greater DC Cares  
 Gwynn Park High School  
 H. D. W., Ltd.  
 Hardy Enterprises  
 Heritage High School  
 Hewlett-Packard  
 Higher Achievement Program  
 Highland Park Christian Academy  
 Holy Cross Academy  
 Holy Redeemer School  
 Howard D. Woodson High School  
 Howard University  
 HSBC—North America  
 Hugh O'Brian Youth Leadership  
 Intelsat Global Services Corporation  
 Inter-American Development Bank  
 Internal Revenue Service  
 International Business Machines  
 Interstate Hotels and Resorts  
 J. F. Taylor, Inc.  
 Johning Baptist Community Center  
 Johns Hopkins University  
 Joint Tax Committee  
 Junior Achievement of the  
 National Capital Area, Inc.  
 Kenilworth Elementary School  
 Kettler Forlines Homes  
 Kid Power DC  
 Kincannon & Reed  
 King & Spalding, LLP  
 King's Christian Academy  
 Kirkpatrick & Lockhart  
 KPMG LLP  
 Lakota Technical Solutions, Inc.  
 Latin American Youth Center  
 Lessons From Abroad  
 Lindberg Group, LLC  
 LINK, Linking Communities  
 for Educational Success  
 Lockheed Martin  
 M&T Bank  
 Management Concepts, Inc.  
 Manpower  
 Marriott International, Inc.

McKinley Technical Senior High School  
 McMahon Squier & Associates  
 Meade Senior High School  
 MedStar Health  
 Merrill Lynch  
 Middletown High School  
 Military Officers Association of America  
 Miner Elementary School  
 Minnieland Parkridge  
 Mirror Image Fitness LLC  
 Montes Laudano Architects  
 Montgomery County Department of  
 Health and Human Services  
 Montgomery County Government  
 Montgomery County Revenue Authority  
 MTS Technologies, Inc.  
 National Association of Manufacturers  
 National Institute of Standards and Technology  
 National Institute on Aging  
 National Organization of  
 Concerned Black Men, Inc.  
 Northwestern Mutual Financial Network  
 Opportunities Industrialization  
 Center of Washington, DC  
 Option One Mortgage Corporation  
 Oprions Public Charter School  
 Oracle Corporation  
 Osprey Group, LLC  
 Oxon Hill High School  
 P.R. Harris Educational Center  
 Parcel Plus  
 Park Ridge Elementary School  
 Park View High School  
 Paul VI Catholic High School  
 PC Recycler, Inc.  
 Perry School Community Services Center  
 Phillips International, Inc.  
 Phoenix Enterprises  
 Potomac Electric Power Company  
 PricewaterhouseCoopers LLP  
 Prince George's County Public Schools  
 RE/MAX Realty Services  
 Reach4Success  
 Register Chapel UMC  
 Roosevelt Senior High School  
 Rydex Investments  
 Saint Elizabeth Catholic School  
 Saint Peter's School  
 The Sallie Mae Fund  
 School Without Walls Senior High School

Seeds of Peace  
 Selah Wealth Strategies  
 Sherwood Elementary School  
 Shreveview Elementary School  
 Siemens Information and Communications  
 SiloSmashers  
 Silver Spring Branch YMCA  
 Small Enterprise Assistance Funds  
 South Lakes High School  
 Sparkle Solutions  
 Spirent Communications  
 Springarn Senior High School  
 Sprint Nextel  
 Stafford County Public Schools  
 The Staubach Company  
 Stonestreet Capital  
 Stratford Landing Elementary School  
 Sutherland Asbill & Brennan LLP  
 T.C. Williams High School  
 The Executive Committee  
 Ticket Finders  
 Training Grounds  
 TRC Energy Services  
 Tree of Life Public Charter School  
 Trinidad Concerned Citizens for Reform  
 U.S. Department of Transportation  
 U.S. Patent & Trademark Office  
 U.S. Small Business Administration  
 United Communications Group  
 United Parcel Service  
 United States Air Force  
 United States Department of Agriculture  
 United States Department of the Treasury  
 United States Department of Transportation  
 United States Navy  
 University of Maryland University College  
 Verizon  
 Vertex Solutions, Inc.  
 Voice of America  
 Wachovia  
 Waldorf Wellness Clinic  
 Walker Seal Companies, Inc.  
 Walt Whitman High School  
 WBQB  
 WilmerHale LLP  
 Woodbury Financial  
 Woodrow Wilson High School  
 Zero To Three

# DONORS

## JA Champions (\$75,000 and above)

ABC7/WJLA-TV  
Capital One  
Fight For Children  
PricewaterhouseCoopers LLP  
WilmerHale LLP

## Chairman's Circle (\$50,000–74,999)

DC United/AEG  
HSBC-North America  
J.C. Penney Company, Inc.  
KPMG LLP  
Sprint Nextel  
WGMS Radio  
WTOP Radio

## President's Club (\$25,000–49,999)

Accenture  
Asgard Entertainment Group  
Bank of America Foundation  
BB&T  
Deloitte  
Ernst & Young LLP  
Malek Family Charitable Trust  
Montgomery County Council  
PEPCO  
Phillips International, Inc.  
The Sallie Mae Fund  
Washington Gas

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AIG Sun America Mutual Funds  
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Forest City Washington  
FOX Architects  
Friedman, Billings, Ramsey  
General Electric Foundation  
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International Business Machines  
Jackson and Campbell PC  
Johnston, Lemon & Co.  
Katten Muchin Zavis Rosenman  
King & Spalding, LLP  
Lucent Technologies  
Marriott Foundation  
Marsh USA Inc.  
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PRTM  
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Ventera Corporation  
The Washington Post  
Washington Real Estate Investment Trust

Washington Redskins  
Charitable Foundation  
Wealth & Tax Advisory Services  
WFT Engineering  
YMCA of Metropolitan Washington

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## Friends of Junior Achievement (\$1–999)

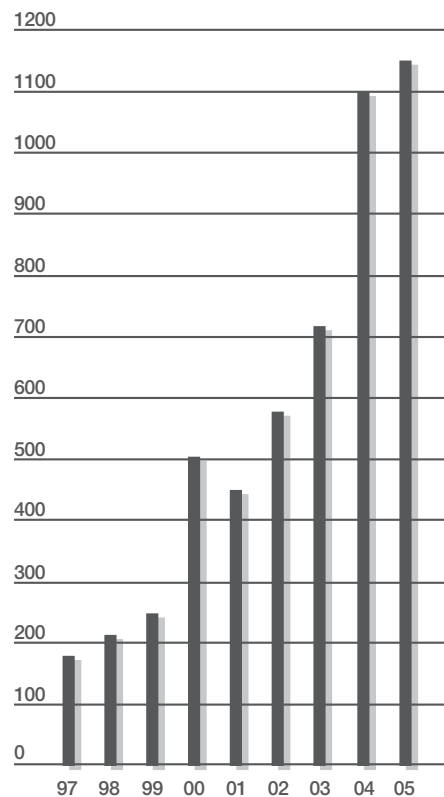
Abramson Family Foundation  
Ryan T. Albrecht  
American Express Employee Giving  
Campaign  
America's Charities, Inc  
Christine T. Armstrong  
B.M. Smith & Associates  
Shakeel A. Barkat  
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dba The Downtown Jaycees  
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# WASHINGTON BUSINESS HALL OF FAME



Above: The 2005 Washington Business Hall of Fame Laureates: Morgan O'Brien, Founder, Nextel Communications; Herbert S. Miller, Chairman, Western Development; Fred Malek, Founder & Chairman, Thayer Capital Partners; Raul Fernandez, Chief Executive Officer, Object Video, Inc.; and John T. Schwieters, Vice Chairman, Perseus, LLC; pictured with Mark Warner, Governor of Virginia (center).

## FUNDS RAISED (\$ IN THOUSANDS)



The Washington Business Hall of Fame honors regional business leaders for their business excellence, community involvement, and visionary leadership. The annually inducted Laureates have risen to the top of their respective industries and now serve as role models, inspiring children to follow their dreams and find their own success.

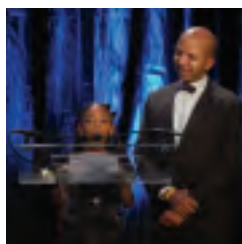
The 2005 Hall of Fame was attended by over 1,200 people and was the most successful fundraiser in Junior Achievement's history. Chaired by Ernst & Young's Managing Partner Debbie Kissire, the event raised over \$1.1 million to benefit the children of the Greater Washington Region.

This event has become one of largest gatherings of business and community leaders in the Region, allowing the community to recognize greatness in the past and inspire hope for the future.

Reserve your table today! For a complete list of the honorees or to find out more about the event, please visit [www.washingtonbusinesshalloffame.org](http://www.washingtonbusinesshalloffame.org), call 202-777-4472, or email [wbhof@janca.org](mailto:wbhof@janca.org).



Jim Vance  
WRC-TV Anchor  
Emcee



Rayne Gibson  
Student (left)  
Anthony Williams  
DC Mayor (right)



Michael Powell  
Former FCC Head



Chris Van Hollen  
Maryland Congressman



Michael Steele  
Maryland Lieutenant Governor



Sponsored by:

**CapitalOne**

**Sprint**

Together with NEXTEL

# BOWL-A-THON



Over 2,000 participants celebrated the 22nd anniversary of the Junior Achievement Bowl-A-Thon on April 22 and 23, 2006. Co-hosted by Washington Redskin Shawn Springs and ABC7's Leon Harris, and held at Bowl America centers throughout the Greater Washington Region, the event was a huge success, raising more than \$400,000 for Junior Achievement. The proceeds from the 2006 Bowl-A-Thon help support JA Afterschool and will continue to support JA's in-classroom programs.

The inaugural VIP Bowl occurred on April 5, 2006. Athletes, celebrities, and media representatives from across the Region demonstrated their support for Junior Achievement by participating in the VIP Bowl event. Over 150 attendees spent the evening conversing and bowling with their favorite sports stars and media personalities. Participants from the 2006 VIP Bowl included Clinton Portis of the Washington Redskins, Chick Hernandez of Comcast SportsNet, Chastity Melvin of the Washington Mystics, and Congressman Chris Van Hollen (MD-8th).



Sponsored by:

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**Far Left:** Leon Harris, ABC7/ WJLA-TV Anchor and Co-Chair of the 2006 JA Bowl-A-Thon. **Above Right:** Ed Grenier, Junior Achievement President; Doug Hill, ABC7 Vice President of Weather and Chief Meteorologist; Congressman Chris Van Hollen; and Shawn Springs, Washington Redskin and Co-Chair of the 2006 JA Bowl-A-Thon. **Below Right:** Participants in the 2006 JA Bowl-A-Thon.

Co-presenting sponsors Capital One and Pricewaterhouse-Coopers LLP played a crucial role in creating an opportunity for Washington residents to support Junior Achievement while enjoying bowling, prizes, music, and the chance to interact with their co-workers and peers from throughout the Region.

Please join us for the 2007 JA Bowl-A-Thon on March 17–18, 2007! To register your company or team, or to learn more about corporate sponsorships or the VIP Bowl, please visit [www.JAbowl.org](http://www.JAbowl.org), call 202-777-4473, or email [bowl@janca.org](mailto:bowl@janca.org).





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Superintendent for Catholic Schools  
Archdiocese of Washington, DC





## PARTNERS

Each of the organizations listed below were involved with unique, specialized projects designed to further advance and compliment Junior Achievement's mission.

**Asgard Entertainment Group, Inc.** offered in-kind audio/visual services to support the Washington Business Hall of Fame allowing JA to purchase more program materials for children in the Region.

**Capital One** was a JA champion this year. As a co-presenter of the Washington Business Hall of Fame, Capital One assisted JA in raising \$1.1 million to support JA initiatives, provided over 130 classroom volunteers to teach almost 1,800 Washington, DC elementary school students the economics of life, and was the primary supporter of a new JA program, Sliding into Succe\$\$.

**JA in a Day** is an exceptional initiative that allows volunteers to teach all of the units of Junior Achievement's seven elementary school programs in an intensive yet high impact one-day effort. The following companies participated in this program in a wide variety of schools in the Greater Washington Region: America Online Inc., Bank of America, Capital One, Deloitte, Ernst & Young, The Federal Aviation Administration, KPMG LLP, PricewaterhouseCoopers LLP, and Sprint Nextel.

**Latin American Youth Center (LAYC)** offered a well established summer site with over 100 high school students in the Columbia Heights area of Washington, DC that run a comprehensive JA program designed to increase students' skills in business, personal economics and workforce preparedness.

**Montgomery County Public Schools** partnership added two additional MCPS clusters in order to provide JA programs to third grade, seventh grade and selected high school classrooms across the county. More than 3200 students, taught by over 140 volunteers, participated in this unique partnership that ensures a systematic model for successful business partnerships that benefits all students.

**Option One and H&R Block Mortgage Corporation**, a national Junior Achievement partner, provides volunteers and funding through an on-going partnership for Virginia JA elementary school programs.

**Phillips International** continued its support through a three year gift and in-kind marketing expertise to support the newsletter and Annual Campaign. This strategic communications plan greatly contributed to the success of Junior Achievement programs for local youth by raising funds, educating, and informing the public throughout the Greater Washington Region.



**United Communications Group, GE Healthcare Financial Services, Lockheed Martin, International Business Machines, Merrill Lynch, United Parcel Service, and Aronson & Company** were the top sources of corporate volunteers for the Montgomery County Public Schools partnership.

## Statement of Financial Position June 30, 2006

### Current Assets

Cash	\$ 476,060
Accounts Receivable	2,277
Grants Receivable	446,500
Prepaid Expenses	62,383
<b>Total Current Assets</b>	<b>\$ 987,220</b>

### Property and Equipment

Equipment	\$ 43,102
Less Accumulated Depreciation	24,288
<b>Property and Equipment Net</b>	<b>18,814</b>

### Total Assets

**\$ 1,006,034**

### Current Liabilities

Accounts Payable and Accrued Expenses	\$ 34,981
JA Worldwide	40,472
Current Maturities of Long Term Debt	–
Deferred Revenue	26,000
<b>Total Current Liabilities</b>	<b>\$ 101,453</b>

### Long Term Debt

\$ –

### Total Liabilities

**\$ 101,453**

### Net Assets

Unrestricted	\$ 470,381
Temporarily Restricted	434,200
<b>Total Net Assets</b>	<b>\$ 904,581</b>

### Total Liabilities and Net Assets

**\$ 1,006,034**

## Statement of Activities For The Year Ended June 30, 2006

### Revenues and Other Support

Contributions	\$ 660,006
Special Events Revenue	\$ 1,547,718
Less: Cost of Direct Benefit To Donors	582,061
<b>Net Revenue From Special Events</b>	<b>965,657</b>
<b>Total Revenues</b>	<b>\$ 1,625,663</b>

### Other Support

Miscellaneous Income	\$ 218,963
<b>Total Revenues and Other Support</b>	<b>\$ 1,844,626</b>

### Program and Supporting Services Expenses

Program Services	\$ 1,145,789
Supporting Services	
Administrative	145,023
Fundraising	310,698
<b>Total Supporting Services</b>	<b>\$ 455,721</b>

**Total Program and Supporting Services Expenses** \$ 1,601,510

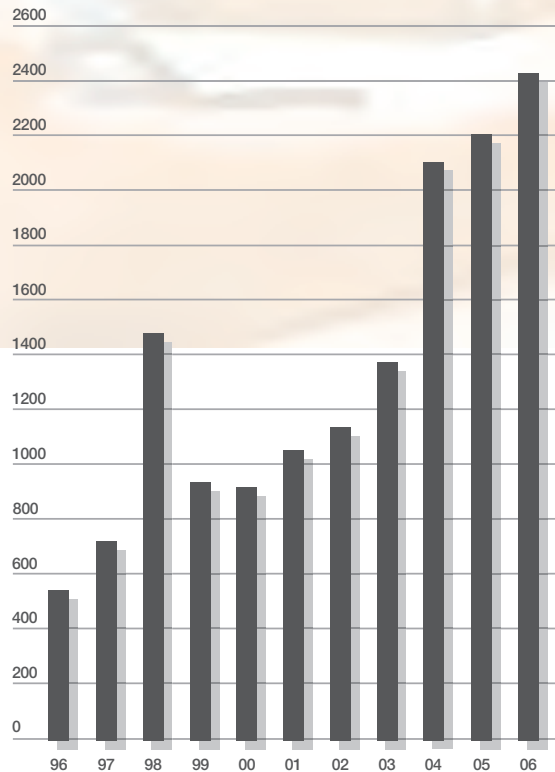
**Change In Net Assets** \$ 243,116

**Net Assets, Beginning of Year** 661,465

**Net Assets, End of Year** \$ 904,581

## FINANCIAL HISTORY

(GROSS REVENUE, \$ IN THOUSANDS)





# CALL TO ALUMNI AND VOLUNTEERS

## Ever been involved with Junior Achievement? Interested in volunteering?

Tell us your story! Share your memories of Junior Achievement and help us reach future generations of Junior Achievement participants.

Did your experiences in Junior Achievement programs lead you to where you are today? Do you think about that volunteer who made a difference in your life? Do you ever wonder if you could make a difference?

Help us by volunteering and you will be creating a new generation of Junior Achievement memories.

We want to know all about your history with Junior Achievement and find volunteers! If you participated in a program, were a volunteer, or went to a conference, we want to hear about it!

Junior Achievement of the National Capital Area  
1725 Eye Street, NW, Suite 200, Washington, D.C., 20006  
T: 202-296-1200 F: 202-296-3837 [www.myJA.org](http://www.myJA.org)

We are proud to support Junior Achievement of the National Capital Area and the more than 33,000 children they serve annually throughout the Greater Washington Region. We share Junior Achievement's belief that at the heart of our democracy is the promise that anyone can create an unbounded future, and support Junior Achievement's efforts to empower today's youth for tomorrow's workplace.



**Fidelity & Trust**

Our Business Is Your Success