Greetings from JA President and Board Chair

Dear Friends of JA,

Because of the incredible support of our educational, business, and community partners, Junior Achievement of Greater Fairfield County has been thriving. Despite the challenges of the past two school years, we have grown our partnerships within the community and expanded our programs and experiences. This means greater impact for our students.

JA’s mission is more important now than ever. Our learning experiences are a proven gateway to economic mobility. We are building the next generation of workers and active citizens who are prepared to lead, innovate, and make our communities stronger.

Take a look at this report to see all we have achieved over the past year. We invite you to join us as a volunteer, role model, mentor, and supporter. Together, we are making a difference.

Sincerely,

Bernadine Venditto
President, JA of Greater Fairfield County

Michael Steinharter
Chair, JA of Greater Fairfield County Board of Directors

Junior Achievement inspires and prepares young people to succeed in work and in life. Through learning experiences taught by volunteer role models, we equip students with essential knowledge and skills. Our vision is to ensure that every young person in greater Fairfield County is sufficiently prepared to pursue their career of choice and manage their personal finances.

Junior Achievement of Greater Fairfield County - Annual Report 2020-2021

Mission and Vision

Junior Achievement inspires and prepares young people to succeed in work and in life. Through learning experiences taught by volunteer role models, we equip students with essential knowledge and skills. Our vision is to ensure that every young person in greater Fairfield County is sufficiently prepared to pursue their career of choice and manage their personal finances.

Programs and Pathways

JA’s K-12 programs focus on three pathways: financial literacy, work and career readiness, and entrepreneurship. With community and business partners, we connect students to role models, resources, and real-world experiences. Youth are empowered to build a better future for themselves and their communities.
Financial Summary

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Foundations*</td>
<td>$490,585</td>
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<tr>
<td>Special Events</td>
<td>$302,131</td>
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<tr>
<td>Corporate</td>
<td>$184,637</td>
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<tr>
<td>Individual</td>
<td>$98,915</td>
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<tr>
<td>Government</td>
<td>$10,000</td>
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<tr>
<td>Other</td>
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*Private and Corporate Foundations

2020-2021 Total Revenue $1,240,761

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program Services</td>
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<tr>
<td>Management &amp; General</td>
<td>$131,346</td>
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<tr>
<td>Fund Development</td>
<td>$107,135</td>
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<tr>
<td>Other*</td>
<td>$115,569</td>
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*Non-functional expense for JA USA program license

2020-2021 Total Expenses $1,171,614

Impact

Students by Age Group

<table>
<thead>
<tr>
<th>Group</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>High School</td>
<td>3,038</td>
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<tr>
<td>Middle School</td>
<td>1,222</td>
</tr>
<tr>
<td>Elementary School</td>
<td>2,748</td>
</tr>
</tbody>
</table>

Total Number of Students: 7,008

39.2% Elementary School

43.4% High School

17.4% Middle School

Number of Volunteers: 208

Number of Contact Hours: 21,120

Number of Schools Served: 49
Program Highlights

Through relevant and innovative programs taught by volunteer role models, Junior Achievement programs are providing the linkage and pathways from education to workforce.

**Entrepreneurship Month**

High school students learned the basics of what it takes to be an entrepreneur directly from local entrepreneurs themselves! Through pre-recorded videos, students gained insight into how to start and run a business successfully, and identified the different sort of characteristics that these entrepreneurs displayed.

“I believe I am more inclined to pursue entrepreneurship because I see the experience these entrepreneurs had and it brings me excitement... These videos just helped convince me more that I have a passion for entrepreneurship and I truly believe this will be in my future.”

- Jennie, Shelton High School Student

**JA Inspire Virtual**

Approximately 1,500 middle and high school students participated in this new career exploration experience, where they learned about high-demand and high-growth career paths, as well as the education and skills required to be successful in those careers. Students from over 50 schools in our area had the chance to explore the virtual fair, hear from subject matter experts, and learn about careers they may not have even known existed.

“JA has helped me realize that I can achieve my dreams if I work hard. I now have learned about different careers and I am excited for the future.”

- Sydney, Bethel High School Student

“MY experience can be summed up into two words: empowering and inspiring.”

- Mikayla, Seymour High School Student

**BizDay**

Young women from Central High School in Bridgeport participated in this leadership and career preparedness seminar, during which they had the opportunity to learn from local, female business professionals and entrepreneurs across a variety of career fields.

“It’s very inspiring to see so many successful women showing us that our dreams are possible.”

- Central High School Student

“BizDay is always my favorite day of the school year, and that remains true for this year! The girls are so happy and excited, and even us teachers and counselors are feeling inspired.”

- Central High School Educator
Junior Achievement of Greater Fairfield County  -  Annual Report 2020-2021

Service Territory

**Greater Danbury Area**
Bethel
Brookfield
Danbury
Monroe
New Fairfield
New Milford
Newtown
Redding
Ridgefield
Sherman
Wilton

**Valley Area**
Ansonia
Derby
Seymour
Shelton

**Lower Fairfield Area**
Darien
Greenwich
New Canaan
Norwalk
Stamford
Weston

**Greater Bridgeport Area**
Bridgeport
Easton
Fairfield
Stratford
Trumbull
Westport

*Service territory shows where we can provide program. The towns and schools receiving our services vary from year to year.

Diversity, Equity, and Inclusion

Junior Achievement aims to address economic inequities for students in greater Fairfield County through access to quality educational opportunities, with a focus on career exploration, leadership and life skills, and financial literacy. Our organization emphasizes systemic solutions that help break the poverty cycle and achieve lasting, positive change. Our ultimate goal is to level the playing field by providing education and opportunity. Junior Achievement programs are proven to give students the tools they need to increase their chances of achieving economic security as adults.

According to a third-party study of JA alumni conducted by Ipsos

- Black JA alumni (58%) are more likely to say that the JA program was instrumental in their decision to pursue further education than their white (45%) counterparts. About half of Hispanics (51%) report that the program played an important role in their decision to further their education.

- Black JA alumni (60%) are also more likely than their Hispanic (45%) and white (49%) peers to say the JA program gave them confidence in new situations.

- Black (96%) and Hispanic (95%) JA alumni are slightly more likely to say the JA program positively impacted their future choices and perceptions as their white counterparts (93%).

2020-21 Student Demographics

- **41%** - Hispanic or Latinx
- **34%** - White
- **18%** - Black or African American
- **4%** - Asian
- **3%** - Multi-Racial
- **0%** - Hawaiian/Pacific Islander
- **0%** - Native American

*According to student eligibility for free or reduced-price meals as reported by the Connecticut State Department of Education

55% Low or Moderate Income*

*Service territory shows where we can provide program. The towns and schools receiving our services vary from year to year.
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Tina Foraker-Blackwell

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Junior Achievement of Greater Fairfield County

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Director of Civic Engagement
University of Bridgeport

Corey Wilson
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*Also serves on a Community Board

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Bud McDonald, EY
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Wells Fargo Bank
Peter Fazekas, Aquarion
Water Company
Craig Lennon, University of Bridgeport
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United Way of Western Connecticut
Webster Bank
Webster Private Bank
WillowTree

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($1,000 - $9,999)
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