



2017-2018

Annual Report

#EmpowerTheFuture



IMPACT 2017-2018



74,612

New Jersey Students Reached



371

School Partners



910,379

Instructional Contact Hours
12 hours per student (average)

3,820

Classrooms



2,806

K-12 Educators



5,958

Corporate & Community Volunteers

Ranked 16

of 109 JA USA Operations

Total Students Reached



Ranked 9

of 109 JA USA Operations

Total Instructional Contact Hours



Leadership Message

I spoke and listened to so many incredible women today, and they motivated me to work hard and to be the best version of myself that I can be.

– Veena, Piscataway High School, Piscataway, Women's Future Leadership Forum

Ladies and Gentlemen,

The data shows it, and testimony verifies it. Moving into the Raritan Center Business Park was one of the best and most strategic decisions JA of New Jersey has made to date.

Our successes since then speak volumes in making this move. It has been three years since we fully moved into what we call the JA Education Center, which started with the Capstone programs – JA BizTown® and JA Finance Park® – followed by the entire JA Team. This 22,000 sq. ft. state-of-the-art Center has streamlined the JA of NJ operation, and provided a consistent quality experience for 20,000+ people who walk through JA's doors annually. Here are a few of our key successes:

- Expanded Capstone programs (JA Finance Park and JA BizTown) 71% in student reach and 118% through instructional contact hours, due in part to the stability of the Education Center in allowing educators to register a full year in advance for their Capstone field trips.
- Established a nationally recognized and replicable High School Student Leadership Committee to help close educational gaps based on the demands of today's youth. These emerging leaders created and designed our inaugural JA NextGen Tech Series.
- Piloted two successful 24-hour hackathons through the JA NextGen Tech Series in an effort to educate young people on coding, cybersecurity, and IT, and inspire them to consider careers in STEM.
- Partnered with New Jersey's education stakeholders to create content that enabled the JA Finance Park program to meet 100% of the state's academic Standard 9 graduation requirement.
- Built collaborative partnerships with 17 of our state's best colleges and universities who hosted JA Career Success® Workshops, and expanded our visible presence as a thought leader in social-emotional learning and career readiness education in New Jersey.
- Modernized our training and development room (formerly an aerobics studio) to include a top-of-the-line audio and video system for board meetings and student program events alike.
- Grew our Holiday Benefit by transforming it into "A Magical Evening," highlighting our Student Ambassadors and magicians as a way to showcase the JA Education Center.
- Received our 11th consecutive JA Star Award and a JA Rising Star Award which signifies the power of teamwork and dedication to the mission from our educators to our volunteers, board, and staff.

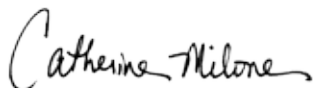
We're proud to share these accomplishments, as we strive to be a world class / best practice organization, and hope you agree as you flip through the pages of this FY2018 Annual Report.

For nearly 100 years, JA has remained relevant and on the cutting edge of experiential learning, and in New Jersey is a free educational solution for all schools that wish to participate. In the spirit of our upcoming Centennial campaign, we encourage you to reflect upon your JA experience whether it was as a child participating in one of our programs or recently volunteering with a group of students, and share with us.

As we look to the next 100 years, let's pride ourselves in the fact that together we're empowering our future generation of leaders, entrepreneurs, and employees. It's because of donors like you that we're able to do what we do to change kids' lives.

Please continue to remain our supporter and friend, and if you have the means, consider an additional gift to ensure the sustainability of JA in NJ for the next hundred years...and perhaps invite a prospect who may be inspired by our mission to visit the Education Center. Positive role models for our children are always appreciated and welcome...

With gratitude,



Catherine D. Milone
President, JA of New Jersey



Christine LaCroix
State Board Chairman, JA of New Jersey
Partner, Deloitte LLP

Organization Profile



Our Purpose

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

Our Vision

Junior Achievement (JA) will be New Jersey's premier resource and facilitator of innovative educational experiences that build young people's capacity to be tomorrow's leaders and excel in the global economy.

Program Information

Our volunteer-delivered K-12 programs foster work readiness, entrepreneurship, and financial empowerment skills through experiential learning. These programs are provided to New Jersey's schools at no cost, complement the classroom curricula, and are easily integrated into the lesson plans for each grade level.

Program

Grade

Elementary School Programs

JA Ourselves®	K
JA Our Families®	1
JA Our Community®	2
JA Our City®	3
JA Our Region®	4
JA Our Nation®	5
JA More than Money®	3, 4, 5

Middle School Programs

JA Economics for Success®	6, 7, 8
JA Global Marketplace® ***	6, 7, 8
JA Inspire™	6, 7, 8
JA It's My Business® ***	6, 7, 8
JA It's My Future® ***	6, 7, 8

Capstone Programs*

JA BizTown® (18-40 instructional hours)	5-6
JA Finance Park® (18-40 instructional hours)	7-12

High School Programs

JA Be Entrepreneurial®	9-12
JA Company Program® ***	9-12
JA High School Heroes (youth leadership service-learning)	9-12
JA Job Shadow®	6-12
JA Personal Finance® ***	9-12
JA Titan®	9-12

Program Initiatives

JA Career Success® Workshop**	9-12
JA NextGen Tech Series	7-12
JA Women's Future Leadership Forum	9-12

* JA Capstone programs combine teacher-delivered lessons with a culminating volunteer-assisted field trip to the JA Education Center where students apply classroom learning to a real-world simulation. A JA Finance Park Virtual simulation is also available for schools unable to take field trips.

** JA Career Success Workshops are hosted in New Jersey corporate facilities and on college and university campuses.

*** Blended Models are available with these programs which include a combination of online digital media and traditional classroom methods.

Educator of the Year

Four Questions with Joseph Romano, JANJ's 2018 Educator of the Year from Irvington High School, Irvington:

1 Ashley: Congratulations, Joe. Out of the thousands of educators we work with annually, you were selected as the 2018 Educator of the Year. You have truly gone above and beyond for your students. So, why JA, Joe?



Joe: Junior Achievement is a wonderful organization that offers students unique learning opportunities. Students can learn about financial concepts via JA Finance Park and teach elementary school students about basic financial concepts via the JA High School Heroes program. These, and other JA programs, give students an opportunity to develop their communication, critical thinking, teamwork, problem-solving, and other valuable skills that will benefit them now and in the future.

2 Ashley: JA Career Success Workshops, JA High School Heroes, Women's Future Leadership Forums, and JA Finance Park all have one key denominator that differentiates JA from other career readiness programs, and that's the role of the volunteer. What would you say to the business community around the impact of their employee engagement?

Joe: I want to thank the business community and their employee volunteers for everything they do to help students that attend the JA events. You offer students a unique perspective about college, interviewing, internships, securing their first jobs, careers, perseverance, working with others, and the list of valuable insights and advice goes on and on. I speak for the thousands of students and educators that participate in the JA programs annually when I say, thank you!

3 Ashley: What is the greatest piece of advice that you would like to offer to the students of today as it relates to career, work, and their future?

Joe: Establish plans for your futures and then work your plans. Find your passion in your careers and believe in yourselves and your abilities. Be lifetime learners.

4 Ashley: How long have you been a teacher? Why did you choose this path?

Joe: I have been teaching for 14 years. When I was in college, I thought about pursuing a teaching career but chose business instead. I learned a great deal from my experiences as a salesperson and I believe they have made me a better teacher and advocate for my profession and students.

2018 JANJ Top Business-Education Champions

- Accenture
- Allstate New Jersey Insurance Company
- AT&T
- Capital One
- Citi
- Deloitte
- EY
- Federal Business Centers
- Horizon Foundation for New Jersey
- Kearny Bank
- KPMG
- Merck
- New Jersey Business & Industry Association
- New Jersey Resources
- NJM Insurance Group
- PSEG
- Prudential
- Santander
- Verizon
- Wells Fargo

Program Highlights

JA Women's Future Leadership Forums

Empowering and preparing young ladies for success is the purpose of JA's Women's Future Leadership Forums. This award-winning and replicable program, with four annual events held throughout the state, hosts 80 to 100 high school-aged girls with a matching ratio of female mentors representing New Jersey's diverse workforce. The inspirational Forums are filled with a jam-packed schedule that includes panel discussions around life's pathways and career successes, one-to-one mentor conversations building the girls' personal elevator pitches, and small group interactive sessions, that concludes with students sharing their key takeaways and pitches. For many of the participating high school girls, it is their first time meeting and interacting with successful business women.

“

Today I learned to never be discouraged. If you put in the work, and strive to be the best you can be, you can, and will, be successful. Because of this event, I am motivated to be the best me, and I feel like I am capable of anything. I have two younger sisters that look up to me, and today made me want to be even better, not only for me, but for them too, because I want them to be great and let them know that they can.

– Desbaj, Pleasantville High School, Pleasantville

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JA Titan®

In the 2017-2018 school year, 620 high school students took on the challenge of playing CEOs and CFOs as a part of the annual JA Titan Competition. As part of a growing partnership with NJ Future Business Leaders of America (FBLA), 238 teams put their knowledge to the test and competed in a web-based simulation, tackling questions about price, production, marketing, capital investment, and research and development, on behalf of their fictional businesses. Through this competition, students gained an understanding of critical business practices and the effect management decisions have on a company's bottom line.

After five regional competitions, Team AKA of Piscataway High School, was named the champion and awarded the top prize.



“

I love competing in the JA Titan Competition with my friends. The simulation has given me hands-on exposure to different business concepts and has boosted my interest in pursuing business in the future.

– Sheel, Piscataway High School, Piscataway

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JA Career Success® Workshops

3,478 high school students from 110 schools spent a day out of the classroom and on a college campus or corporate headquarters for an exciting program of hands-on activities and career exploration. JA Career Success Workshops connect high schools with NJ's higher education and business communities in an effort to close NJ's employability skills gap and develop students' competencies for success after they graduate. Guided by volunteer mentors and college students, the high schoolers learn to communicate more effectively, work collaboratively, think critically, and engage authentically with others in a global context. In 2017-2018, 17 New Jersey colleges and 18 companies hosted JA Career Success Workshops, opening students' eyes to a multitude of opportunities available to them.



“
Today I learned about new career fields, interviewing skills, and how to improve and utilize my soft skills. Through programs like this, I am exposed to all the college and career opportunities that surround me, and the people who offer advice and guidance along the way.

– Courtney, East Orange Campus High School, East Orange

”

JA Job Shadow®

This JA program connects education to the workplace as high school students spend time in New Jersey companies exploring their businesses. Not a typical job shadow, 1,333 high school students learned about various careers and industries through the stories of their corporate mentors, and were acquainted with real-world job experiences. With the opportunity for companies to create the day's agenda, students left knowing more about the organizations, career opportunities, and the skills needed for success.



“
I learned so much from the mentors today, and they showed me what work is going to be like. I'm excited about the possibilities, which I didn't know were out there for me, because they welcomed me and I feel like I fit in.

– Janelle, Orange High School, Orange

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Program Highlights

JA High School Heroes

What started more than 10 years ago as a service-learning initiative has since evolved into a two-fold program that empowers high school students while educating and inspiring elementary and middle school children for success. In 2017-2018, 2,819 Heroes impacted the lives of 34,535 children in their local communities. This youth leadership program gives our high school participants opportunities to expand their knowledge and networks by serving on leadership committees, as ambassadors at special events, and as presenters and keynote speakers, with opportunities to apply for internships and scholar awards.



I was able to teach the students the importance of energy and it helped me with my public speaking, leadership, and time management. This will also encourage young people to take a stand in their community.

– Dashawn, Camden High School JROTC, Camden, PSEG JA High School Hero Energy Ambassador



JA NextGen Tech Series

Coding, IT, cybersecurity, and 24-hour hackathons are a part of this new innovative and quickly growing initiative that is unique to New Jersey. Created and led by a committee of high school students with the guidance of JA leadership, this Series helps students gain hard technical computer science and soft skills while introducing them to mentors from the industry who share their world of work and the career possibilities available. As the students compete in various challenges at hackathons and participate in workshops hosted at the JA Education Center, they are also honing valuable soft skills such as teamwork, leadership, and communication, that are necessary for success within these STEM careers.



I've never done anything related to coding or the STEM field so I thought that this hackathon would be a great way to introduce myself to the field and to learn about coding.

– Simran, East Brunswick High School, East Brunswick

Capstone Programs: JA BizTown® and JA Finance Park®

Tens of thousands of students, volunteers, and stakeholders walk through the doors of JANJ's headquarters, the JA Education Center. The 22,000 square foot Center hosts our Capstone Programs and additional JA programs, special events, and corporate meetings.



JA Finance Park

Teenagers spend a day in the life of adults when participating in JA Finance Park. The students learn essential life and career skills in their classrooms prior to taking field trips to the JA Education Center where the "Park" is housed. Here, they apply their newfound knowledge in an experiential learning environment supported by adult volunteers. In fact, 12,332 teens were each given a life case scenario that required them to support themselves and a family with an assigned career, income, and credit score - a complete adult persona. Through this eye opening experience, students meet 100% of their financial literacy graduation requirement. When surveyed, 95% of them said they will plan and set goals for the future. This positive statistic reflects the impact of JA.

“Being an adult is not as fun as it seems because you make money, but then it disappears on important bills like housing and food. One thing I will do differently because of today's program is start saving now!”

– Saraphir, Orange High School, Orange

JA BizTown

The mini-city of JA BizTown was buzzing in 2017-2018 as 8,088 ten to 13 year-olds role played as CEOs, CFOs, savings officers, engineers, medical technologists, mayor, and more during their field trip simulations. 275,583 JA instructional hours combined in the classroom and at the JA Education Center with the coaching of volunteer role models helped students meet state academic standards. Students experienced work responsibilities, managing money, running businesses, and practicing their citizenship and wise consumer skills. As a result of 18+ JA instructional contact hours per student, 91% of JA BizTown students believe that they can create their future.

“What a day! I never knew that time management could be such a struggle and how important customer service is. Today I felt like a real adult and it was great to experience that as a kid.”

– Hiram, Beloved Community Charter School, Jersey City



Capstone and JA Education Center Strategic Branding Partners



Business Education Partnerships

The following companies provided a \$5,000+ contribution and 10+ volunteers in support of various JA programs throughout the 2017-2018 school year:

Accenture	JA BizTown, JA Career Success, JA Day, Women's Future Leadership Forum
ADP	JA BizTown, JA Finance Park, Women's Future Leadership Forum
AIG	JA BizTown, JA Finance Park
Allstate New Jersey Insurance Company	JA BizTown, JA Career Success, JA Day, JA Finance Park, Women's Future Leadership Forum
AmeriHealth New Jersey	JA BizTown, JA Career Success, Women's Future Leadership Forum
ARI	JA Career Success
AT&T	JA Finance Park, JA Job Shadow, Women's Future Leadership Forum
Bank of America	JA Day
Boston Consulting Group	JA Career Success
BNY Mellon	JA Career Success
Broadridge	JA Career Success
Capital One	JA BizTown, JA Day, JA Finance Park
Celgene	JA Career Success
Chubb	JA Day
Citi	JA BizTown, JA Day, JA Finance Park
Citizens Bank	JA Day
ConnectOne Bank	JA BizTown
Crowe LLP	JA Finance Park
Dancker	JA Career Success
Deloitte	JA BizTown, JA Finance Park, Women's Future Leadership Forum
Energy Capital Partners	JA Finance Park
ETS	JA Day
EY	JA Day, JA Job Shadow
Federal Business Centers	JA Finance Park
FedEx	JA BizTown, Women's Future Leadership Forum
Fidelity Investments	JA Finance Park
Horizon Blue Cross Blue Shield for New Jersey	JA Day, JA Job Shadow, JA Titan
HSBC	JA BizTown
Infineum	JA Day
Investors Bank	JA BizTown
Janssen Pharmaceuticals	JA Day
Johnson & Johnson	JA Day, JA Titan
Kearny Bank	JA BizTown, JA Finance Park, Women's Future Leadership Forum
KPMG	JA BizTown, JA Day, JA Finance Park
Lakeland Bank	JA BizTown
Lincoln Investment	JA Day
Lockheed Martin	JA Career Success, JA Day, Women's Future Leadership Forum
MAFCO	JA Career Success
Merck	JA Finance Park
New Jersey Resources	JA Finance Park, Women's Future Leadership Forum
NJM Insurance Group	JA Career Success, JA Day, JA Finance Park
Nokia	JA Day, JA Finance Park
Novartis	JA Finance Park
NRG	JA Career Success, JA Day
Peapack-Gladstone Bank	JA Finance Park
Phillips 66 - Bayway Refinery	JA BizTown, JA Day, Women's Future Leadership Forum
Prudential	JA Finance Park
PSEG	JA BizTown, Women's Future Leadership Forum
PwC	JA Career Success, JA Finance Park
Regal Bank	JA Day, JA Finance Park
Samsung Electronics America	JA Career Success, JA Day, JA Job Shadow, JA Titan
Sanofi	JA Career Success, Women's Future Leadership Forum
Santander	JA BizTown, JA Finance Park
Selective Insurance Group	JA Career Success
South Jersey Industries	JA Career Success, JA Day
Synchronoss Technologies, Inc.	JA Titan
Synchrony Financial	JA Finance Park
TD Bank	JA Day
Tiffany & Co.	JA Day
UBS	JA Finance Park, JA Job Shadow
UPS	JA BizTown
Valley Bank	JA BizTown, JA Career Success, JA Day, JA Finance Park, Women's Future Leadership Forum
Verizon	JA Finance Park, JA NextGen Tech Series
Virtua	Women's Future Leadership Forum
Wakefern	JA Finance Park
Wells Fargo	JA BizTown, JA Finance Park

Special Events



New Jersey Business Hall of Fame™

With an impressive attendance of more than 600 business and community leaders to include the 60 JA Student Ambassadors pictured to the right, the April 19th event surpassed its revenue goal of \$450,000 (net). JA wishes to congratulate the Class of 2018 Laureates: Kevin Cummings of Investors Bank, Ken Frazier of Merck & Co., Inc., and Michele Siekerka, Esq. of NJBIA. This student-led program is JANJ's annual signature fundraiser and the state's premier platform that recognizes today's ultimate role models for their professional accomplishments and dedication to helping New Jersey communities. Proceeds support JA High School Heroes service-learning initiatives statewide. Special thanks to our Platinum Sponsors: Accenture, Investors Bank, Prudential, and Wells Fargo; Gold Sponsors: Merck and New Jersey Resources; Silver Sponsors: ADP, Allstate, Broadridge, Celgene, Deloitte, NJBIA, NJM Insurance Group, PSEG, and Synchronoss; and Media Partners: NJ Advance Media, New Jersey Business Magazine, and NJTV.

A Magical Evening

Our annual Holiday Benefit has become "A Magical Evening with JA," held at the JA Education Center, and in 2019 will be the kick-off to JA's Centennial Celebration. This fun and interactive event includes magicians, JA Student Ambassadors, and tours of JA BizTown and JA Finance Park.



JA Bowling Parties

Top Peer-2-Peer FUNdraising Companies: AT&T • Citizens Bank • Verizon

JA's #PartyForAPurpose is a great team-building opportunity for companies and employees, and fundraiser for JA. Each year a new fundraising bowling team of six has their photo displayed in the JA Education Center for raising the most dollars that year. Congratulations to team "Split Happens!" from EY (pictured on right).



Play 'Fore' JA

Enjoy a day on New Jersey's top courses as part of JA's annual Fall and Spring Golf Outings, and help JA raise funds to underwrite student participation in JA programs including JA High School Heroes programs held statewide. JA Student Ambassadors meet and greet participants, sharpening their networking skills while volunteering to help create a fun day 'fore' JA.



Finance Highlights



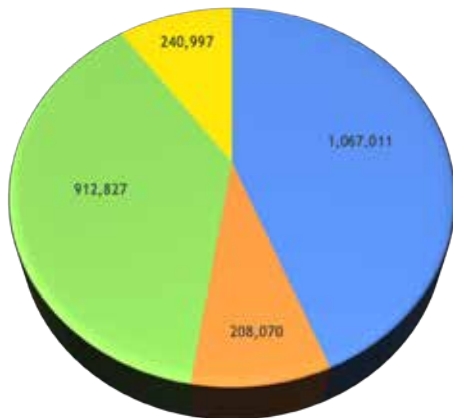
100% of the JANJ Board and Staff make contributions annually.

JANJ has had a balanced budget and operating surplus for the past **14 years**.

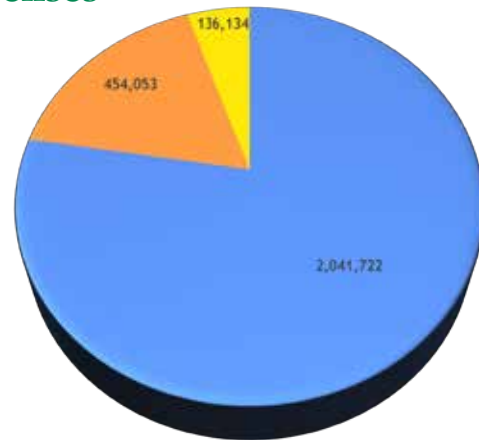
Approximately **15%** of annual revenue is attained from revenue raised in advance through multi-year gifts.

JANJ has successfully achieved annual **revenue & student growth**.

Revenue



Expenses



● Program Expenses ● Fundraising ● Management & General

● Corporate ● Individual ● Special Event ● Donations In-Kind

To view Junior Achievement of New Jersey's financial statements for fiscal year ending June 30, 2018 please visit www.janj.org/about_janj.

Corporate & Foundation Investors

Gifts of \$85,000 & More

Allstate New Jersey Insurance Company
Capital One Bank
Federal Business Centers
Kearny Bank
NJM Insurance Group
Prudential Financial, Inc.

Gifts of \$50,000 to \$84,999

Accenture
New Jersey Resources / New Jersey Natural Gas
PSEG / PSE&G
Wells Fargo

Gifts of \$25,000 to \$49,999

ADP Foundation
AT&T
Broadridge
Citi
Deloitte LLP
EY
Horizon Foundation for New Jersey
Investors Foundation
KPMG LLP
Merck & Co. Inc.
Provident Bank Foundation
Quest Diagnostics
Santander Bank
UPS
Verizon

Gifts of \$15,000 to \$24,999

Bank of America
BNY Mellon
Celgene Corporation
Chick-fil-A
Citizens Bank
Crowe LLP
Educational Testing Service (ETS)
Fidelity Investments
Goldman Sachs
MetLife Foundation
Phillips 66 - Bayway Refinery
Pricewaterhouse Coopers LLP
Realogy Charitable Foundation
Synchronoss Technologies, Inc.
Valley Bank
Wakefern Food Corporation

William G. Rohrer Charitable Foundation

Gifts of \$10,000 to \$14,999

AIG
Boston Consulting Group
Chubb
Dun & Bradstreet
Energy Capital Partners

First Energy Foundation
Franklin Templeton Investments
Janssen Pharmaceuticals
Johnson & Johnson
Kramer Portraits
Lockheed Martin
Novartis Pharmaceuticals Corporation
NRG Energy Inc. & NRG Yield Inc.
Samsung Electronics America
South Jersey Industries Inc.
State Farm Insurance
Subaru of America Foundation, Inc.
Synchrony Financial
UBS

Gifts of \$5,000 to \$9,999

Advance Realty
AmeriHealth New Jersey
Bank of New Jersey
Bayer Corporation
Bradford Renaissance Portraits
Bristol-Myers Squibb
Cisco
CNA Financial
Dancker
Elberon Development Co.
FedEx
Holman Automotive Group / ARI
HSBC Bank USA NA
Infineum USA L.P.
Investors Bank
Lakeland Bank
Lincoln Investment
M&T Bank
Mack-Cali Realty L.P.
MAFCO Worldwide LLC
Masana Portrait Artwork
MedEast Post-Op & Surgical Inc.
New York Life / MainStay Investments
Nokia
OritaniBank Charitable Foundation
Peapack-Gladstone Bank
PNC Bank
Provident Bank
Regal Bank
RWJ Barnabas Health

Sandler O'Neill & Partners, LP
Sanofi-Aventis
Selective Insurance Group Foundation
State Street Foundation
Sun National Bank
TD Ameritrade
TD Charitable Foundation
Tiffany & Co.
TriState Capital Bank
Virtua

Gifts of \$2,500 to \$4,999

American Water
Budd Van Lines
ConnectOne Bank
DeVry University
Fulton Bank of New Jersey
HSBC Philanthropic Programs
Loftus Construction, Inc.
Maser Consulting P.A.
Munich Reinsurance America Inc.
New Jersey Business & Industry Association
Park West Gallery
PFK O'Connor Davies LLP
State Street - Alternative Investment Solutions

Gifts of \$1,000 to \$2,499

1st Colonial Community Bank
Audible, Inc.
Bayshore Recycling Corp.
Bederson LLP
Bravo / NBC Universal
CDW
Chiesa Shahnian & Giantomasi PC
Cooper University Health Care
Earp Cohn P.C.
EcReCon, Inc.
Flushing Bank
GIT Hub
Hott Carl's Pizza
Icon Advisors, Inc.
IUOE Local 825
Jet Blue
Keefe, Bruyette & Woods
Liberty Coca-Cola Beverage LLC
Lincoln Financial Distributors

Lord, Abbett & Co. LLC
Mazars USA Philanthropic Fund
Mercadieu P.C.
Morgan Stanley Foundation
NJ Advance Media
Panasonic
Pennsylvania State University
PIMCO
Raritan Central Railway LLC
RCR Electrical Contractors, Inc.
Roma Bank Community Foundation, Inc.
Samson Wealth Management
Sills Cummis & Gross PC
TD Wealth
TIAA
WithumSmith+Brown PC
Wyndham Worldwide

Gifts of \$300 to \$999

AEPG Wealth Strategies
Alma Bank
American Express
Artisans Order Mutual Protection
Bandwave Systems LLC
BDO USA, LLP
Boomerang USA Inc.
Borgata / MGM Resorts AC
Caesars Entertainment
Cogen Technologies
Count Basie Theater
Country Club Services, Inc.
Crew Carpet Cleaning Corp.
CrossFit Furion
CWS Promotions LLC
DelCity Bus Company
Delta Dental of New Jersey
Eastman Chemical
Gibbons Law
Global Atlantic Financial Group
GSG Advisors
Harrison Machine & Tool, Inc.
Hyatt House Branchburg
Hyatt Regency Morristown

IEW Construction Group, Inc.
Innovative Benefit Planning, LLC
Anthony Latella Landscaping
Legal Landscaping
Magyar Bank Charitable Foundation
Marsden, Inc.
MassMutual Tri-State
McDonald's
Modera Wealth
New Jersey Chamber of Commerce
NY Giants
Oak Knoll School of the Holy Child
Parker McCay P.A.
Prudential Center
Real Possibilities LLC
Reyla
Ridgway Legal
Robert Half
Rust-Oleum Corporation
Sky View Golf Club
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White Sand II LLC

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Dino E. Robusto
Cory & Ann-Marie Thackeray
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Paget MacColl
Emilia Maguire
Barbara Mealmaker
Middleton Family Charitable Fund
Patrick Migliaccio
Edward Montesdeoca
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Yoama Pons & Kevin Smith
Dennis Prestia
Kevin Relihan
Ronald Richter
Paula & Henry Ristuccia
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Mark McDonough
Thomas McGovern
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James Putnam
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Donald Henderson
Kirk Holderbaum
Lauren Horbal
Rita Karachun
Jarand Kennedy
Michael Kenny
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Chick-fil-A

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Jeremiah Carroll, CAFP
Synchrony Financial

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Maser Consulting P.A.

Cristina Santos
Sanofi US

Patricia A. Hartpence
NJM Insurance Group

“
One thing I will do differently in the future because of today's program is to start to think about my future and career now instead of waiting until I graduate. I want to come up with a clear plan on how I'm going to live my life so I don't have to struggle as much as I did today.
– Miles, James J. Ferris High School, Jersey City, JA Finance Park
”

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Dancker

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PKF O'Connor Davies, LLP

North Board Vice Chair

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Fidelity Investments

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Eliza Gonzalez
Johnson & Johnson

Thomas McGovern
Realogy Holdings Corporation

Arun Sinha
Citi

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PricewaterhouseCoopers LLP

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NJ Advance Media

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Barrington Smith
UPS

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Crowe LLP

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Selective Insurance Group, Inc.

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Verizon Communications

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Provident Bank

Lauren Horbal
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Celgene Corporation

Katherine A. Vasquez
Novartis Pharmaceuticals Corporation

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Regal Bank

Waverly Ke
Tiffany & Co.

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PSEG

Ryan Watson
Chubb

Debra Falk
NJTV News

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Goldman Sachs

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AIG

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NJ SIM Foundation

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Jason Kopec, CPA
BDO USA, LLP

Nancy P. Sadlon
Phillips 66 - Bayway
Refinery

Staff & Recognition

“
The JA of New Jersey team consistently demonstrates creative and innovative thinking. Their commitment to excellence isn't just represented in the awards and recognition they receive, but in the lives they change.
 – Jack Kosakowski, JA USA President
 ”

Ashley Donecker, Senior Development Director
 adonecker@ja.org

Alicia Fusco, AVP, Student Leadership Programs
 afusco@ja.org

Celeste Hardrick, Senior Program Director
 chardrick@ja.org

Stephanie Karpowicz, Capstone Program Director
 skarpowicz@ja.org

Rebecca Mamrosh, Development Associate
 rebecca.mamrosh@ja.org

Catherine Milone, President
 cmilone@ja.org

Mia Moares, Senior Manager, Capstone Programs
 mmoares@ja.org

Krysti Peitz, Development Associate
 krystin.peitz@ja.org

Dawn Schwartz, SVP, Development & Communications
 dschwartz@ja.org

Katelyn Serpe, Program Manager
 katelyn.serpe@ja.org

Christy Tighe, Director of College & Career Readiness
 ctighe@ja.org

* Full-time staff as of December 1, 2018

Rosemarie Fisher, Outsourced Controller
 rose@realposs.com

2018	JA USA Rising Star Award presented to Alicia Fusco
2018	Tribute to Women Award YWCA, Princeton presented to Catherine Milone
2018	JA USA Gold Leadership Award presented to Thomas L. Earp, Esq.
2018 - 2008	JA USA Summit Award/Star Award, 11 th year recognized for operational soundness
2016	NJ State Governor's Jefferson Awards presented to NJM, Category of Corporate Leadership
2016	JA USA Gold Leadership Award presented to Dino E. Robusto
2015	JA USA Gold Leadership Award presented to Christine P. LaCroix
2015	NJ State Governor's Jefferson Awards presented to Caroline Dorsa, Category of Executive Leadership
2014	JA USA Gold Leadership Award presented to Clyde D. Keaton
2014	Charles R. Hook Award Winner (JA USA Top Honor) presented to Catherine Milone and the Team
2015 - 2013, 2011	Peak Performance Team Award
2014 - 2010	Charles R. Hook Award Finalist
2014	NJ State Governor's Jefferson Awards presented to Dino E. Robusto, Category of Executive Leadership
2014	NJBIZ - Best 50 Women in Business presented to Catherine Milone
2014	South Jersey Biz - 25 Women to Watch presented to Catherine Milone
2014	President's Award, Christ the King Prep School presented to Catherine Milone
2014	JA USA Rising Star Award presented to Crystal Law
2013	Muriel F. Siebert Financial Literacy Partnership of the Year Award (NJCFE)
2013	JA USA Gold Leadership Award presented to Patrick A. Cozza
2010	NJ State Governor's Jefferson Awards presented to William Foshay, Category of Executive Leadership
2008	JA USA Gold Leadership Award presented to Tucker (Thomas) Hogan
2008	NJ State Governor's Jefferson Awards presented to Lockheed Martin, Category of Corporate Citizenship
2007	JA USA Phoenix Award, recognized for "Best Turnaround of a JA Chapter"



**A special thank you to our
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For more than 10 years, hundreds of NJM volunteers have spent thousands of hours in JA classrooms and in the JA Education Center, inspiring thousands of New Jersey's young people for success.



In 2017-2018, NJM volunteers empowered nearly 1,000 students statewide, and by underwriting a portion of JA Finance Park, high school students received thousands of JA Finance Park instructional contact hours to meet their graduation requirement.

Thank you, NJM Insurance Group, for your ongoing leadership and support of the JA Mission.





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