

# 2020-2021 ANNUAL REPORT



# PIPELINE

**ELEMENTARY  
PROGRAMS**  
K-5<sup>TH</sup> GRADE



**MIDDLE SCHOOL  
PROGRAMS**  
6-8<sup>TH</sup> GRADE



**HIGH SCHOOL  
PROGRAMS**  
9-12<sup>TH</sup> GRADE



**JA INSPIRE**  
MIDDLE & HIGH SCHOOL



**CAPSTONE  
PROGRAMS**  
K-12<sup>TH</sup> GRADE



Platinum Supporters



Gold Supporters



William M. Neckerman Jr.  
Foundation

Aimee and Lulu Seidel  
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Senator Maurice & Florence Lipscher  
Fund

The Pollock Company Foundation



**Junior  
Achievement®**

**Inspiring Tomorrows™**

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**Nicole Fond**, *Program Director*  
**Heather Anderson**, *Development Coordinator*  
**Anthony Pascarella**, *Program Manager*  
**Morgan Conley**, *Intern*

*September 27, 2021*

*Dear Junior Achievement Supporters,*

*As our community continues to navigate a global pandemic, we are more resolved than ever to provide access to Junior Achievement's life-changing learning experiences to all students in our four-county service area. Our practical learning programs encourage young people to discover their potential and develop tangible skills to move toward their goals with confidence.*

*We believe tremendous opportunities for growth continue to exist amidst the challenges we face, with JA of Mahoning Valley uniquely positioned to deliver impactful solutions across our diverse community. Our vision is a dynamic, prosperous, and inclusive economy with JA committed to empowering our young people through practical programs that expand awareness, enhance access to opportunity, and drive personal accountability for career and economic success.*

*While we're proud of what we have done this past year, we have accepted the challenge to do more. We hope you'll join us in our mission of getting our youth ready to succeed in our communities, regardless of where they're from, their economic background, or color of their skin.*

*We're grateful to the hundreds of partners, investors, educators, and families who continue to support Junior Achievement of Mahoning Valley and the work we do in Ashtabula, Columbiana, Mahoning and Trumbull Counties. The work isn't done...so neither are we.*

*With Gratitude,*

*Michele L. Merkel*

Michele Merkel  
President

*Melissa Maki*

Melissa Maki  
Board Chair





Junior Achievement is one of the world's largest nonprofits dedicated to addressing fundamental social and economic challenges of young people by educating and empowering them to transform their future and own their economic success.

Through the delivery of cutting-edge, experiential education in financial literacy, college and career readiness and entrepreneurship, JA enriches the ability of today's youth to both engage in their own economic development and contribute to the strength of their families, communities and economies.

At Junior Achievement of Mahoning Valley, our vision is to give the next generation hope for the future. We connect our region's young people with volunteer role models who guide them through relevant, hands-on learning experiences. We equip them with skills needed to navigate success in an increasingly complex economy, like how to manage money, how to prepare for a career, and how to open and run a business.

**Together we can help prepare the next generation to succeed.**

Visit [mahoningvalley.ja.org](http://mahoningvalley.ja.org) to learn more about our mission, vision, and purpose

# Our Impact

STUDENTS\*

6,731



CLASSES

233



VOLUNTEERS

234



\*OVER 56% OF STUDENTS SERVED RECEIVE A FREE LUNCH

## Mentorship Hours



35,964

## Community Partners



244

## Schools Served



39

## JA'S VALUES

- Belief in the boundless potential of young people
- Commitment to the principles of economics & entrepreneurship
- Passion for what we do & honesty, integrity, & excellence in how we do it
- Respect for talent, creativity, perspectives, & backgrounds of all individuals
- Conviction in the educational and motivational impact of relevant, hands-on learning



## VISION

We want to be the partner of choice for businesses, educators, and policymakers around the globe seeking to expand youth education and economic development. At JA, we're laying the groundwork to serve students by supporting innovation throughout our network, making investments in technology and human capital, and executing partnerships with organizations that benefit from our unparalleled access to schools and students.



We would like to thank all of our donors, volunteers, educators, board of directors and special event participants for helping to make our program year a success. We are grateful for the volunteers who devoted time and resources out of their busy work schedules to make a connection from the business world to the classroom and of course, a very special thank you to all of our donors who made a financial contribution to Junior Achievement of Mahoning Valley!

*Levels are determined by contributions received through Personal Contributions, Grants, Special Events, Sponsorships, and Volunteer Support July 1, 2020 through June 30, 2021*

## Platinum \$10,000+ .

Burton D. Morgan Foundation  
Community Fnd. of Western PA & Eastern OH  
Ohio Department of Commerce  
The Youngstown Foundation

## Gold \$5,000-\$9,999

Aimee and Lulu Seidel Foundation  
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## Silver \$1,000-\$4,999

7 17 Credit Union  
Akron Children's Hospital  
Anne K. Christman Fund  
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Butech Bliss  
Centofanti Charitable Foundation  
Citizens Charitable Foundation  
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Equitable Foundation  
FactSet Research Systems, Inc.  
FirstEnergy Foundation  
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Gazette Newspapers, Inc.  
HD Davis CPAs LLC  
Helen and Walter Bender Memorial Fund  
Hot Dog Shoppe, Inc.  
Huntington National Bank  
I.J. Van Huffel Foundation  
Jane F. Lamb Charitable Foundation  
Kent State University at Trumbull  
Mullen Insurance Solutions  
OOGEEP  
Rural Action, Inc.  
Schroedel, Scullin & Bestic (SSB)  
Sebo, Bob and Linda  
Taneja, M.D., Reema

Taylor Kia of Boardman  
Team Recovery Inc.  
The Fibus/Hendricks Family Foundation  
The Jeff & Kimberly Simon Fund of the YF  
The Middlefield Banking Company  
The Schmutz Family Foundation  
The Youngstown Foundation Support Fund  
United Way of Youngstown & the Mahoning Valley  
Valley Economic Development Partners  
Vavpetic, Chad  
Walter E. & Caroline H. Watson Foundation  
William J. Bruder Trust  
Youngstown State University  
Zoldan, Bruce

## Bronze \$500-\$999

Brecht, Chris State Farm Insurance, LLC  
Cafaro Foundation  
Douglas A. Emery Agency, Inc.  
Fireline Inc.  
Geneva-Liberty Steel Ltd.  
Greenwood Foundation  
H J. Ziegler Heating Co.  
Maki, Melissa  
Malicky Family Fund Michael & Heather  
Mayernick, Holly  
Molly Maid of Mahoning/Trumbull  
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Sam's Club #6322 Boardman  
Schwebel Family Foundation  
Taylor Kia of Boardman  
The Middlefield Banking Company  
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Worhatch, Kathleen

## Partners \$100-\$499

Alexander, Michael  
Andover Bank  
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Ashtabula County Auditor  
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Awad, Tarik  
Basista, Cheryl

Bechky, Ron  
Bendis, Cynthia  
Bendis, Todd  
Better Business Bureau of Mahoning Valley  
BOC Water Hydraulics  
Brant's Apple Orchard  
Bucci, David  
Burger, Debra  
Business of Good  
Butler, Rene  
Canteen Service of Steel Valley  
Coblitz, Rick and Linda  
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Condo, Inc.  
Conneaut Moose Lodge 472  
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Costello, Thomas & Janet  
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Cragon, Dawn  
Creed, Bill & Becke  
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Cutlip, Tammy  
Dechellis, Enzo  
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Flake, Col. Mark  
Fond, Vincent and Nicole  
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Frimerman/Stone, Larry & Patty  
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Geneva College  
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Giant Eagle #4075 Boardman Community  
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Glinski, Lee  
Greene, Julie  
Greg Sweet Chevrolet Buick, Inc.  
Guy, Jacob  
Halcyon  
Hays Enterprises Inc.  
Holden, Phillip  
ICASI (In  
J.P. Ducro  
Jet Stream International  
Jones, Temi

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## Partners \$100-\$499 (continued)

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Kehres, Tim  
King, Ruthie  
Kothera, Jack & Elaine  
Kravitz Delicatessen  
Kurish, Mike  
La Roche University  
LaComb, Tifinie  
Licata, Betty Jo  
Long, Jim  
Marino, John and Lucille  
Martin, Ester  
McCulloch, Robert  
Miami University  
Miller, Teresa  
Mock, Thomas & Kathy  
Moderalli, Noreen  
Molded Fiber Glass Co.  
Muransky Companies  
MV College Access Program  
Northeast Behavioral Health  
Ohio Academy of Science Believe in Ohio  
Ohio Sports & Spine Institute  
One Hot Cookie  
Palmer, Daniel  
Paolo, Susan  
Pastore, Ryan  
Peter Rossi and Son Memorial Chapel  
Petrowater, Inc.  
Public Library of Yo. & Mahoning County  
Richman, Angela  
Richmond Transportation  
Riley, Lori  
Ringer Screen Print  
Robert Morris University  
Ryser, Thomas & Jeanette  
Satre, Mr. & Mrs. Lowell J.  
Sebastian, James  
Seuffert, Christine  
Sherman, Bruce & Carol  
Simon Morris & Esther Family Fnd. (YAJF)  
Square One Health  
State Rd. Occup. Medical Facility, LLC  
Stern, Wendi and Randy  
Sticky Fingers BBQ  
Tarr, Debbie  
Taylor Auto Group  
Terry, Catherine  
The Healthy Smile Center  
The Helen L. Nassief Family Trust  
The Links, Inc. Youngstown Chapter  
The Shelly Holding Company Stoneco Inc.  
Thomas Fence Co., Inc.  
UTI Universal Technical Institute  
Valley College  
Vavpetic, Nick & Christine  
Vector Security  
Vinkler, Justin  
Vioillillo, Michael  
Wagner-Buckley, Megan E.  
Wall St. Coffee Company  
Warner, Gregory  
Warren, Bonnie

Welch, Holly  
Whitacre-Charles, Veronica  
Wintz, Ryan and Amber  
Wludyga, Scott  
Zorn, William and Barbara

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## Friends < \$99

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Barca, Katie  
Bowman, Allana  
Bruce, Dr. Martha Irene  
Coleman, Anne  
Conley, Lena  
Conley, Morgan  
Coutwright, Laura  
Cox, Kimberly  
Deltondo, Denise  
DeLucia, Kari  
Demshar Eaton CPA  
Doliber, William  
Fauvie, Jonathon  
Gladding, Morgan  
Hamper, Carmen  
Huggins, Emily  
Iarocci, Atty. Nicholas  
ID Networks  
Kalil, Eli  
Leadership Astabula County, Inc.  
Leonard, Felicia  
Loftus, Gaylenne.  
Luhta, Jenny  
Macioge, Ali  
Marshall's Tire & Automotive, Inc.  
Merkel, Michele  
Miliken-Dixon, Marti  
Mosio, Rebecca  
Myers, Ashley  
Pilger, Mercedes  
Schaab, Barbara  
Schoonover, Mike  
Smith, Melanie  
Solvesky, Katie  
Summers, Judy  
Sweeny, Marilyn  
Sybelnik III, Frank J  
Tee's Dental Laboratory  
Tipton, Lindsay  
Whittington, Kathryn  
Youngstown Physical Therapists, Inc.

**91%**  
OF TEENS SAY

They Need  
Additional  
Support This  
School Year

 Inspiring Tomorrows®



**39%**  
OF TEENS  
BELIEVE

They Are  
Behind  
Educationally

 Inspiring Tomorrows®



**34%**  
of teens say

They Need Emotional  
Support This Coming  
School Year

 Inspiring Tomorrows®



**This Back-to-School  
Season, Help Them  
Really Get "Back."**

 Junior  
Achievement®  
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**JA Inspire Virtual** is a one-of-a-kind college, career and trades exploration platform for middle and high school students. Local businesses from across the area can showcase what a day in the life of someone with their job looks like, how students can get that job, and what students need to do to be successful in that job. JA Inspire Virtual also features colleges, universities, apprenticeship programs, trade schools and internships, so once a student is "inspired" they can gather the information they need to achieve their goals. Website: <https://jamvinspire.vfairs.com/>

## Event Highlights:

- **76** exhibitors from local businesses, colleges, and trade industries offering "Ask an Expert"
- **20** live webinars on soft skills, college, trades & apprenticeships, entrepreneurship and financial literacy
- **1** College Credit Plus parent information session
- More than **7,000** sixth-twelfth grade students across multiple regions registered
- **17,520** career information documents and videos saved to students virtual backpacks
- Student Digital Career Guidebook & post-test
- Unlimited free access to the platform

<https://jamvinspire.vfairs.com/>



## What I learned from JA Inspire...

*"I learned about jobs I didn't know existed but I would like to pursue."*

*"I learned how to make a good first impression."*

*"I learned Manufacturing is not a bad industry."*

*"Being ready financially is just as important as being ready mentally. Also there are a lot of programs to help with finances if needed."*

*"I learned what soft skills were; attitude, communication skills, problem solving skills, and being a team player."*

*"Some jobs I previously thought were in lower demand are actually in pretty high demand. The career I would like to pursue does not have much of a projected increase in demand therefore, I need to work even harder than before to get a job in the career I would like."*

**Thank you to all of our event sponsors who made JA Inspire Virtual possible!**



William M. Neckerman Jr. Foundation



# WHEN I GROW UP

Concerns over financial insecurity and economic disparity can lead to a loss of hope for today's young people. Junior Achievement programs help students understand how to manage money, make the connection between school and career success, and even know how to start a business.



We have all seen the statistics:

- 63%** of Americans are living paycheck-to-paycheck (Highlands Solutions)
- 69%** have less than \$1,000 in savings (GoBanking Rates)
- 45%** of new businesses fail in the first five years (Bureau of Labor Statistics)
- 27%** of college graduates find work in a field related to their major (Federal Reserve Bank of New York)

JA equips young people with the employment and entrepreneurship skill sets and mindsets they need to succeed. By building abilities and nurturing self-belief, JA prepares youth for the future of work, ensures they have the tools to be financially capable adults, and teaches them to think entrepreneurially.

Supported by hundreds of volunteers, and reaching thousands of students each year, JA is one of few organizations with the scale, experience, and passion to build a brighter future for the next generation of innovators, entrepreneurs, makers, and managers.

Our research shows that students who have been through our educational experiences:

- **Credit JA for their career choices**
- **Are more confident in managing money**
- **Are more likely to have started, owned, or partnered in a business**
- **Have a higher level of educational attainment than the general public**
- **Have a greater sense of self-confidence and self-belief**

Junior Achievement makes a difference, but we can't do it alone. Tomorrow needs you today!

## Get Involved!

### Donate

Your donation to Junior Achievement of Mahoning Valley will directly impact the lives of local students.



### Volunteer

In-person or Virtual you can volunteer with Junior Achievement and make a profound difference in the youth of our community.



### Request A Program

After school, Classroom-based, JA Capstone, or Virtual!

