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# JA ANNUAL REPORT



Junior  
Achievement  
of San Diego County

2021-2022

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# WELCOME LETTER

Friends:

Last year, we started this welcome and recap with a quote from Sun Tzu about opportunity in chaos; this year, we think this quote best summarizes FY21-22:

“Change your opinions, keep to your principles; change your leaves, keep intact your roots.”  
- Victor Hugo (French writer and politician)

As we emerged from pandemic-induced school and business closures, it remained clear that the work of Junior Achievement of San Diego County (JA San Diego) – to inspire and empower young people for future success – remains as important as it was 70 years ago but we needed to adapt how and where our impact could be greatest.

Between newly developed, intentionally targeted programs in historically underserved communities like Southeast San Diego to the expansion of popular programs like McGrath Family JA BizTown and Mission Fed JA Finance Park, JA San Diego continues to advance and adapt while remaining true to our “roots”.

We’re especially proud of our efforts to focus more resources and initiatives to low-to-moderate income and BIPOC (Black, Indigenous, and People of Color) communities. Now more than ever, our mission to economically empower our neighbors is critical to the growth and success of a San Diego economy that equitably benefits all.

On behalf of the JA San Diego Board, staff, volunteers, and partners, we hope our 2021-2022 Annual Report is inspiring, and we look forward to working with other partners to develop tomorrow’s leaders today.

In service,



**Debra Schwartz**  
*JA Board Co-Chair*  
*President & CEO*  
Mission Fed Credit Union



**Javed Bhaghani**  
*JA Board Co-Chair*  
*President*  
Biscayne Hospitality



**Siddhartha “Sidd” Vivek**  
*President & CEO*  
JA San Diego

# OUR MISSION

Junior Achievement of San Diego County (JA San Diego) inspires and prepares young people to succeed in a global economy.

JA San Diego recognizes the need to develop a robust local talent pipeline to support the growth of industries and businesses in the regional economy. Through community partnerships, JA programs aim to provide young people with the critical knowledge and skillsets needed to succeed in the modern world. Focusing on the three pillars of financial literacy, work readiness, and entrepreneurship, JA is committed to helping our future leaders build thriving communities.

# OUR IMPACT



**21,153**  
STUDENTS



**3,510**  
VOLUNTEERS



**18**  
HOURS

of experiential learning per student

Students exposed to



**48**  
CAREER PATHWAYS

in the San Diego economy including high-growth industries such as healthcare, manufacturing, and life science & biotechnology



# EMPOWERING COMMUNITITES

JA San Diego is committed to building an equitable future than empowers all people to achieve economic success.

## Strategies For Success

With a focus on equity and inclusion, we continue to intentionally engage historically under-resourced and marginalized communities because we know that everyone doesn't have the same access to opportunities and social capital. As we economically empower more young people who are underrepresented in our economy, the "rising tide" will truly lift all "boats" within the greater San Diego region.

That's why our strategy is simple: we must ADVANCE the programming that continues to be in high-demand and requested by our communities and ADAPT to create customized solutions, using our unique brand of experience and social capital, to meet youth where they need us most.



# ADVANCE

Through partnerships with school districts and community partners, we have grown our student impact numbers and provided more students with access to JA's experiential learning programs.



## JA Capstone Programs

Students visit the Capdevilla Gillespie Center for Junior Achievement to participate in our unique, “real-world” simulation learning experiences. Students work, manage, and shop at mini-store fronts modeled after local businesses while learning how to manage money, explore different career pathways, and gain an understanding of how the economy operates.

## JA High School Experiences

High school programs such as JA Company Program and JA Stock Market Challenge begin with in-class curriculum that culminates into countywide students events where students showcase their newfound knowledge through friendly competitions. In the 2022 Company Program, one San Diego team had the opportunity to participate in the national competition at the JA USA National Leadership Summit held in Washington DC.



# ADAPT

JA is adapting curriculum to enable young people to participate in JA's unique experiential learning programs directly to accommodate students whose schools do not implement JA into their classrooms.

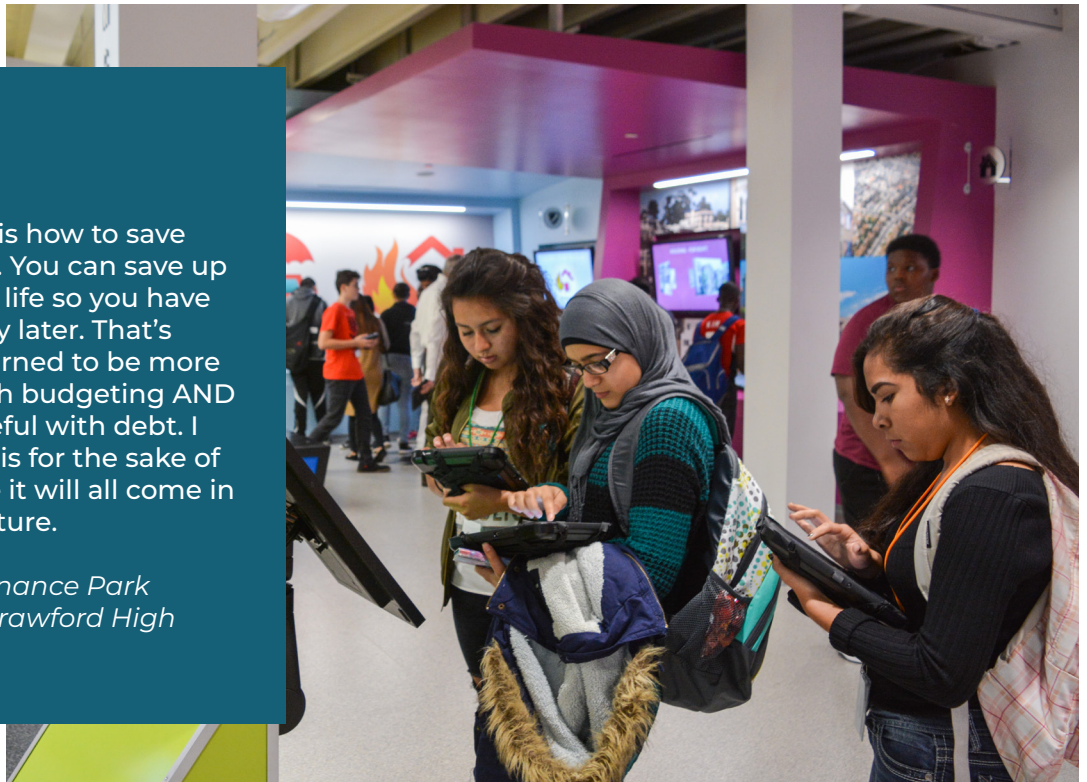
## Workforce Development Experiences

JA Ambassadors and our spring and summer high school workforce development program encourage students to explore career pathways and begin developing their work readiness skillsets. Students are introduced to mentors in the business community through career panels and job shadows.



What I learned is how to save money for later. You can save up early on in your life so you have plenty of money later. That's useful. I also learned to be more responsible with budgeting AND to be more careful with debt. I learned all of this for the sake of my life, I'm sure it will all come in handy in the future.

-Brandon, JA Finance Park  
Student from Crawford High



## Community Based Programs

To accommodate for students whose schools do not implement popular JA programs into their curriculum, JA has modified programs to enable students to participate in JA's experiential programs such as the McGrath Family JA BizTown and JA Stock Market Challenge. Freelance Day in JA BizTown provides students the opportunity to experience our one-of-a-kind BizTown simulation. JA Stock Market Pop Up allows high school students to gain investing experience in a simulated stock market.

# JA FELLOWS

JA San Diego is focused on two key factors toward economic mobility – the development of essential skills and the connection to social capital. Our investment in teens is a direct investment in our future economy, JA San Diego is providing intentional experiential opportunities for high school students that bridge together education and business and connect students directly to the future workforce. Our programs create a risk-free environment for students to grow their way into success, developing young leaders with self-efficacy, and resiliency to adapt to their environments.

JA programs guided by our three pillars – financial literacy, entrepreneurship, and career readiness – empower youth with the skills to not only improve their lives but bolster their families, their communities, and our nation.



“They’re learning financial literacy, personal and global financial literacy, and learning how our global economic system works. Not just how it works from a textbook but actually talking to bankers, talking to business owners, and learning how entrepreneurship helps to feed our economy.

-Lori Williams, CTE Coordinator



## Spring Semester

The first cohort of JA Fellows launched spring semester at Lincoln High School. Composed of 36 students, JA Fellows connected students to the San Diego business community through a year-long leadership, work-based learning experience and professional mentorship.

Students meet for daily instruction as part of their school schedule where they receive lessons in personal finance and college and career readiness. The first semester of the program is primarily focused on developing work readiness skills and providing career exploration opportunities. Career panels are hosted during class time and students attend field trips to on-site job shadows to learn about the different careers in their local economy.



I felt motivated to learn and I started turning my assignments in on time. JA has given me all the resources that I need, all that's left for me now is how to build it.

*-Diego, JA Fellows Student from Lincoln High*



## Fall Semester

During the second semester, students are connect to internships with local businesses to gain hands-on experience into a career path or industry they are interested in pursuing. JA San Diego partnered with a range of businesses from large corporations to small business from the nonprofit industries to the life sciences to the food industry.

# Consolidated Statements of Activities

Year Ended June 30, 2022 (with Comparative Totals for the Year Ended June 30, 2021)

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total 2022</u>	<u>Total 2021</u>
Public Support and Revenues:				
Contributions of financial assets:				
Foundations	\$ 1,404,830	\$ 126,732	\$ 1,531,562	\$ 957,766
Corporate	422,811	-	422,811	430,862
Individual	<u>59,223</u>	<u>-</u>	<u>59,223</u>	<u>142,167</u>
Total Contributions of financial assets	1,866,864	126,732	2,013,596	1,530,795
Special events gross:	195,325	-	195,325	183,283
Less: special events expense	<u>(86,422)</u>	<u>-</u>	<u>(86,422)</u>	<u>(63,174)</u>
Special events, net	108,903	-	108,903	120,109
Government revenue	-	-	-	25,000
Contributions of nonfinancial assets	17,151	-	17,151	19,275
Other income	802,158	-	802,158	414,275
Net assets released from restrictions, satisfaction of time restrictions	<u>69,000</u>	<u>(69,000)</u>	<u>-</u>	<u>-</u>
	<u>888,309</u>	<u>(69,000)</u>	<u>819,309</u>	<u>458,550</u>
Total Public Support and Revenues	2,884,076	-	2,914,808	2,109,454
Program and Supporting Expenses:				
Program Services	1,780,078	-	1,780,078	1,130,553
Supporting services:				
Management and general	502,230	-	502,320	498,587
Fundraising	<u>299,433</u>	<u>-</u>	<u>299,433</u>	<u>291,284</u>
Total Program and Supporting Expenses	<u>2,581,741</u>	<u>-</u>	<u>2,581,741</u>	<u>1,920,424</u>
Change in Net Assets	302,335	57,732	360,067	189,030
Net Assets, beginning	<u>5,935,449</u>	<u>114,000</u>	<u>6,049,449</u>	<u>5,860,419</u>
Net Assets, ending	<u>\$ 6,237,784</u>	<u>\$ 171,732</u>	<u>\$ 6,409,516</u>	<u>\$ 6,049,449</u>



# Consolidated Statements of Financial Position

June 30, 2022 and 2021

<b>ASSETS</b>	<u>2022</u>	<u>2021</u>
Current Assets:		
Cash	\$ 1,527,032	\$ 1,252,491
Accounts receivable	22,255	98,657
Pledges receivable	105,000	59,000
Prepaid expenses and other assets	<u>7,808</u>	<u>8,512</u>
Total Current Assets	1,662,095	1,418,660
Long-Term Assets:		
Property and equipment, net of accumulated depreciation	<u>8,165,422</u>	<u>8,322,548</u>
Total Long-Term Assets	<u>8,165,422</u>	<u>8,322,548</u>
Total Assets	<u>\$ 9,827,517</u>	<u>\$ 9,741,208</u>
<b>LIABILITIES AND NET ASSETS</b>		
Current Liabilities:		
Accounts payable and accrued expenses	\$ 221,031	\$ 227,225
Deferred revenue	459,131	226,006
Current portion of notes payable	12,211	76,612
Current portion of notes payable - related party	<u>-</u>	<u>1,407</u>
Total Current Liabilities	692,373	531,250
Long-Term Liabilities:		
Notes payable, net of current position	481,381	682,598
Notes payable - related party, net of current position and unamortized debt issuance costs	<u>2,244,247</u>	<u>2,477,911</u>
Total Long-Term Liabilities	<u>2,725,628</u>	<u>3,160,509</u>
Total Liabilities	3,418,001	3,691,759
Net Assets:		
Without donor restrictions	6,237,784	5,935,449
With donor restrictions	<u>171,732</u>	<u>114,000</u>
Total Net Assets	<u>6,409,516</u>	<u>6,049,449</u>
Total Liabilities and Net Assets	<u>\$ 9,827,517</u>	<u>\$ 9,741,208</u>

# COMMUNITY PARTNERS

JA San Diego is committed to empowering young people and their communities. Recognizing the need for community collaboration at all levels, JA San Diego works closely with like-minded community organizations to build a thriving, inclusive local economy. Through these strategic partnerships, young people are provided with the foundational knowledge in the three pillars of financial literacy, work readiness, and entrepreneurship needed to achieve economic success.



BOY SCOUTS  
OF AMERICA®  
SAN DIEGO-IMPERIAL  
COUNCIL



# BOARD OF DIRECTORS

**PAULETTE ANEST, RN**

Head of Clinical Operations &  
Education Services  
AMN Healthcare, Inc.

**JENNIFER BARNES**

CEO & Founder  
Optima Office

**JAVED BHAGHANI**

President  
Biscayne Hospitality

**MICHAEL BROWN**

Principal  
Dowling & Yahnke

**BRIAN CAHILL**

President, CA Division  
Balfour Beatty Construction

**ELIZABETH CARTER**

President & COO  
Chomps

**BRYAN CLEMENTS, ESQ.**

General Counsel  
UPS/The UPS Store

**CESAR ENCISO**

Managing Partner/Founder  
EVOTEK

**CHRIS FINLEY**

Partner  
KPMG LLP

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Superintendent  
San Diego Office of Education

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Director/Branch Manager  
UBS Financial Services

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EVP, Regional Managing Director  
Newfront

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Vice President  
Wells Fargo

**MAGGIE LEONE**

Relationship Manager, VP  
City National Bank

**MAYA MADSEN**

Owner & Founder  
Maya's Cookies

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Superintendent  
Cajon Valley Union School District

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Merrill Lynch Wealth Management

**DAVID NESS**

CEO & President  
Hawthorne Cat

**JAE PARK**

Partner  
Dentons US LLP

**ERIN POLEK**

Sr. VP & Chief Accounting Officer  
Qualcomm

**DANETTE ROBERTS**

Area CFO  
Kaiser Permanente

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Market President  
US Bank

**DR. NANCY ROHLAND-HEINRICH**

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and Community Engagement  
National University

**MIKE SAGE**

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PwC

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Deloitte

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VP, Go To Market Tech  
Inuit

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Assistant Superintendent  
Chula Vista Elementary School  
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Hines

**MATT WEIGHTMAN**

Senior Vice President  
Banner Bank

**CHAD WHITEHEAD**

Audit Partner  
Ernst & Young LLP

**MIKE WILSON**

Entrepreneur  
Advisory World

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Board Members as of 6/30/2022

# LAUREATES

JA San Diego Hall of Fame Laureates are individuals in the community who have demonstrated business excellence, inspiring leadership, and most importantly, serve as role models for our youth. It is a privilege to honor these prominent members of the business community for their professional achievements and invaluable contributions to their communities.

**Douglas E. Barnhart (2001)**

Barnhart, Inc.

**John S. Barry\* (1993)**

WD-40

**Rolf Benirschke (2015)**

Legacy Health Strategies  
& NFL Hall of Fame

**J. Robert Beyster\* (2007)**

SAIC

**Phil Blair (2003)**

MANPOWER

**Ken Blanchard (2013)**

The Ken Blanchard Companies

**Margie Blanchard (2013)**

The Ken Blanchard Companies

**Linden Blue (2014)**

General Atomics

**Thella Bowens (2013)**

San Diego County Regional  
Airport Authority

**Robert Breitbard\* (2000)**

The Hall of Champions

**Janice Brown (2017)**

Brown Law Group  
& Beyond Law

**Sandra Brue (2004)**

Sandicast

**Clair Burgener\* (1991)**

U.S. Congressman

**Malin Burnham (2002)**

The Burnham Companies

**Ann Burr (1994)**

Time Warner Cable

**Constance Carroll (2021)**

San Diego Unified School District

**David Cohn (2021)**

Cohn Restaurant Group

**Lesley Cohn (2021)**

Cohn Restaurant Group

**Chris Cramer (2018)**

Karl Strauss Brewing Co

**Joe Craver (2012)**

San Diego Red Cross

**Ingrid Croce (1998)**

Croce's Restaurants

**Mike Cross (1996)**

Seaworld

**Dr. Michael R. Cunningham (2018)**

National University Systems

**Stephen Cushman (1995)**

Cush Automotive Group

**Paul Ecke, Jr.\* (1996)**

Paul Ecke Ranch

**Anne L. Evans (1991)**

Evans Hotels

**Peter C. Farrell (2008)**

Resmed

**Jane Fetter (2018)**

Community Leader

**Tom Fetter (2018)**

San Diego Car Care

**Ron Fowler (2003)**

Liquid Investments, Inc.

**Ronne Froman (2014)**

Rear Admiral,  
US NAVY (Retired)

**Murray Galinson\* (1992)**

San Diego National Bank

**William K. Geppert (2001)**

Cox Communications

**Wendy Gillespie (2017)**

Frontier Trading  
Starhawk Productions

**Jack Goodall (1992)**

Foodmaker, Inc.

**Ernest W. Hahn\* (1990)**

Hahn Company

**David Hale (2011)**

Hale Biopharma Ventures

**Bruce Hazard\* (1995)**

R.E. Hazard Contracting

**Tom Hom (2015)**

Civic Leader,  
Statesman & Businessman

**Robert Horsman (2004)**

San Diego National Bank

**Pat Hyndman\* (2011)**

Vistage International

**Irwin Jacobs (2004)**

Qualcomm

**William Jones (2003)**

Citylink Investment Corp.

**Mel Katz (2003)**  
Manpower

**Herbert G. Klein\* (2002)**  
Copley Newspaper

**Jessie J. Knight (2009)**  
Sempra Energy

**Ray Kroc\* (1986)**  
McDonald's Corporation

**Linda Lang (2009)**  
Jack in the Box

**Susan Lew (1994)**  
S. Lew & Associates

**Kurt Listug (2016)**  
Taylor Guitars

**Larry Lucchino (1998)**  
San Diego Padres

**Greg Lucier (2013)**  
Life Technologies

**Ron Martin (2001)**  
Mission Federal Credit Union

**Carlee McGrath (2016)**  
McGrath Family Foundation

**Laurie McGrath (2016)**  
McGrath Family Foundation

**Jack McGrory (2017)**  
La Jolla MJ Management, LLC

**Corky McMillin\* (2005)**  
The Corky McMillin Co.

**Delores McNeely (2010)**  
U.S. Bank

**Robert McNeely\* (2010)**  
Union Bank

**Julie Meier Wright (2001)**  
San Diego Regional EDC

**John Moores (2006)**  
San Diego Padres

**Barbara Morton (2011)**  
Brigantine Family of Restaurants

**Mike Morton (2011)**  
Brigantine Family of Restaurants

**Vincent E. Mudd (2005)**  
San Diego Office Interiors

**Michael W. Murphy (2014)**  
Sharp Healthcare

**Tom Nassif (2010)**  
Western Growers

**Tina S. Nova (2008)**  
Genoptix

**Ted Owen (2000)**  
San Diego Business Journal

**Thomas Page (1992)**  
San Diego Gas & Electric

**Gilbert Partida (1998)**  
Pricemart, Inc.

**Joanne Pastula (2015)**  
Junior Achievement of San Diego

**Bob Payne (2004)**  
Multi-Ventures, Inc.

**Diane Powers (1993)**  
Bazarr Del Mundo

**Conrad Prebys\* (2008)**  
Progress Management

**Sol Price\* (1991)**  
Price Charities

**Ernest Rady (2006)**  
American Assets, Inc.

**Debra L. Reed (2006)**  
San Diego Gas & Electric

**Frederick H. Rohr\* (1990)**  
Rohr Industries

**Patti Roscoe (1995)**  
PRA Destination Management

**Duane Roth\* (2000)**  
Alliance Pharmaceutical Corp.

**Ted Roth (2000)**  
Alliance Pharmaceutical Corp.

**Ralph Rubio (1993)**  
Rubio's Restaurants

**Hal Sadler (2009)**  
Tucker Sadler Architects, Inc.

**T. Denny Sanford (2015)**  
Businessman & Philanthropist

**Thomas Sefton\* (1991)**  
San Diego Trust & Savings

**Suzy Spafford (2002)**  
Suzy's Zoo

**Dean A. Spanos (2005)**  
San Diego Chargers

**Dan Spinazzola (2016)**  
Diversified Restaurant Systems, Inc.

**Terry A. Straeter\* (1994)**  
GDE Systems, Inc.

**Deborah Szekely (2007)**  
Rancho La Puerta

**Bob Taylor (2016)**  
Taylor Guitars

**Carol Wallace (1996)**  
SD Convention Center Corp.

**Mary Walshok (2012)**  
UC San Diego Extension

**Bill Walton (2017)**  
Philanthropist

**Lori Walton (2017)**  
Philanthropist

**Charles Wax (2007)**  
Waxie Sanitary Supply

**Steve Williams (2010)**  
Sentre Partners

**Walter Zable\* (1986)**  
Cubic Corporation

\* = Deceased

# OUR DONORS

It is through the support of our donors that JA San Diego is able to impact thousands of young adults each year. The financial investments made by those in the business community have inspired and prepared JA students to succeed in the modern economy.

The following individuals and organizations have generously support JA San Diego with a gift of \$15,000 and above during the 2021-2022 fiscal year.



Hervey  
Family  
Foundation

McGrath  
Family  
Foundation

Michael &  
Jennifer  
Brown



Reuben  
H. Fleet  
Foundation





BANK OF AMERICA



COHN RESTAURANT GROUP



THE CONRAD PREBYS FOUNDATION



COX Charities

Deloitte.



Farrell Family FOUNDATION



Michael Dowd

illumina®





We were able to learn the important skills of developing, running, and working in a business. We learned the importance of communication within our team and how to be more confident in ourselves, specifically in the business world.

Whether we have a career in business or not, the things we learned are going to help us be more successful in reaching our goals!

-Morgan, JA Company Program Student & CharCUTE Teammember



We really believe in cultivating, early on, having our students have both life skills and we do it through a focus on college going culture. A lot of our students are first generation, they don't get a lot of this financial literacy piece and I think that's a big part of going to college. It's starting them being aware of what it is life, what it is going to be like once they graduation and they have to make big decisions that will impact them through the whole life.

-Ms. Nasheili, Mueller Middle School Counselor





Isabella Francisco

Robert Cortez

Xavier Ballinas

Southwest High School New Gymnasium







**Junior Achievement<sup>®</sup>**  
of San Diego County

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