

IMPACT 20 REPORT 24

ART SMALL



















2024 IMPACT

Donations Collected in 2023

TABLE OF CONTENTS

Image acknowledgments are listed in accordance to placement on the page.

PAGE 1 | TITLE PAGE

JA of Northwestern Ohio (top left), JA of Central Maryland (top right), JA of Southern Nevada (bottom left), JA Georgia (bottom right), and JA Georgia (bottom)

PAGE 2 | ABOUT THE CAMPAIGN & PARTNERSHIP SUMMARY

JA of East Tennessee (top), JA of Western Pennsylvania (bottom)

PAGE 3 | JA IMPACT CYCLE

JA of Greater Cleveland (top)

PAGE 4 | CAMPAIGN FOOTPRINT AND LOCAL STORY

JA of Northern California (bottom)

PAGE 5 | MOMENTS OF IMPACT

Row 1: JA of Central Indiana (left), JA of Southwest New England (right)

Row 2: JA of Eastern North Carolina (left), JA of Southern Massachusetts (right)

Row 3: JA of Arkansas (left), JA of Northern Indiana (right)

Row 4: JA of Central Upstate New York (left), JA of the Midlands (right)

Row 5: JA of Greater Kansas City (left), JA of Northern New England (right)

PAGE 6 | MEANINGFUL MENTORSHIP

JA of Georgia (left), JA of Wisconsin (right)

PAGE 7 | LIFE-CHANGING IMPACT

JA of Northwestern Ohio (bottom)

MADE POSSIBLE BY

This report was made possible by 101 local JA teams bringing this campaign to life.





2024 IMPACT

Donations Collected in 2023

TABLE OF CONTENTS

Image acknowledgments are listed in accordance to placement on the page.

PAGE 8 | COMMUNITY ENGAGEMENT

JA of Southern Colorado (bottom)

PAGE 9 | SUPPORTING THE NEXT GENERATION

JA of the Michigan Great lakes (left), JA of Chicago (right)

PAGE 10 | EMPOWERING EDUCATORS

JA of Alabama (left), JA North (right)

PAGE 11 | SPARKING FUTURE CHANGE

JA of New Jersey (left), JA of Northern New England (right)

PAGE 12 | EQUIPPING EDUCATIONAL SPACES

JA of Central Ohio (left), JA of Maine(right)

PAGE 13 | BUILDING CONNECTIONS: THE UPS STORE & JA

JA of Middle Tennessee (bottom)

PAGE 14 | TOMORROWS LEADERS

JA of North Central Ohio (left), JA of Central Carolinas (right)

PAGE 15 | 2025 ROSE PARADE®

Rows 1 & 2: JA of Southern California students interviewed by KTLA television host. Row 3: JA of Southern California, JA USA and JA of Georgia team members

MADE POSSIBLE BY

This report was made possible by 101 local JA teams bringing this campaign to life.





2024 IMPACT

Donations Collected in 2023

TABLE OF CONTENTS

Image acknowledgments are listed in accordance to placement on the page.

PAGE 16 | FOSTERING STRONG CONNECTIONS

JA of Southern Nevada (top-left, middle and bottom-left), JA of Memphis and the Mid-South (bottom-right)

PAGE 17 | IMPACT METRICS

JA of Southwest Virginia (top)

PAGE 18 | IMPACT METRICS

JA of Central Carolinas (top)

PAGE 19 | IMPACT METRICS

JA of Central Upstate New York (top)
JA of the Chisholm Trail (top-right)
JA of New York(bottom-right)

PAGE 20 | EMPOWERING FUTURE ENTREPRENEURS

JA of Greater Washington (left), JA of Greater Kansas City (right),

PAGE 21 | EXPERIENTIAL LEARNING FACILITIES

JA of Oklahoma (top-left), JA of South Central Pennsylvania (top-right) JA of Oregon & SW Washington (bottom-left), JA of Utah (middle), JA of Central Indiana (bottom-right)

PAGE 22 | JUNIOR ACHIEVEMENT THANK YOU

JA of Lincoln (top)
JA of Greater Hampton Roads (bottom)

MADE POSSIBLE BY

This report was made possible by 101 local JA teams bringing this campaign to life.







START SMALL, GROW BIG BY THE UPS STORE

Start Small, Grow Big is a customer- giving program across 5,300+ The UPS Store® locations benefitting local Junior Achievement (JA) communities.

As part of the Start Small, Grow Big program, customers have the opportunity to make a donation to JA seamlessly during the checkout process at any of The UPS Store locations across the country. These donations play a pivotal role in supporting JA programs, directly benefiting communities where the contributions are received.



PARTNERSHIP SUMMARY

In a transformative collaboration, The UPS Store, Inc., and Junior Achievement USA came together in 2022 to launch the Start Small, Grow Big program.

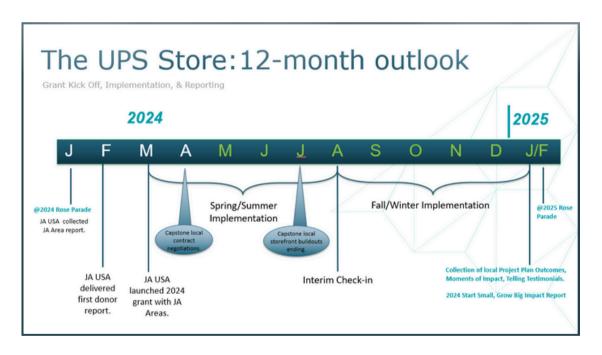
This innovative initiative empowered future small business owners through local Junior Achievement entrepreneurial learning experiences. In 2024, with the incredible support of **5,400+** The UPS Store locations across the country, the program raised an impressive **\$2.9** MM in donations, benefiting **98** local Junior Achievement Areas.

Here, we celebrate the remarkable impact these contributions have had on JA youth nationwide.



JA IMPACT CYCLE

This timeline highlights the inaugural Start Small, Grow Big campaign, detailing the distribution of donations, local implementation efforts, associated events, and the annual collection of impact metrics, stories, and images.





START SMALL, GROW BIG NATIONWIDE IMPACT

The donation collection period occurred from February to July 2023, and the campaign resumed from October 30 to December 2023 across 5,200+ The UPS Store locations. Funds collected amounted to \$2,969,737.44 and were distributed to 98 JA Area local teams in Q1 of 2024.



CELEBRATING SUPPORT: RECOGNIZING THE UPS STORE NETWORK'S COMMITMENT

Like many of the JA Areas across the country, JA of Northern California staff visited several of The UPS Store owners and their employees in their regions to personally thank them for their support of JA's mission. In August 2024, Amy, owner of The UPS Store in Fremont, CA (pictured right), shared her enthusiasm: "I love seeing customers getting excited about supporting JA of Northern California, teaching youth entrepreneurship because they were once a JA Alum."





MEANINGFUL MENTORSHIP

For many The UPS Store teams, getting involved with their community through Start Small, Grow Big has afforded meaningful moments.

JA OF GREATER BATON ROUGE

BATON ROUGE

"Volunteering for the Junior Achievement Mentoring Men program allowed me the opportunity to share my story of becoming a business owner. The students were very interested in learning about the process and had many questions. I highly recommend volunteering to serve as a mentor with Junior Achievement."

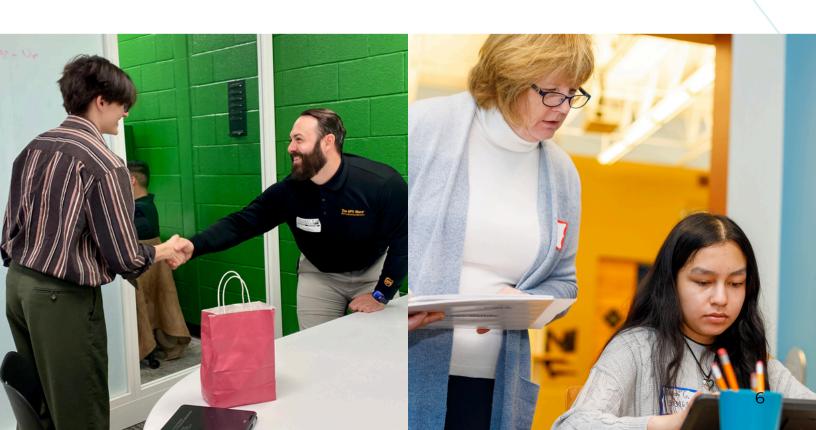
Sam Ziadeh
 The UPS Store
 Store Owner

JA OF GEORGIA

ATLANTA

"It was inspiring to see the students' creativity and help them refine their business ideas during the pitch phase. ("...") Working with the students reminded me of the challenges and excitement of starting a business. Helping them navigate felt like making a real difference in their learning journey."

Michelle Pyles
 The UPS Store
 Operations Manager



LIFE-CHANGING IMPACT

Start Small, Grow Big has provided countless JA youth with opportunities to experience meaningful and life-changing growth.

JA OF DALLAS

DALLAS

"As I've talked about employability skills, etc., it is so nice for high schoolers to hear directly from professionals about interviewing skills and soft skills employers are looking for. The engagement and application interview practice activities were on point!

- Will Mitchell, Educator Lakeview Centennial High School

JA OF NORTH FLORIDA

JACKSONVILLE

"I never really thought about starting my own business before, but talking to local entrepreneurs and working on our action plans got me thinking, 'I could actually do this.' It was cool seeing how we came together, figured things out, and made it happen. It made me feel like success isn't so far out of reach after all."

– Jazmyn, Student Duval Academy



COMMUNITY ENGAGEMENT

For many The UPS Store owners, Start Small, Grow Big has strengthened their ties to the community.

JA OF CENTRAL INDIANA

INDIANAPOLIS

"The UPS Store Area Office has embraced a partnership with JA! This collaboration offers a wonderful opportunity to expose students to The UPS Store brand and its values. This partnership is also a win-win for both The UPS Store brand and JA, fostering growth and learning for students. It's exciting to see how this collaboration will unfold and the positive effects it will have on the youth involved!"

-Naida Proctor The UPS Store Area Operations Manager

JA OF SOUTH FLORIDA

COCONUT CREEK

"I was exposed to JA back from 2005 and love what they contribute to the future of society with investment in kids. It is not only gratifying for me to contribute to JA, but often times I learn a lot from kids myself."

-Viral Gandhi The UPS Store Store Owner



SUPPORTING THE NEXT GENERATION

The Start Small, Grow Big Program made it possible for JA youth to access enriching educational opportunities.

JA OF SOUTHERN CALIFORNIA

LOS ANGELES

"Junior Achievement (JA) helped me gain confidence in my leadership skills. Through the JA Company Program, I discovered my passion for entrepreneurship and learned how to create and manage a business. I now plan to study business in college and dream of starting my own company one day!"

> - Lisa, Student Palmdale Academy Charter School

JA OF MIDDLE TENNESSEE

NASHVILLE

"I thoroughly enjoyed learning about various professional aspects through the JA Career Success program. I have become more comfortable and confident when conducting an interview as well as speaking to large groups of people."

-Sadie, Student Whites Creek High School



EMPOWERING EDUCATORS

JA educators were able to provide valuable learning experiences in their classrooms thanks to the generosity of the Start Small, Grow Big Program.

JA OF NORTHERN NEVADA

RENO

"Junior Achievement's entrepreneurial programming is an invaluable resource for high school students, providing them with real-world skills and a deeper understanding of business concepts."

> - Mike Nakashima, Principal Reno High School

JA OF CENTRAL ILLINOIS

EAST PEORIA

"Connecting the concepts we study in consumer education to the real-world scenarios and stories that our JA volunteers bring into the classroom is the most important aspect of JA to me. Making it 'real-world' and relevant is absolutely crucial."

- Zach Fleming, Educator East Peoria Community High School



SPARKING FUTURE CHANGE

The generosity of the Start Small, Grow Big Program made valuable learning experiences available to all JA youth

JA OF MEMPHIS & MID-SOUTH

MEMPHIS

"I find Junior Achievement programs to be very beneficial. They help develop financial literacy, work readiness, and entrepreneurship in support of students' life goals. These life goals include creating pathways for employment, saving for education and future entrepreneurship."

- J Tyler, Educator Freedom Prep

JA OF CHICAGO

CHICAGO

"What's been truly amazing about this experience is seeing The UPS Store—a company dedicated to supporting small businesses and helping people turn their dreams into reality—play a role in connecting these two incredible organizations. It has been a wonderful opportunity. I've loved every single second of it; I've had kids from the schools where I have mentored come into the UPS Store and ask if they can print something out for their projects and give me updates on their projects. Just being able to be that steppingstone for these kids has been absolutely amazing."

Nicole Fry (George)
 The UPS Store
 Employee



EQUIPPING EDUCATIONAL SPACES

For many educators and school leaders, Start Small, Grow Big has brought resources into their classrooms to equip the next generation of leaders.

JA OF LINCOLN

LINCOLN

"As an educator who has implemented the JA Be Entrepreneurial program in my classroom, I can confidently say it has transformed my students' understanding of business and entrepreneurship. The hands-on activities and real-world applications have sparked their creativity and critical thinking skills. Witnessing their growth as they develop their own business ideas has been incredibly rewarding, and I believe this program equips them with essential skills for their future careers."

- Collin Hute, Educator Lincoln High School

JA CENTRAL UPSTATE NY

ROCHESTER

"The JA Titan Program has been an excellent enrichment tool for my students over my career. JA Titan brings an application-based activity to the curriculum that students eagerly engage in. This business simulation coupled with the business community volunteer, brings practicality and additional value to every lesson throughout the course."

James Marco, Educator
 Gates-Chili High School



BUILDING CONNECTIONS: THE UPS STORE & JA

For many team members at The UPS Store, this partnership marked their first introduction to Junior Achievement, and the experience left a lasting positive impression.

JA OF WESTERN PENNSYLVANIA

BRIDGEVILLE

"I wanted to take a moment to share how impactful our involvement with the Junior Achievement Program has been for me. ("...") The UPS Store has not only contributed funds but also had the privilege of participating in events like the Empower Her Summit and Biz Town events. Seeing young people inspired and empowered through these programs has been truly amazing. Our partnership is more than just financial support; it's about actively contributing to the growth and development of the next generation in our community. This is a program that I am honored to continue to support and be involved with."

Rachel Artise
 The UPS Store
 Store Owner

JA OF KANSAS

TOPEKA

"During this organized and arranged program of Junior Achievement, I learned to delve deeper into my creativity, organization, and group setting skills. I personally found this program efficient for the gaps that I have missed in my childhood and have loved building deeper understandings to further help me improve myself as a person."

Addy, Student
 Carpenter Place



TOMORROW'S LEADERS

For all JA youth learning experiences were afforded thanks to the generosity of the Start Small, Grow Big Program.

JA OF ALABAMA

BIRMINGHAM

"While Competing in the Junior Achievement Be Entrepreneurial Challenge. I learned both the quantitative and qualitative aspects of creating a business. It made me practice hard skills and critical thinking in a way that only this experience could do. I grew as a student and a person throughout every process of the challenge, and I am very grateful for the opportunity."

> - Keaton, Student Spain Park High School

JA OF GREATER ST. LOUIS

CHESTERFIELD

"The energy and enthusiasm from the students were contagious, and it was inspiring to see their passion for personal growth and learning. Through interactive workshops and discussions. I witnessed these young individuals gain valuable skills that will serve them well in their future careers. Their eggerness to engage in hands-on activities and ask thoughtful questions made the experience truly memorable. It was honor to an contribute to their development and watch them grow as future leaders. I highly recommend this opportunity to anyone who wants to make a positive impact on the next generation."

- Eric Braun Account Executive UPS



2025 ROSE PARADE®

The UPS Store® made a return to the annual Rose Parade® with the captivating float, Helping Dreams Take Flight. This float beautifully showcased how The UPS Store supports youth dreams through its Start Small, Grow Big Program in partnership with Junior Achievement USA.®



Key Drivers	Results		
National Broadcast Telecast Reach	27M viewers		
Streaming Telecast Reach	1M streamers		
Number of Parade Attendees	800,000		
Float Fest Attendees	72,000		



JA of Southern California students interviews for KTLA before 2025 The Rose Parade®.



The Beat of Achievement float and JA of Southern California / JA USA team at Floatfest.

FOSTERING STRONG CONNECTIONS: JA'S PRESENCE AT THE UPS STORE FRANCHISEE CONVENTION



Junior Achievement had the privilege of attending The UPS Store Franchisee Convention in Las Vegas, where we highlighted JA's impact and thanked attendees for their ongoing support. At the conference, store owners from across the nation were inspired by Londyn Ivy, a student from Junior Achievement of Memphis and the Mid-South, as well as JA student ambassadors from Junior Achievement of Southern Nevada.













IMPACT METRICS

The table below depicts the impact felt across local communities implementing primarily High School Entrepreneurship Learning Experiences & 3DE by JA.

JA Area Office	HQ City	JA Learning Experience	Youth Impacted	Schools Engaged	Volunteers Activated
JA - Rocky Mountain	Denver	JA Dream Accelerator	1,199	12	79
JA of Alabama	Birmingham	JA Be Entrepreneurial	1,501	16	22
JA of Alaska	Anchorage	JA Be Entrepreneurial	266	9	6
JA of Arkansas	Little Rock	JA Launch Lesson, JA Career Speaker Series	1,250	1	5
JA of Central Maryland	Baltimore	JA Company Program	370	11	10
JA of Central Upstate New York	Rochester	JA Titan Competitions, JA Entrepreneurial Youth Summits	623	20	42
JA of Central Virginia	Richmond	JA Be Entrepreneurial, JA Career Success, JA Titan Experiences	210	3	8
JA of Chicago	Chicago	JA Company Program	4,003	20	132
JA of Dallas	Dallas	JA It's My Job, JA Launch Lesson	98	2	6
JA of Delaware	Wilmington	JA Company Program	303	16	20
JA of Eastern North Carolina	Raleigh	JA Career Success	570	25	79
JA of Georgia	Atlanta	3DE by JA 11th grade	600	3	12
JA of Greater Baton Rouge & Acadiana	Baton Rouge	JA Leading Ladies, JA Mentoring Men	672	12	174
JA of Greater Cleveland	Cleveland	Career Speaker Series	912	14	6
JA of Greater Fairfield County	Shelton	JA Be Entrepreneurial	76	3	5
JA of Greater Kansas City	Kansas City	3DE by JA 11th grade	105	1	22
JA of Greater Miami	Miami Beach	JA Entrepreneurial Mindset	213	1	0
JA of Greater New Orleans	New Orleans	Trust Your Crazy Ideas Challenge	2,333	20	15
JA of Greater St. Louis	Chesterfield	JA Business Comms, JA Business and Technology, JA Entrepreneurial Mindset, JA Financial Capability, JA Marketing Principles, JA Be Entrepreneurial	2,439	30	8
JA of Greater Washington	D.C.	3DE by JA 11th grade	260	2	37
JA of Hawaii	Honolulu	JA Career Speaker Series, JA Finance Lesson	205	2	6
JA of Kansas	Topeka	JA Be Entrepreneurial	7	1	1
JA of Kentuckiana	Louisville	JA Career Speaker Series, JA Titan, JA Career Success, JA Company Program	338	6	2
JA of Lincoln	Lincoln	JA Be Entrepreneurial	100	2	3
JA of Maine	Portland	JA Titan	475	32	122
JA of Memphis and the Mid-South	Memphis	JA Business, JA Launch Lessons	1,635	13	13
JA of New Mexico	Albuquerque	JA Career Success, JA Be Entrepreneurial	67	3	- 4
JA of New York	New York	JA Be Entrepreneurial, Social Innovation Challenge	431	9	20

JA Area Office	HQ City	JA Learning Experience	Youth Impacted	Schools Engaged	Volunteers Activated
JA of North Central Ohio	North Canton	JA Company Program	31	1	2
JA of North Florida	Jacksonville	JA Career Success, JA Be Entrepreneurial	595	7	3
JA of Northeastern New York	Albany	JA Be Entrepreneurial , JA Titan	416	6	11
JA of Northern California	Walnut Creek	JA Company Program	1,580	18	49
JA of Northern Nevada	Reno	JA Be Entrepreneurial	550	550	22
JA of Northern New England	Boston	JA Company Program	50	23	14
JA of Northwestern Ohio	Toledo	JA Business of Life	204	13	45
JA of OKI Partners	Cincinnati	JA Be Entrepreneurial	804	21	20
JA of Rhode Island	Warwick	JA High School Entrepreneurship Program	44	1	1
JA of Sacramento	Sacramento	JA Launch Lessons, JA Career Success, JA Be Entrepreneurial, JA Titan, JA Company Program	460	10	6
JA of South Dakota	Sioux Falls	JA Titan, JA Be Entrepreneurial	269	8	12
JA of South Florida	Coconut Creek	JA Fellows	540	13	27
JA of Southeastern Michigan	Detroit	JA Career Success, JA Marketing Principles, JA It's My Business	308	6	0
JA of Southeastern Pennsylania	Philadelphia	JA Career Success, JA Launch Lesson, JA Be Entrepreneurial, JA Titan	699	8	8
JA of Southern Massachusetts	New Bedford	JA Company Program	23	2	2
JA of Southwest Florida	Ft. Myers	JA Launch Lesson	429	1	4
JA of Southwest New England	Hartford	JA Company Program, JA Be Entrepreneurial	94	4	19
JA of Southwest Virginia	Roanoke	JA Career Success, JA Be Entrepreneurial, JA Company Program	180	7	10
JA of Tampa Bay	Tampa	3DE by JA 11th grade	700	4	45
JA of the Chisholm Trail	Fort Worth	JA Ignite the Spark, JA Company Program, JA Trade Fair, JA Company	279	1	0
JA of the Desert Southwest	El Paso	JA Be Entrepreneurial, JA Launch Lesson, JA Career Success	77	3	7
JA of the Michigan Great Lakes	Grand Rapids	JA Titan, JA Pitch Day	316	13	13
JA of the Midlands	Omaha	JA Be Entrepreneurial	206	4	5
JA of the Palm Beaches & Treasure Coast	West Palm Beach	Global Entrepreneurship Week	5,937	9	5
JA of the Triad	Greensboro	JA Launch Lesson	528	2	12
JA of Western Massachusetts	Springfield	JA Company Program	1,678	16	25
JA of Western New York	Williamsville	JA Launch Lesson	95	4	4
JA of Western Pennsylvania	Bridgeville	JA Launch Lesson, JA Career Speaker Series	1,188	37	116

Note: Per JA USA policy, JA Areas must provide final reports for pass-through gifts of \$5,000 or more, containing verified community impact metrics. The JA Areas listed above fall under this category.



IMPACT METRICS

The table indicates specifics of the impact felt across local communities with Experiential Learning Facilities implementing JA BizTown & JA Finance Park.

JA Area	HQ City	Experiential Learning Model	Youth Impacted	Schools Engaged	Volunteers Activated
JA North	St. Paul	JA BizTown Storefront	676	8	96
JA of Arizona	Tempe	JA BizTown Kiosk	951	12	223
JA of Central Carolinas	Charlotte	JA BizTown Storefront	452	5	93
JA of Central Florida	Orlando	JA BizTown in a Box	3,160	40	38
JA of Central Illinois	East Peoria	JA Finance Park Programs	427	9	20
JA of Central Indiana	Indianapolis	JA BizTown Storefront	13,294	177	2,193
JA of Central Iowa	Des Moines	JA Finance Park Programs	43	1	14
JA of Central Ohio	Columbus	JA BizTown and JA Finance Park Programming	258	3	50
JA of East Tennessee	Clinton	JA BizTown Package/Mail Carriers	376	141	92
JA of Greater Hampton Roads	Virginia Beach	JA Finance Park Programming	1,054	12	13
JA of Greater South Carolina	Columbia	JA Finance Park Mobile	4,434	40	217
JA of Middle Tennessee	Nashville	JA BizTown Storefront	925	13	98
JA of New Jersey	Edison	JA BizTown Storefront	901	10	94
JA of Northern Indiana	Fort Wayne	JA Finance Park Kiosk and Capstone Programming	15,319	131	1,842
JA of Oklahoma	Tulsa	JA Finance Park Mobile	967	6	85
JA of Oregon and SW Washington	Portland	JA BizTown Storefront	14,901	217	4,117
JA of S. Central Pennsylvania	Philadelphia	JA BizTown Distribution and Delivery Mailbox	11,778	106	2,500
JA of San Diego County	San Diego	JA BizTown Storefront	568	7	83
JA of South Texas	San Antonio	JA Finance Park Kiosk	692	9	83
JA of Southeast Texas	Houston	JA Finance Park Mobile Table Sponsorship	2908	28	203
JA of Southern California	Los Angeles	JA Finance Park Programming	910	9	98
JA of Southern Colorado	Colorado Springs	JA Finance Park Mobile	1,964	34	43
JA of Southern Nevada	Las Vegas	JA BizTown Storefront	640	1	0
JA of the Bluegrass	Lexington	JA Finance Park Storefront	0	0	0
JA of Utah	Salt Lake City	JA BizTown Storefront	6,549	79	105
JA of Washington	Auburn	JA Finance Park	595	12	78
JA of Wisconsin	Milwaukee	JA Finance Park Storefront	4,082	69	795

JA of the Bluegrass is currently in the design phase of the Capstone Storefront at Finance Park. They are collaborating with The UPS Store's design team to finalize the storefront's design. However, the opening has been delayed due to weather conditions.

Effective June 30, 2024, JA of Mad River Region, Inc. (Springfield, OH) consolidated with JA of OKI Partners, Inc. (Cincinnati). JA of OKI Partners absorbed counties previously served by JA of Mad River Region.

Additionally, effective June 30, 2024, JA of Tri-Cities TN/VA, Inc. (Kingsport, TN) consolidated with JA of East Tennessee, Inc. (Knoxville, TN). JA of East Tennessee absorbed counties previously served by JA of Tri-Cities TN/VA.



IMPACT METRICS

The table below indicate estimates of the impact in local communities implementing High School Entrepreneurship Learning Experiences.

JA Area	HQ City	Estimated Youth Impacted
JA of Brazoria County	Lake Jackson	150
JA of Chattanooga	Chattanooga	160
JA of Eastern Iowa	Cedar Rapids	90
JA of Mahoning Valley	Girard	43
JA of Middletown Area	Middletown	1,500
JA of North Central Michigan	Midland	225
JA of North Louisiana	Shreveport	8,000
JA of Northeastern Pennsylvania	Wilkes-Barre	500
JA of Ocoee Region	Cleveland	54
JA of South Central Kentucky	Bowling Green	88
JA of Southwestern Indiana	Evansville	440
JA of the Eastern Shore	Salisbury	30
JA of the Heartland	Moline	540
JA of the Space Coast	Cocoa Beach	160
JA of West Kentucky	Owensboro	169
JA of Mad River Region (Dissolved)	Springfield	25





Note: Effective June 30, 2024, JA of Mad River Region, Inc. (Springfield, OH) consolidated with JA of OKI Partners, Inc. (Cincinnati). JA of OKI Partners absorbed counties previously served by JA of Mad River Region.

Per JA USA policy, JA Areas must provide final reports for pass-through gifts of \$5,000 or more, containing verified community impact metrics. The JA Areas listed above do not fall under this category, instead they were required to submit projected youth impact numbers.

EMPOWERING FUTURE ENTREPRENEURS: FUELING 3DE LEARNING

The UPS Store Start Small, Grow Big campaign grant supported the implementation of the 3DE model in four JA Areas: JA of Georgia, JA of Greater Kansas City, JA of Greater Washington, and JA of Tampa Bay. Students gained hands-on experience in entrepreneurship by conducting market research, pitching ideas to judges, and developing launch strategies. With guidance from business professionals, they honed strategic planning, adaptability, and communication skills to effectively influence key decision-makers.

JA GEORGIA

ATLANTA

"The UPS Store was really helpful today during my coaching session. The business coach was really nice and easy to talk to, and they gave me great examples of what I could do better in my business. They were really helpful in a sense that I didn't know if what I was doing was right or if it was very good for my business, and he was really nice about it, and told me what I'm good at and what areas I could grow and improve on. It was helpful for me, because I know what to do now, and I'm less confused about what I need to do for my business."

- Aaliyah, Student Roswell High School

JA OF GREATER KANSAS CITY

KANSAS CITY

"The volunteers I've spoken with have been very helpful. They've helped me focus my ideas, think about where our money needs to be spent, and have encouraged our group to find ways to market ourselves really well and make sure that people understand our product is different from things that are already being done."

- Santos, Student Olathe East High School

JA OF TAMPA BAY

TAMPA

"It has been amazing to watch the growth of our students' presentation skills and excitement for case launch challenges since implementing the 3DE model! Our kids look forward to the next case launch and are actively recruiting friends to join the program next year!"

 Kelly King, Principal Hillsborough HS

JA OF GREATER WASHINGTON

WASHINGTON, DC

"I would definitely say that the students are definitely walking away with key business concepts, that they can take on into their career fields, and it doesn't really matter what career fields that they go into. I think them learning to run their own businesses is an amazing experience, and it's definitely not something that I was able to have when I was in high school."

- Jasmine Waters, Educator Potomac High School



EXPERIENTIAL LEARNING FACILITIES



Experiential Learning Facilities are specialized educational spaces designed to immerse students in real-world business, finance, and career simulations. These facilities provide hands-on learning experiences that help students develop financial literacy, work readiness, and entrepreneurial skills.



"The most important thing that I learned during my JA BizTown experience was that teamwork is one of the most important things you need to work well at your business."

- Student at Sporting Hill Elementary School , Mechanicsburg, PA



JA of South-Central Pennsylvania branded the mailbox station outside the distribution and delivery storefront, creating an engaging showcase of the sponsorship that enhances the BizTown experience.

JA of Oklahoma runs a mobile JA Finance Park program and utilizes kiosks for the students to rotate during the program.

Capstone Storefront buildouts will soon begin in multiple JA Areas. To generate excitement and community awareness, they have installed "Coming Soon" banners, building anticipation for the impactful learning experiences ahead. In the interim, these locations have created The UPS Store jobs for students, allowing them to engage with the storefront experience and gain valuable skills even before construction is complete.







START SMALL, GROW BIG BY THE UPS STORE

A special partnership with JA

For over a century, JA has been at the forefront of preparing students for successful financial management, inspiring entrepreneurial aspirations, and equipping them with essential global workforce skills. In the face of challenges, JA has demonstrated resilience in meeting the needs of students, parents, and educators, upholding its commitment to bridging economic gaps and empowering individuals to take control of their economic future.

JA expresses sincere gratitude to The UPS Store for making a transformative difference across the country. This special partnership provides young leaders with the tools, confidence, and imagination to achieve their dreams. We look forward to our ongoing collaboration, opening up endless possibilities for JA youth nationwide.





JA GLOBAL & NATIONAL RECOGNITION





WITH APPRECIATION

Junior Achievement USA Partnership Leads

Catherine Milone | Chief Development Officer cmilone@ja.org

Ed Grocholski | Chief Marketing Officer ed.grocholski@ja.org

Tracy Anderson | Director, Donor Relations tracy.anderson@ja.org

2024 IMPACT

Donations Collected in 2023





