TRANSFORMING LIVES THROUGH FINANCIAL EMPOWERMENT

JASoCal Programs
School Year: 2020–2021

jasocal.org
INSPIRING THE NEXT GENERATION

WHAT WE DO
We use the world of business and personal finance to teach young people how to make smart financial decisions, plan for the future, and inspire them to believe in themselves.

AVERAGE ANNUAL REACH:
58,000 K-12 STUDENTS
350 SCHOOLS
4,000 VOLUNTEERS

JA's BIG IMPACT
REDUCE POVERTY
CREATE ENTREPRENEURS
DEVELOP THE WORKFORCE
DECREASE INEQUITY

HOW YOU CAN HELP
When you invest in Junior Achievement, you are investing in the future of children. Your gift will provide programs that inspire hope, encourage success, and make a lasting difference in the future of your community.

WHY JA IS IMPORTANT
40% of Americans can’t cover a $400 expense
78% of Americans are living paycheck-to-paycheck.

FINANCIAL LITERACY | ENTREPRENEURSHIP | WORK READINESS

JUNIOR ACHIEVEMENT WORKS
JA programs work because students are engaged. Hands-on experiences and volunteer role models bring standards-based curriculum to life. JA programs bridge academic content and real-world experiences, establishing a core foundation of skills while inspiring students to dream about their futures.

ENRICH OUR COMMUNITY
JA plays an important role in local economic development and changes statistics surrounding high school completion, shortages in a prepared workforce, personal debt, financial literacy and cyclical poverty.

More than 75% of the students we reach in LA County are classified as low-to-moderate income, and more than 90% are from ethnically diverse backgrounds.
• Provide much needed financial literacy education for all students and families

• Create opportunities for students to connect to business professionals in a variety of industries

• Expand students’ understanding of their economic futures

• Help students make connections between real life and their classroom

• Prepare future leaders with critical thinking, leadership concepts, problem solving and goal setting

• Provide the knowledge needed to build generational wealth

• Offer businesses an opportunity to invest their talents and treasures in the community

STATS

REDUCE POVERTY

60% of JA kids who grew up low income shifted to middle-upper income later in life.

BUILD ECONOMY

Former JA students are 2 ½ times more likely to be involved with starting a business.

INSPIRE YOUTH

1 out of 5 JA Alumni work in the same field as their JA volunteer.

*Based on 2016 JA USA Alumni study
HOW IT WORKS

THERE ARE MULTIPLE WAYS WE CAN PROVIDE JA PROGRAMMING TO YOUR STUDENTS.

In-person with a volunteer

Virtual programming with 3 implementation options

Student self-guided lessons
VIRTUAL PROGRAM IMPLEMENTATION MODELS

1. Volunteer Leads JA Lessons via livestream
2. Teacher Leads. Volunteer supports teacher for 1 lesson via livestream or pre-recorded video
3. Student completed lesson with parent or teacher support.
JA K-5 PROGRAMS

Through partnerships with **businesses, teachers and education communities**, we bring academics to life by creating meaningful learning experiences.

**Trained JA volunteers** lead 5 lessons, transforming key concepts into a message that fuels students’ passions and empowers them to believe in their education and themselves.

JA In-School programming can be implemented in person and virtually as needed.

79% OF STUDENTS PARTICIPANTS REPORTED THAT JA CONNECTED WHAT THEY LEARN IN THE CLASSROOM WITH REAL LIFE.
# Elementary Program Offerings

<table>
<thead>
<tr>
<th>JA PROGRAM</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>JA Ourselves</strong></td>
<td>Uses storybook characters in read-aloud and hands-on activities to introduce the role people play in an economy. Through engaging, volunteer-led activities, young students learn about individual choices, money, the importance of saving and giving, and the value of work. (Kindergarten)</td>
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<td><strong>JA Our Families</strong></td>
<td>Explains how family members’ jobs and businesses contribute to the well-being of the family and of the community. The program introduces the concept of needs and wants and explores the ways families plan for and acquire goods and services. (Grade 1)</td>
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<td><strong>JA Our Community</strong></td>
<td>Offers practical information about businesses and the many jobs those businesses offer in a community. Students explore production methods through a simulation game, and they learn about taxes, decision making, and how money flows in an economy. (Grade 2)</td>
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<td><strong>JA Our City</strong></td>
<td>Introduces students to financial literacy and learning objectives for third-grade social studies, including how people manage their money and the importance of economic exchange within a city. (Grade 3)</td>
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<td><strong>JA Our Region</strong></td>
<td>Introduces students to entrepreneurship and how entrepreneurs use resources to produce goods and services in a region. Students operate a hypothetical hot dog stand to understand the fundamental tasks performed by a business owner. (Grade 4)</td>
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<td><strong>JA Our Nation</strong></td>
<td>Provides practical information about the need for employees who can meet the demands of the 21st century job market, particularly high-growth, high-demand jobs. By program’s end, students will understand the skills, especially in science, technology, engineering, and math, that will make their futures brighter. (Grade 5)</td>
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<td><strong>JA More than Money</strong></td>
<td>Introduces students to financial literacy and entrepreneurship, and to social studies learning objectives that include money-management skills, goods and services, and global markets. Through hands-on activities, students will learn a practical approach to starting a business and making smart decisions about managing money. (Grades 3-5)</td>
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</table>
In JA Career Speakers Series, K-12 students will learn how to prepare for a career in the world of work. The experience is designed to provide students with a bridge from the classroom to the future, helping them make connections to the skills they will need to thrive in the workplace, as well as the importance of doing well in school. In these 3-5 minute videos, JA volunteers will provide information about their career, work, and education experience. An accompanying lesson is designed to help students develop a deeper understanding of different careers available to them.

*Pre-recorded or live-stream volunteer options

**TOPICS COVERED**

- Soft skills
- Resume building tips
- Interview skills
- Workplace communications skills
- Career opportunities
- Etc.

**Volunteer Commitment:**

1-2 HOURS
JA FINANCE PARK VIRTUAL

JA Finance Park Virtual program allows Middle and High School students to become "adults for the day" and learn how to do research, create a budget, and make purchases for their fictional life scenario.

Managing finances will be one of the foundational pieces of student success in the future. Students need to understand things like what the difference between gross and net income is, what insurance policies to take out to protect a family, and how to prioritize needs over wants.

✅ With JA Finance Park Virtual, students learn how to make wise decisions when it come to spending and saving and begin to understand what the costs of daily life are.

CURRENT JA FINANCE PARK SPONSORS

- Delta
- Bank of America
- Union Bank
- Toyota Financial Services
- Freddie Mac
- SoCalGas
- Cathay Bank
- Los Angeles Community College
- US Bank
- Vans "Off the Wall"
- NBCUniversal

V.2020-2021
The JA Finance park Virtual Subject Matter Videos are designed to help support the curriculum lessons and the virtual simulation.

Covering key financial concepts, working professionals provide students with important insights and personal experiences which enhance the JA Finance Park Virtual Simulation experience.

Subjects Covered:
- Taxes
- Income
- Savings
- Insurance
- Investing
- Personal Spending
- Financial Goals
- Budgeting
The **JA Finance Park Webinar Series** provides our nonprofit partners with the opportunity to participate in the JA Finance Park program by streamlining the content. **Students, ages 16-24**, participate in four live webinars, facilitated by 2 trained volunteers recruited from corporate and community partners. The volunteers provide the direct instruction that teachers would traditionally do in the classroom, lightening the load on our nonprofit partners, and also share their best practice and tips around key financial concepts. Each webinar covers one unit of the JA Finance Park program, covering all the key topics from the 12 required lessons.

**STUDENTS RECEIVE:**
- 4 LIVE WEBINARS
- STUDENT WORKBOOK
- JA FINANCE PARK VIRTUAL SIMULATION
- FINAL DEBRIEF SESSION

In addition to the four live webinars, students complete a selection of assignments from the program’s student workbook. These assignments reinforce the concepts they learn about during the live webinar. Students submit their finished assignments to their nonprofit staff for review and feedback.

Once students participate in the 4 live webinars and complete their assignments, they participate in the entry level virtual simulation.

**Cost per student:** $118.00  
**Title I subsidized fee per student:** $12.00
Junior Achievement is here to support students, parents and teachers during this period of uncertainty. We are providing access to learning experiences that students can do on their own, with a parent or other caring adult, or with teachers via a digital/virtual environment.

Resources are organized by school level and can be used whether or not you've engaged in a JA program in the past.

https://sites.google.com/ja.org/ja-k-12-prog-resources/home
**ENCOURAGE EXPLORATION**

**JA Job Shadow Virtual™**

Through informational interviews, students narrow down the list to identify their top potential career opportunities. They interact with professionals during a one-hour, live-stream job shadow experience in a career area of interest.

Students will complete a (2) pre-lessons before the 1 hour live stream job shadow and a post reflection activity.

**POST JA JOB SHADOW™ SURVEYS FIND THAT:**

- **98%** of students agreed that doing well in school helps them achieve career goals.
- **90%** of students felt the Job Shadow experience made them more aware of career options.
- **88%** of students felt that participating in Job Shadow made them realize the importance of staying in school.
Through **JA Personal Finance Blended Model**, students experience the interrelationship between today's financial decisions and future financial freedom. Students will be able to identify how their personal finances affect their quality of life. They will understand how their financial choices will be the basis of how they get what they want and need.

JA Personal Finance Blended Model consists of eight 45-minute sessions with Additional Opportunities offered throughout. The program has two implementation options—basic or advanced. Basic or advanced implementation depends on educator requirements and correlations to local standards.

Contact your local JA Area staff to find out which implementation will be used.

**SUBJECTS COVERED:**
- Money-management strategies
- Earning, employment and income
- Budgeting
- Savings
- Credit and debt
- Consumer protection
- Smart shopping
- Risk management
- Investing.

**Volunteer Commitment:**
5-8 HOURS
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<tr>
<th>Grade Level</th>
<th>Financial Literacy</th>
<th>Work and Career Readiness</th>
<th>Entrepreneurship</th>
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<tbody>
<tr>
<td>K-5</td>
<td>Grade: Sequential</td>
<td>Grade: Speaker Series</td>
<td>Grade: Series</td>
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<tr>
<td>6th</td>
<td>JA Finance Park</td>
<td>JA Career Speaker Series</td>
<td>JA Launch</td>
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<tr>
<td>7th</td>
<td>Entry Level</td>
<td>JA Career Speaker Series</td>
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<tr>
<td>8th</td>
<td>Entry Level</td>
<td>JA Career Speaker Series</td>
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<tr>
<td>9th</td>
<td>Personal Finance</td>
<td>JA Career Speaker Series</td>
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<tr>
<td>10th</td>
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<td>JA Career Speaker Series</td>
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<tr>
<td>11th</td>
<td></td>
<td>JA Job Shadow</td>
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<tr>
<td>12th</td>
<td></td>
<td>JA Job Shadow</td>
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Note: JA Pathways: Suggested Program Sequence by Grade Level.
Thank you!
We look forward to exploring next steps.