



#### JA Worldwide<sup>™</sup> **Purpose**

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

#### JA Worldwide Values

Belief in the boundless potential of young people.

Commitment to the principles of market-based economics and entrepreneurship.

Passion for what we do and honesty, integrity, and excellence in how we do it.

Respect for the talents, creativity, perspectives, and backgrounds of all individuals.

Belief in the power of partnership and collaboration.

Conviction in the educational and motivational impact of relevant, hands-on learning.



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**David S. Chernow**President,
Chief Executive Officer
JA Worldwide

# Letter From the**President**

Dear Stakeholders,

Our newly-articulated Purpose clearly defines the outcome of our nearly 7.5 million students' experience with JA Worldwide programs. We help create vibrant, involved, and engaged citizens who are invested in their communities, who enter the workforce ready to compete, ready to contribute ideas, and are strongly motivated to be the best at what they do.

We inspire, motivate, infuse, and instill entrepreneurial thinking in the hearts and minds of our young people, so that they enter adulthood poised to experience incredible measures of success, whether they decide to start their own business, or whether they apply entrepreneurial thinking to their job by devising innovative and creative solutions to challenges and by demonstrating strong leadership. We teach these future entrepreneurs how to create wealth, and once they create it, how to effectively manage it.

JA Worldwide believes that our Purpose requires specific attention to three pillars of success: Work Readiness, Entrepreneurship, and Financial Literacy. These pillars, together with a strong emphasis on ethical behavior, form the foundation of all JA Worldwide programs, and throughout this year's annual report, you'll see compelling examples from around the world that demonstrate how JA Worldwide is equipping the world's youth with the keys to help them unlock the door to a rewarding, secure, and productive financial future.

As we move our global organization forward, and more fully realize the promise articulated in our Purpose, I would like to share with you some of our successes over the past year.

- JA Worldwide expanded our reach globally by eight percent, allowing us to now reach approximately 7.5 million young people annually.
- We developed, designed, and distributed two new middle grades programs and fully revised and re-imagined three others, including a comprehensive revision of *JA Banks in Action*™, which teaches high school students about the banking industry. *JA Banks in Action*™ is one of our first truly global programs, and was piloted in 19 countries on 3 continents.

 We started operations in four new countries. Operations in these new areas of the world open the door to potentially bringing millions more youth the message of enterprise education and entrepreneurship.

We have made great strides in other areas as well. To reach an important but previously underserved audience, we launched the JA Worldwide Hispanic Initiative in the U.S., which significantly involves Hispanic communities and substantially increases the number of Hispanic volunteers and students participating in JA Worldwide programs.

Our JA Afterschool™ initiative saw incredible growth, and now reaches nearly 300,000 students, helping them learn valuable entrepreneurial, work readiness and financial literacy skills outside of the traditional school day. This initiative expanded our reach into previously untapped audiences in the elementary and middle grades after-school markets.

Our JA Worldwide Business Transformation Platform began functional design and will be deployed at test sites starting in early 2007. This ambitious business transformation project will simplify and streamline the way we do business, will make us more competitive, and will allow our associates to devote more time to doing what they do best—engaging volunteers and growing resources. Through this critically important project, we will fundamentally change the way we do business which will help us become the leading nonprofit organization in the world.

These three initiatives epitomize how we are propelling our organization forward into the future—culturally, technologically, and programmatically. We are extremely excited about the future of JA Worldwide, and in order to provide our stakeholders with a clear vision of where we're headed and how we will measure success, we began the initial stages of our first-ever global strategic planning effort. We eagerly anticipate working with you to build upon this foundation by creating a strategic plan and a vision for our great organization that are aligned, compelling, challenging, and quantifiably successful.

Thank you for helping drive our most recent success and we hope you'll continue on this exciting journey with us that will surely inspire young people to experience and create a bright future.

# JA Worldwide Envisioned Future

By the year 2020, JA Worldwide will be the go-to partner of choice for businesses, educators, and policy-makers around the globe seeking to expand workforce and economic development. We will be revered for providing experiences that promote the skills, understanding, and perspectives students will need to succeed in a global economy and become productive, contributing, members of society.

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- Commitment to the principles of market-based economics and entrepreneurship.
- Passion for what we do and honesty, integrity, and excellence in how we do it.
- Respect for the talents, creativity, perspectives, and backgrounds of all individuals.
- Belief in the power of partnership and collaboration.
- Conviction in the educational and motivational impact of relevant, hands-on learning.

We will have a reputation for excellence in all that we do, focusing on the following 10 key areas:

Students: will grow to 15 million annually.

**Programs:** will take education beyond the fundamentals.

**People:** will be benchmarks for passionate professionalism.

**Volunteers:** we will be viewed as the "volunteer opportunity of choice."

**Brand:** we will be recognized, understood, and appreciated globally.

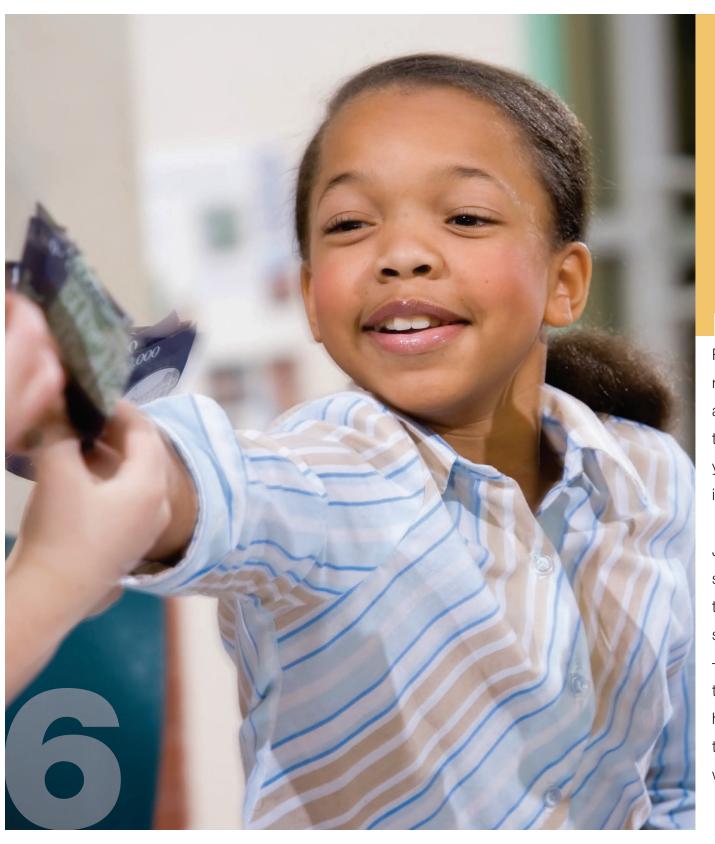
**Funders:** will seek us out and be enthusiastic in their support.

**Boards:** will be engaged and excited about having a positive impact on young people.

**Operations and Systems:** will demonstrate unparalleled efficiency and effectiveness.

Governance Structure: will be united, but decentralized.

**Alumni:** their affinity for JA will allow us to create bonds across cultural boundaries.



## Focus **Entrepreneurship**

Recognizing opportunities and organizing resources to maximize innovative thought and creative activity. Entrepreneurs epitomize these four characteristics: fill a need, know your customer and product, be creative and innovative, and believe in yourself.

JA Worldwide strives to instill the entrepreneurial spirit in all young people. No matter what career they choose — whether working for themselves, starting new businesses, or working for others — they can apply entrepreneurial thinking. We teach important entrepreneurial qualities and hands-on skills that prepare the children we serve to be successful entrepreneurs who generate wealth for themselves and their communities.



# Empower**Kuwait**

Junior Achievement programs empower youth by teaching them self-sufficiency and giving them tools to be productive members of their communities. This feeling of confidence helps students dream and reach the full potential of those dreams. In Kuwait, instilling the spirit of entrepreneurship presents a challenge and yet carries much significance. In a nation with a high economic standard of living, students become complacent, thus making JA Worldwide's message of enterprise education particularly important.

Kuwait's first-ever *JA Company Program*™ competition spanned three months, reached eight schools, involved nine classroom volunteers, and had a positive impact on 225 students. The competition was won by a team of female students.

The contest represented a groundswell movement in a region where JA Worldwide's purpose is extraordinarily meaningful.

*JA Company Program*™ teaches student teams how to create a business and sell a product, and most importantly, to believe in themselves, whether or not their companies are successful.

These courageous young Kuwaiti women demonstrate how JA Worldwide inspires young men and women to succeed—working with them to ensure they will be valued assets in their communities.

# Teamwork Argentina

By teaching the importance of entrepreneurship, students are better able to recognize opportunities and generate wealth for themselves and their communities. The power of creativity and entrepreneurship stressed in JA programs encourages young people to be themselves and take advantage of their unique abilities. A strong entrepreneurial spirit can unite those of different mind-sets, backgrounds, and even cultures.

Held in Córdoba, Argentina, the 2006 Foro Internacional de Emprendedores (International Forum for Entrepreneurs) included 630 students from 13 Latin American and Middle Eastern nations. The five-day event featured a series of lectures, conferences, talent shows, and competitions, each showing students how to maximize innovative thought and creative activity.

The participants, aged 16 to 23, broke down cultural barriers while working toward a common goal of accomplishment. In the end, a Brazilian team took home the top prize and was named the "best delegation of the year," but unity and teamwork among the participants trumped all.

Using lessons of entrepreneurship as their springboard, students work together, problem solve, and recognize and overcome challenges, all the while-believing in what they're doing and who they are. The students are from different cultures with different dreams, but they are united by the goal of making a difference in the world.



# Focus**Work Readiness**

The knowledge, attitudes, and skills required to demonstrate an individual's readiness to successfully engage in meaningful and productive work.

JA Worldwide strives to inspire all young people who participate in JA programs to be entrepreneurial in their approach to work by providing innovative and creative solutions in the workplace, and learning the basic skills that will make them valuable assets to any employer.



### Ethics**Azerbaiian**

Teaching youth the importance of ethics in the workplace and in life is a cornerstone of JA Worldwide's work readiness pillar of success. In today's world, being faced with ethical dilemmas on a consistent basis is not uncommon. Without the information to navigate complicated situations, success can be difficult. Failure to practice moral and ethical behavior can be detrimental to reaching goals and achieving dreams, which is why young people need to face each workday with the notion of "doing the right thing" foremost in their minds.

Students in Azerbaijan are among the more than 7,000 students worldwide who annually participate in JA's Global Business Ethics program. The program not only is unique in its subject matter, but in its delivery that allows students to interact via the Internet. Through their global communications, they learn about conflict resolution, decision-making, critical thinking, teamwork, and how to analyze a series of ethical dilemmas. By developing these indispensable skills, participants are given a head start in preparing for the workforce as they discover just how important ethics are in today's society.

"Such experience changes students' attitudes by influencing their overall understanding of cultural and business values," says a JA teacher in Azerbaijan.

By allowing students to connect across states, countries, and even continents to share stories and brainstorm effective ways to handle real world situations, JA positively influences youth. These students have the ability to handle the difficult situations that will inevitably arise throughout their lives, and therefore, the ability to achieve success.

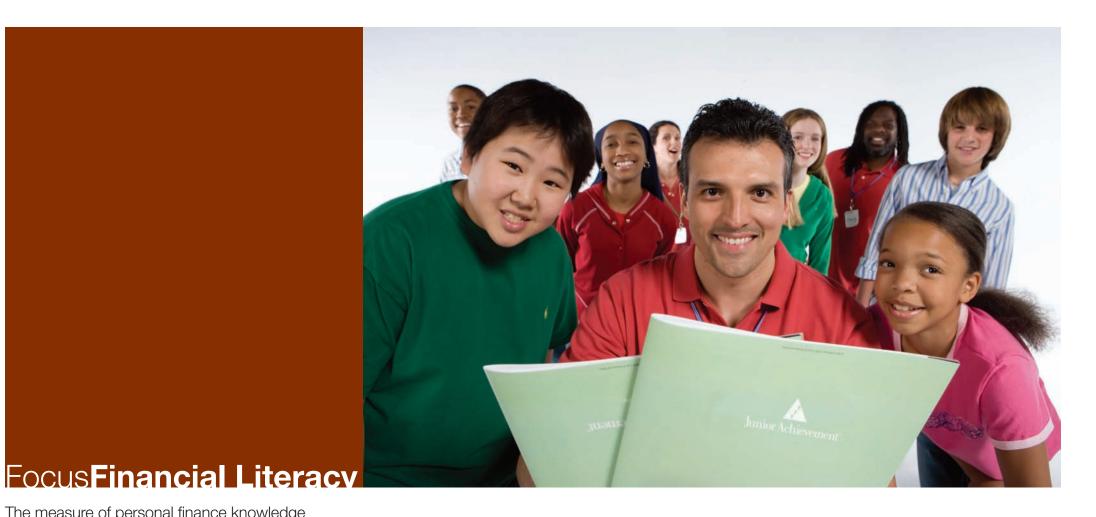


# Skills**USA**

JA programs provide young people with the essential tools that help them enter the workforce. By encouraging students to engage in work that is meaningful and productive while equipping them with the skills to do so, stronger and happier communities are created. While these are vital skills for any young person to acquire, when they are given to students who are in desperate need of this knowledge, the impact can be even greater.

In West Palm Beach, Florida, JA is providing these critical work readiness skills to students who might not gain them otherwise. The "Tools for Success" program uses JA curriculum to reach high school students who have been in and out of juvenile court. The students reached with this program have trouble getting and keeping a job and possess grades so poor graduation is doubtful. These students are taught critical interpersonal skills along with the importance of staying in school. Each student takes away an overwhelming sense of purpose, and discovers that a fun and meaningful career is not out of reach. Through JA's message of inspiring boundless potential in young people, these students are given a chance to become productive citizens and find their place in the world. A recent graduate of the program supervises two crews as the assistant manager of a hurricane shutter company.

"This program gave me my dignity, it gave me hope, and it gave me back a life," said one graduate of the program. "I'm staying in school, my grades are going up, and I'm learning a trade that will ensure I get a good job when I graduate from high school."



The measure of personal finance knowledge necessary to effectively meet fiscal challenges and obligations, take advantage of economic opportunities, and plan courses of action to achieve goals.



# Initiative**Poland**

JA Worldwide's personal financial literacy programs cover a broad range of topics. They help students effectively manage the wealth they create by showing them the importance of living within their means while planning for the future.

Personal financial education is essential for youth around the world, and can actually influence a country's standard of living. MY FINANCES, a JA Poland initiative, impacted 72,000 students last year, and the goal for this year is to reach twice that number—144,000 students. The growing participation demonstrates that students understand the need for a realistic view of financial issues they will face as adults.

Research shows a strong need in Poland for financial education. Eighty-six percent of adults don't know what inflation is, and 23 percent don't understand the necessity of paying off their credit.

One of the sponsors of MY FINANCES, Citibank Handlowy President Slawomir Sikora, made the following observation while visiting a JA class. "We believe our citizens' level of financial literacy strongly influences not only their living standards, but those of the entire country. Teaching students money management skills at an early age fosters a strong economy and we are proud to be involved in this program."



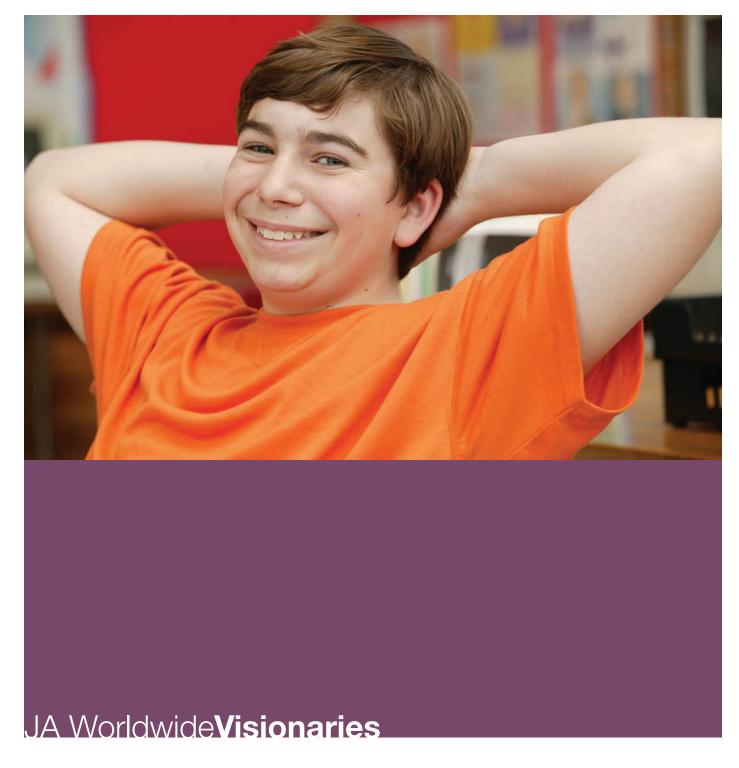
# Exploration **USA**

There is a critical need for young people to possess strong financial literacy skills. JA Worldwide has developed deeply experiential capstone programs in which students are immersed in an innovative, hands-on environment. Students learn how to make important financial decisions, explore careers, and construct a personal budget for housing, food, savings, transportation, entertainment, healthcare, utilities, clothing, education, and charitable giving.

Junior Achievement in Louisville, Kentucky, embarked on a bold plan to bring all the students in its region JA's high-impact programs, delivered at specific times in students' careers. To date, 11,000 young people have received this life-changing financial literacy and work readiness education.

To reach more students, JA Louisville and Jefferson County Public Schools entered into an unprecedented four-year partnership, ensuring that every Jefferson County student participates in JA capstone programs. The program receives high marks from students, educators, and parents alike.

As a result, JA Louisville will increase the number of students served in a single year from 11,000 to 24,000, and greatly increase the level of financial literacy among youth in the region.



JA Visionaries see our future, support our future, and help create our future. Through significant investments of time, talent, intellect, and financial contributions, JA visionaries lead the way.



# Catherine S.**Brune**Senior VP & Chief Information Officer AllstateInsurance Company

Catherine S. Brune has been a tireless champion of the Junior Achievement mission since becoming involved in an after-school program in Charlotte, North Carolina, in 1978. She continued her partnership with JA as a member of the Junior Achievement of the Sun Coast—St. Petersburg, Florida board of directors, and later served as board chairperson in 1991. Ms. Brune was instrumental in gaining acceptance for JA's classroom programs in the Pinellas County Florida Schools.

She currently serves on the board of directors for Junior Achievement of Chicago, and has provided essential leadership in the design and implementation of technology services. Ms. Brune joined the JA Worldwide board of directors in 2004 and has since contributed her expertise as a member of the education, operations, and business transformation committees. Ms. Brune has held positions of leadership with Allstate Insurance Company since 1976. She currently serves as senior vice president and chief information officer and also is a member of the Allstate senior management team.

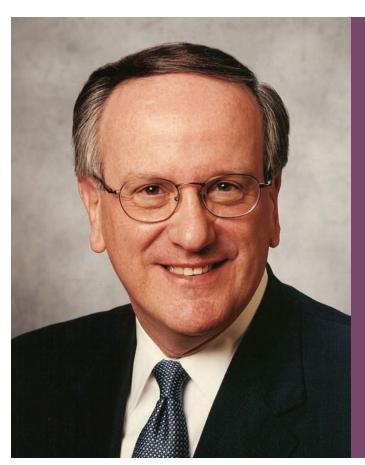
Improving financial literacy is an important priority for Ms. Brune, Allstate, and The Allstate Foundation. Ms. Brune exemplifies leadership and dedication through her efforts to bring Allstate and Junior Achievement together, impacting hundreds of thousands of young people each year. Allstate's relationship with Junior Achievement dates back more than 50 years, and reflects the spirit of caring and commitment that are part of the Allstate culture. Each year, hundreds of Allstate employees and agents volunteer in classrooms across the country, bringing JA's vital message to young people everywhere.

In addition to generous support of local JA Area Offices throughout the years, in 2004, The Allstate Foundation made a \$1.5 million investment in JA Worldwide to create *JA Economics for Success™*. This program, geared toward middle grades, is designed to teach students about relationships between personal financial literacy, education, career options, and future success. The leadership and vision provided by Ms. Brune made *JA Economics for Success* a reality.

Her ongoing commitment to JA Worldwide, along with that of Allstate and The Allstate Foundation, will leave a lasting impression that benefits JA students worldwide.

When describing the impact of JA Worldwide programs, Ms. Brune remarks, "So much seems to divide us these days. But one thing almost everyone can agree on is the desire to build a better life. And that's where free enterprise comes in. It says that each of us has the right—and the responsibility—to determine our own economic destiny. It is the enterprise that makes us free, not the other way around. That's the message, and the meaning, of Junior Achievement."





# Edward G.**Galante**Senior Vice President**Retired**Exxon Mobil**Corporation**

ExxonMobil has been a steadfast supporter of the mission of Junior Achievement. In 1997, Mr. Rene Dahan, senior vice president of Exxon Mobil Corporation, joined the JA International (now JA Worldwide) board of directors. He brought to JA his vision, global experience, and perspective that, since 2002, has been carried forward by his colleague, Mr. Ed Galante, senior vice president (now retired) of ExxonMobil. Mr. Galante has served as a director on the JA Worldwide board for four years, lending his leadership during the 2004 merger of JA International and Junior Achievement Inc. His continued guidance is vital in his current role as chairman of the Board Governance Task Force. Mr. Galante serves as a symbol of commitment to JA Worldwide as an individual and for other ExxonMobil leaders around the world. ExxonMobil's financial support is evident in 17 JA/YE Member Nations along with its leadership through representatives currently serving on 11 JA boards of directors.

In 2001, ExxonMobil made a major global commitment to JA with a contribution to support the creation and global implementation of a new JA program entitled *Global Business Ethics*. The timeliness and impact of the curriculum was such that the United States Agency of Interdepartmental Development awarded a 2.5 million dollar grant to expand implementation of the program over five years. Within a year, ExxonMobil stepped forward with an even greater commitment to expand the mission of JA by granting a \$500,000 award to develop the JA Middle East and Northern Africa Regional Operations Center in Aman, Jordan. This is a remarkable story as today JA/INJAZ operates in seven Middle East countries.

In addition to ExxonMobil's generous support throughout the globe, it continues to provide critically needed general operating dollars to JA Worldwide Headquarters. For all that it has done and continues to do to strengthen the global impact of JA Worldwide, we compliment the Exxon Mobil Corporation for being a true "Visionary."



# HSBC**Corporate Visionary**

The HSBC partnership with Junior Achievement dates back to 1942 when the company made its first grant of \$25 to JA of Chicago. Sixty-four years later, the relationship, now global in nature, is still a strategic fit for HSBC. According to JA Worldwide Board Member, Dame Mary Richardson, chief executive of HSBC Global Education Trust, "Education is a key focus of HSBC's philanthropic strategy." HSBC's relationship with JA is a winning proposition for thousands of school children, HSBC employee volunteers, and our company as a whole."

Today, HSBC provides funding and/or volunteers to JA operations in several of the 76 countries and territories served by HSBC, and annually reaches more than 130,000 children worldwide.

The long-standing HSBC partnership with JA has been successful because it has been adapted to the particular needs and cultures of each region. Employee involvement is the key to the HSBC relationship in North America. Since 1996, nearly 7,000 HSBC volunteers have taught JA programs to approximately 200,000 students at all grade levels, resulting in funding of \$3 million to JA U.S. Area Offices. Employees also get involved with fundraising for Junior Achievement with the annual HSBC bowling extravaganza. HSBC bowlers have raised more than \$4.5 million over the past six years for nearly 20 JA Area Offices through the HSBC - JA "World's Largest Bowl-a-Thon." This partnership model has worked so well in North America that other corporations have replicated it for their JA involvement.

In the UK, the focus of HSBC support is entrepreneurial in nature. Under the direction of its chairman, Michael Geoghegan, group chief executive of HSBC Holdings, Young Enterprise-ŪK supports the JA Company Programme, which gives secondary school students the opportunity to experience the world of business by running their own companies; the annual HSBC Young Enterprise Innovation Awards, which marks the conclusion of the Young Enterprise Company of the Year Competition in the UK; and the Young Enterprise UK's Graduate Programme, which offers students in higher education the opportunity to rehearse business start-up and self employment as a career option. HSBC was instrumental in the creation of the UK's Entrepreneurship Masterclass initiative, in which young people interested in business start-up are brought face-to-face with real-life entrepreneurs and support agencies that can help them. As the largest corporate supporter of Young Enterprise in the UK, around 800 HSBC staff each year are engaged as Young Enterprise volunteers.

HSBC's area of emphasis in China is economic education. With HSBC sponsorship and volunteers, JA China was able to adapt and deliver the *JA Economics*  $^{\text{TM}}$  curriculum to students in Beijing and Shanghai.

According to Dame Mary, "Through JA programs, HSBC and its employees have the opportunity to change attitudes and help inspire young people around the world to learn about business and economics and prepare them for a brighter future."





#### **Photo Captions**

Chairman of Young Enterprise –UK, Michael Geoghegan, group chief executive of HSBC Holdings.

JA Worldwide board member, Dame Mary Richardson, chief executive of HSBC Global Education Trust, conversing with a JA student at Cristo Rey school in Chicago.



JA Worldwide**Contributors** 





# Junior Achievement Corporate Contributors

#### JA Champion

\$1,000,000 and above

Biz Kid\$ Enterprises, LLC Capital One Citigroup General Electric HSBC - North America Microsoft Corporation Pitney Bowes

#### JA Leaders

\$500,000 and above

Barclays Bank

#### Chairman's Circle

\$250,000 and above

Accenture
Deloitte & Touche USA LLP
FedEx Express
ING
MasterCard International
Newseum - The Freedom Forum
Turner Broadcasting System, Inc.

#### President's Club

\$100,000 and above

3M American Express AMF Bowling Worldwide, Inc. Corporate Express Exxon Mobil Corporation General Reinsurance Corporation Harley-Davidson, Inc. Hewlett-Packard Company Kingston Technology Company Motorola Nelnet Corporation Northwestern Mutual Option One Mortgage Corporation PricewaterhouseCoopers LLP Smith Barney UPS

#### Major Investors

\$50,000 and above

Development Alternatives, Inc. Heartland Advisors, Inc. Johnson Controls, Inc. Marshall & Ilsley Corporation Rockwell Automation

#### Investors

\$25,000 and above

Allstate Insurance Company
ARAMARK Corporation
Cargill Incorporated
Ernst & Young LLP
Fuchs Business Solutions, Inc.
Johnson & Johnson Medical
State Farm Mutual Automobile Insurance Company
UPS
Verizon Communications, Inc.
The Woodstone Group, Inc.

#### Senior Partners

\$10,000 and above

American International Group, Inc.
Argo Turboserve Corporation
Best Buy Co., Inc.
Build-A-Bear Workshop
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Cingular Wireless, LLC
CIT Group, Inc.
The Coca-Cola Company
Deloitte & Touche USA LLP
EthicsPoint, Inc.
Foley & Lardner LLP
Graduate Management Admission Council
Home Builders Institute
Independent Charities of America

#### Junior AchievementCorporate Contributors

Junior Achievement of South Florida, Inc.

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Koss Corporation

Manpower, Inc.

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PepsiCo, Inc.

Pfizer Inc

Pikes Peak United Way

Procter & Gamble

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Robert W. Baird, Inc.

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Tamarack Petroleum Company, Inc.

Twin Disc, Inc.

Whyte Hirschboeck Dudek S.C.

The Williams Companies, Inc.

Xerox Corporation

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\$5,000 and above

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Bemis Manufacturing Company

Blank Family of Businesses/

The Marcus Foundation and Georgia Aquarium

Briggs & Stratton Corporation

CA

Charter Manufacturing Co., Inc.

Chase

Children's Health System, Inc.

Clifton Gunderson LLP

Danfoss

Discover Financial Services

E.ON U.S.

Eastman Kodak Company

Franklin Templeton Distributors, Inc.

GE Supply

GMR Marketing

Goris Financial Group/

Northwestern Mutual Financial Network

Harlem Globetrotters International, Inc.

Hilton Hotels Corporation World Headquarters

Houston Endowment Inc.

Humana

IT Xcellence

Jacobus Energy, Inc.

J.C. Penney Company, Inc.

Junior Achievement of Central Indiana, Inc.

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Junior Achievement of Georgia, Inc.

Junior Achievement of Mississippi Valley, Inc.

Junior Achievement of Washington

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Meridian Industries, Inc.

Michael Best & Friedrich LLP

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Milwaukee Journal Sentinel

Milwaukee World Festival, Inc.

Oldenburg Group Inc.

PPC Partners

Payne & Dolan, Inc.

Reinhart Boerner Van Deuren S.C.

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Russ Darrow Automotive Group

S.C. Johnson - A Family Company Sheboygan County Chamber of Commerce

Society for Human Resource Management

The May Department Stores Company

Time Warner Cable

U.S. Bank

U.S. Cellular

WE Energies

Wells Fargo Bank, NA - Wisconsin

#### Entrepreneurs

\$1,000 and above

America's Charities

Ameriprise Financial Employee Giving Campaign

Asociacion Pro-Superacion Juvenile

Cisco Employee Charitable Giving Program

Colgate-Palmolive Company

CvberAlert, Inc.

The Gillette Company

Home Depot

Hoover Color Corporation

Junior Achievement Japan

Junior Achievement of Arizona, Inc.

Junior Achievement of Central Florida, Inc.

Junior Achievement of Northern New England, Inc.

Junior Achievement of South Dakota, Inc.

Junior Achievement of Southeast Texas, Inc.

Junior Achievement - Rocky Mountain, Inc.

MRA - The Management Association, Inc.

Poblocki Sign Company LLC

Reber/Russell Company

Sargento

SilverStone Group, Inc.

Symantec Corporation

Únited Way of New York City

The University of Chicago Women's Business Group

Wausau Signature Agency

Wm. Wrigley Jr. Company

#### Shareholders

To \$999

AAW Franks Company/DBA Shuga's

AT&T West

Blackwell Sanders Peper Martin

Citibank (South Dakota), N.A.

Citibank Program (Diners Club)

cMarket, Inc.

CMI Marketing, Inc.

Code Consultants, Inc.

Halliburton / Global Impact

Independent Project Analysis, Inc.

Junior Achievement of San Diego & Imperial Co., Inc.

Junior Achievement of Southern California, Inc.

Junior Achievement of The Bay Area, Inc.

Marktecture LLC

Marquette University

Morgan Stanley

Nestle Purina PetCare Company

Precision Environmental Company

REES Associates, Inc.

Research Dimensions

Rival Research Group

Sawitz Store Fixture, Inc.

Taxpedite, Inc.

TelecomPioneers VISIT Milwaukee

Wells Fargo & Company

Wells Fargo Community Support Campaign

# Developmental Agencies and Government Offices

U.S. Agency for International Development (USAID)

Office of Innovation and Improvement, U.S. Department of Education

Office of Juvenile Justice and Delinquency Prevention, Office of Justice Programs, U.S. Department of Justice



# Junior Achievement Foundation Contributors

# JA Champions \$1,000,000 and above

Accenture Foundation The Allstate Foundation Best Buy Children's Foundation Citigroup Foundation GE Foundation The Goizueta Foundation John Templeton Foundation Pitney Bowes Literacy and Education Fund

#### **IA Leaders**

\$500,000 and above

#### Chairman's Circle

\$250,000 and above

**ING** Foundation MetLife Foundation The Starr Foundation

#### President's Club

\$100,000 and above

3M Foundation American Express Foundation ExxonMobil Foundation The Goldman Sachs Foundation Hewlett-Packard Company Foundation HSBC in the Community (USA) Inc. - A Foundation InCharge Education Foundation, Inc. UPS Foundation

#### **Major Investors**

\$50,000 and above

The Carson Family Charitable Trust I Have a Dream Foundation

#### Investors

\$25,000 and above

Calvin K. Kazanjian Economics Foundation El Pomar Foundation Horace A. Moses Foundation The UPS Foundation Verizon Foundation Wells Fargo Foundation The Zvenjnieks Foundation

#### Senior Partners

\$10,000 and above

Cisco Systems Foundation Community Foundation Silicon Valley Huizenga Family Foundation The Walt Disney Company Foundation The Williams Foundation The Xerox Foundation

#### **Partners**

\$5,000 and above

**Argosy Foundation** Everett Smith Group Foundation, Ltd. Koret Foundation The MCJ Foundation The Stiles-Nicholson Foundation

#### Entrepreneurs

\$1,000 and above

The Hecht Foundation Henry M. Blackmer Foundation, Inc. The Kimball International-Habig Foundation, Inc. The Little Family Foundation Muriel F. Siebert Foundation The Nick Simons Foundation The Pzena Investment Charitable Fund Wm. Wrigley Jr. Company Foundation

#### Shareholders

To \$999

S. Edward Marder Family Foundation

### JA Worldwide**A Global View**

# JA Operations Worldwide:

#### **African Region**

Angola Botswana

Burkina Faso Pilot

Democratic Republic of the

Congo
Gambia
Ghana
Kenya
Mali
Namibia
Nigeria
South Africa
Tanzania
Togo
Zambia

#### **Americas Region**

Antigua and Barbuda

Artigua and Argentina Bahamas Belize Bolivia Brazil

Zimbabwe

British Virgin Islands

Canada

Cayman Islands

Chile Colombia Costa Rica

Dominican Republic

Ecuador El Salvador Grenada Guatemala Honduras Mexico

Netherlands Antilles

Nicaragua

Panama
Paraguay
Peru
Puerto Rico
St. Lucia
St. Vincent
Trinidad and Tobago
Uruguay

#### **Asia/Pacific Region**

Venezuela

Australia Azerbaijan China Georgia Guam Indonesia Japan Kazakhstan Korea Kyrgyzstan Nepal **Philippines** Singapore Sri Lanka Tajikistan Turkmenistan Uzbekistan Vietnam

#### **European Region**

Armenia Austria

Belgium - Flemish Belgium - French Bosnia-Herzegovina

Bulgaria Croatia Czech Republic Denmark Estonia Finland France Germany Greece

Hungary Iceland Ireland Isle of Man Israel Italy Latvia Lithuania Luxembourg Macedonia Malta Moldova Netherlands Norway Poland Romania Russia

Serbia, Montenegro, & Kosovo Slovakia Slovenia

Spain Sweden Switzerland Turkey United Kingdom

#### **Middle East Region**

Bahrain Egypt Jordan Kuwait Lebanon Iraq

Palestine/West Bank

Oman

United Arab Emirates

U.S. Region Akron, OH Alaska Albany, NY Arizona Austin, TX Baltimore, MD

Baton Rouge, LA

Battle Creek, MI
Birmingham, AL
Boise, ID
Boston, MA
Bowling Green, KY
Brazoria County, TX
Bridgeport, CT
Buffalo, NY
Canton, OH
Charleston, SC
Charleston, WV
Charlotte, NC
Chattanooga, TN
Chicago, IL
Cincinnati/Dayton, C

Cincinnati/Dayton, OH Cleveland, OH Cleveland, TN Cocoa Beach, FL Colorado Springs, CO

Cocoa Beach, FI
Colorado Spring
Columbia, SC
Columbus, HO
Dallas, TX
Decatur, AL
Decatur, IL
Denver, CO
Des Moines, IA

Detroit, MI
Eastern Iowa
El Paso, TX
Elkhart, IN
Elmira, NY
Eugene, OR
Evansville, IN
Fort Lauderdale, FL
Fort Wayne, IN
Fort Worth, TX

Fort Worth, TX
Georgia
Grand Rapids, MI
Greensboro, NC
Greenville, SC
Hartford, CT
Hawaii
Heartland
Houston, TX
Huntsville, AL

Indianapolis, IN Jackson, MI Jacksonville, FL Kansas City, MO Kingsport, TN Knoxville, TN Lafayette, IN Lancaster, PA Lanett, AL Lansing, MI Las Vegas, NV Lexington, KY Lincoln, NE Longview, TX Lorain, OH Los Angeles, CA Louisville, KY Lynchburg, VA Mansfield, OH

Miami, FL
Middletown, OH
Midland, MI
Midland, TX
Mississippi
Mobile, AL
Naples, FL
Nashville, TX
New Bedford, MA
New Jersey
New Mexico
New Orleans, LA
New York, NY

Memphis, TN

Norfolk-Newport News, VA Oklahoma City, OK Omaha, NE

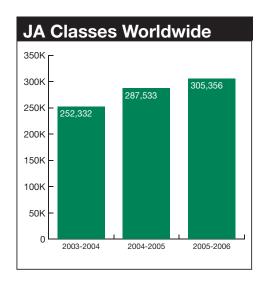
Owensboro, KY Pensacola, FL Peoria, IL Philadelphia, PA Pittsburgh, PA Portland, OR Providence, RI Raleigh, NC

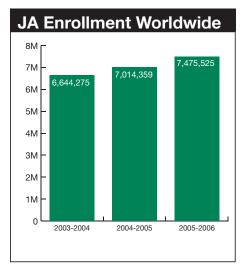
Orlando, FL

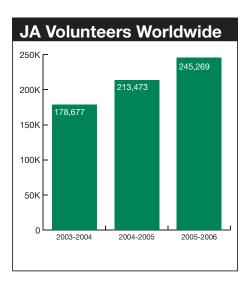
Reading, PA Reno, NV Richmond, IN Richmond, VA Roanoke, VA Rochester, NY Rockford, IL Sacramento, CA Saginaw, MI Saint Louis, MO Salisbury, MD Salt Lake City, UT San Antonio, TX San Diego, CA San Francisco, CA San Jose, CA Scranton, PA Seattle, WA Shreveport, LA Sioux City, IA South Dakota Spartanburg, SC Spokane, WA Springfield, MA Springfield, OH

St. Joseph/South Bend, MI Stamford, CT Stockton, CA Syracuse, NY Tampa Bay, FL Terre Haute, IN Toledo, OH Topeka, KS Tulsa, OK

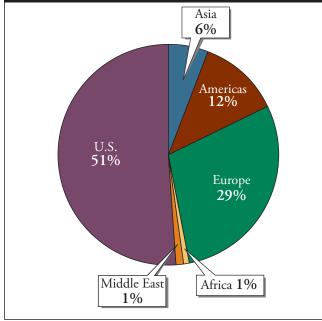
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Warren/Youngstown, OH
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Wichita, KS
Wilmington, DE
Wisconsin
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# JA Worldwide Students by Region 2005-2006



U.S.:	3,822,887 students
Europe:	2,184,095 students
Americas:	867,681 students
Asia:	477,024 students
Africa:	57,645 students
Middle East:	66,193 students

Total Students 2005-2006......7,475,525



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\$250,000 and above

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Mr. Kevin Waterbury

Ms. Lee Willis Mr. Geoff Wilson

\*Deceased



# JA WorldwideChairman's Club

The board members of JA Worldwide play a crucial role in the fundraising efforts of the organization. Every year, in appreciation of these efforts, JA Worldwide gives special recognition to those board members who have raised significant sums of money for JA Worldwide, allowing the organization to accomplish its mission and reach more students around the globe.

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Walter Loewenstern

John McDevitt UPS

Peter S. Ordway

James E. Rutrough State Farm Mutual Automobile Insurance

**R. Thayer Tutt Jr.** El Pomar Foundation

In addition to these significant contributions to JA Worldwide, many board members also support their local JA Area Offices or JA Member Nations.





# JA Worldwide Awards

#### The President's Volunteer Service Awards

The President's Volunteer Service Award is a Presidential recognition program created in 2003 by the President's Council on Service and Civic Participation for Americans of all ages who contribute a significant amount of time to volunteer service. In 2006, JA Worldwide became an official certifying organization for this award in order to bestow this degree of honor to corporations that provide volunteers to teach JA programs.

Recipients of this year's Presidential Volunteer Service awards are:



#### Door Opener Award

JA Worldwide board members also benefit the organization by spreading the word and telling others in their sphere of influence about the organization's purpose and values.

The following individuals were recognized in the 2005-2006 school year for opening new doors for Junior Achievement, thus giving the organization access to significant new sources of financial and volunteer support.

Susan Bulkeley Butler

Dana Manciagli

J. Jeffrey Schaper

#### JA Worldwide Extreme Partnership Award

The Extreme Partnership Award is presented to one board firm annually that has made a significant, strategic, global impact on all levels of JA Worldwide for at least three consecutive years. Minimum support in each year must include international funding of at least \$1 million, 1,000 classroom volunteers and board leadership in at least 10 Junior Achievement locations around the world, in addition to membership on the board of JA Worldwide.

The 2006 inaugural recipient:

**HSBC** 



Junior AchievementFree Enterprise Society®

Established in 2000, *The Free Enterprise Society* recognizes leadership gifts of \$10,000 or more made by individual donors for the purpose of perpetuating the free enterprise system. Charter members and individuals who make gifts of \$1,000,000 or more to Junior Achievement over their lifetime are entitled to permanent membership in the *Free Enterprise Society*.

#### Legacy Members

Gifts of \$1,000,000 or more over the donor's lifetime

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George S. & Dolores Doré Eccles Foundation
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Mrs. John M. Fluke,
In Memory of Mr. John M. Fluke Sr.
Mr. J.B. Fuqua\*
The Goizueta Foundation
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Mr. George F. Russell Jr. Mrs. Doris Schnuck, In Memory of Mr. Donald O. Schnuck Mr. Albert E. Suter Estate of John Brooks Williams One anonymous donor

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\*Deceased



# Junior Achievement**Heritage Society**

Many faithful friends of Junior Achievement have planned to support the organization beyond their lifetimes. By including Junior Achievement in their estate planning, these caring individuals have taken deliberate steps to ensure and enhance Junior Achievement's future. To recognize and honor these ardent supporters, JA Worldwide has established the *Junior Achievement Heritage Society*. Membership is open to individuals who include Junior Achievement in their estate planning through such instruments as bequests, charitable gift annuities, charitable trusts, and life insurance.

(Founding members are those who notified Junior Achievement of their plans by June 30, 2006)

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as of June 30, 2006

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U.S. Business Hall of Fame, April 27, 2006 – Milwaukee, Wisconsin

A very special thank you to the 2006 event chairs, Jim Ziemer, president and CEO of Harley-Davidson, Inc. and Ed Zore, president and CEO of Northwestern Mutual Life. Additionally, this event would not have been possible without the enthusiastic support and efforts of the U.S. Business Hall of Fame Steering Committee, the board of directors of Junior Achievement of Wisconsin, Inc., Junior Achievement Women's Association, and the Host City Committee.



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A special thank you to The BoDeans for performing at the Luncheon and to Merri Dee for emceeing the evening ceremony.

Thank you to Jacobus Energy, Barbara Stein, and Martin F. Stein (posthumously) for their sponsorship of the Leaders Lighting the Way board reception held at the Milwaukee Art Museum.

We thank each of the following for their support and participation in making this a successful event:

Academy of Accelerated Learning Asa Clark Middle School Blommer Chocolate Company Boutique B'Lou D. Edwards Dry Cleaning Delzer Lithograph General Mitchell International Airport George Watts & Sons Golda Meir School Jacobus Energy Ianice Salon Maple Dale Middle School Marcus Resorts and Hotels Men's Wearhouse Midwest Airlines Milwaukee Art Museum Neroli Salon and Spa The Pfister Hotel Regency Florist Roger Stevens Menswear Russ Darrow Group Signature Flight Support Barbara Stein Martin Stein (posthumously) Swiss Colony Usinger's Famous Sausage Zita's Bridal Salon

Thanks to all the participating students, teachers, and volunteers in the Milwaukee area and to the dedicated staff of Junior Achievement of Wisconsin, Inc.



# JA Worldwide and Subsidiary/Financial Statements

JA Worldwide is once again proud to meet the National Charities Information Bureau (NCIB) standard on Use of Funds. Eighty-one percent of JA Worldwide's expenses were for program services. This compares to the NCIB minimum standard of 60 percent. The following is a brief description on how program services and fund raising expenses are used.

**Field Service** provides assistance and guidance to help the 140 JA Area Offices and 96 Member Nations provide economic education to local cities and communities. Support in staff hiring, board recruitment, training, and quality management are services that enable these operations to deliver consistent, high-quality programs to students in the local schools.

**Marketing and communications** provide the print and electronic messages that explain and promote JA Worldwide programs to corporations, volunteers, and educators around the world.

**Research and development** efforts continually evaluate and upgrade existing programs as well as develop new curricula and supporting materials to provide the most effective instructional package possible.

**Human resources** reflects one of our primary organizational values—that people are our most important asset. This group helps maintain high standards of staffing across the nation and throughout the world that, in turn, provide the quality personnel necessary to support the organization.

**Fund raising** reflects JA Worldwides cost to solicit contributions from our donors.

JA Worldwide (the Organization) was established as a corporation on July 1, 2004, as a result of the merger between Junior Achievement Inc. and Junior Achievement International. The merger originated on September 10, 2003, when the boards of directors for Junior Achievement Inc. and Junior Achievement International endorsed the consolidation of Junior Achievement Inc. with Junior Achievement International.

JA Worldwide reaches out to the international community by serving member nations that develop and implement economic education programs for young people through a partnership between business and education.

JA Worldwide reaches out to the local community through a network of affiliates, which educate and inspire young people to value free enterprise, business, and economics to improve the quality of their lives. JA Worldwide teaches students in kindergarten through 12th grade about business and economics, and accomplishes its mission by placing a volunteer in the classroom to present JA Worldwide's educational curricula and materials. An affiliate is a community-based organization that serves a specific geographic area. Each affiliate is incorporated under the guidelines of its respective state and by-laws, which govern the actions and responsibilities of the Area Office's board of directors. The headquarters office and the affiliates join together under the terms of a signed agreement whose guiding principle is mutual support. As of June 30, 2006, 140 chapters existed in 50 states. The affiliates' financial statements are not included in the financial statements of JA Worldwide since it does not have a controlling interest in the affiliates' board of directors or a financial interest in the affiliates' operations. The by-laws of each affiliate designate a similar purpose not-for profit organization to receive the residual interest of an affiliate in the event of dissolution.

The Organization's primary revenues come from corporate and private contributions, federal and private grants, and fees charged to member nations and affiliates.

The financial statements include the activities of an associated entity, Junior Achievement – Young Enterprise Europe (JA-YE Europe), with the purpose of supporting all European Member Nations' educational efforts. Due to the control exerted by the Organization through its operating agreement and its financial commitment to support JA-YE Europe, the Organization consolidates JA-YE Europe's financial statements with those of the Organization.

The accompanying financial statements have been prepared using the accrual basis of accounting. Audit financial statements are available upon request.



# JA Worldwide and Subsidiary Consolidated Statement of Activities Year EndedJune 30, 2005

	<u>Unrestricted</u>	<b>Board Designated</b>	Total Unrestricted	Temporarily Restricted	<u>Total</u>
Support and Revenue					
Federal grants	\$ 3,275,030	\$	\$ 3,275,030	\$	\$ 3,275,030
Contributions	1,546,911	20,810	1,567,721	7,437,986	9,005,707
In-kind contributions	442,066	<del></del>	442,066		442,066
Materials sales	11,481,722	_	11,481,722		11,481,722
Area license fees	4,254,870	_	4,254,870		4,254,870
Special events	1,312,060	111,189	1,423,249	_	1,423,249
Investment return	5,906	92,646	98,552	122,559	221,111
Other income	103,595		103,595	94,309	197,904
Net assets released from restrictions	6,362,861		6,362,861	(6,362,861)	0
Total support and revenue	28,785,021	224,645	29,009,666	1,291,993	30,301,659
Expenses					
Program services					
Field services	9,962,047	<del></del>	9,962,047	<del></del>	9,962,047
Communications and marketing	1,491,943		1,491,943	<del></del>	1,491,943
Research and development	9,925,389	<del></del>	9,925,389	<del>-</del>	9,925,389
Human resources	1,034,728	55,547_	1,090,275		1,090,275
Total program services	22,414,107	55,547	22,469,654		22,469,654
Support services					
Management and general	3,198,872	283,263	3,482,135		3,482,135
Fundraising	2,486,404	3,536	2,489,940		2,489,940
Total support services	5,685,276	286,799	5,972,075		5,972,075
Total expenses	28,099,383	342,346	28,441,729		28,441,729
Increase (Decrease) in Net Assets	685,638	(117,701)	567,937	1,291,993	1,859,930
Net Assets, Beginning of Year	8,172,339	2,253,918	10,426,257	9,108,768	19,535,025
Net Assets, End of Year	\$8,857,977	\$2,136,217_	\$ 10,994,194	\$ 10,400,761	\$ 21,394,955



# JA Worldwide and Subsidiary Consolidated Statement of Activities Year EndedJune 30, 2006

	<u>Unrestricted</u>	<b>Board Designated</b>	Total Unrestricted	Temporarily Restricted	<u>Total</u>
Support and Revenue					
Federal grants	\$ 5,035,090	\$ —	\$ 5,035,090	\$ —	\$ 5,035,090
Contributions	1,699,837	17,065	1,716,902	8,562,829	10,279,731
In-kind contributions	296,425		296,425	300,000	596,425
Materials sales	11,703,091	<del></del>	11,703,091	<del></del>	11,703,091
Area license fees	4,352,764		4,352,764	<del></del>	4,352,764
Special events	1,089,750		1,089,750	<del></del>	1,089,750
Investment return	101,092	158,910	260,002	211,592	471,594
Other income	66,660	<del></del>	66,660	58,752	125,412
Net assets released from restrictions	7,775,434		7,775,434	(7,775,434)	0
Total support and revenue	32,120,143	175,975	32,296,118	1,357,739	33,653,857
Expenses					
Program services					
Field services	11,697,531	<del></del>	11,697,531	<del></del>	11,697,531
Communications and marketing	1,237,323		1,237,323	<del></del>	1,237,323
Research and development	12,484,396	<del></del>	12,484,396	<del>_</del>	12,484,396
Human resources	1,216,873	113,457	1,330,330		1,330,330
Total program services	26,636,123	113,457	26,749,580		26,749,580
Support services					
Management and general	4,256,048	2,591	4,258,639	<del></del>	4,258,639
Fundraising	2,027,987	79,568	2,107,555		2,107,555
Total support services	6,284,035	82,159	6,366,194		6,366,194
Total expenses	32,920,158	195,616	33,115,774		33,115,774
Increase (Decrease) in Net Assets	(800,015)	(19,641)	(819,656)	1,357,739	538,083
Net Assets, Beginning of Year	8,857,977	2,136,217	10,994,194	10,400,761	21,394,955
Net Assets, End of Year	\$8,057,962	\$2,116,576	\$10,174,538	\$11,758,500	\$21,933,038

# JA Worldwide and Subsidiary Consolidated Statements of Financial PositionJune 30, 2006 and 2005

Assets			Liabilities and Net Assets		
	2006	2005		2006	2005
CURRENT ASSETS			CURRENT LIABILITIES		
Cash and cash equivalents	\$ 2,553,223	\$ 2,402,474	Checks in process of clearing	\$ 68,679	\$
Cash and cash equivalents held for affiliates	1,196,559	939,974	Accounts payable – trade	4,077,667	2,949,485
Investments	5,012,708	3,954,683	Accrued liabilities	235,684	515,667
Contributions receivable, net	4,466,294	4,303,576	Deferred revenue	451,719	344,208
Federal grants receivable	1,208,111	1,058,129	Current portion of capital lease obligations	241,533	257,298
Related party accounts receivable, net	1,372,422	1,562,453	Funds held for affiliates	1,196,559	939,974
Inventory	4,902,487	3,971,392	Lines of credit	· · · —	50,000
Prepaid expenses	578,001	780,971	Trust obligations	_	22,656
Accounts receivable – other	16,288	59,245	C .		
Trust assets		46,175	Total current liabilities	6,271,841	5,079,288
Total current assets	21,306,093	19,079,072	Lines of Credit	_	13,582
			Capital Lease Obligations	330,533	549,659
Contributions Receivable, Net	479,664	345,847			
			Total liabilities	6,602,374	5,642,529
Related Party Accounts Receivable, Net	118,787	118,306			
			Net Assets		
Investments	4,360	78,323	Unrestricted, undesignated	8,057,962	8,857,977
			Board-designated	2,116,576	2,136,217
Fixed Assets, Net	6,626,508	7,415,936	Total unrestricted net assets	10,174,538	10,994,194
			Temporarily restricted	11,758,500	10,400,761
			Total net assets	21,933,038	21,394,955
Total Assets	\$ 28,535,412	\$ 27,037,484	Total liabilities and net assets	\$ 28,535,412	\$ 27,037,484



### JA Worldwide and Subsidiary Consolidated Statements of Cash Flows Years Ended June 30. 2006 and 2005

	2006	2005
Operating Activities	¢ 520,002	\$ 1,859,930
Changes in net assets	\$ 538,083	\$ 1,859,930
Items not requiring (providing) operating activities cash flows		(20,007)
Change in value of split-interest agreements	1 470 467	(29,907)
Depreciation and amortization	1,478,467	1,345,081
Gain on sale of fixed assets	(657)	(24,581)
Realized and unrealized gains on investments	(298,252)	(104,680)
Increase in line of credit for contingent liability	_	63,582
Changes in	(20( 525)	477 700
Decrease (increase) in pledges receivable	(296,535)	477,708
Increase in grants receivable	(149,982)	(878,042)
Decrease in accounts receivable	232,507	158,546
Increase in inventory	(931,095)	(1,234,712)
Decrease in prepaid expenses	202,970	54,386
Increase in accounts payable and accrued liabilities	861,577	905,356
Increase in deferred revenue	107,511	171,606
Net cash provided by operating activities	1,744,594	2,764,273
1 / 1 0		
Investing Activities		
Purchase of investments	(4,550,100)	(698,631)
Purchases of fixed assets	(667,129)	(1,464,041)
Sale of investments	3,864,290	2,391,967
Sale of trust assets	46,175	45,406
Net cash provided by (used in) investing activities	(1,306,764)	274,701
Financing Activities		
Repayments of capital lease obligations	(256,144)	(265,982)
Distributions under charitable remainder trust agreements	(22,656)	(20),782)
Principal payments on line of credit	(76,960)	(45,406)
	68,679	(4),400)
Increase in checks in process of clearing	08,0/9	
Net cash used in financing activities	(287,081)	(311,388)
	150.7/0	2.727.59/
Increase in Cash and Cash Equivalents	150,749	2,727,586
Cash and Cash Equivalents, Beginning of Year	2,402,474	(325,112)
	ф 2.552.222	¢ 2,402,474
Cash and Cash Equivalents, End of Year	\$ <u>2,553,223</u>	\$ 2,402,474
Supplemental Cash Flows Information		
Interest paid	\$ 30,654	\$ 33,929
increst paid	Ψ 30,071	Ψ 55,727
Acquisition of equipment through capital lease obligations	\$ 31,350	\$ 745,057
	,	,
Capital lease obligations decreased from leased equipment		
traded in during the year	\$ 10,097	\$ 223,432



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