Inspiring and preparing young people to succeed in a global economy.

Read Max Goldman’s inspiring JA story inside.

Financial Literacy | College and Career Readiness | Entrepreneurship

jaum.org
Dear Partner:

This past school year, thousands of community volunteers donated their time and expertise in the classroom, working with teachers and students to teach personal finance, college and career readiness and entrepreneurship. As a result, students in grades K-12 learned real-world skills that will help them succeed in school and beyond. Thank you!

In light of the painful economic lessons recently learned by governments, families and businesses, there is an even greater need to educate our youth about how to effectively manage money and prepare for their future. JA programs teach 21st century skills and offer real-world experiences.

In the coming year, JAUM is focusing on the following strategies to keep our organization relevant:

• Integrate STEM (Science, Technology, Engineering, Math) careers at JA BizTown and introduce STEM into our K-12 curriculum
• Educate students of different backgrounds and ethnicities about financial literacy, college and career readiness and entrepreneurship
• Incorporate innovative teaching methods into our learning facility and into our curriculum such as smart board technology, video lessons and personal devices
• Offer real-life experiences (job shadows, competitions, capstone projects) to expose students to opportunities beyond their classroom
• Conduct local evaluations to validate learning and JAUM’s impact on student motivation

As we embark on another exciting year, we look to you for continued support to help connect students with educators and business people to build a more fiscally savvy community. Together, we can inspire and prepare the next generation to succeed.

With gratitude,

Gordon A. Viere
CEO,
CliftonLarsonAllen LLP
Chairman, JAUM

Gina Blayney
President & CEO,
JAUM

JAUM’s impact in 2011-2012

Number of students served .................... 137,000
Number of volunteers ........................... 7,500
Number of hours of JA curriculum ............ 1.2 million
Number of schools ............................ 695
Classroom Programs

84% of JA alumni indicate that JA enabled them to connect what they learned in the classroom to real life.

Elementary School
Students in kindergarten through fifth grade learn basic concepts of business, economics, and the important role of education in preparing for a future career. The activities in our five sequential programs build on lessons from each preceding grade to provide students with a strong foundation for continued learning. Each volunteer-led program consists of five lessons.

Middle School
Students in grades six through eight learn about the economic benefits of staying in school. JA programs reinforce the value of education as a way to prepare students for employment or college. Each volunteer-led program consists of six lessons.

High School
JA’s high school programs teach students in grades nine through twelve to make informed, intelligent decisions about their future, and foster skills that will be valuable in the business world. Students learn important entrepreneurial concepts such as micro and macroeconomics, ethics, and career readiness skills. Each volunteer-led program consists of five to eight lessons.

Eight out of 10 high school students report that JA programs helped reinforce the importance of staying in school.

For a complete description of JA programs, visit www.jaum.org and click on “programs.”
Capstone Programs

JA BizTown
JA BizTown combines classroom teaching with a daylong visit to the learning lab, a kid-sized city within JAUM headquarters. Through daily lessons and hands-on activities, students in grades four through six develop a strong understanding of the relationship between what they learn in school and their role in the community and local economy. Lessons culminate in a fully interactive town experience where students put their classroom learning to work as they practice decision making, leadership and teamwork. (See Profile on page 8)

JA BizTown celebrated its 10th anniversary this year, serving more than 100,000 students since its inception.

JA Finance Park
JA Finance Park teaches middle and high school students personal money management skills to help them make smart financial decisions and prepare for challenges in their adult lives. Classroom instruction is complimented by a virtual simulation or an on-site day of simulated budgeting scenarios where students visit businesses to gather information for making financial decisions while working to balance their budgets.

JA Job Shadow
JA Job Shadow brings high school students into the workplace to learn about careers through one day, on-site orientations. Students learn practical business skills such as dressing and speaking professionally, being on time, working as part of a team, and providing effective customer service. These real world skills are enhanced with classroom lessons and follow-up activities.

This year, nearly 6,000 local students experienced the real world while participating in JA Job Shadow at the following companies: AT&T, General Mills, ING, CliftonLarsonAllen, Direct Benefits, and Allianz.

JA Company Program
Students create, market, and operate their own company as part of a school-based organization, club, or classroom enterprise. During a semester or over 12 weeks, students sell stock to raise capital, elect officers, buy materials, market their product or service, pay a dividend to stockholders, and liquidate their company. By organizing and operating an actual business, students learn first hand how businesses succeed. (See Profile on page 10)

JA Titan
JA Titan teaches high school students how to successfully compete in the marketplace while enhancing their business, economics, and math skills. Students apply their business knowledge as they compete to create and market a successful company in this interactive business simulation. JA Titan can take place at school, at an area business, or at our Capstone facility in Maplewood, Minnesota. Test your skills by playing a sample game at http://titanpublic.ja.org/

Congratulations to our JAUM team for placing second in the JA Titan Global Challenge Competition.
(Read about their success on page 4)

For a complete description of JA programs, visit www.jaum.org and click on “programs.”
Student Success

Right: Edison High School students Lanee Johnson, Matthew Touxhue Vue, Johanna Ortega-Alvarado, Mishell Quiridumbay, and Zurzadi Zeferino Rosendo (left to right) represented Minnesota at the 2012 JA Company of the Year Competition.

JA Company of the Year Competition

The annual National JA Company of the Year Competition is a contest of business skills, ingenuity and innovation that focuses on the accomplishments of our nation’s high school students. Currently reaching nearly 400,000 young people a year globally, the JA Company Program gives teens the skills to start and run their own businesses under the mentorship of a local business volunteer.

Fifteen student-run companies were invited to compete in the national competition in Washington, D.C, including a local team from Edison High School in Minneapolis whose business model was based on an anti-bullying campaign. Students participated in a trade fair where they promoted and sold their products and pitched their companies to a panel of judges comprised of business leaders. The companies were evaluated on their financial performance, and on their presentation to the judging panel.

JA Titan Global Challenge Competition

JA Titan is an online business simulation that complements high school business, economics, and math by educating students on what it takes to compete in the marketplace and run a successful business. JA facilitates the Titan program in schools across the region, culminating with teams of two to four students competing against one another in the Titan simulation.

Top teams from each simulation qualify for the JA Titan Business Challenge Competitions in their respective communities, with winning teams advancing to regional and state competitions. This year’s metro competition was hosted by Thrivent Financial for Lutherans; Microsoft hosted the regional competition.

A team from Mounds View High School in St. Paul successfully made their way through the local competitions, qualifying for the global competition in Delaware. The team took second place honors, besting teams from Russia, Poland and Canada.

Ernst & Young Entrepreneur of the Year Scholarship

Matthew Vue, an Edison High School senior, is the 2012 Ernst & Young Entrepreneur of the Year scholarship winner. This $1,000 scholarship is awarded each year to a JA student who has excelled in the JA Company Program, displays a passion for education, and has significant personal and academic achievements. Matthew will attend the University of Minnesota, where he will begin his college career as a sophomore. He plans to double-major in Management Information Systems and Operation and Supply Chain Management. Matthew credits JA for helping him “build a strong foundation for myself.”

Research shows that E&Y scholarship recipients continue to achieve after graduation.

In the last two years, these award winners have experienced 30% job growth, compared to negative overall U.S. job growth.*

*According to the Bureau of Labor Statistics.

Established in 2005, the JAUM Business Hall of Fame honors leaders from the Minnesota business community and shares their stories with the students that JAUM serves as examples of success. Laureates are selected for their entrepreneurial achievements and community mindedness.

Thanks to our 2012 Sponsors

Presenting Sponsor

Accenture, Business Journal, Federated Insurance, Horton Holding, Lariat Companies, Pentair, Starkey Hearing Technologies and Wells Fargo

2012 Laureates Honored

Dave Anderson
founder, Famous Dave’s

Bill Austin
founder and CEO, Starkey Hearing Technologies

Pinky McNamara
founder, Activar

Steve Rothschild
founder and former CEO, Twin Cities RISE!

Bob Senkler
CEO, Securian Financial Group

Glen Taylor
chairman of the board, Taylor Corporation

Former Laureates

2005
Elmer Andersen
Governor of MN, ECM Publishers
Jim Campbell
Wells Fargo Bank Minnesota
L.D. (Desi) DeSimone
3M
Luella G. Goldberg
Corporate Director and Civic Leader
Reatha Clark King
General Mills Foundation, Metropolitan State University
Carl Pohlad
Marquette Financial Companies, Minnesota Twins
Paul A. Schilling
Waldorf Paper Products

2006
Brad Anderson
Best Buy Co., Inc.
W. Harry Davis, Sr.
Civil rights activist, Businessman
Bill George
Medtronic Inc.
James J. Hill
Great Northern Railway
Ebba C. Hoffman
Smead Manufacturing Inc.
Dick McFarland
RBC Dain Rauscher

2007
Stan Hubbard
Hubbard Broadcasting
Irwin L. Jacobs
Genmar Holdings, Inc.
Dave Koch
Graco
Bill Marvin
Marvin Windows and Doors
Dale R. Olseth
Surmodics
Mike Wright
Supervalu Inc.

2008
Otto Bremer
Otto Bremer Foundation and Bremer Banks
Marilyn Carlson Nelson
Carlson Companies
Stephen W. Sanger
General Mills, Inc.
Hugh Schilling
Horton Holding, Inc.
Warren Staley
Cargill

2009
Esperanza Guerrero-Anderson
Milestone Growth Fund
Bob Ulrich
Target Corporation

2010
Mary Brainerd
HealthPartners
Gene Frey
Waldorf Corporation
Bruce Nicholson
Thrivent Financial for Lutherans
Gene Sit
Sit Investment Associates
Bill Sweasy
Red Wing Shoe Company

2011
Al Annexstad
Federated Insurance
Lynn Casey
Padilla Speer Beardsley
Richard Davis
U.S. Bancorp
Randall Hogan
Pentair, Inc.
Jim Humphrey
Andersen Corporation
M.A. Mortenson, Jr
M.A. Mortenson Company

Tom Moe
Dorsey & Whitney LLP
Duane Benson
Minnesota Early Learning Foundation
George Hormel
Hormel Foods
Special Events

April 25 & 26, 2013

JA bigBowl is an easy and fun way for companies to participate in a team building event that boosts employee morale and promotes healthy competition.

The 2012 JA bigBowl raised nearly $700,000 across our three-state area, a 23% increase over last year’s revenue. Thanks to more than 3,000 business professionals from 77 different companies who helped make this event a record-breaking success.

2012 JA bigBowl Industry Challenge

<table>
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<th>Industry</th>
<th>All Company Challenge</th>
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<tr>
<td>Accounting</td>
<td>CliftonLarsonAllen $56,693 total raised</td>
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<td>Banking</td>
<td>Wells Fargo $235 per bowler average</td>
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<td>Banking</td>
<td>U.S. Bancorp $51,097 total raised</td>
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<tr>
<td>Insurance</td>
<td>The Hartford $219 per bowler average</td>
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<td>Insurance</td>
<td>Allianz $62,478 total raised</td>
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<tr>
<td>Manufacturing</td>
<td>Xcel Energy $244 per bowler average</td>
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<tr>
<td>Manufacturing</td>
<td>Donaldson $14,736 total raised</td>
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<tr>
<td>Other</td>
<td>Thomson Reuters $254 per bowler average</td>
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<tr>
<td>Other</td>
<td>GE $12,934 total raised</td>
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<tr>
<td>Retail</td>
<td>Best Buy $172 per bowler average</td>
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<td>Retail</td>
<td>AT&amp;T $14,376 total raised</td>
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<td>Rookie</td>
<td>Thomson Reuters $7,629 total raised</td>
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2012 JA bigBowl All Company Challenge

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<th>Challenge Envelope</th>
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<tr>
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<tr>
<td>Twin Cities Metro – Most Money Raised</td>
<td>Allianz</td>
<td>$62,478</td>
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<tr>
<td>Twin Cities Metro – Highest Team Average</td>
<td>Ernst &amp; Young</td>
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</tbody>
</table>

Thanks to our 2012 Sponsors

Presenting Sponsor

at&t
January 17, 2013

Featuring the JA Titan program, corporate teams strategically review profits or losses and manage company resources in this fun and competitive online business simulation. This year’s event attracted 67 corporate teams that raised $55,000 for JAUM.

Thanks to our 2012 Sponsors

Congratulations to the 2012 Titan of Industry Champions from Production Services International.

June 2013

JAUM’s Bid for Kids Online Auction is an opportunity to shop guilt-free on hundreds of fun and unique items knowing that your participation supports JAUM. You can also participate by donating an auction item, volunteering to contact local businesses for donations, and helping us spread the word.

This year’s auction featured nearly 100 items that raised more than $13,000.
Take It to the Max
Local student Max Goldman gains confidence through JA experience.

Spend an hour or so talking with 14-year-old Max Goldman and you’ll walk away smiling and shaking your head, wishing there was a way to bottle his particular blend of enthusiasm, drive and infectious charm.

Max, an eighth-grader, bubbles over with plans. His ideas ricochet around the room as he talks, ranging from his growing interest in pursuing public speaking as a career; his excitement at transferring to an arts-focused school for his coming freshman year, and his gratitude and thanks to the Junior Achievement of the Upper Midwest (JAUM) programs that he feels have helped unleash his confidence.

Max is a three-time veteran of the JAUM summer camp program, JA BizTown. He credits his experiences there with both giving him a glimpse into the inner workings of a business community and also with offering him a chance to develop and demonstrate his leadership abilities.

“The camp was a week of heaven for me,” says Max with a grin that lights up his face. “It was a combination of people who were really into business who got to act like businesspeople and people who just wanted to have fun at a summer camp.”

JAUM created JA BizTown 10 years ago as a hands-on business simulator designed for kids. It offers both one-day events and the more concentrated full-week summer camp.

At JAUM’s Maplewood headquarters, 10,000 sq. ft. of space has been transformed into a miniature town square, complete with roof-scraping trees, sidewalks, streetlights and about a dozen business fronts. On almost every day of the year, up to 125 squealing, whooping kids descend on the Disney-like setting to spend the day feverishly working in an economy writ small. They apply for jobs as politicians, bankers, radio broadcasters and CEOs of the various businesses, create “products,” negotiate sales, pay bills and generally create an economy in a microcosm.

Max initially became familiar with JA in third grade when his mother, Tera, volunteered to teach the JA school curriculum at his school. It was his Mom who suggested Max might also

By Kelly O’Hara Dyer
Photos: Reflektions by Sheri
be interested in the more intensive summer camp program.

“I’ve never been one to be shy,” Max says. “I always like to try new stuff and jump right into it so I decided to run for mayor of JA BizTown my first year.” He pauses for just a moment. “Apparently, it worked,” he says a beat later, and then laughs out loud.

Max’s first stint as JA BizTown mayor came after an “all-out” campaign, even though he had no idea what a mayor actually did. He even put together a PowerPoint® presentation as part of his campaign, coining the slogan, “Take It to the Max!”

His second year, he again ran for and won the role of mayor. (He confides that during his third year at the camp, it was suggested that he might want to give other kids a shot at the job, and he instead happily accepted the post of JA BizTown radio announcer and DJ.)

As he talks, Max and his father, David, a former professional speaker and stand-up comedian-turned-stockbroker, continually trade wisecracks across the table. Both father and son agree that the JA BizTown experiences and later JA opportunities Max has had, including speaking publicly at the JA board meetings and participating in the JA Business Hall of Fame, have been transformative.

Both also think that JA has given Max important real-life successes that he may have missed out on otherwise. In fact, Max is candid about his sometimes-disappointing experiences in his regular public school setting.

“I don’t fit in real well at school,” he says with a shrug. “I’m just kind of a different person. I moved here from Seattle when I was 5, and although everybody was starting fresh in kindergarten, I still felt a little out of place. I was a little different and I had some problems and I didn’t feel very comfortable here until I was in fourth grade. By then, everyone’s already made their friends and decided who’s popular and who’s not. If you go to the same school for eight years, that’s set in stone by third grade.”

Part of the reason Max felt different at school is that he has a mild case of Tourette’s Syndrome, a neurological disorder that generally starts in childhood and which causes involuntary muscle movements. In Max’s case, the Tourette’s manifests partly as rapid blinking, and occasional squirming in his chair, but even as his muscles twitch, his bright blue-green gaze stays locked squarely on his visitor. He speaks matter-of-factly about the issue, which he acknowledges but which he doesn’t view as something that will affect his admittedly big plans. In fact, he’s spoken publicly to groups in the past to educate people on the subject of Tourette’s.

“Now with [going to] my new school, I know myself better, I’ve figured myself out more, and I know my personality,” Max says about looking forward to the new school year.

“With going to a new high school, I can go in there and have a fresh start and say, ‘This is what I’m like.’”

David Goldman both fully encourages Max’ ambitions and displays evident pride in his son’s accomplishments.

“When he’s on stage, he’s bold, he’s fearless, he’s engaging,” says David. In fact, the former comedian admits that he’s always thought he and his son could perform a stand-up routine together, but on the one occasion when they did perform, “It was stand-up, but it wasn’t what I envisioned. He was the lovable, endearing guy and I had to be the straight man,” he says shaking his head.

Asked about what he thinks the biggest benefit of JA is, Max thinks for a moment before he responds.

“I learned a lot,” he says. “I learned how to help run a community. I’ve always wanted to start a business, and still do. I guess I’m running sort of a freelance thing now...with my public speaking.

 “[JA] is about giving opportunities to kids that don’t have them. And with JA, they don’t just say ‘See ya!’ at the end of the camp. If you’re interested, they’ll keep on giving you opportunities, like they have with me. They’ve given me these opportunities and these baby steps and they’ve helped me grow as a person and as a speaker.” ▲
Creating His Own Beat

JA gave Deontay Blanchard the inspiration and skills to succeed.

By Kelly O’Hara Dyer
Photos: Reflektions by Sheri
At 17, Deontay Blanchard is a man with a plan, and that plan includes someday making his mark in the music business, based in part on the skills he’s learned through his association with Junior Achievement.

Blanchard is currently attending the public charter High School for the Recording Arts (HSRA) in St. Paul. It’s a program designed to help students explore creative endeavors, including music, and for the students to find a way to both achieve a high school diploma and learn more about subject matter that truly interests them.

In Blanchard’s case, he is especially interested in hip-hop, R&B and rap.

“I also produce, make beats and engineer,” he adds. “My favorite part? Hearing my voice,” he says with a raucous laugh.

“My interest in music came from my step-dad, who’s passed away, but he’s the one that got me interested in it,” he says. “I’ve always had a passion for music and this school is based around that. The basic message [at HSRA] is, ‘There is always another option for you, there’s always another option rather than dropping out,’” he adds. “Most kids who drop out never do anything with their lives, and HSRA is like, ‘Here’s another option.’ It’s like a normal school but with more opportunities. I [came] here because I was behind on two or three credits and I wanted to catch up, and I may also be able to graduate early.”

Blanchard transferred to HSRA during the past school year. One of the programs that the school offers immediately caught his attention, a project known as L-Y-M-E, which stands for Leave Your Mark Everywhere.

Through LYME, and in conjunction with JA, students at HSRA had an opportunity to put together an actual record label and then distribute and promote the compilation on their own.

“Every year our school gets a JA project like LYME, and I got interested when they said that this year, students were going to be able to run a studio-based record label,” says Blanchard.

“I was interested in that, and I got a little bit more involved with JA and started going to meetings and meeting with people.”

As part of the ongoing recording project, students got to explore every facet of the music business, from securing funding (money from JA corporate sponsor State Farm supported the project) to finding artists and producing their songs.

“The record label is called Another Level Records,” says Blanchard.

Basically, we get artists from the school or in the St. Paul/Minneapolis area and we created a compilation with songs from our artists and created a CD, booked studio time, all that. I knew this was going to be a hard job when they said, ‘run a record label’ but I was like, ‘I can finally see what this really means to be behind this.’ We had to do a business report [and] create departments. I was in the production department, and we also had financial and human resources departments. We had to do fundraisers to raise money for the shows, so we sold shirts and bracelets and things like that.

“What I did was I basically the one who engineered a bunch of our artists and got their songs and their quality good,” he says. “I was behind the scenes, making beats for them and helping out with the album cover and all of that.”

Blanchard, who says his first exposure to JA programs came when he was in elementary school and JA brought tutors to his school, joined the JA program at HSRA. The program involves regular class time in addition to studio time for recording.

“In the class, we have meetings about how to run a business, and how to pursue our dreams of running a business, whether that be doing hair or fixing cars or making music,” he says. “It’s like interning, [but] before you go do this job, you get to try it out here.”

Blanchard says he wants to continue on in school to study business, management and accounting, all of which he anticipates will help him pursue his dream of making music professionally.

“What I learned through] JA is exactly what I want to go to school for,” he says. “It taught me, ‘You want to run a business? Well this is how you run a business.’

“The main thing I’ve gotten out of JA is really like a life lesson,” he says, reflecting on his experiences. “Coming to the end of the year, I’ve realized that JA helped me a lot with my organization; it helped me organize myself. I used to be everywhere,” he says emphatically. “You know how in your room you have your stuff set up? You have books [piled] over here, hair stuff over there, all that. And it was like, ‘You know where you should put everything but you’re just too lazy to do it.’

“After I joined JA, I’m actually a pretty organized person now,” he says. “I’m the person who’s like, ‘Okay, now I’m going to put everything where it needs to be.’ And then I look at it and say, ‘Wow. I got this. Good job!’”
David Martinez, 32, sees the role he plays as a Junior Achievement volunteer as part of a natural cycle: When he was younger, many hands reached out to help him succeed, and today, he in turn tries to pass that legacy of giving back on to others.

Martinez, who still has the trim, compact build of the high school and college wrestler he once was, is both earnest and thoughtful as he talks about the personal importance volunteerism and mentoring have to him. He is matter-of-fact when he says that education changed his life, and today, he’s interested in giving others that same opportunity.

Martinez works as an implementation manager for Wells Fargo’s Image Relationship Management group in Minneapolis, which manages the company’s check image exchange relationships with other banks. He splits the rest of his hours between attending night classes for his soon-to-be-finished MBA from Bethel University; as a husband and father to two children, Miles, 4, and Lydia, one-and-a-half, and working tirelessly on a variety of volunteer efforts, including those at JA.

As a Puerto Rican native who moved to the Twin Cities area with his mother when he was 7 after his parents divorced, Martinez is particularly interested in efforts that serve the Latino/Hispanic community. He points to several times in his past where he received help that allowed him to move forward from a potentially “at risk” student in a minority group to a successful business person.

When he arrived in Minnesota, Martinez spoke little English, and he attended a school for students who needed to learn English as a second language. As the oldest of six kids, Martinez also grew up in a “very low-income family” headed by his mother, who at times needed to rely on public assistance. He attended school in St. Paul, and would later attend the University of Minnesota, where he earned a degree in global studies. (In a surprising twist, Martinez spent a semester during his senior year studying in Santiago, Chile with...
about 25 students from all across the U.S. It was there that he met his wife, Meredith, who as it turned out, lived only 10 miles away from him in St. Paul.)

Before he started his freshman year at the U, Martinez said he benefited greatly from a program where at-risk high school graduates were enrolled in an outreach effort designed to help them succeed at—and eventually graduate from—the University.

“When I went to the U, I was in a program called Summer Institute. It was for kids who were at risk for not continuing on in school but who had a decent GPA. The U spent the whole summer with us, teaching us about everything from financial aid to higher education to just ‘living,’” he says.

“There were about 100 of us in [that group], Native American kids, African-American, Latino and Asian.”

The program gave Martinez the boost he needed to succeed at the U, and it also introduced him to a diverse community of individuals who would go on to become his fraternity brothers.

“A group of about 12 of us got together from that [program] and formed a sub-group, a multicultural fraternity called Sigma Lambda Beta,” he says. “That was a great support group for me through college. Our principles were brotherhood, scholarship, leadership, community service and cultural awareness, because we were all diverse. We were 18, 19, 20 years old...[but] based on those principles, we started doing a lot of community service and giving back right away. We formed our own mentoring programs, and we would go out to schools. It’s just part of who we are,” he adds, noting that the sense of community he found in the group mirrored what he’s come to see in the Latino community and in other minority populations as a whole. “It’s just a reality in a lot of minority and diverse communities that we are very family- and community-oriented because it’s like you’re in survival mode [in daily life]. Everybody is helping each other out.”

Throughout college, Martinez and his frat brothers volunteered to help with school fundraisers, to help younger students learn to read, and with a program they started called “Homework and Hoops,” where “we played basketball with kids and then helped mentor them.”

With this as a backdrop, Martinez credits the focused efforts of Wells Fargo’s volunteerism initiatives with giving him an introduction to JA.

“I initially got involved in around 2006, 2007 through Wells Fargo,” Martinez says. “[Wells has] a JA Corporate Council, a group of 15 to 20 individuals who are very involved with JA and they encourage people to get involved.”

Martinez first volunteered to assist at a JA BizTown event and was delighted with the experience.

“We went to the facility and there were about 100 kids in the room getting ready to go run the city. My job was to sit with them and help them form their business strategies and it was really cool. From there, I just continued volunteering.

“Over the past three years, I decided to focus specifically on Spanish immersion schools. What we proposed last year was to go into a school and do a JA in a Day in Spanish at Adams [Spanish Immersion School in St. Paul], and I think it was the first time that had been done. I think we had 27 classrooms involved. We’re doing it again in May for grades K-6.”

Martinez has also been actively involved with JA by teaching the “JA: It’s My Business” program for the last few weeks at the international baccalaureate Anwatin Middle School in Minneapolis. The program is designed to get students thinking entrepreneurially, and Martinez smiles as he recounts some of his recent interactions with the class.

“[It’s all about] getting them to think of ideas of products or services that they could form a business around, and we talk about famous business people who’ve launched products and how they get started. It gets them thinking, ‘Wow, this is something that I could really do,’” says Martinez.

“That’s really the conversation that we’re having. Once you get them engaged, they really come up with some interesting things.”

A few of those “interesting ideas” include a girl who pondered the possibilities of creating a flying car (Martinez says he just read about a new start-up created by MIT aeronautical engineers that is offering just that). Another student suggested creating glow-in-the-dark book pages for reading at night, and a third student was enthusiastic about creating unbreakable three-ring binders made of metal that could be personalized and embellished with magnets.

Martinez intends to keep volunteering with JA, and he also has his sights set on finding more ways to work within the Latino community through education to help improve the graduation success rates of students.

“That’s what I’m really passionate about,” he says. “I try to find every opportunity I can to be doing that kind of work.” ▲

Each year, JAUM engages more than 7,500 volunteers, mostly business professionals, who share their knowledge with local students. Through leadership and mentoring, volunteers help students make a connection between what they learn in school and how it can be applied in the real world.
Award Winners

Junior Achievement of the Upper Midwest recognizes our 2011-2012 award winners for excellence and extraordinary dedication to our mission.

Leadership Awards

Silver Leadership Awards
Tom Hoff
Project Coordinator
SW/WC Service Cooperatives
Jeff Kerr
President, Institutional Trust & Custody
U.S. Bancorp
Daniel Mulheran
President of U.S. Individual Life
Distribution
ING
Pat Pazderka
Partner
Oppenheimer Wolff & Donnelly
Ellyn Shook
Global Managing Director – HR
Accenture
Shane Waslaski
Senior Vice President
Otter Tail Corporation
Hardmon Williams
Vice President, General Manager
MN/Northern Plains
AT&T Mobility

Bronze Leadership Awards
Beth Abbott
Assistant Vice President of
Strategic Initiatives
The Hartford
Netha Johnson
President, Filtration Solutions
Pentair, Inc.
Rachelle Kuhlmann
Ernst & Young
Martha Rush
Mounds View High School
George Glaros
DeVry University

Corporate Council of the Year
U.S. Bancorp
Elementary Teacher of the Year
Carrie Casey
Noble Elementary
Elementary Volunteer of the Year
Ed Barnett
Middle School Teacher of the Year
Christopher Hamiel
South Junior High School
Middle School Volunteer of the Year
Mariah Okerstrom
CliftonLarsonAllen LLP
High School Teacher of the Year
Peggy Elhert
Duluth High School
High School Volunteer of the Year
Dan Platta
Cargill
Volunteer Liaison of the Year
John Lund
Tennant Company
Annual Report 2011-2012

Financials 2011-2012

Consolidated Operating Statement*
($ in millions)

<table>
<thead>
<tr>
<th>Support &amp; Revenue</th>
<th>Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Income</td>
<td>Personnel 2.0 M</td>
</tr>
<tr>
<td>Corporations</td>
<td>Operations .3 M</td>
</tr>
<tr>
<td>Individuals</td>
<td>Facilities .1 M</td>
</tr>
<tr>
<td>Foundations</td>
<td>Program Materials .6 M</td>
</tr>
<tr>
<td>Campaign</td>
<td>Total Expense $3.0 M</td>
</tr>
<tr>
<td>Events</td>
<td>Depreciation $.1 M</td>
</tr>
<tr>
<td>Total Operating Revenue $3.1 M</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Income and Support</th>
<th>Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capstone &amp; Satellite</td>
<td>Personnel 2.0 M</td>
</tr>
<tr>
<td>Program Fees</td>
<td>Operations .3 M</td>
</tr>
<tr>
<td></td>
<td>Facilities .1 M</td>
</tr>
<tr>
<td></td>
<td>Program Materials .6 M</td>
</tr>
<tr>
<td></td>
<td>Total Expense $3.0 M</td>
</tr>
<tr>
<td></td>
<td>Depreciation $.1 M</td>
</tr>
<tr>
<td>Total Income &amp; Support  $3.4 M</td>
<td></td>
</tr>
</tbody>
</table>

*Consolidated financial information including JAUM operations and JAUM Foundation – unaudited and non-GAAP. A responsible operating surplus allows us to self-fund our cash flow needs and build a solid financial foundation for continued program growth. Audited, GAAP financial statements with footnotes will be posted on our website, www.jaum.org, in September 2012 following the completion of our annual external financial audit.

Consolidated Balance Sheet*
($ in millions)

<table>
<thead>
<tr>
<th>Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash 1.0 M</td>
</tr>
<tr>
<td>Investments .8 M</td>
</tr>
<tr>
<td>Pledge Receivables .2 M</td>
</tr>
<tr>
<td>Prepaid and other Assets .1 M</td>
</tr>
<tr>
<td>Property &amp; Equipment (net of depreciation) 2.0 M</td>
</tr>
<tr>
<td>Total Assets $4.1 M</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other Liabilities .3 M</td>
</tr>
<tr>
<td>Total Liabilities $3.3 M</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets .6 M</td>
</tr>
<tr>
<td>Unrestricted Net Assets 2.6 M</td>
</tr>
<tr>
<td>Temp Restricted Net Assets .1 M</td>
</tr>
<tr>
<td>Permanently Restricted Net Assets .5 M</td>
</tr>
<tr>
<td>Total Net Assets $3.8 M</td>
</tr>
<tr>
<td>Total Liabilities &amp; Net Assets $4.1 M</td>
</tr>
</tbody>
</table>

Consolidated Financials 2011-2012

Thanks to your support, we provided 1.2 million hours of curriculum in 2011-2012.

Thanks to your support, we provided 1.2 million hours of curriculum in 2011-2012.

Functionalized Expenses

- Program 72%
- Development 13%
- Management & General 11%
- Volunteer Recruitment 4%
Top Corporate Partners

These 25 companies were instrumental in helping JAUM achieve its goals in 2011-2012 through a combination of funding, volunteerism, special event participation and in-kind support. Companies are listed in order of total resources given to JA.

Throughout our three-state region, these regional partners contributed 47% of JAUM’s funding and nearly 1,900 volunteers, allowing our area’s young people to benefit from more than 1 million hours of JAUM curriculum this year. Our programs and initiatives would not be possible without their dedicated support of the JA mission.

1. Wells Fargo
2. Allianz Life Insurance Company of North America
3. U.S. Bancorp
4. CliftonLarsonAllen LLP
5. Xcel Energy
6. 3M
7. GE
8. Thrivent Financial for Lutherans
9. Accenture
10. The Hartford
11. General Mills
12. Best Buy
13. Pentair
14. Ernst & Young
15. Cargill
16. Deluxe Corporation
17. UnitedHealth Group
19. AT&T Mobility
20. Donaldson
21. Federated Insurance
22. University of St. Thomas
23. Bremer Bank; Otto Bremer Foundation
24. State Farm
25. ING
Investors

This list represents a compilation of all 2011-2012 resources given to JAUM by community. This includes funding, event participation, volunteer hours and in-kind support.
Investors

**METRO**

**Friend’s Circle ($500 – $999)**
- Steinwall Inc.
- TE Connectivity
- The Park Tavern
- The Prouty Project
- The Saint Paul Hotel
- Time Out Pilates
- Fitness Studio
- Toro Foundation
- U.S. Postal Employee
- Credit Union
- Unitech Electronic Contractors, LLC
- University of Wisconsin – Stout
- Veolia ES Rolling Hills
- Landfill
- Vision Staffing Solutions
- Wayside House
- Wilson Learning Corporation
- Woodbury Financial Services Inc.
- Zurich North America

**Mills GM**

**McDonald’s**

**Lakeland Mold Company**

**Kohl’s**

**Goldleaf Partners**

**Cuyuna Range Chamber of Commerce**

**ChamberMaster**

**CenturyLink Minnesota**

**Central Lakes College**

**Brainerd Lions Club**

**18**

**B. Johnson & Associates, Ltd.**

**Associates Circle ($1,000 – $4,999)**
- Mathias C. Justin, LTD
- Minneapolis Heart Institute
- Crow Wing Power
- CTC
- Essentia Health’s Brainerd Medical Center
- Extra Wife Ent. and Norwex
- Medallion Fund
- Minnesota Amusement Unlimited, Inc.
- Minnesota School of Business
- Minnesota State Community and Technical College
- Norman and Associates
- Northern Pines Mental Health Center
- Pequot Lakes PTA
- Pillager School
- Prairie Bay Restaurant
- Pro Staff
- Rice Lake Construction
- Rutger’s Bay Lake Lodge
- St. Cloud Hospital
- State Farm Insurance Companies
- Timberwood Church
- Walmart

**R.R. Gould Foundation**

**RE/MAX Lakes Areas Realty**

**The Cote Family Foundation**

**Wells Fargo Bank & Wells Fargo Foundation Minnesota**

**Friend’s Circle ($500 – $999)**
- ATEK Products
- Baxter Chiropractic
- B-Dirt Construction
- BlackRidgeBank
- Brainerd Area Sertoma Club
- Brainerd Savings & Loan Association
- Clow Stamping Company
- Corporate Commission of the Mille Lacs Band of Ojibwe Indians
- Crow Wing Power
- CTC
- Essentia Health’s Brainerd Medical Center
- Extra Wife Ent. and Norwex
- Medallion Fund
- Minnesota Amusement Unlimited, Inc.
- Minnesota School of Business
- Minnesota State Community and Technical College
- Norman and Associates
- Northern Pines Mental Health Center
- Pequot Lakes PTA
- Pillager School
- Prairie Bay Restaurant
- Pro Staff
- Rice Lake Construction
- Rutger’s Bay Lake Lodge
- St. Cloud Hospital
- State Farm Insurance Companies
- Timberwood Church
- Walmart

**Bremer Bank**

**CenturyLink Minnesota**

**Duluth Superior Area Community Foundation**

**Holiday Inn and Suites**

**JB Marvin Building**

**Keyport Lounge and Liquor**

**Kiwanis Club of Friendly Duluth**

**Lamar Outdoor Advertising**

**Lincoln High School**

**Maurices Inc.**

**McGladrey**

**Members Cooperative Credit Union**

**Michaud Distributing**

**Miner’s, Inc.**

**Red Rock Radio**

**Reuben Johnson & Son, Inc.**

**RJS Construction Group, LLC**

**SimplyFun**

**Superior Beverages**

**TruStar Federal Credit Union**

**U.S. Bancorp**

**Viant Crane, LLC**

**XANGO**

**Friend’s Circle ($500 – $999)**
- Beacon Bank
- Boise, Inc.
- Border State Bank
- City of Duluth
- DSGW Architects
- Duluth News Tribune
- Field Logic, Inc.
- First Witness
- Kohl’s
- Kolquist, Seltz and Goldman
- Koochiching Economic Development Authority
- Republic Bank – Duluth
- Western National Bank of Duluth

**Associates Circle ($1,000 – $4,999)**
- Allete Inc.
- Benna Ford Superior
- Best Buy

**Fargo**

**Shareholder’s Circle ($10,000 – $25,000)**
- Fargo Public Schools
- Gate City Bank
- Phoenix International
- U.S. Bancorp
- Wal-Mart Foundation
- Wells Fargo
- Xcel Energy

**Sponsor’s Circle ($5,000 – $9,999)**
- Bank of the West
- Eide Bailly
- Fargo-Moorhead Area Foundation
- Forum Communications Company
- Otten Tail Corporation

**Friend’s Circle ($500 – $999)**
- Accenture
- Advertising Marketing
- American Crystal Sugar Company
- American Family Insurance Anderson, Bottrell, Sanden & Thompson
- Anne Carlson Center
- Apex Engineering Group, Inc.
- Appareo Systems
- Barnesville Community Foundation

**Blue Cross Blue Shield**

**Bobcat Company**

**Cargill**

**Casselton Community Endowment Fund**

**Central Cass PTO**

**City of Fargo**

**Country Financial**

**Courtyard By Marriott**

**Dakota Specialty Milling**

**Discovery Benefits**

**Essentia Health**

**Fargo Moorhead West Fargo Chamber of Commerce**

**Ferrelgas**

**Flint Communications**

**Gary Cavet, CPA**

**Goldmark**

**Grenada Industries**

**Health Account Services**

**Insure Forward**

**Kadmas Lee & Jackson**

**Keenic Leasing, Inc.**

**Kohl’s Liberty Business Systems**

**LT Recruiting Services, Inc.**

**MBN Engineering, Inc.**

**MDU Resources Foundation**

**MetroPais Management**

**Meineke Police**

**Department**

**National Hospitality Services**

**Natwick Appraisal**

**North Dakota National Guard Contractor**

**Noridian Administrative Services**

**Northern Pipe Products**

**Paul J. Trongsard DDS PC**

**Petro Serve USA**

**Red River Dance & Performing Company**

**ShoreMaster, Inc.**

**The RILE Group**

**Thrivent Financial for Lutherns Foundation**

**BMI Accounting Services**

**TrueIT**

**U.S. Courts Federal Courts Library**

**Upstream Intelenet**

**Vaaler Insurance**

**Vogel Law Firm**

**WDAY**

**West Acres Development, LLP**

**West Fargo Exchange Club**

** Widmer Roel PC**

**Wimmers Diamonds**

**Investors**

**BRAINERD**

**Shareholder’s Circle ($10,000 – $25,000)**
- Ascensus
- CliftonLarsonAllen LLP
- Xcel Energy

**Sponsor’s Circle ($5,000 – $9,999)**
- B. Johnson & Associates, Ltd.
- Brainerd Jaycees
- Bremer Bank
- Mid-Minnesota Federal Credit Union

**Associates Circle ($1,000 – $4,999)**
- B. Johnson & Associates, Ltd.
- Brainerd Jaycees
- Bremer Bank
- Mid-Minnesota Federal Credit Union

**Investors**

**DULUTH**

**Shareholder’s Circle ($10,000 – $25,000)**
- Lloyd K. Johnson Foundation
- Minnesota Power
- University of Minnesota – Duluth

**Sponsor’s Circle ($5,000 – $9,999)**
- Northland Foundation
- Wells Fargo

**Associates Circle ($1,000 – $4,999)**
- Allie Inc.
- Benna Ford Superior
- Best Buy

**MANKATO**

**Shareholder’s Circle ($10,000 – $25,000)**
- All American Foods
- HickoryTech Corporation
- Taylor Corporation
- Companies
- Xcel Energy

**Sponsor’s Circle ($5,000 – $9,999)**
- Bethany Lutheran College
- Bremer Bank
- Minnesota State University – Mankato
- Subway – Mankato
- TCF Bank
- Wells Fargo

**Associates Circle ($1,000 – $4,999)**
- Agstar Farm Credit Services
- Aldevron
- Andersen, Bottrell, Sanden & Thompson
- Anne Carlson Center
- Apex Engineering Group, Inc.
- Appareo Systems
- Barnesville Community Foundation
NEW ULM

Shareholder’s Circle ($10,000 – $25,000)
Arneson Distributing Company
Associated Milk Producers Inc.
Broadway Chiropractic Wellness Center
Chamber of Commerce – St. James
Christensen Family Farms
Eide Bailly
Healthy Communities, Healthy Youth
Jensen Motors of New Ulm
Mattiozzi Construction Pharmacy Relief Services
Schwartz Farms, Inc.
Sleepy Eye Ambulance Service
Sturm Funeral Home
Taylor Corporation
Trinity Lutheran Church
United Way of Brown County

Sponsor’s Circle ($5,000 – $9,999)
All American Foods
Bank Midwest
Citizens Bank of New Ulm
Dittrich Specialties, Inc
Gislason & Hunter, LLP – New Ulm
Kraft Foods, Inc.
Liberty Tax Service
New Ulm Medical Center
New Ulm Real Estate, LLC
Norwood Promotional Products
Nu-Telecom
ProGrowth Bank
Target
United Prairie Bank
Wide Area Associates

Shareholder’s Circle ($10,000 – $25,000)
Arneson Distributing Company
Associated Milk Producers Inc.
Broadway Chiropractic Wellness Center
Chamber of Commerce – St. James
Christensen Family Farms
Eide Bailly
Healthy Communities, Healthy Youth
Jensen Motors of New Ulm
Mattiozzi Construction Pharmacy Relief Services
Schwartz Farms, Inc.
Sleepy Eye Ambulance Service
Sturm Funeral Home
Taylor Corporation
Trinity Lutheran Church
United Way of Brown County

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Bank Midwest
Citizens Bank of New Ulm
Dittrich Specialties, Inc
Gislason & Hunter, LLP – New Ulm
Kraft Foods, Inc.
Liberty Tax Service
New Ulm Medical Center
New Ulm Real Estate, LLC
Norwood Promotional Products
Nu-Telecom
ProGrowth Bank
Target
United Prairie Bank
Wide Area Associates

ST. CLOUD

Shareholder’s Circle ($10,000 – $25,000)
ING DIRECT
Morgan Family Foundation
Wells Fargo
Xcel Energy

Sponsor’s Circle ($5,000 – $9,999)
Bremer Bank
CliftonLarsonAllen LLP
Holiday Inn Hotel and Suites

Initiative Foundation
Times Media/Gannett Foundation

Associates Circle ($1,000 – $4,999)
Appli Calm
Catholic Charities
Friends of Catholic Charities

Gold Circle ($1,000 – $2,499)
Beth & Jim Abbott
Dorin & Walberg Limited
Edina Realty
Kohl’s
Levi Strauss & Co.
Macy’s
Target
Target Stores

Silver Circle ($500 – $999)
Barnes & Noble
Bill’s Place
Bob’s Bar & Grill
Craigslist

Platinum Circle ($2,500 – $4,999)
Vicki Bailey & Louis Speltz
Jim Butts
Sandy & Doug Coleman
Pete Godich & Marv Johnson
Craig & Kimberly Gordon
Allan & Karla Johnson
Netha & Lynn Johnson
Tim & Mary Johnson
Mike & Nancy Keller

Pam’s Auto, Inc.

Unclaimed Donations

Individual Donors

President Member ($25,000 – $50,000)
Hugh K. Schilling

Entrepreneur Member ($10,000 – $24,999)
Jim & Gina Blayney
Mike & Ann Duffy
Dick & Joyce H. McFarland

Family Fund of The Mpls Foundation
Marna & Erick Ricker
Michael Roos & Cindy Goplen
Ann Curren Shaw & Reid Shaw

Diamond Circle ($5,000 – $9,999)
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James & Carmen Campbell
Ronald & Julie Hafner
Thomas & Kim Holman
Christine Gibson
James & Tamara Giertz
Paul & Michelle Koch
John & Sallie March
Brian & Emily Peterson
Stephen & Karen Sanger
Brian & Stacey Schweitzer
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David & Autumn Tysk
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Vicki Bailey & Louis Speltz
Jim Butts
Sandy & Doug Coleman
Pete Godich & Marv Johnson
Craig & Kimberly Gordon
Allan & Karla Johnson
Netha & Lynn Johnson
Tim & Mary Johnson
Mike & Nancy Keller

Korwin & Marilyn Lockie
Daniel & Carol Mulheran
Bruce & Carol Nicholson
Jon & Alissa Nudi
David & Martha Rader
Stacey & Noah Sandler
Christina Selby
Elynn & Patrick Shook
Matt & Jeanie Steele
George & Jacqueline Tyson
Ellen & Jeff Valde

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Beth & Jim Abbott
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Andrew Currie
Marlyn Dahl
Livio DeSimone
Phil & Dani Esten
Donald & Adele Garretson

Wayde Heirigs
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Ann Hengel
Jeffrey & Deanna Kerr
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Jeff Loch
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Thomas & Karen Moe
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Joe & Selena Ressa
Roger & Carol Ryberg
Kelly Bext & Daniel Rydel
Scott Savoy
Ryan & Shannon Stauff
Steve & Deb Steen

Tony & Jill Szczepaniak
Hardmon & Eboni
Kelly Williams

Silver Circle ($500 – $999)
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Douglas and Jill Benner
Larry & Ann Bick
William Blake
Jesse Botker
Thomas Brown
Naomi Casey & Michael Thornton
Dan & Sue Childers
Andrew Chow
Scott Cummings
Eugene & Mary Frey
Christina Froehlich
Terry & David Gilberstadt
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John Hajostek
David & Kim Hakens
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Denise & Cory Holtz
Will Hsu
Robert Kierlin
Toby Koerner
Lawrence Kouyri
Brent Kukla
Dan Kvarnicka
Loren & Sharon Meyer
Kent Pekel
Chris Puts & Susan Hecklen
Megan Swap
Alan Tennesen
Robbin & Steve Turner
Jim & Ruthanne Vos
Jonathan and Amy Warre
LaChelle & Bob Williams

GPN Company
Granite Logistics
Services LLC
Gray, Plant, Mooty, Mooty & Bennett, PA.
Holland & Frank Executive & Employee Benefit
Solutions, Inc
The Johnson Group
Marketing
Knife River an MDU
Resources Company
Leonard, Street and Deinard
McDowell Company
Midtown Fitness
New Core Wireless
Northland Capital Financial Services, LLC
Park Industries
Prime Financial Services, Inc.
Reichert Werner PA
Rice Building Systems
Sartell City Council
Short Stop Catering
Springbrook Software
St. Augusta American Legion Post 621
St. Cloud Hospital
St. Cloud Industrial Products, Inc
St. Cloud ISD 742
St. Cloud Surgical Center
Starkey Laboratories
Target
Truant Companies
W. Gohman Construction
W3i
Zimmer Dairy

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Vice-Chair
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Oppenheimer Wolff & Donnelly
Partner

Treasurer
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Briggs and Morgan
Attorney

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Agency Field Executive for St. Paul Agency Field Office

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Advantus Capital Management
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Thrivent Financial for Lutherans
Director of Pricing & Financial Evaluation

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Travelers
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Mark Casper
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Partner

Phil Esten
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President and CEO

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(Retired) 3M
CFO

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Optum
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H.B. Fuller Company
Chief Financial Officer

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Horton Holding, Inc.
Corporate Secretary

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Deluxe Corporation
Senior Vice President, Fulfillment

Craig A. Gordon
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President

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Donaldson Company
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Wipfli LLP
Partner

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Founder and Director

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Vice President Global Business Services

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President, Filtration Solutions

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Xcel Energy
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First Vice President

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U.S. Bancorp
President, Institutional Trust & Custody

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Executive Director

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UBS Financial Services
Senior Vice President

Peter Koelsch
3M
Technical Director, Materials Resource Division

Suresh Krishna
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Vice President Global Operations & Integration

Korwin Lockie
Bremer Bank
Senior Vice President

Daniel Mulheran
ING
President of US Individual Life Distribution

Jon Nudi
General Mills
Vice President, President Snacks Division

Kent Pekel
Search Institute
President & CEO

Brian Peterson
Allianz Life Insurance Company of North America
Senior Vice President

Christopher Puto
University of St. Thomas
Dean, Opus College of Business

Michael Roos
KPMG, LLP
Partner – Tax Innovation Leader

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BMO Harris Bank
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Deloitte Services
Principal

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Horton Holding, Inc.
Chairman & CEO

Daryl D. Schulz
Stifel Nicolaus
Branch Manager

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Ceridian Corporation
Senior Vice President and General Counsel, Ethics & Affirmative Action

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Accenture
Global Managing Director – HR

Steven D. Steen
Associated Bank Minnesota
Regional Retail Director

Tony Szczepaniak
McGladrey – Minneapolis
Managing Director, Accounting Industry Services

Eileen Valde
PricewaterhouseCoopers LLP
Partner

Shane Waslaski
Otter Tail Corporation
Senior Vice President

Hardmon Williams III
AT&T Mobility
Vice President, General Manager

MN/Northern Plains

Project LEAD! Members 2012

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KPMG, LLP

Nathan Buller
Briggs & Morgan

Lee Bunge
Wells Fargo Bank

Andrew Chow
Best Buy

Nate Bornstein
Best Buy

Scott T. Cummings
Accenture

Melissa Daul
Honeywell

Janet Johanson
Prudential

U.S. Bancorp

Joann Knuth
(Retired) MN Association of Secondary School Principals

Executive Director

Paul Koch
UBS Financial Services
Senior Vice President

Peter Koelsch
3M
Technical Director, Materials Resource Division

Suresh Krishna
Polaris Industries, Inc.
Vice President Global Operations & Integration

Korwin Lockie
Bremer Bank
Senior Vice President

Daniel Mulheran
ING
President of US Individual Life Distribution

Jon Nudi
General Mills
Vice President, President Snacks Division

Kent Pekel
Search Institute
President & CEO

Brian Peterson
Allianz Life Insurance Company of North America
Senior Vice President

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KPMG, LLP
Partner – Tax Innovation Leader

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Regional Retail Director

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McGladrey – Minneapolis
Managing Director, Accounting Industry Services

Eileen Valde
PricewaterhouseCoopers LLP
Partner

Shane Waslaski
Otter Tail Corporation
Senior Vice President

Hardmon Williams III
AT&T Mobility
Vice President, General Manager

MN/Northern Plains

Eric Laughlin
Thomson Reuters

Jeff Loch
GE Capital Retail Finance

John Lund
Tennant

Holly L. Meyer
Ceridian

Paul Nelson
The Hartford

Lynn Patzner
Xcel Energy

Kamas Rooney
Ernst & Young

James Schulz
AFPI

Mary Volker
U.S. Bancorp

Abby Fletcher
ING

Ben Greene
PricewaterhouseCoopers LLP

Dan Platta
Cargill, Inc.
Inspiring and preparing young people to succeed in a global economy.

Read Max Goldman’s inspiring JA story inside.