Empowering young people to own their economic success

Read Rania Gadnis’ JA story on page 9.
Inspiring and preparing young people to succeed in a global economy.

Dear Friend,

We achieved great things this year, and our success was possible because of your investment in our mission. The tremendous commitment of our corporate and individual partners, educators and volunteers allowed us to achieve our first-year goals of Building for the Future, our three-year strategic plan we launched this year.

JA continues to transform its curriculum and its learning model because we know that in order to succeed in an increasingly competitive world, there is a greater need to educate our youth on how to effectively manage money and prepare for their futures. Our model of connecting students to corporate and community volunteers uniquely positions JA to help students succeed by bringing relevancy to the classroom, offering real-world opportunities and teaching 21st century skills. JA will continue to grow our traditional programs while investing in new initiatives to ensure the following:

Strategic Objectives
1. Create real-world activities and simulations for underserved populations to address the Opportunity Gap.
2. Partner with education and out-of-school partners to implement relevant, innovative and impactful financial and work readiness programs.
3. Develop and foster sustainable business/education partnerships.
4. Operate from a position of financial and organizational strength.
5. Strengthen entrepreneurship ecosystems by developing youth entrepreneurship.
6. Build a world-class learning facility to allow students to develop their skills as consumers, workers, citizens and entrepreneurs.

Your ideas, support and investments are essential to our success. We look forward to working with you this coming year to inspire and prepare even more students to succeed in a global economy.

Yours truly,

Gina Blayney
President & CEO
JAUM

Brian Peterson
Senior VP, Allianz Life Insurance Company
2014/2015 Chairman, JAUM

Our impact 2013-2014

- Hours of JA curriculum: 1,210,606
- Total students: 153,592
- Underserved students: 79,495
- Schools: 694
- Volunteers: 8,114
- Educators: 5,213
JA’s Sequential Model

Kindergarten
JA Ourselves

1st Grade
JA Our Families

2nd Grade
JA Our Community

5th Grade
JA Our Nation

4th Grade
JA Our Region

3rd Grade
JA Our City

Upper Elementary
JA More Than Money

Capstone
5th & 6th Grades
JA BizTown

Capstone
7th & 8th Grades
JA Finance Park
JA Finance Park Virtual

6th, 7th & 8th Grades
JA Global Marketplace
JA America Works
JA Economics for Success
JA It’s My Business
JA It’s My Future

9th – 12th Grades
JA Career Success
JA Exploring Economics
JA Personal Finance
JA Economics
JA Be Entrepreneurial

Capstone
9th – 12th Grades
JA Finance Park Virtual
JA Titan
JA Job Shadow
JA Company Program

Post-secondary Education
JA Programs

**Elementary School**
JA's elementary school programs introduce students to business and economic concepts through fun, hands-on activities.

**Middle School**
Building on concepts learned in elementary school, JA's middle school programs begin to prepare students for their educational and professional future.

**High School**
JA's high school programs help students make informed, intelligent decisions about their future, and develop skills that will be valuable in the business world.

**JA BizTown**
Students learn how to be responsible citizens, workers and consumers in this interactive, free market simulation lab located at our Maplewood headquarters.

**JA Finance Park**
Middle and high school students learn about personal money management by simulating (on-site or virtual) the financial decisions and challenges they will experience in their adult lives.

**JA Job Shadow**
This experiential program helps high school students acquire and apply the skills needed to succeed in demanding and ever-changing workplaces.

**JA Titan**
In this interactive, online business simulation, students compete against each other to create and market a successful company. Test your skills by playing a sample game at http://titanpublic.ja.org.

**New JA Company Program**
This re-imagined experience will spark the entrepreneurial spirit in high school students by helping them understand how to incubate and foster a successful enterprise. By incorporating 21st century technology and promoting contemporary teaching methods, students will learn in ways that are both measurable and memorable.

JA students score at least 10% higher than their peers on assessments that measure financial literacy.

JA Student Achievement

2014 Otto Bremer Student Entrepreneur of the Year
This award recognizes an outstanding JA Company Program team president. Congratulations to this year’s recipient, Carly Bandt, who received a $1,000 post-secondary scholarship courtesy of the Otto Bremer Foundation. Carly graduated first in her class at Mounds View High School, was a National Merit Finalist, and received the Harvard Book Prize Award. She will attend Duke University this fall, studying finance and international relations.

JA Titan Business Challenge
Top local teams competed at the 2014 JA Titan Regional Competition held at Best Buy headquarters on May 6. The top three teams received post-secondary scholarships sponsored by U.S. Bank. Congratulations to the winners from Mounds View (Arden Hills — 1st and 2nd place) and South (Minneapolis — 3rd place) High Schools. Test your skills by playing a sample game at http://titanpublic.ja.org.

Thanks to our Sponsors
Presented by

JA Company of the Year Competition
On April 22, students competed at the regional competition to demonstrate their business acumen and spirit of entrepreneurship. The top three teams received post-secondary scholarships sponsored by the Otto Bremer Foundation. Two local teams from Mounds View (Arden Hills; right photo) and Edison (Minneapolis; left photo) High Schools were selected to represent our region at the 2014 JA National Student Leadership Summit in Washington, DC. Only 15 high school teams from across the country received this honor.

Thanks to our Sponsors

64% of high school juniors are interested in starting or owning their own business.
U.S. Chamber of Commerce and JA USA Survey, 2011.
Precious Drew comes across as a young woman who is always interested in learning something new. She plans to attend the College of St. Benedict this fall to study business administration and marketing, but she’s also filled her years at Edison High School in northeast Minneapolis with an incredible range of academic and social activities, including Junior Achievement.

Precious participated in two of her school’s JA offerings, the JA Company Program, where students create, market and operate their own company, and JA Titan, a computer simulation game that teaches practical business skills.

“I first heard about JA two years ago from one of the business teachers at my school,” Precious says. “Last year we sold water bottles and this year we sold customized, handmade fleece scarves that benefited three different causes: breast cancer awareness, supporting our troops and Edison High School.”

Her company placed first at the JAUM Company of the Year Competition, and was one of only 15 teams from across the country selected to compete at the national competition in Washington, D.C. Her team received an additional honor as one of only three teams invited to compete for the Microsoft Social Innovation Award due to their company’s dedication to charitable causes.

“I really didn’t expect how hands-on [the JA Company Program] would be,” Precious says. “I thought we’d go into a classroom, hear about running a business and maybe fantasize about it, but I didn’t realize we’d actually be doing the things that we’ve done. We did all of the things it takes to actually run a business and produce a product.”

Precious says JA gave her practical experience that she hopes to one day build upon by opening her own chain of animal shelters, combining both her business acumen and love for pets. And while Precious credits JA with sparking her business interests, she also shows natural entrepreneurial flair in another part of her busy life.

During her high school years, she turned a hobby into an income-producing part-time job. As a music lover, she creates and uploads videos of her favorite artists to the Internet. Because she’s attracted so many “hits” to her productions—she has 15,000 subscribers and more than 10 million views—YouTube proposed a revenue-sharing arrangement that pays her about $230 a month.

Precious says she recommends JA to everyone she knows, because she understands that the program imparts both real skills and real knowledge.

“I would tell a friend that JA is one of the best programs around to expose you to business world materials,” she says. Had it not been for the JA programs, I would not have the view of the business world that I do today. I just don’t think I would have been exposed to these things any other way.”
The community’s reliance on Junior Achievement continues to grow. A world-class facility and a sustainable endowment will allow us to reach more students and offer new and enhanced programs.

For more information and to learn more about how you can get involved in this exciting new venture for JA, please contact Amanda Schuster, Vice President of Individual Giving, at 651.255.0052 or amandas@jaum.org.
An Early Passion for Entrepreneurship

When 11-year-old Iain Martin attended JA BizTown summer camp for the first time last year, he brought a unique perspective. Since the age of eight, Iain has had his own real-life part-time business recycling wooden pallets. Now 12, Iain is a sixth-grader at Valley View Middle School in Edina. He says he has always been interested in the idea of business, which led to his participation in JA BizTown.

JA BizTown serves as a sort of “fantasy camp” for youngsters who want a taste of the business world in a fun, relaxed setting. As part of the camp, students apply for jobs with various businesses, and then proceed to run those operations, complete with meeting payroll, paying for employee health insurance, and selling goods and services.

“I did the extreme [camp] for a week,” Iain says. “It was a lot of fun to be around like-minded people who had the same interests as I do.” Iain has since returned JA BizTown, once as a volunteer to help younger students, and again with his school.

“At JA BizTown we learned about managing a business and keeping yourself afloat without losing money.”

“[JA BizTown is] a lot of fun and you can learn how to manage your money, and if you have a business, how to manage the business’ money,” Iain says. “You learn how to try and keep everything in balance without having one part derail.”

Iain’s passion for entrepreneurship got its start years ago when he asked his parents and grandfather, Jerry Olson, what he could do to earn money. He wanted more than an allowance; he wanted a business.

Although business opportunities for 8-year-olds are thin, his grandpa Olson, who worked for a pallet company, suggested that Iain could make a few dollars by selling the wood pallets that had been used to deliver landscape mulch to his home. Soon Iain was picking up pallets from local businesses, which in some instances would have gone to the landfill.

That began what has now become a regular job for Iain. At first, he would help load pallets into the back of his grandpa’s pickup. When the number of pallets grew too large for the pickup, Iain bought a small trailer. When that grew too small, an agreement was made with the company that buys his pallets to lend Iain a semi-trailer. The semi-trailer holds between 400 and 500 pallets, making each full unit worth nearly $1,000.

“It’s time-consuming but it’s well worth it. And it’s fun,” Iain says about his venture, which has allowed him both to start a serious college fund and to indulge in his favorite hobby, collecting replica farm toys.

For the future, Iain plans to continue his recycling business and hopes someday to translate that experience into starting even more companies.

“At JA BizTown we learned about managing a business and keeping yourself afloat without losing money, which is a pretty important lesson,” Iain explains. “That’s towards the top of the list.”
We strive to be innovative, to showcase new and progressive aspects of our work. These strategic initiatives are a priority this coming year.

**Entreprenurship**  
Strengthen youth commitment to our free market economy through experiences that expand entrepreneurial thinking.

**Diversity and Inclusion**  
Ensure diversity and cultural understanding among staff, students, and volunteers.

**Otto Bremer Entrepreneurship Initiative**  
Educate and inspire young people to embrace entrepreneurial thinking to drive innovation and strengthen our global economy. Funds will support relevant programming, focused research, innovative strategies, and partnership development.

With a focus on impacting high schools students in Greater Minnesota, North Dakota and western Wisconsin, the fund will accelerate our vision of expanding entrepreneurship education and ensuring students learn global trade, risk-taking, and the role of philanthropy to create long-term sustainable solutions.

**Capstone Programming**  
Reach more students, particularly underserved and high school, through these premier learning experiences (JA BizTown, JA Finance Park, JA Titan, and JA Company Program).

**STEM Enhancement**  
Exposé students to STEM concepts and careers through modifications to the JA BizTown curriculum and focused recruitment of volunteers with STEM backgrounds.

**Out of School Time**  
Collaborate with other youth organizations to reach students beyond the classroom with the goal of addressing the achievement gap.

**School Partnerships**  
Connect businesses with local schools to deliver JA programs through financial and volunteer support.
When soft-spoken 12-year-old Rania Gadnis tells you she plans to be a neurosurgeon someday and also wants to found a group of international schools for poor women, it carries more weight than would another child’s announcement about being a cowboy or a basketball player. Instead, you find yourself nodding and thinking, “I can see that happening.”

Rania perhaps has a more global outlook than many her age. Her father, Ashish, is from India and her mother, Sandra, from Colombia. As a family, the Gadnis’ have traveled widely—“11 countries so far,” Rania says with a grin—and have worked on a variety of philanthropic and business-related efforts around the world.

It was this fertile background that inspired Rania to create a brand-new job title and organization at JA BizTown Summer Camp, a business simulation program she has attended twice.

“My mom was looking for summer camps on the Internet and she came across JA BizTown,” Rania says. “I thought it would be cool to learn about how to run a business. I went to the first camp, where you have to apply for jobs, and it was the basic camp. When I went to the second one, you got to create your own business. My dream when I grow up is to create a school for girls in poor countries where they don’t have schools, and also to have a clinic with it. Malala [Yousafzai, a 14-year-old Pakistani girl shot for attending school by members of the Taliban] is one of my idols. So that’s what I put on my job application.”

Volunteers at JA BizTown helped Rania work through the particulars of her idea and suggested that she might want to form a nonprofit organization, a first for the simulation but now a permanent part of the camp.

Rania said the inspiration for her JA BizTown efforts came from her business consultant father, who also is actively involved with various nonprofit endeavors worldwide.

“My dad is doing a project in the Congo called Asili [which means ‘Foundation’ in Swahili], which also has a clinic attached to it,” Rania says. “My dad is setting it up for them and after a few years, they’re going to run it by themselves and create their own economy where they don’t have one now.”

Using her dad’s efforts as an outline, Rania spoke to the group of students at JA BizTown and explained what her “business” was and how it worked. Other student businesses within the community then made charitable contributions to her venture, providing a worthwhile experience for everyone involved.

A mix of philanthropic and business-minded efforts seems to come naturally to Rania. She has donated her hair twice to Locks of Love, an organization that provides hairpieces for children with medical issues. And at her school, she raised more than 1,200 pounds worth of aid materials to send to Haiti after its devastating earthquake. She believes that giving back to others should be a natural part of life, and she’s pleased that JA BizTown helped her share that message with others.

“[JA BizTown] is really a good place because you learn about a lot of skills that you’re going to use in life.”
Show off your bowling prowess, run a marathon, or shop for the perfect gift in our online auction. Special events are a fun and unique way to support JAUM. Learn more at jaum.org/events.

October 5, 2014

Race for JA team members will run the Twin Cities Marathon and TC 10 Mile while raising funds for JA.

November 28 through December 1, 2014

Shop for the perfect holiday gift, donate or secure auction items, and help us spread the word in our online auction.

January 2015

Local professionals compete in this interactive computer simulation to be most profitable in running a fictitious company.
JA bigBowl is a fun way for companies to participate in a team building event that boosts employee engagement and promotes healthy competition. This multi-day event takes place at several Twin Cities bowling alleys and at local alleys in our district locations. Participants come together to bowl and socialize while raising funds for JA.

2014 JA bigBowl Company Challenge
JAUM – Most Money Raised
1. CliftonLarsonAllen LLP $82,793
2. U.S. Bank $65,926
3. Ernst & Young LLP $56,714

Twin Cities Metro – Most Money Raised
1. CliftonLarsonAllen LLP $63,098
2. U.S. Bank $60,646
3. Ernst & Young LLP $56,714

Twin Cities Metro – Highest Bowler Average
1. Production Services International $626
2. U.S. Trust $540
3. FedEx World Service Center $521

2014 JA bigBowl Metro Industry Challenge
Accounting
Ernst & Young LLP bowler average $493
CliftonLarsonAllen LLP total dollars $63,098

Banking
U.S. Trust bowler average $540
U.S. Bank total dollars $60,646

Insurance
Voya Financial bowler average $297
Voya Financial total dollars $21,791

Manufacturing
Xcel Energy bowler average $376
Xcel Energy total dollars $22,600

Other
Production Services International bowler average $626
UnitedHealth Group total dollars $29,525

Retail
Broadway Awards bowler average $170
AT&T total dollars $25,853

Rookie of the Year
BMO Harris Bank total dollars $26,673

Thanks to our 2014 Sponsors

Presenting Sponsor

at&t

Ass ociatedBank

mindHIFT

usbank

WELLS FARGO

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

2014 Laureates

William A. Cooper
Chairman & CEO
TCF Financial Corporation

Frank Donaldson Jr.
Chairman
Donaldson Company, Inc.

Mike Fiterman
Chairman & CEO
Liberty Diversified International

Richard M. Schulze
Founder & Chairman Emeritus
Best Buy

Andy Wells
Founder, President & CEO
Wells Technology

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

2007
Ebba C. Hoffman
Smed Manufacturing Inc.

Dick McFarland
RBC Dain Rauscher

Stanley S. 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

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

Tom Moe
Dorsey & Whitney LLP

Duane Benson
MN Early Learning Foundation

George Hormel
Hormel Foods

2010
Mary Brainerd
HealthPartners

Gene Frey
Waldorf Paper Products

Bruce Nicholson
Thrivent Financial for Lutherans

Gene Sit
Sit Investment Associates

Bill Swesey
Red Wing Shoe Company

2011
Al Annexstad
Federated Insurance

Lynn Casey
Padilla Speer Beardsley

Richard Davis
U.S. Bancorp

Thanks to our 2014 Sponsors

Presenting Sponsors

Laureate Reception Sponsor

General Reception Sponsor

Video Sponsors

Thanks to our 2014 Sponsors

Presenting Sponsors

Laureate Reception Sponsor

General Reception Sponsor

Video Sponsors
Inspired Success

Sam Ginnis vividly recalls the first time he made the connection between a business suit and financial prosperity.

Back in the mid 1990s, when Sam was a youngster attending an inner-city elementary school in north Minneapolis, two suit-clad volunteers taught the JA program in his class.

“My first memory of JA was from 3rd grade,” Sam says. “I remember a group of volunteers from 3M who wore suits. At the time, I didn’t know anyone who owned a suit. I remember thinking, ‘These business people wear suits, which means they’re important.’ I wanted to be important, too, so I knew that following their lead was going to be my ticket to being like them.”

Today, 20-some years later, Sam works for the global software and hardware firm Oracle in downtown Minneapolis. His customers have included some of the largest companies in the world, including Apple and Google. He has also continued to be a tireless volunteer and proponent of JA programs, knowing firsthand how valuable that early introduction to business concepts can be.

“For me as a child, I didn’t really have any idea about what business meant, except that it included making money,” Sam says.

“JA certainly gave me the seed to aspire beyond what was right in front of me in my neighborhood.”

Leadership Awards

Silver Leadership Awards
James Giertz
H.B. Fuller
Terry Gilberstadt
Horton Holding, Inc.
Netha Johnson
Pentair
David J. Rader
Wells Fargo Bank

Bronze Leadership Awards
Tim Asche
Eagle Financial Services
Kurt Fasen
Voya Financial
Pete Godich
Deluxe Corporation
John Hajostek
Forum Communications Company
Bruce Hanson
RR Donnelley
Michael Keller
Federated Insurance
Jan Kruchoski
CliftonLarsonAllen LLP
Korwin Lockie
Bremer Bank

Impact Awards
Brian Lipshultz
Otto Bremer Foundation
Tom Pearson
Gammello, Qualley, Pearson & Mallak, PLLC

Volunteer Awards
JA Hero of the Year
Rita Paris
Capstone Volunteer of the Year
Jessica Noren – Xcel Energy
Elementary School Volunteer of the Year
Peggy Hartfiel
Middle School Volunteer of the Year
Brook Mallak – Gammello, Quallley, Pearson and Mallak
High School Volunteer of the Year
Andrew Jankowiak – BMO Harris
Volunteer Lead of the Year (Metro)
Ben Greene – PwC
Volunteer Lead of the Year (Greater MN/ND)
Julie Rethemeier – Federated Insurance

Corporate Council Innovating Team of the Year
Securian Financial Group
Corporate Council Impact Team of the Year
Wells Fargo
Entrepreneur Leader of the Year
Janet Johanson – Production Services International
JA bigBowl Coordinators of the Year
Shannon Foreman – BMO Harris Bank
Andrew Jankowiak – BMO Harris Bank

Teacher Awards
Capstone Teacher of the Year
Becky Hanson
Northview Elementary School, Eagan
Elementary School Teacher of the Year
Maria Therres
St. John the Baptist, Vermillion
Middle School Teacher of the Year
Ven Anderson
New City Charter School, Minneapolis
High School Teacher of the Year
Sue Hoffman
Mahtomedi High School
Volunteers embody the heart of Junior Achievement. They come from all walks of life—business professionals, college students, retirees, parents and grandparents. What they have in common is the sense of fulfillment they express as a result of their service. Volunteering with Junior Achievement leaves them hopeful about a better future for today’s young people. Here’s what JA volunteers say about their volunteer experience:

99% of JA volunteers would recommend volunteering with JA to a friend or colleague

98% Express satisfaction and find their experience rewarding and fulfilling

75% Said their volunteer experience is a positive factor to their job satisfaction

54% Said their volunteer experience gives them an opportunity to practice public speaking skills

32% Were able to practice and improve their leadership skills

14 $2.6 million value of JA program volunteer time (2013-2014)

Based on $25/hour state value of volunteer time, Independent Sector, 2013.
Throughout the Junior Achievement community, many dedicated people play an important part in ensuring that today’s children become the well-educated, financially responsible adults of tomorrow.

Amy Speck is a parent volunteer who makes it possible for local students to experience JA. Part of what makes Amy’s role so unique is that she not only volunteers to teach JA programs at Lake Harriet Community School, a K-8 school in Minneapolis where her three children attend, but also serves as a JA parent volunteer coordinator.

“I really love JA and I think it’s so important. I wish, growing up, that I’d had something like this.”

“A friend of mine called me one day and said, ‘I think I want to teach a JA class but I don’t want to do it by myself. Will you do it with me?’” Amy says of her introduction to the program. “I knew a little bit about JA because my kids had it in their classrooms, and it seemed interesting. I thought, ‘Well, I’ve been a self-employed hairstylist for 20 years and my husband runs his own business. Plus, I really like being in a classroom.”

Amy has found joy in guiding students toward a deeper understanding of the role business plays in our economy. She says the program materials and training that JA supplies helped her make the leap to JA volunteer.

“JA makes it so easy to teach the class,” she says, smiling, “but they also make it really easy to put your own twist on it.”

Story continues at jaum.org/amy-speck

It’s not surprising that Staci White is passionate about learning, given that her mom, dad, grandmother and uncle were all teachers. She is equally enthusiastic about passing on the message that a good education opens the door to a better life.

Staci has spent 19 years working as a mechanical engineer, the last six with Donaldson Company, a worldwide filtration systems business. She’s also an active JA volunteer who has taught programs ranging from kindergarten to middle school to senior high.

Staci’s introduction to JA came when she began working at Donaldson, which is a strong supporter of the program. Donaldson has also hosted the JA Job Shadow program at their facility to offer high school students an opportunity to observe a variety of manufacturing and STEM career possibilities.

“I want to train students on how to think, how to look forward to what they want and how to make a plan for getting there.”

Story continues at jaum.org/staci-white
Preventing Students for the Real World

As a 30-year veteran business teacher at Mahtomedi High School, Sue Hoffman knows more than a little about engaging student interest in topics relating to money, finance and the economy. In her opinion, the real-world experiences—and fun—Junior Achievement brought to her school as part of that curriculum can't be matched.

“It’s such a nice partnership and it brings to life what I’m teaching these kids out of a book,” she says enthusiastically. “I watch how the kids interact using JA and it is fabulous. It teaches them not just about business, but life lessons.”

Hoffman has had her hand in a number of JA programs at Mahtomedi and is a tireless advocate of the program. With her help, Mahtomedi students have been able to take part in a number of offerings, including the computer simulation game JA Titan, JA Company Program, JA Career Success (a new pilot program focused on employment in high-growth industries) and JA Finance Park Virtual, an online personal finance management tutorial.

“JA has been a wonderful, wonderful partner for me and I really dove into the deep end this year with their different programs,” Hoffman says.

“I watch how the kids interact using JA and it is fabulous. It teaches them not just about business, but life lessons.”

Preparing Students for the Real World

Story continues at jaum.org/sue-hoffman

Challenging Students to Excel

Based on his experience as a longtime teacher and cross-country coach, Mark Ulman knows that students perform best when they’re inspired and challenged. And if the kids can have fun at the same time, that’s an extra-special bonus.

Mark has taught economics, history, sociology and geography at Maple River High School, near Mankato, for the past 13 years. As part of his curriculum, he’s incorporated the computer-based JA Titan program into his classes for the past decade.

“The kids like the competition, but they also like to have fun. It really appeals to them.”

“Back in 2004, I was contacted by JA and they were looking for volunteers to bring students into Mankato for a business simulation competition, the JA Titan program,” Mark says. “I think it was the first year that they had done that. We took three teams [to Mankato] and had the kids compete and they really liked it.”

In JA Titan, students engage in a computer simulation that allows them to price, market and sell a product called a hologram generator. As part of the game, students learn how to best position their product in the marketplace.

“In my classroom, I have the students compete against each other to come up with the top three teams that we take to the Mankato competition,” Mark says.

Story continues at jaum.org/mark-ulman
Each year, hundreds of local organizations help us fulfill our mission. The following have distinguished themselves as our Top 20 Partners* through a combination of funding, volunteerism, participation in our special events, employee giving, and in-kind support.

1. Bremer Bank and the Otto Bremer Foundation
2. Wells Fargo & the Wells Fargo Foundation Minnesota
4. CliftonLarsonAllen LLP
5. Allianz Life Insurance Company of North America
6. General Mills & the General Mills Foundation
7. Thrivent Financial & the Thrivent Financial Foundation
8. Xcel Energy & the Xcel Energy Foundation
9. Pentair, Inc. & the Pentair Foundation
10. 3M & 3M Foundation
11. AT&T
12. Horton Holding, Inc.
13. GE & Synchrony Bank
14. Donaldson Company, Inc. & the Donaldson Company Foundation
15. Ernst & Young LLP
16. Voya Financial & the Voya Foundation
17. UnitedHealth Group
18. University of St. Thomas
19. Deluxe Corporation & the Deluxe Corporation Foundation
20. PwC

*Partners are listed based on total resources given to JAUM across our three-state region.
Donor Profile

Infusing Today’s Youth

Longtime businessman Jim Hemak has a relationship with Junior Achievement that stretches back more than 50 years, to when he was just a shy kid who got a burst of confidence from the program.

In 1961, Hemak took part in the JA Company Program as a high school sophomore. The product that year was birdhouses, which the students assembled from a kit.

“With the birdhouses we were making, we’d put them together and then stain them,” Hemak recalls. “And of course, with all the little nooks and crannies, you couldn’t get the stain into the right spots and the quality was kind of lousy. I was laying out the production line one day, and I said to one of the advisors, ‘Why don’t we stain the wood before we put it together so we can do a better job of it?’ And they thought I was the engineering genius of the world,” he chuckles.

While the production problem was solved, the sales side still lagged. The company had a surplus of birdhouses but no customers.

“The president of the company came to me and said, ‘Let’s get together and start selling these things door to door,’” Hemak says. “He was a real outgoing sales guy, and I’d be standing back in the bushes to learn his pitch, but we wound up selling all of them.”

“I don’t know of another organization that provides that element of inspiration that I experienced from JA.”

At the end of the year, JA hosted an award banquet, during which it presented the “Rags to Riches” award to the company that had showed the biggest improvement.

“Lo and behold, we got that award,” Hemak says now. “And they asked me to come up to receive it. Honest to God, it still is the biggest thrill of my life and I get goose bumps thinking about it. It really propelled me forward to having a sense of confidence and a sense of the opportunity that entrepreneurship provides.”

Hemak went on to a wide-ranging career. He attended the University of Minnesota, where he received a B.S. degree in business administration. He served in the army during the Vietnam War, eventually working as head of personnel for all the army helicopters in southern Vietnam’s Mekong Delta. For his work, he was awarded the Bronze Star, the fourth-highest individual military award.

After the war, Hemak joined the Junior Achievement organization, where he spent 16 years working across the country as an executive with the program.

By 1984, while working with JA in the Denver area, Hemak says he started to feel that the “corporate nomad” lifestyle he and his wife, Pat, and their young son were living was growing old. He began to investigate franchise opportunities as a way to expand his business interests and perhaps spark a change in direction.

Hemak stumbled over a franchisor called Great Clips, a hair care salon that got its start in Minnesota. At the time, Great Clips had only 15 salons in operation (it now has more than 3,000), but the idea appealed to Hemak. He opened a salon in Denver, which soon grew to four and then to eight. Eventually, Hemak left his corporate post with JA and went on to operate 39 Great Clips locations throughout the country, making him the largest franchisee owner for the salons.

Story continues at jaum.org/jim-hemak

What will be your legacy?

Invest in future generations by including Junior Achievement as a beneficiary in your will, trust arrangement, life insurance policy, retirement plan or other financial vehicle. When you name Junior Achievement in your estate planning, you qualify to become a member of the Heritage Society.

To learn more, please contact Amanda Schuster, Vice President of Individual Giving, at 651.255.0052 or amandas@jaum.org.
This list represents a compilation of all 2013-2014 Individual Donors.

Donors listed in bold made gifts to both operating and to the Junior Achievement Foundation of the Upper Midwest.

*Classroom Champion donors

Presidential Circle
($25,000 – $49,999)
James & Carmen Campbell
Hugh K. Schilling

Entrepreneur Circle
($10,000 – $24,999)
Gina & Jim Blayney
Mike & Ann Duffey*
Christine & Richard Gibson
James & Tamara Gieritz

Michael Roos & Cindy Golen

James & Patricia Hemak*
Dick & Joyce H. McFarland Family Fund of the MPLS Foundation
Ken Melrose

Diamond Circle
($5,000 – $9,999)
Al & Cathy Annexstad
Craig & Kimberly Gordon
Ronald & Julie Hafner
Thomas & Kim Holman
Sam Kaplan
Mike & Nancy Keller
Paul & Michelle Koch
John & Sallie March
E. J. & Peggy McIntyre

Daniel & Carol Mulheran
Mark & Gretchen Noordsy
Brian & Emily Peterson
David J. & Martha Rader

Stephan & Karen Sanger
Elyn & Patrick Shook
Warren & Mary Lynn Staley
Ellen & Jeff Valde*
Gordon & Diane Viere

Platinum Circle
($2,500 – $4,999)
Zach & Bobbi Augustyn
Vicki & Louis Bailey*
Kelly Bretz & Daniel Rydel
Douglas & Sandy Coleman
Livio DeSimone
Kurt & Louise Fesen
Tom Ferris
Paul & Renee Johnson
Korwin & Marilyn Lockie
Mort & Alice Mortenson*
Jon & Alissa Nudi
Marna & Eric Ricker
Stacy & Noah Sandler
Andrew & Lana Slavitt
Tom & Jill Szczepaniak

Gold Circle
($1,000 – $2,499)
Sai & Kristine Abbate
Beth & Jim Abbott
Douglas & Jill Benner*
Eric & Tawanna Black
Jeffrey Elgin

Jeff Fetters*
Janel Goff*
Timothy Grafe
John Grieneman
Wayde Heirigs
Ann Hengel
Mark & Laura Heyne
Janet Johanson*
Netha & Lynn Johnson
Noel & Cindy Johnson
Teresa Johnson
Tim & Mary Johnson
Jeffrey & Deanna Kerr
Patrick Lynch
Bruce & Andrea Machmeier
LaChelle Williams & Robert Malecha
Tom & Karen Moe
Brian & Karla Myres Family Fund

Gold Circle
($1,000 – $2,499)
Sai & Kristine Abbate
Beth & Jim Abbott
Douglas & Jill Benner*
Eric & Tawanna Black
Jeffrey Elgin

Silver Circle
($500 – $999)
Dick Anderson
Jennifer & Chester Baldwin
Tim Beers
William Blake
Dave Borenstein
Chad Bresnahan
John Bruehlman
Leslie Chapman*
Jamie Christensen
David Cowell
Hank Donatell
Nicole Donlon
Janet & David Estep
Edward & Laura Faulstich
John Fitzky
Terry & David Gilberstad*
Chad & Carla Goerish
Ben Greene
John Hajostek
David & Kimberly Hakensen
Bruce & Sarah Hanson
Jill Harbaugh
Chelsea Haugen

Individual Giving

Investors

This list represents a compilation of all 2013-2014 resources given to JAUM by area, including funding, event participation, volunteer hours, employee giving and in-kind support.

Metro

President’s Circle
($200,000 and above)
Bremer Bank & the Otto Bremer Foundation
U.S. Bank & the U.S. Bancorp Foundation
Wells Fargo & the Wells Fargo Foundation Minnesota

Century Circle
($100,000 – $199,999)
3M & 3M Foundation
Allianz Life Insurance Company of North America
AT&T
CliftonLarsonAllen LLP
GE & Synchrony Bank
General Mills & the General Mills Foundation
Horton Holding, Inc.
Pentair, Inc. & the Pentair Foundation

Thrivent Financial & the Thrivent Financial Foundation

Xcel Energy & the Xcel Energy Foundation

Investor’s Circle
($75,000 – $99,999)
Donaldson Company, Inc. & the Donaldson Foundation
Emst & Young LLP
UnitedHealth Group
Voya Financial & the Voya Foundation

Entrepreneur’s Circle
($50,000 – $74,999)
Accenture
Deluxe Corporation & the Deluxe Corporation Foundation
MetLife Foundation
PwC
The Carlson Family Foundation
Thomson Reuters
University of St. Thomas

Partner’s Circle
($25,000 – $49,999)
Andersen Corporation & the Andersen Corporate Foundation
Best Buy & the Best Buy Children’s Foundation
BMO Harris Bank
Deloitte
Delta Air Lines

FedEx
McGladrey
Richard M. Schulze Family Foundation
Rosen’s Diversified Inc.
Securian Financial Group
State Farm & the State Farm Companies Foundation
The Hartford

Achievement Foundation, Inc.
American Financial Printing, Inc.
Associated Bank Minnesota
Bank of America & the Bank of America Charitable Foundation
Cargill
Davisco Foods International Inc.
DST Market Services, LLC
Fleishman-Hillard
H.B. Fuller Company & the H.B. Fuller Foundation
Infor Software
KPMG, LLP
M.A. Mortenson Company
Medtronic, Inc.
Minnesota School of Business

Oracle
Production Services International
RBC & the RBC Foundation
Ryan Companies US, Inc.
Sign-Zone, Inc.
Tennant Company & the Tennant Foundation
The Business Journal
The Toro Company & the Toro Foundation
Travelers & the Travelers Foundation
University of Minnesota

WEM Foundation
YMCA

Sponsor’s Circle
($500 – $999)
A.I.G.
Affinity Plus Federal Credit Union
Ameriprise
Baker Tilly Virchow Krause, LLP
CenterPoint Energy
Citizens Community Federal
Connexus Energy Trust, Inc.
Cummins Power Generation
Federated Insurance Company

Fred C. & Katherine B. Andersen Foundation
Heraeus Medical
Hubbard Broadcasting & the Hubbard Broadcasting Foundation
Hudson Daybreak Rotary Club
Kohl’s
Margaret Rivers Fund
Microsoft
MindShift Technologies
New Millennium Academy
North St. Paul High School DECA
Prudential Financial
Red Wing Shoe Company Inc.

Restaurant Technologies Inc.
Red Wing Shoe Foundation

The Business Journal

TCF Bank & the TCF Bank Foundation

TD Ameritrade
US Federal Credit Union
Walmart & the Walmart Foundation

Wipfli LLP

Investors

Metro (cont.)

Associates Circle ($1,001 – $4,999)
ABC Junior Achievement
Adams Spanish Immersion Magnet School
Alina Hospitals and Clinics
American Bank of the North
API Group, Inc.
Armature Community School
ATK
Bancroft Community School
Bankable Brillance
Bell Mortgage
Berger Transfer & Storage
Better Business Bureau of MN & ND
Blue Cross Blue Shield of Minnesota
Boston Scientific
Briggs and Morgan
Burnsville Senior High School
Central Bank
Children’s Hospital and Clinics of Minnesota
Citizens State Bank
City Academy
City of Burnsville
City of Hastings
City of Prior Lake
City of Savage
Como Park Elementary School
CPR Wealth Advisors LLC – Hudson
CRC Marketing Solutions
Crown College
Direct Benefits
Eagle Ridge Junior High School
East Side Collaborative
After School Program
East Side Neighborhood Services
Ecolab, Inc.
Edward Neill Elementary
Fabcon
FamilyMeans Consumer Credit Counseling Service
First American Bank – Hudson
First State Bank
Fogo de Chao
Gamer Packaging
General Reinsurance Corp
Gideon Pond Elementary
Graco Inc.
Great River Energy
Greene Espel PLLP
Harriet Bishop Elementary
Hidden Valley Elementary
High School for Recording Arts
Hmong International Academy
Hofsilien Wealth Services, Inc.
Houlihan-Loyke
Hudson Rotary Club
Hudson School District
Humboldt High School JROTC
Kaleidoscope Place
Kraft Foods, Inc.
Kroll Ontrack
Lake Harriet Community School
Lakes Orthodontic Associates, PA
Land O’Lakes, Inc.
Larson King, LLP
Leonette M. and Fred T. Lanners Foundation
Loram Maintenance of Way
Lyndale Community School
Macalester College
ManpowerGroup
Marcy Open Elementary School
Margaret H. and James E. Kelley Foundation
Marion W. Savage Elementary
Marsh & McLennan
Merrill Corporation
Metcalf Junior High School
Minnesota Department of Education
Mortenson Family Foundation
Mounds View High School
MTS Leadership Academy
JRC
Neighborhood House
Nellie Stone Johnson Community School
Nicollt Junior High School
North Highland
Northern Tier Energy
Office Depot
Opperheimer Wolff & Donnelly LLP
Owen Family Foundation
Parker Hannifin Corporation
PepsiCo, Inc.
Pillsbury MST School
Prime Therapeutics
Prior Lake Rotary Club
PYC Arts & Tech High School
RBC Tile & Stone
Richard R. Green/Central Park
Rogers High School DECA
Rosemont, Inc.
Sheridan Global Arts and Communications Magnet School
Sioux Trail Elementary
Sky Oaks Elementary
SMART Networking Group
Special Tees
St. John the Baptist Catholic School
Tehuly Foundation
The Culp Family Foundation
Transfiguration Catholic School
TruStone Financial
United States Postal Service
University of Phoenix
Valspar Corporation
Vista View Elementary
Wayzata ISD 285
West 7th Community Center
WESTconsin Credit Union
Whitter International Elementary School
William Byrne STEM Elementary
Windsor Dual Immersion School
Wings Financial Federal Credit Union
Women of Today
Youthprise
YWCA of St. Paul

Friend’s Circle ($500 – $999)
Bell Manufacturing & Services
Bituminous Roadways, Inc.
Braun Intersect Corporation
Broadway Awards
Bryn Mawr Community School
Business Impact Group
C.H. Robinson Worldwide
Capella Education Company
Caribou Coffee Company
Carter Day International Inc.
CBRE Corporate Commercial Real Estate Services, Worldwide
Chisago Lakes ISD 2145
Como Park High School
Dale Carnegie Training by Norman & Assoc
DCA Title
El Rio Recreation Center
Elk River ISD 729
Essien Law Office, PLLC
Fairview Health Services
Frontier Communities of Minnesota, Inc.
Hastings Community TV
Hewlett-Packard
Houlton Parents Association
Huizenga Homestead Elementary School
Instant Web Companies
Investment Centers of America
Josten’s, Inc.
Lucy Laney at Cleveland Park Community School
Lutheran Community Foundation
Mahomet-Mendota Middle School
Marco, Inc.
Mike and Linda Fiterman Family Foundation
Minco Products, Inc.
North St. Paul Police Department
Nortound Digital Group
Prior Lake State Bank
Project Search Minnesota
RBA Consulting
Regions Hospital
RR Donnelley
Saint Paul Area Chamber of Commerce
Scaria
Shakopee Mdewakanton Sioux Community
Spenze Specialties
St. Catherine University
St. Jude of the Lake Catholic School
State of Minnesota
Sunrise Banks
Tree Trust
University of Wisconsin – River Falls
Valley View Middle School
Vision Staffing Solutions
Werner Electric Supply
White Bear Lake Area Learning Center
Willow River Company
YMCA of Hudson
Zion Lutheran Church

Brainerd

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

Sponsor’s Circle ($5,000 – $9,999)
Mid Minnesota Federal Credit Union

Associates Circle ($1,000 – $4,999)
BlackRidgeBank
Brainerd Lions Club
Brainerd Rotary Foundation
Bremer Bank
CenturyLink
Clover Stamping Company
Country Financial
Crown College
Crow Wing Power Company
Darden Restaurants
Deerwood Bank
E. W. Hallett Charitable Trust
Frandsen Bank & Trust
Gammeltoft, Qualey, Pearson & Mallak
Goldleaf Partners
Holiday – NE Brainerd
Initiative Foundation
Kohl’s
Lonesome Cottage Furniture Co.
McDonald’s
R.R. Gould Foundation
The Cote Foundation
United Way of Crow Wing and So. Cass Counties
University of St. Thomas
Wells Fargo

Friend’s Circle ($500 – $999)

Fargo

Shareholder’s Circle ($10,000 – $25,000)
Enide Bailly
Eide Bailly

Sponsor’s Circle ($5,000 – $9,999)
Microsoft
U.S. Bank
Xcel Energy

Associates Circle ($1,000 – $4,999)

AgCountry Farm Credit Services
Aldebon
Alex Stern Family Foundation
American Crystal Sugar Company
Archway
Border States Electric
Bremer Bank
Cargill
Casselden Community Endowment Fund
CenturyLink
Choice Financial Group
Cornerstone Bank
Dawson Insurance
Doosan Infracore Intl/Bobcat
Fargo-Moorhead Area Foundation
First State Bank
Flint Communications

Duluth

Shareholder’s Circle ($10,000 – $25,000)
Lloyd K. Johnson Foundation

Sponsor’s Circle ($5,000 – $9,999)

Minnesota Power

Associates Circle ($1,000 – $4,999)

DSGW Architects
Kochiching Economic Development Authority
Maurices Inc.
Members Cooperative Credit Union
State Farm
TruStar Federal Credit Union
UMD Center for Economic Development
University of Minnesota
U.S. Bank
Wells Fargo

Friend’s Circle ($500 – $999)

Eide Bailly
John Deere Electronic Solutions
Microsoft
U.S. Bank
Xcel Energy
Mankato
Shareholder’s Circle ($10,000 – $25,000)
All American Foods, Inc.
Verizon Foundation
Genecel Energy
Sponsor’s Circle ($5,000 – $9,999)
Citizens Community Federal
CliftonLarsonAllen LLP
Eide Bailly LLP
Enventis
DuPont Pioneer
Taylor Corporation
U.S. Bank
Wells Fargo
Associates Circle ($1,000 – $4,999)
Alliance Contracting, Inc.
Buster’s Bar and Grill
Bethany Lutheran College
Bremer Bank
Cargill
Community Bank
Conestoga Bank
Concept & Design Incorporated
Carlton-Tillymp Eye Clinic
Dotson Company Inc.
Dowins Food Group I & S Group
Jones Page Jacobson Family Foundation
Kato Engineering
Kohl’s
Mankato Area Foundation
Mankato Health System
Mankato Sertoma Club
Mayo Clinic
Minnesota State University
Mankato
Minnesota Valley Federal Credit Union
Minnstar Bank
North Star Aviation
Northwestern Mutual Financial Promotions 2000
Rasmussen College
South Central College
State Farm
Target
TCF Bank
The Thro Company
United Prairie Bank
Walmart
Wofl Zone
Friend’s Circle ($500 – $999)
Abdo Eick & Meyers LLP
Agstar Farm Credit Services
Bakers Square
Blethen Gage & Krause, PLLP
Bolton & Menk, Inc.
City of Pemberton
Coldwell Banker Commercial Fisher Group
Exclusively Diamonds
EJ Microcircuits Inc.
First National Bank Minnesota
Greater Mankato Area
United Way
Hatanpa Insurance Agency
Hiniker Company
James R. Weir Insurance Agency
Kato Roofing, Inc.
Krenkel Brothers Tiling Inc.
Leonard, Street & Deinard
Lindsay Window & Doors
Lloyd Management
Mankato Ford & Mankato Honda
Midtown Tavern
Minnesota Lake Lions Club
Pioneer Bank
Red Door Creative, Inc.
Scheel's All Sports
Schwickert’s
Snell Motors
Spinners Bar & Grill
United Prairie Bank
Valley News Company
Owatonna
Shareholder’s Circle ($10,000 – $25,000)
Federated Insurance Company
Shareholder’s Circle ($10,000 – $25,000)
Owatonna ISD 762
Wenger Foundation
Sponsor’s Circle ($5,000 – $9,999)
CliftonLarsonAllen LLP
Southern Minnesota Initiative Foundation
Associates Circle ($1,000 – $4,999)
All American Foods, Inc.
Gopher Sport
Hometown Credit Union
Owatonna Business Incubator
Owatonna Hospital, Part of Allina Health
Owatonna Public Utilities
Profinium Financial
Riverland Community College
Truth Hardware Corp.
U.S. Bank
Walmart Foundation
Wells Fargo
Friend’s Circle ($500 – $999)
Bosch Automotive Service Solutions
Bremer Bank
City of Owatonna
General Equipment Company
Kohl’s
Owatonna Chapter of Thrivent Financial
Owatonna Public Library
Spare Time Entertainment
Wotrpreng Family Dental
St. Cloud
Entrepreneur’s Circle ($50,000 – $74,999)
Capital One
Shareholder’s Circle ($10,000 – $25,000)
CliftonLarsonAllen, LLP
Marco, Inc.
Morgan Family Foundation
Wells Fargo
Xcel Energy
Sponsor’s Circle ($5,000 – $9,999)
Bremer Bank
Associates Circle ($1,000 – $4,999)
AgStar Financial Services
Benton Telecommunications Foundation
Brandi Motors
Central Minnesota Credit Union
Central MN Noon Optimist Club
CenturyLink
Cetera Financial Group
Country Financial
Edina Realty, Inc.
Encore Capital Group
Initiative Foundation
Mahowald Insurance
ManpowerGroup
Merrill Corporation
Nahan Printing, Inc.
Pam’s Auto, Inc.
Pennington, Lies & Cherne, P.A.
Reichert Wenner, PA
Rock on Trucks, Inc.
Schlinner, Wenner & Company
St. Cloud ISD 742
St. Cloud Optimist Club (AM)
St. Cloud State University
St. Katharine Drexel Elementary
Stinson Leonard Street LLP
State Farm
The Vos Family Foundation
Times Media/Gannett Foundation
U.S. Bank
United Way of Central Minnesota
Walmart Foundation
Friend’s Circle ($500 – $999)
Array Services Group
Assescco Environmental Services
Atomic Learning, Inc.
BankWista
Brenny Transportation, Inc.
Clearview Elementary School
College of St. Benedict
EL Jay Plumbing & Heating
Executive Express
Explore Information Services, LLC
GMP Company
Gold’s Gym
Granite Logistics Services LLC
Heartland Four Wheel Drive & Transmission, Inc.
Holiday Inn & Suites
Plaza Park Bank
Quinnlivan & Hughes, P.A.
Sartell-St. Stephen SD 749
Sentry Bank
St. Cloud Federal Credit Union
St. Cloud Hospital
St. Cloud Overhead Door
Stearns Bank
The Ad Company
Thermo-Tech Windows
While we make every effort to be accurate, we sincerely apologize if we misspelled or omitted any names. Please contact Andy Dwyer at 651.255.0040 or andrew@jaum.org with any changes. Thank you for your support.

JA mission report credits:
Design by Richard Hart Design; profile stories by Kelly O’Hara Dyer; profile and event photos by Reﬂektions by Sheri; printing by AFPI.
Board of Directors 2014-2015

Metro
Brian Peterson (Chair)
Allianz Life Insurance Company of North America

Jeff Kerr (First Vice-Chair)
U.S. Bank

Netha N. Johnson, Jr. (Second Vice-Chair)
Pentair

Patrick Pazderka (Secretary)
Oppenheimer Wolff & Donnelly

Tony Szczepaniak (Treasurer)
McGladrey

Sal Abbate
Andersen Windows & Doors

Beth Abbott
Prudential

Brett Anderson
Briggs and Morgan

Zach Augustyn
State Farm Insurance

Vicki Bailey
Advantus Capital Management

Douglas Benner
TCF Bank

Eric Black
Cargill, Inc.

Kelly Bretz
Thrivent Financial

Sheila Brown
Travelers

Butch Cavello
Best Buy

Rose Chu
Metropolitan State University

Marilyn Dahl (Emeritus)
Retired, Wells Fargo Bank

Michael Duffy
DST Market Services, LLC

Kurt Fasen
Voya Financial

Ed Faustlich
GE Fleet Services

Donald Garretson (Emeritus)
Retired, 3M

Christine Gibson
Optum

James R. Giertz
H.B. Fuller Company

Terry Gilberstad
Horton Holding, Inc.

Pete Godich
Deluxe Corporation

Craig A. Gordon
DST Market Services, LLC

Tim Grafe
Donaldson Company

Ronald P. Hafner
Wipfli LLP

John Hajostek
Forum Communications Company

David Hakensen
Fleishman Hillard

Bruce Hanson
RR Donnelly

Tom Hoff
SW/WC Service Cooperatives

Tom Holman
Morning Foundation

Dan Hoverman
Mounds View Public Schools

Paul Johnson
Xcel Energy

Ed Kadletz
Wells Fargo Bank

Kathie Karls
3M

Michael Keller
Federated Insurance Company

Joann Knuth
Retired, MN Association of Secondary School Principals

Paul Koch
UBS Financial Services

Eric Laughlin
Thomson Reuters

Joy Linsday
Carlson Rezidor Hotel Group

Korwin Lockie
Bremer Bank

Lane Mansell
AT&T

Phil Miller
Carlson School of Management

Matthew Mohs
Saint Thomas Academy

Tammy Moon
U.S. Trust

Anne Mootz
Ernst & Young LLP

Kent Pekel
Search Institute

Christopher Puto
University of St. Thomas

David J. Rader
Wells Fargo Bank

Michael Roos
KPMG, LLP

Troy Rossow
BMO Harris

Stacy B. Sandler
Deloitte Services

Hugh K. Schilling (Emeritus)
Horton Holding, Inc.

Ellyn J. Shook
Accenture

Terri Soutor
Brain Hive, LLC

Steven D. Steen
TruStone Financial

Ellen Valde
PwC

Gordon Viere
CliftonLarsonAllen LLP

Shane Waslaski
Intelligent InSites, Inc.

Brainerd
Angie Andrist
Mid-Minnesota Federal Credit Union

Sarah Dyrdal
Frandsen Bank & Trust

Michelle Gonska
CliftonLarsonAllen LLP

Laura Jensen
Wells Fargo

Ron L. Meyer
Stifel Nicolaus

Dawn Meierding
GLS Promotions

Amanda Mortenson
Northwestern Mutual

Stephanie Murray
Mathias C. Justin, LTD

Kevin O’Grady
Goldleaf Partners

Thomas C. Pearson
Gammello, Qualley, Pearson & Mallak

Steve Razidlo
ISD 181

John Schommer
Electrical Systems

Shannon M. Sylvester
Ascensus

Rachal A. Wolthuizen
Bremer Bank

Duluth
Jim Arndt
Duluth Public Schools

Mark Casper
Keyport Lounge

Loren Erickson
University of Minnesota Duluth

Brian Hanson
APEX

Erica Hanson
DSGW Architects

Lisa Harma
U.S. Bank

Kalee Hermenson
New Page

Sandi Larson
University of Minnesota Duluth

Troy Mack
CenturyLink

Nick Minardi
Viant Crane, LLC

Julie Pierce
Minnesota Power

Brandon Porter
Holiday Inn

Megan Swap
Simply Fun Inc.

Scott Wegler
Members Cooperative Credit Union

Fargo
Delton Steele (Chair)
U.S. Bank

John Hajostek (Past Chair)
Forum Communications Company

Josh Jorgenson (Treasurer)
Swanson Health Products

Mindy Bakke
Microsoft

Dawn Buffington
Microsoft

Jeremy Elbert
RBC Wealth Management

Katrina Falk
John Deere Electronic Solutions

Lisa Giese
Eide Bailly LLP

Ryan Grussing
Cornerstone Bank

Heide Hage
Gate City Bank

Jody Lingen
Bremer Bank

Sara Litton
Intelligent InSites

Karsten Meigaard
Bank of the West

Shelly Moser
Wells Fargo Bank

Mark Nisbet
Xcel Energy

Neil Schroeder
U.S. Bank

Dan Staller
Starion Financial
Foundation Board of Directors 2014-2015

Mankato
Jake Krier (Chair)
Bethany Lutheran College
Christina Froehlich (Vice-Chair)
U.S. Bank
Ann Coleman (Treasurer)
Eide Bailly LLP
Jennifer Spaude
Enventis
Jodi Lumsden
Dotson Iron Casting
Andrea Luedtke
Kato Engineering
Whitney Sheely
TCF Bank
Matt Downs
Carlson-Tilisch Eye Clinic
Anne Wolff
Snell Motors
Brad Boettcher
CliftonLarsonAllen LLC
Nita Froderman
Rasmussen College
Ryan Gustafson
Citizens Community Federal
Shane Johnson
Bremer Bank
Michael Schmitt
Fine Impressions, Inc.

Owatonna
Theresa Anderson
Walser Automotive
Dale Buyttaert
CliftonLarsonAllen
Jason Eyberg
Bremer Bank
Dave Johnson
Truth Hardware
Jill Holmes
Riverland Community College
Mike Keller
Federated Insurance
Amy LaDue
Owatonna Public Schools
Corey Mensink
US Bank
Julie Rethemeier
Federated Insurance
Melanie Sunnarborg
Owatonna Chamber

St. Cloud
Nick Granowski (Chair)
Capital One
Claudia Revermann (Past Chair)
Reichert Wenner PA
Jennifer Odette (Vice Chair)
Brandi Motors
Dane Listug-Lunde (Treasurer)
Cetera Financial Group
Jeffrey Botz
Wells Fargo Advisors, LLC
Cari Dietman
Bremer Trust
Theresa Hatanpa
US Bank
Tina Hengel
Marco, Inc.
Chris Jacques
ManpowerGroup
Cindy Johnson
Premier Realty
John Miller
Country Financial

New Ulm
Missy Haugen (Chair)
SouthPoint Federal Credit Union
Jenna Peterson (Treasurer)
CliftonLarsonAllen LLP
Kari Steele (Secretary)
United Prairie Bank
Scott A. Cooper
3M
Jerry Kauffman
Windings, Inc.
Michael Lieb
Alliance Bank
Jill Nelson
Target

Jack Schott
Kraft Foods
Steve Weber
New Ulm High School
Jessica Janni
Bank Midwest
Nicole Briggs
Jensen Motors
Julie Anderson
Mathiowetz Construction

Sonia Nordmann
El Jay Plumbing and Heating
Jana Nyholm
MN Business Finance Corporation

Megan Stoner
Marco
Michael Toy
First International Bank and Trust
Dan Triller
Ulteig Engineers
Jonathan Warrey
Marco
Teresa Warne
American Crystal Sugar

Diane Ohmann
ISD 742
Jolene Schley
Quinlivan & Hughes, P.A.

Michael Roos (Chair)
KPMG, LLP
James Hemak (Secretary and Treasurer)
Capistar Franchise Holdings, Inc.
Tim Brown*
Retired, Dorsey & Whitney
James Campbell*
Retired, Wells Fargo Bank
Marilyn Dahl
Retired, Wells Fargo Bank

Project Lead Members 2014-2015

Janet Johanson (Chair)
Production Services International
Amanda Blasdel
McGladrey
Nate Bornstein
Best Buy
Neal Bradsher
KPMG
Nathan Buller
Briggs & Morgan
Lee Bunge
Wells Fargo
Brent Christensen
Tennant Company
Paul Conney
Thomson Reuters
Scott T. Cummings
Accenture
Jeffrey Czajka
Northwestern Mutual
Megan Dahlen
Infor Software
Melissa Daul
Honeywell
Bruce DePauw
UnitedHealth Group
Hannes Egbers
Oracle
Abby Fletcher
Voya Financial
Ben Greene
PwC

Stefani Havel
Wells Fargo
Lisa Hiebert
Better Business Bureau
Jan Kruchoski
CliftonLarsonAllen LLP
Jeff Loch
Synchrony Bank
Maria Lopez
General Mills
John Lund
Tennant Company
Paul Nelson
Prudential
Jessica Noren
Xcel Energy
Dan Platta
Cargill
Kamas Rooney
Ernst & Young
Kelly Rousar
Medtronic
Tim Ryan
Ryan Companies
Jim Schulz
American Financial Printers, Inc.
Mary Volker
U.S. Bancorp
Greg Wilken
Travelers

*Advisory board member
Staffed Operations

**Brainerd**
- Contact Hours: 35,657
- Total Students: 5,809
- Students In Poverty: 5,713
- Sequential Schools: 11
- Volunteers: 297

**Duluth, MN / Superior, WI**
- Contact Hours: 16,498
- Total Students: 1,843
- Students In Poverty: 536
- Sequential Schools: 4
- Volunteers: 100

**Fargo, ND / Moorhead, MN**
- Contact Hours: 39,980
- Total Students: 7,705
- Students In Poverty: 5,102
- Sequential Schools: 16
- Volunteers: 457

**Mankato**
- Contact Hours: 62,925
- Total Students: 7,075
- Students In Poverty: 4,905
- Sequential Schools: 16
- Volunteers: 311

New Ulm
- Contact Hours: 17,903
- Total Students: 3,176
- Students In Poverty: 2,048
- Sequential Schools: 10
- Volunteers: 121

Owatonna
- Contact Hours: 16,291
- Total Students: 2,807
- Students In Poverty: 2,265
- Sequential Schools: 5
- Volunteers: 132

St. Cloud
- Contact Hours: 58,757
- Total Students: 7,730
- Students In Poverty: 5,631
- Sequential Schools: 18
- Volunteers: 381

**Twin Cities Metro Area**
- 11-county metro area and Hudson, WI
- Contact Hours: 791,948
- Total Students: 92,119
- Students In Poverty: 42,185
- Sequential Schools: 105
- Volunteers: 7,281

Satellite Operations

- Contact Hours: 44,592
- Total Students: 8,834
- Students In Poverty: 4,242
- Sequential Schools: 25
- Volunteers: 464

Geographic Reach 2013-2014

**Hours of JA curriculum** 1,210,606

**Total students** 153,592

**Underserved students** 79,495

**Schools delivering JA programs sequentially** 238

**Volunteers** 8,114
Read Iain Martin’s JA story on page 7.