

Nonprofit Recovery Grant : Entry # 2395**General Information****Date or application:**

01/19/2024

Organization Name

Junior Achievement of Northeastern New York

Organization TIN or EIN:

14-1429763

Organization physical address:

n/a

[Map It](#)**Is the mailing address different from the physical address?**

Yes

Organization mailing address (if different):

45 Hudson Avenue, Unit 1487

Albany, New York 12201

United States

[Map It](#)**Contact Information****Primary contact name:**

Suzanna Bernd

Primary contact title:

Director of Development and Communications

Primary contact phone:

518-631-5077

Primary contact email:sbernd@janeny.org**Preferred method of contact:**

Email
Website (if available): https://janeny.org
Organization Info and Structure:
Please attach to this application proof of your organization's Tax-Exempt Status <ul style="list-style-type: none">IRS-Letter.pdf
Date of establishment: 01/01/1953
Give a brief description of your organization. Please include information on the organization's activities or mission statement (150 words or less): <p>The primary purpose of Junior Achievement of Northeastern New York (JANENY) is to empower, enrich, and inspire youth - building their financial literacy, enhancing their workforce readiness skills, guiding them to explore career pathways, and helping them create a dynamic vision for their futures. Our educational programming delivers innovative and interactive in-school lessons to more than 12,000 K-12 students annually by matching corporate and community volunteers with classrooms in need and top-notch curricula. Junior Achievement of Northeastern New York is proud to serve Albany County, its home county.</p>
Provide the total number of part time employees (if applicable): 2
Provide the total number of full-time employees (if applicable): 3
Provide the total number of volunteers (if applicable): 411
What is the organization's current annual budget? \$711,932
Have you or the organization ever received any form of COVID-19 relief funds or loans specific to the negative impacts of the Pandemic? Yes
If you selected "Yes" above, please specify type and amount.

Payroll Protection Program (PPP): 2 loans totaling \$117,759.75, which were forgiven (\$63,350 and \$54,409.75)

Employee Retention Credits (ERC): \$82,488.02

- Q2 2020 - \$ 20,490.63
- Q3 2020 - \$ 7,740.73
- Q1 2021 - \$ 26,256.66
- Q2 2021 - \$ 28,000.00

Describe the purpose of the organization. Include a description of the target population, as well as the goals and objectives of your proposed project and the amount of Albany County residents that are served (250 words or less).

JA NENY is dedicated to giving young people in grades K-12 the knowledge and skills they need to achieve economic success, plan for their futures, and make smart academic and economic choices. The educational process includes working in groups to encourage collaboration, innovation, and critical thinking.

The goal of the project is to support Albany County students in more than 30 schools with programs that focus on financial literacy, career exploration / work readiness, and entrepreneurship in the elementary, middle, and high schools. Our primary constituents include students in the Albany, Cohoes, and Watervliet City School Districts, where the percentage of economically disadvantaged children is reported by the New York State Department of Education to be 71%, 69%, and 75%, respectively. The ethnicity of the population is also very diverse.

In the 2024 and 2025 calendar years, we aim to teach more than 3,200 Albany County students each year, for a total of more than 6,400. Most programs have at least 5 lessons each, so that's more than 32,000 lessons that will be provided, with countless family members experiencing the residual effects. The participating students will be better prepared for their futures and the many opportunities they can pursue, lifting our entire region. The education they experience today will help them to have a brighter future, unlocking their potential and empowering them for success.

If an award is made, describe how Albany County stakeholders will benefit.

Junior Achievement of Northeastern New York is proud to serve Albany County. Our programming inspires young people to succeed and equips them with the skillset and mindset to build thriving communities. The young people of Albany County will benefit by an increase in their financial literacy, workforce readiness, and experiences in career exploration. The greater population of Albany County will benefit by the leaders of tomorrow being better prepared to improve the quality of life for all who live and work here. We aim to unlock the potential for all students, their families, their neighbors, and everyone's future.

The business landscape in Albany County will be enhanced due to the JA NENY workforce readiness programs. For example, in the fall of 2023, National Grid and JA NENY presented a full day of career exploration at Harmony Hill Elementary School in Cohoes. Teaching financial literacy also played a role, and National Grid employees spoke about their jobs and showcased their large equipment. JA NENY plans to continue these partner programs with Albany County employers to feed the pipeline for future workers.

Quotes from Recent Participants in Junior Achievement of Northeastern New York include:

- Elementary School Student: "We learned about money and credit. Credit is invisible money."
- Fourth Grade Teacher: "The volunteers did a wonderful job with a class full of diverse learners. They were very knowledgeable and helpful to the students."

• Corporate Volunteer: "Working with Junior Achievement has been the highlight of my year. I have had the pleasure of working with both a Kindergarten class and a 5th grade class this year and those kids light up at the ideas and thoughts that are presented to them by Junior Achievement. I am sure that any money that was given to this amazing organization would allow for more children to see the benefits of this amazing program."

We know our programs work! Research indicates that Junior Achievement programs have a strong impact on our alumni's future:

- About 4 in 5 alumni report that Junior Achievement played a very important or somewhat important role in their decision to pursue further education, professional development, and personal development.
- 51% of alumni have college degrees, higher than the nationwide average of 33%.
- 75% say it played an important role in their career path.
- 85% of alumni say Junior Achievement programs played an important role in fostering the belief that they could achieve their goals, and 83% say it also played an important role in boosting their confidence in new situations.

Negative Economic Impact:

What amount of funding is being requested?

\$25,000

Provide the total amount of lost revenue/additional expenses attributable to the COVID-19 Pandemic.

Lost Revenue

\$150,000 2020 Bowlathon ^

\$150,000 2021 Bowlathon ^

\$120,000 2022 Bowlathon ^introduced new event but impact was limited

\$150,000 2023 Bowlathon ^

\$130,000 2021 Capital Region Business Hall of Fame *

\$130,000 2022 Capital Region Business Hall of Fame *

\$130,000 2023 Capital Region Business Hall of Fame *

\$ 50,000 2020 Partners in Achievement Luncheon #

\$ 50,000 2021 Partners in Achievement Luncheon #

\$ 50,000 2022 Partners in Achievement Luncheon #

\$ 50,000 2023 Partners in Achievement Luncheon #

\$1,160,000 Total Lost Revenue at this time

^ The Bowlathon historically raised \$150,00 - \$160,000 annually pre-COVID. All momentum and structure for this high attendance event has been lost. JA NENY has lost the paid and volunteer staff to organize it, so we are introducing an alternate bowling event in 2024 we hope to build through the years.

* Capital Region Business Hall of Fame netted \$135,951 in 2019. When COVID struck, fundraising had already been completed for 2020, and donors were generous when the in-person event was cancelled. Although all momentum has been lost, JANENY is working to rebuild the event for May 2024. We hope to build momentum through the years and return to its original success.

The Partners in Achievement luncheon brought individuals together to support the JA NENY mission. COVID quickly killed the event, and the essential corporate and community volunteers who made it happen have reprioritized their time.

Additional Expenses

\$ 6,000 2022 Auditor ~

\$ 6,000 2023 Auditor ~

\$45,000 Bad Debt Writeoffs Required Due to COVID effects

\$24,000 2022 Increased Cost of Educational Supplies due to COVID effects

\$24,000 2023 Increased Cost of Educational Supplies due to COVID effects

\$41,000 2022 Salary Increases due to the Great Talent Drain of COVID

\$63,000 2023 Salary Increases due to the Great Talent Drain of COVID

\$14,500 2020 Train / Recruit Volunteers +

\$21,500 2021 Train / Recruit Volunteers +

\$21,500 2022 Train / Recruit Volunteers +

\$14,500 2023 Train / Recruit Volunteers +

\$281,000 Total Additional Expenses through 2023

~ Previous auditor left due to Covid and could not be replaced at same cost.

+ As a result of COVID, all learning had to be changed from in-person to remote. Volunteers needed training to accommodate this significant change. Many volunteers chose not to transition to remote, and when the schools returned to in-person learning, they had reprioritized their time. New volunteers need to be recruited to replace them.

Sustainable Operating Model: Describe how your organization adapted its operations to respond to (a) the immediate impacts of the COVID-19 pandemic and (b) any long-term trends brought about by the COVID-19 pandemic.

Quickly after the onset of the global pandemic, JA NENY was able to shift our educational delivery model to provide fully virtual experiences for most programs. With the support of JA USA, a national organization to which we belong, JA NENY was providing asynchronous and e-learning programs for elementary, middle, and high school classes in our region, had launched an online portal for parents to lead at-home self-guided enrichment activities for all grade levels, and trained and equipped 159 volunteers for remote delivery.

In the long term, as students have returned full-time to the classroom, we have further adapted our educational programs, retaining the best of the best. Volunteers and teachers now have access to a full menu of in-person and virtual activities, to maximize the value of the programs and positive impact on the students.

Recruitment of both teaching and fundraising volunteers continues to be challenging. This is attributable to a variety of factors. Former volunteers have reallocated their time. Remote work has reduced the motivation to leave one's home. Corporations are trying to keep their belts tight, reducing or eliminating opportunities for their employees to volunteer. Every COVID scare refreshes the lingering fears of being in a confined space with many unknown people. To address this issue in part, some teachers in the upper grades are choosing to use JA NENY curriculum and lead the teaching when a volunteer is unavailable.

JA NENY is gradually rebuilding its staff to increase capacity. Staff departures during COVID eliminated both a full and part-time position. The part-time position has been reinstituted. Consideration will be given to returning to pre-COVID staffing levels as funding allows.

If an award is made, describe how the funds will help the organization to recover from the negative economic impacts associated with the COVID-19 pandemic and to sustain long-term operations in Albany County.

An award of funds will help JA NENY to continue to recover from the negative economic impacts associated with the COVID pandemic. Funds are needed to replace lost fundraising revenue, which will be done in part by rebuilding former events, and continue teaching volunteer recruitment and training so we can deliver more educational programs in Albany County. All students in our county deserve the opportunities, freedom, and dreams that financial literacy can provide. JA NENY would like to reach as many of them as possible.

Does the organization possess a financial management system that provides records that can identify the sources and application of ARPA funds if an award is made? Please explain below:

JA NENY's financial management system is QuickBooks Online, which is coordinated by our Operations Manager, with oversight from our President and external CPA. QuickBooks has all the functionality necessary to identify and track the ARPA funding. JA NENY has a full audit performed annually by an external auditor to ensure full compliance.

Please explain how the negative impact associated with the COVID-19 pandemic led to revenue loss:

The COVID-19 pandemic led to the departure of two employees, including a full-time Development Director, who had the responsibility of coordinating fundraising events. As the pandemic dissipated, the employee had obtained other employment, and her institutional memory of the past successful events was lost.

In 2019, pre-pandemic, 62% of Junior Achievement of Northeastern New York's revenue was generated from special events. When COVID eliminated gatherings, all were cancelled per government regulations. This significantly reduced our revenue stream.

In-person fundraising momentum was lost. Long-time event volunteers faded away. Corporate sponsors reduced budgets, and their employees no longer have a shared sense of corporate community due to remote working. Institutional memory of the planning of these successful events is fading. Despite these challenges, Junior Achievement of Northeastern New York is working on rebuilding our revenue stream. The Capital Region Hall of Fame will return in 2024. Although the bowlathon as previously implemented is no longer viable, we are introducing an alternate version we hope will be successful in 2024 and beyond.

Optional file upload

- [recommendation.letter.from_school.principal.pdf](#)

Tax Information

Please upload Federal tax returns for tax year 2019

- [990-2019-year.pdf](#)

Please upload Federal tax returns for tax year 2020

- [990-2020-year.pdf](#)

Please upload Federal tax returns for tax year 2021

- [990-2021-year.pdf](#)

Please upload Federal tax returns for tax year 2022

- [990-2022-year-draft.pdf](#)

Please upload IRS Form W-9

- [W9-Junior-Achievement-2023.pdf](#)

Risk Assessment

Has the organization adopted and/or implemented policies relating to: records retention, conflict of interest, code of ethics, and/or nondiscrimination policies

Yes

If you selected "Yes" above, please specify:

- Records Retention Policy
- Conflict of Interest Statement and Declaration Procedure
- Ethics Standards
- Non-Discrimination Statement

Is the organization properly insured?

Yes

If you selected "Yes" above, please specify the types of insurance held and the limits:

- General and Umbrella Liability: \$2 million general aggregate / \$1 million each occurrence / \$15 million umbrella each occurrence
- Participant Accident Insurance: \$10,000 medical
- Hired/Non-Owned Automobile Liability: \$1 million / \$10 million excess
- Directors' and Officers' Liability: \$5 million
- Crime: \$1 million
- Workers Compensation per New York State

Does the organization have a financial management system?

Yes

If you selected "Yes" above, please specify

Junior Achievement of Northeastern New York uses QuickBooks Online for its bookkeeping, supported by oversight from the Board of Directors, a certified public accountant, and a full annual audit.


Has there been any change in your organization's key staffing positions in the last 2 years?

No

Has the organization previously done work for the Federal government (i.e. Is the entity experienced in managing Federal funds)?


No

Certifications:**Acknowledgment 1**


 I have read and understand the U.S. Treasury's Compliance and Reporting Guidance for State and Local Fiscal Recovery Funds (see link below)

U.S. Treasury's Compliance and Reporting Guidance for State and Local Fiscal Recovery Funds:
<https://home.treasury.gov/system/files/136/SLFRF-Compliance-and-Reporting-Guidance.pdf>


Acknowledgment 2

 Should the County allocate ARPA Funds, I am able to and pledge to adhere to ALL Compliance and Reporting Requirements of the U.S. Treasury as it relates to any State and Local Fiscal Recovery Funds

Acknowledgment 3

 I understand the County will contact me if/when additional information is needed and that information will be promptly provided to the County to support reporting requirements


Acknowledgment 4

 If for any reason I am unable to comply with the U.S. Treasury's Compliance and Reporting Requirements I will immediately notify the County in writing by email or letter

Acknowledgment 5

 All information submitted in this application is true and accurate

Electronic Signature Agreement

 I agree

By checking the "I agree" box, you agree and acknowledge that 1) your application will not be signed in the sense of a traditional paper document, 2) by signing in this alternate manner, you authorize your electronic signature to be valid and binding upon you to the same force and effect as a handwritten signature, and 3) you may still be required to provide a traditional signature at a later date.

Type name

Suzanna Bernd

Notes



Admin Notification (ID: 655253b8f18ee)

added January 19, 2024 at 7:24 pm

WordPress successfully passed the notification email to the sending server.