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It has been an exciting but also very challenging year for Junior Achievement of Greater Hampton Roads (JAGHR), as has been the case for our entire region and country in the face of the Covid-19 pandemic. Fall 2019 started out strong as JAGHR, along with a veritable army of volunteers, reached thousands of students across grades PreK-12 to deliver over 20 unique hands-on learning experiences. Our volunteers serve as critical enablers not only for program delivery, but also by providing the key element that makes JA's programming stand out: bringing real-world professionals into classrooms to share their experience and expertise with students. Through the selfless efforts of our volunteer base of JA Heroes, students in Hampton Roads received nearly 42,000 hours of live instruction in the fields of entrepreneurship, financial literacy, and work readiness.

In Spring of 2020, JAGHR organized a successful job shadow at Naval Air Station Oceana for 100 Virginia Beach high school students involved in vocational training, where they were able to interact with the base's facilities maintenance teams in order to gain real-world experience on what they'd learned in class. Additional job shadows at Stihl and Hilton Norfolk the Main unfortunately had to be tabled due to the Covid-19 shutdown.

Looking ahead, we will continue to adapt to the needs of educators, parents, and students in these unprecedented times. Junior Achievement USA has released a series of digital resources that we will use as goodwill gestures as well as a marketing opportunity as we show our support for local schools impacted by current events. We hope to come out of these challenging times stronger than when we went in.

All the best,

Best,

A handwritten signature in black ink on a light-colored background. The signature reads "Frank E. Hughlett".

Frank E. Hughlett  
President, Junior Achievement of Greater Hampton Roads

**About Junior Achievement of Greater Hampton Roads:** Junior Achievement is a 501(c)3 non-profit organization that works in conjunction with local community and corporate volunteers to deliver PreK-12 classes on financial literacy, work readiness, and entrepreneurship. Junior Achievement USA was founded in 1919, and we've been in Hampton Roads since 1966. We are proud to be part of the nation's largest organization dedicated to giving young people the knowledge and skills to own their economic success. Visit [hamptonroads.ja.org](http://hamptonroads.ja.org) for more information.

# The JA Team



CAPTAIN FRANK E. HUGHLETT, USN (RET.)  
PRESIDENT,  
JUNIOR ACHIEVEMENT OF  
GREATER HAMPTON ROADS



JANINE BRADY  
EDUCATION MANAGER,  
JUNIOR ACHIEVEMENT OF  
GREATER HAMPTON ROADS



LAUREN CIAMPOLI  
EDUCATION MANAGER IN  
CHARGE OF SPECIAL PROGRAMS,  
JUNIOR ACHIEVEMENT OF  
GREATER HAMPTON ROADS



JAMIE HENRY  
OFFICE MANAGER,  
JUNIOR ACHIEVEMENT OF  
GREATER HAMPTON ROADS



LAURA FULTON  
VOLUNTEER COORDINATOR,  
JUNIOR ACHIEVEMENT OF



NATALIE ASHCRAFT  
DEVELOPMENT DIRECTOR,  
JUNIOR ACHIEVEMENT OF

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## 2019–2020 UPDATE

### 5,244 STUDENTS

Hampton Roads students  
benefitted from JA's always  
free, SOL-correlated content



### CLASSES 174



Delivered by 147 Unique Volunteers  
from 55 Unique Organizations

### 41,741 CONTACT HOURS

Amount of time spent  
interacting with students from  
across Hampton Roads



### SCHOOLS/CLUBS 49

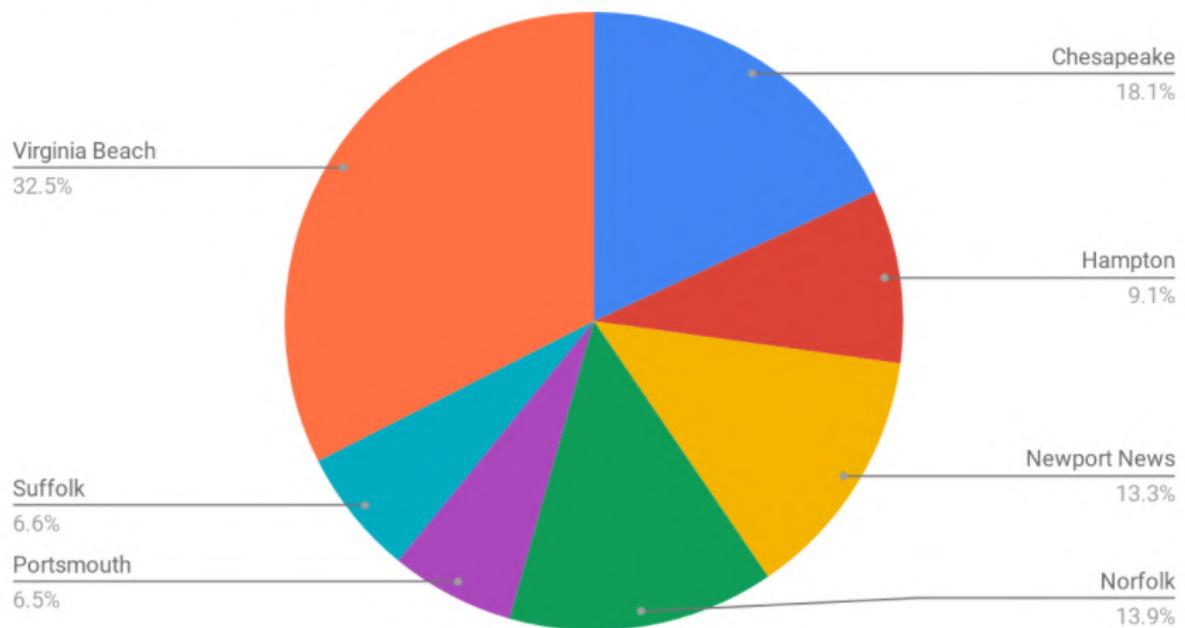


Requested by 106  
Educators

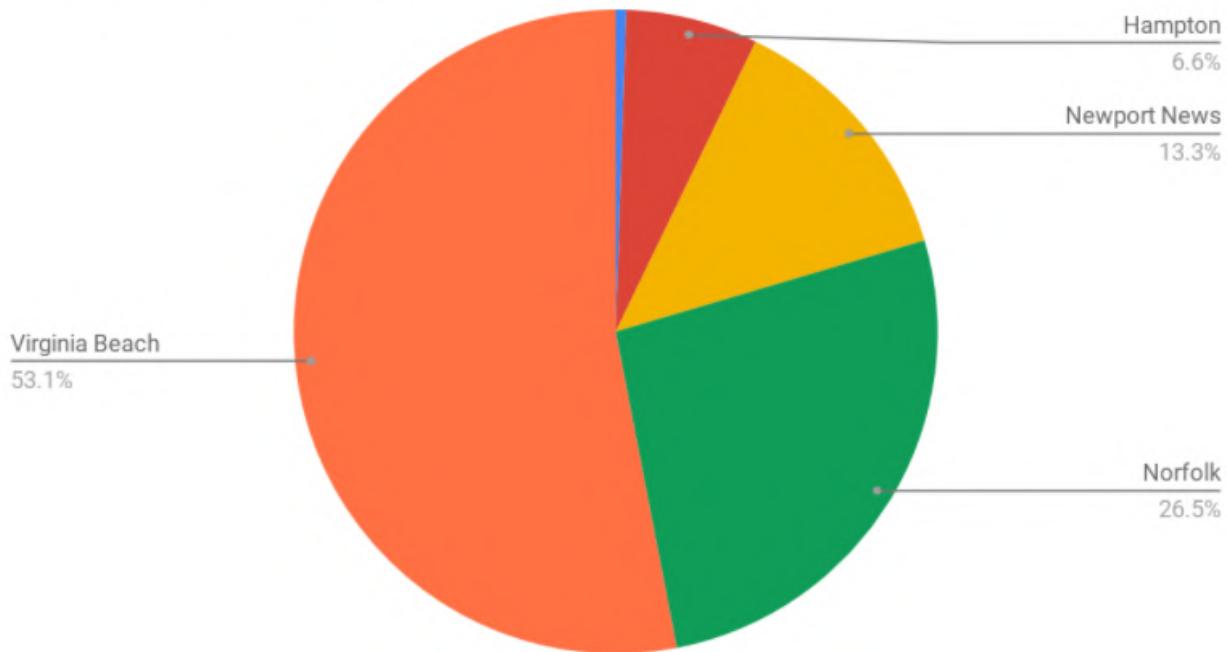
### WANT TO GET INVOLVED?

Visit [hamptonroads.ja.org](http://hamptonroads.ja.org) for more information about  
programming and volunteering opportunities!

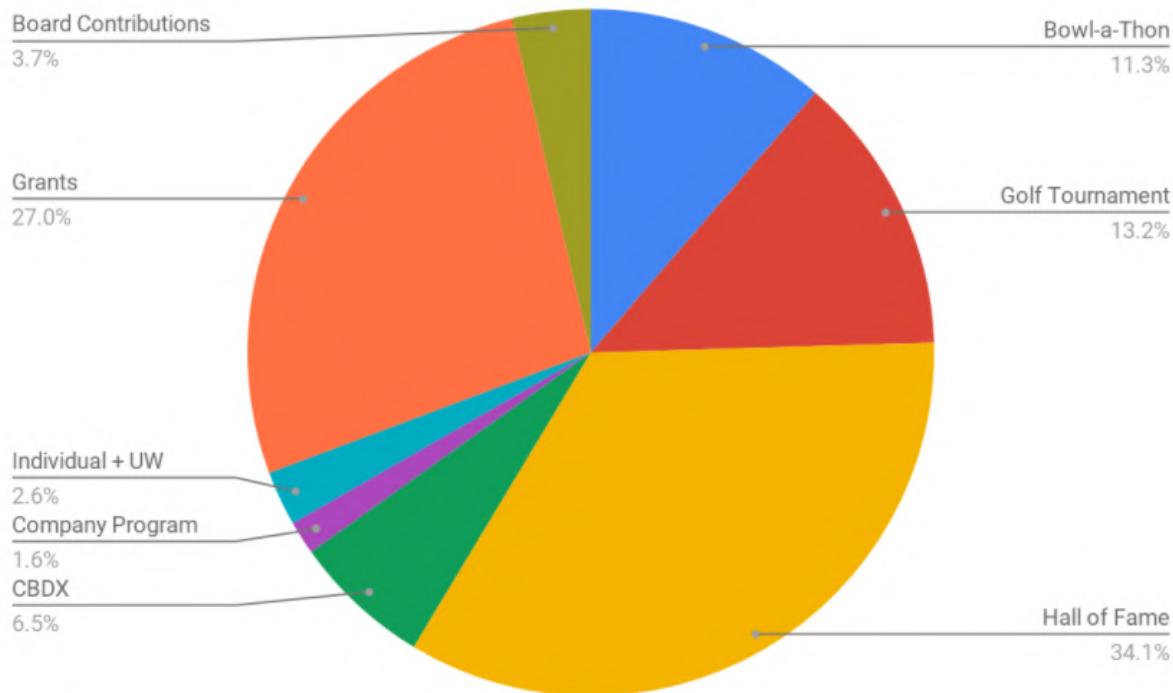
## Student Population by City



## Program Reach by City



## 2019-2020 Operating Funding Mix



\*Based on our 2019-2020 audit, over 90 cents per dollar donated to Junior Achievement is utilized for program delivery



The 2019-2020 Hampton Roads Business Hall of Fame was postponed due to Covid-19. A pandemic responsible event is scheduled for October of 2021.



# GOLF TOURNAMENT

*24<sup>th</sup> Annual*

"HAP" HOY MEMORIAL



## Heron Ridge Golf Club

**Friday, September 11, 2020**

Schedule of Events

Registration 11:30 a.m.  
Shotgun Start 12:30 p.m.  
Dinner, Awards & Raffle 5:30 p.m.

**Entry Fee Includes: Range Balls, Greens Fees, Cart, Beverages, and Dinner**

Players/Sponsorship Pricing:

Players \$130 Each  
Hole Sponsorships \$250 Each  
Corporate and Platinum Sponsorships are available

**The Golf Tournament is a Captains Choice 4 Member Florida Best Ball with prizes**

**Awarded for closest to the pin, longest drive, and low score as flighted**

Raffle Tickets will also be available for a variety of prizes (electronics, gift certificates, golf equip., etc.)

All proceeds from this event will benefit the following organizations:

**Boys & Girls Club of Southeastern Virginia  
Junior Achievement of Greater Hampton Roads**

Registration Form

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\*The Hoy Golf Tournament was rescheduled from September to November of 2020 in response to the pandemic. Hoy Construction generously donated over \$15,000 to Junior Achievement as proceeds from the event.

## Civic Engagement

# HAMPTON ROADS CHAMBER

Means Business

Junior Achievement is an active member in the Hampton Roads Chamber of Commerce



**CoVaBIZ MAGAZINE**  
**Millennials On The Move**

**Lauren 29 Ciampoli**

**ABOUT OUR MILLENNIAL**

**Education Manager in Charge of Special Programs**  
**Junior Achievement of Greater Hampton Roads**

**BERKSHIRE HATHAWAY HomeServices Towne Realty**  
A MEMBER OF THE FRANCHISE SYSTEM OF BHHS AFFILIATES, LLC

**BROUGHT TO YOU BY**



Education Manager in Charge of Special Programs, Lauren Ciampoli, was recognized as a CovaBiz Magazine Millennial on the Move for 2020, as well as a LEAD Hampton Roads Class of 2020 graduate

Junior Achievement Continues to Receive Generous Support from the  
Following Organizations-  
thank you for being a JA Hero!



BAE SYSTEMS

