Junior Achievement of the Heartland
By the Numbers

3 Pillars
- Financial Literacy
- Work-Readiness
- Entrepreneurship

24 Counties Served
60 Years of Empowering the Future

56,697 Students Reached
2,990 Individual Volunteers
2,701 Classrooms
1,374 Business Partners
286 School & Youth Organizations
Letter from the President and Board Chair

2016 marks a special milestone as we celebrate our diamond anniversary!

For 60 years, Junior Achievement of the Heartland has prepared students for life after graduation by teaching financial literacy, work-readiness, and entrepreneurship. JA brings schools’ curriculum to real life and empowers young people to own their economic success.

In 1956, we began as a small operation, providing only the JA Evening Company program to small groups of high school students. Today, we serve 56,697 students, making us the 25th largest JA Area (out of 112) in the United States. Our student market share is 30%, which is the 6th largest of all JA Areas.

These children, in grades kindergarten through high school throughout our 24-county territory, benefit from an extensive menu of traditional core-mission programs, specialized programs, and newly developed digital programming that allows us to expand our student reach through technology.

Our successful journey is only possible because of the thousands of individuals committed to delivering JA in the communities we serve. Our board of directors and advisory council members dedicate their time to ensure we have the resources necessary to meet the demands for JA’s effective programs – both today and in the future. Our educators willingly open their classroom doors and invite JA to be a part of their valuable class time. Our business-experienced community volunteers step up time and time again to teach our curriculum and serve as positive role models to our students. And, our financial investors contribute generously to support the development of a well-educated workforce. Without these faithful friends JA of the Heartland would not be the respected organization it is today.

As we celebrate 60 years of serving our communities, we extend our heartfelt appreciation to our past, present, and future partners. Together, we are empowering the future.

Barbara VenHorst
President
JA of the Heartland

James R. Anderson
President & CEO
Schebler Company
JA of the Heartland Board Chair

Junior Achievement:
Empowering young people to own their economic success®.
Celebrating 60 years

1919 - First JA chapter is founded in Massachusetts
1956 - JA is founded in Scott and Rock Island counties
- JA impacts 128 students through the JA Evening Company Program
1966 - JA reaches 226 students
1969 - JA of Scott County, Inc. and JA of Rock Island County, Inc. merge to become JA of the Quad Cities Area, Inc.
1976 - JA expands to 2,200 students
1977 - JA's first in-school programs are piloted
- For the first time, JA of the Quad Cities Area is ranked in the top quartile of all JA operating areas throughout the country
1996 - JA of the Quad Cities Area impacts 23,000 K-12 students
1997 - Folwell Education Center for Free Enterprise groundbreaking
1998 - JA Job Shadow Day is launched in Scott and Rock Island counties
- First Business Horizons camp is held at St. Ambrose University
1999 - JA BizTown Grand Opening, third JA in the country to offer the program
2002 - Free Enterprise Foundation is created
2003 - First area office to pilot the JA Finance Park program for JA Worldwide
1983
- First JA Bowl-A-Thon is held
- Applied Economics, an in-school program for high school juniors and seniors, is implemented

1986
- Through middle grade and high school programs, JA of the Quad Cities Area impacts 9,000 students

1989
- The first Quad Cities Area Business Hall of Fame recognizes area business leaders. The first laureates are E.P. Adler, Roy J. Carver, John Deere, Stuart Thoms, and Lawrence J. Whitty

1990
- JA of the Quad Cities Area receives its first Golden Circle Award, recognizing the chapter as one of the top 18 operating areas in the nation

1991
- K-6 elementary in-school programs are piloted in the area

1993
- First JA Golf Challenge is held

1991
- K-6 elementary in-school programs are piloted in the area

1993
- First JA Golf Challenge is held

2004
- JA of the Quad Cities Area and JA of the Tri-States merge to become JA of the Heartland

2006
- The first Drs. David & Agnes Palmer JA Titan® Competition is held

2009
- JA of the Heartland pilots first trades career expo; 461 high school students attend

2011
- JA of the Heartland serves its one millionth student

2015
- JA World (home to JA BizTown and JA Finance Park programs) celebrates its 15th anniversary
- JA of the Heartland expands its reach to serve students in 23 of its 24-county territory

2016
- JA of the Heartland serves 56,697 K-12 students; 30% of the student population
- JA of the Heartland is recognized as the 25th largest JA Area in the U.S. (out of 112 JA Areas)
When I think about JA, I think about the opportunities it gives kids to learn about the world of business. The way I see it, it’s a head start at becoming a successful adult! JA also finds a way to make the process of learning information fun, and this is very effective for both kids and adults.”

Kendall Deutmeyer
Virgil Grissom Elementary School, Princeton, IA

Courtesy of the Quad-City Times
Elementary School Programs: Engaging, Age-Appropriate, & Fun!

Junior Achievement’s elementary school programs are the foundation of its K-12 curricula. Six sequential themes, each with five hands-on activities, as well as an after-school and capstone experience, work to change students’ lives by helping them understand business and economics.

**Programs Offered**

<table>
<thead>
<tr>
<th>JA OURSELVES®</th>
<th>JA OUR FAMILIES®</th>
<th>JA OUR COMMUNITY®</th>
<th>JA OUR CITY®</th>
<th>JA OUR REGION®</th>
<th>JA OUR NATION®</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kindergarten</td>
<td>First Grade</td>
<td>Second Grade</td>
<td>Third Grade</td>
<td>Fourth Grade</td>
<td>Fifth Grade</td>
</tr>
<tr>
<td>uses storybook characters in read-aloud and hands-on activities to introduce the role people play in an economy.</td>
<td>explains how family members’ jobs and businesses contribute to the well-being of the family and of the community.</td>
<td>uses posters and games to offer practical information about businesses and the many jobs those businesses offer in a community.</td>
<td>introduces students to the characteristics of cities and how cities are shaped by zoning.</td>
<td>introduces students to entrepreneurship and how entrepreneurs use resources to produce goods and services in a region.</td>
<td>provides practical information about the need for employees who can meet the demands of the 21st century job market, particularly high-growth, high demand jobs.</td>
</tr>
</tbody>
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**JA MORE THAN MONEY®**

**Third – Fifth Grade**

teaches students about earning, spending, sharing, and saving money.

**JA BizTown**

**Fifth Grade**

introduces students to economics and business starting with four weeks of teacher-led classroom instruction, followed by a daylong, hands-on experience where students apply the learned concepts in a lifelike community at JA World. Students run various businesses, earn paychecks, open and manage bank accounts, and become full-fledged consumers making purchases at other student-run businesses. The program vividly illustrates the connection between hard work and tangible success while allowing students to gain firsthand understanding of their roles as citizens, consumers, and workers.
I love being a JA classroom volunteer. It is rare that a superintendent gets to teach, and I had the privilege this year of providing exciting financial education to elementary, middle school, and high school students. What a blast!

Dr. Art Tate
Davenport Community School District
Superintendent
JA Core-Mission Programs
Middle Grade

Middle Grade Programs: Motivating Kids to Learn and Succeed

The middle grade programs build on concepts the students learned in Junior Achievement’s elementary school programs and help teens make difficult decisions about how to best prepare for their educational and professional future. The programs support 21st century learning objectives that are essential to success in the business world, including collaboration and critical-thinking.

<table>
<thead>
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<th>Programs Offered</th>
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<td>JA ECONOMICS FOR SUCCESS®</td>
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<tr>
<td>JA GLOBAL MARKETPLACE®</td>
</tr>
<tr>
<td>JA IT’S MY BUSINESS®</td>
</tr>
<tr>
<td>JA IT’S MY FUTURE™</td>
</tr>
<tr>
<td>JA FINANCE PARK Eighth Grade</td>
</tr>
</tbody>
</table>

- **JA ECONOMICS FOR SUCCESS®**: gives students the information needed to build strong personal finances, a cornerstone to a happy, secure life. Students learn the importance of exploring career options based on their skills, interests, and values. They also learn about spending money within a budget.

- **JA GLOBAL MARKETPLACE®**: helps students understand how goods flow through various economies and the effect globalization has on their lives.

- **JA IT’S MY BUSINESS®**: encourages students to use critical-thinking to learn entrepreneurial skills. Those skills include knowing customers’ wants and needs, launching effective marketing, and creating detailed business plans.

- **JA IT’S MY FUTURE™**: provides practical information about preparing for the working world. Students learn about career clusters, high-growth jobs, career planning, and creating a personal brand.

- **JA FINANCE PARK Eighth Grade**: demonstrates to students the importance of living within their financial means. After completing four weeks of teacher-led instructions, students visit JA Finance Park in a realistic on-site community at JA World or online in a virtual community. During their visit students receive a life scenario, including a job, salary, and family situation, to use as the basis of their simulation experience. With their real-life personas, they learn how to construct and adhere to a personal budget. These eye-opening experiences give students a solid foundation on which to build effective personal financial habits for life.

Sponsors

Amy Helperstenn Foundation
THE BECHTEL TRUSTS
IOWA AMERICAN WATER
Junior Achievement to me is one of the best business classes available. It gives unique experiences that you can't have anywhere else and goes much more in depth over aspects of running a business. The Drs. David & Agnes Palmer Junior Achievement Titan Competition was an awesome time where I was able to meet all kinds of new people and learn about business.”

Jared Nichols
United Township High School, East Moline
JA Core-Mission Programs
High School

High School Programs: Connecting Education to the World of Work

Junior Achievement’s high school programs help students make informed, intelligent decisions about their future, and foster skills that will be highly useful in the business world. With a range of different programs, JA teaches concepts relating to entrepreneurship, financial literacy, and work-readiness. The volunteer brings real-life work experiences and guidance into the classroom at a time that represents an essential crossroads for young people.

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<td>JA BE ENTREPRENEURIAL®</td>
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<td>provides useful, practical content to assist teens in the transition from being students to productive, contributing members of society.</td>
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“Junior Achievement teaches kids how to take care of themselves.”
- Glenn Medhus
  JA Board Member & Trustee, 1964-present
Junior Achievement

Junior Achievement High School Career Expos

JA of the Heartland created career expos to help develop a pool of employees ready to fulfill our communities’ needs.

Through these expos, students:

• Learn about career options in specific fields.
• Receive hands-on experience with equipment used on the job.
• Speak with professionals regarding education, training, and skills required for the jobs.

JA High School Advanced Manufacturing Careers Expo
In partnership with the John T. Blong Technology Center, a part of Eastern Iowa Community Colleges

Areas of focus include:

• CNC/Machining
• Engineering Tech
• Mechanical Design
• Logistics
• Renewable Energy
• Truck Driving
• Welding

Major Sponsor: Alcoa Inc.

Junior Achievement High School Advanced Manufacturing & Agriculture Careers Expo
In partnership with Muscatine Community College

Areas of focus include:

• Agriculture – Business & Production
• Conservation (Horticulture)
• Engineering Technology
• Manufacturing
• Logistics
• Veterinary Technology
• Welding

Drs. David & Agnes Palmer Junior Achievement Titan Competition
Sponsored by Vickie Anne Palmer

JA Titan allows high school students to apply their business knowledge by competing online in a fictional industry. While simulating business quarters, students make decisions on price, production, marketing, capital investment, and R & D. These decisions determine the success or failure of their virtual company.

Students within JA of the Heartland’s territory get to put their skills and knowledge gained from JA Titan to the test by competing in the Drs. David & Agnes Palmer JA Titan Competition. Top performing teams are awarded scholarship money for post-secondary education.
IN 1965, I became President of the Moline JA Chapter. In 1966–1968, I served as Chair of the West Division of Junior Achievement. At that time, JA National was asking area chapters to build facilities to use as classrooms for the JA Evening Company program. We favored using schools. We knew we needed the schools to support our program and it was easier for us to access the students. It was also more economical for us to be able to advance to other communities.

“This decision laid the foundation for what JA of the Heartland has been able to accomplish over the years. Because the local board chose wisely, JA of the Heartland continues to expand to meet the needs of today’s educators and students.”

Junior Achievement of the Heartland’s Board of Directors is composed of leaders from the business and education communities. Their wide range of backgrounds and professional expertise yields a dynamic and dedicated team with a hands-on approach to positioning JA as a leader in economic education.
Junior Achievement’s signature events raise money to support our programs, as well as raise awareness about our mission.

Junior Achievement
Special Events

Hall of Fame

540 Attendees
2 Locations
1,137 Students Served

Major Sponsors

Courtesy Car City, The Dispatch, Dupaco Community Credit Union, Honkamp Krueger & Co., ITC Midwest, KWQC-TV6, Quad-City Times, The Sedona Group, TAG Communications, U.S. Bank N.A., WHBF CBS4
JA Bowl-A-Thon

2,630 Bowlers
13 Bowling Alleys
6,657 Students Served

Major Sponsors
Embroid Me, HNI Corporation, KWQC-TV6, Necker’s Jewelers, Silver Oaks Communications, Wells Fargo Bank, WHBF CBS4

JA Golf Classics

340 Golfers
3 Golf Courses
2,517 Students Served

Major Sponsors
Jim Victor, Elliott Aviation, HNI Corporation, Iowa American Water, Kirchhoff Family Donor Advised Fund, KWQC-TV6, Vibrant Credit Union, WHBF CBS4
OUR Financial Partners

Free Enterprise Foundation
Mission: To build endowment to sustain JA of the Heartland. Through this foundation, today’s leaders can invest in the future of the free market economy that has allowed them to achieve personal and professional success.
Jim & Carol Horstmann
Jim Victor

Heritage Society
A special thank you to the following individuals for their long-term commitment by including JA of the Heartland in their estate planning.
James & Paula Anderson
Derek & Paula Cockrell
Jim & Carol Horstmann
Gary & Christy Kunz
John & Susan Lawson
Carter (deceased) & Kaye LeBeau
Glenn & Kathleen Medhus
Mike & Carol (deceased) Plunkett
Jim Victor

Individual Achievement Circles
Gifts $10,000 - $24,999
Hunt & Diane Harris
Vickie Anne Palmer
Jim Victor
Gifts $5,000 - $9,999
James & Kathy Giese
Gifts $2,500 - $4,999
Lance & Sharon Heuer
John & Sue Lawson
Gifts $1,000 - $2,499
Peter & Kim Benson
Chad & Caroline Everitt
Local Business Partners
Robert A. Hanson (deceased) & Patricia K. Hanson
Kirk & Mary Ellen Johnson
Nick & Jen Kremer
Gary & Christy Kunz
H.J. & Denise Markley
Mike & Denise McCoy
Marshall Porter
Tom & Jennifer Rowe
Charlene Schuetz
Michael Steffenson
Art W. & Corinne Tate
Mike & Sara Thoms
Ron & Judy Wolf
Gifts $500 - $999
Jim & Susan Anderson
John & Andrea Archer
Edward Babka (deceased)
Karah Baier
Jeff & Diane Bertsch
Rick & Kim Cogitts
Terry J. & Cara Fuller
Dave Goodmundson
Adam & Kimberly Hass
Beth Hodges
Mike & Natalie Hoffmann
Andrew Katrichis
Troy Leibold
Sai & Stephanie LoBianco
Frank & Lori Ludgate
Tom Melchert
Pamela Mohr
David Nuernberger
Ted & Rosemary Olt
Jorge Rodriguez
John Sandway
Beth Shillington
Jim & Julie Spelhaug
Tom Thoms
Barbara VenHorst
Joe VenHorst
Ryan Weber & Laura Dion
Gifts $100 - $499
Paula Adams
Clint Allman
Barry Anderson
Jeff Applegate
Scott & Carolyn Arnold
Kerry Azebel
Bob Bateman
Emily Baylock
Howard Branen
Todd Brooser
Tim Bros
John & Darcy Callas
Gary & Sheryl Carlson
Ronald “Chip” Chan
Steve & Sue Chapman
Frank Clark
Joedy Cook
Thom Cornelis
Jim Crowder
David & Liz Cushman
Bill Dale
Scott Daising
Ray De Wrinkle
Willa Deal
Greg & Jll Deklyser
Linda Denison
Robert Eby
Joe & Deb Friday
Edein Froehlich
Tom & Paula Giese
Diana M. Grader
Patty Greteman
Sherman Hamel
Charles Hanson
Stephen & Connie Harding
Larry Hoefer
Lisa Hott
Robert J. & Tanya M. Howard
Greg Hummel
Dr. Gary Ihlefeld
Ernest Jackson
John Jorgensen
Rich Klahn
James & Nancy Klauser
Robert Klauser
Nelson Klaver
Jim Klein
Frank Klipsch
Russell Knight
Don Kotecki
Roger Krabbenbof
Darlene Lamp
Marla Lauck
Lance Leslie
Chad Lewis
C. Wesley Llewelyn
David Loveland
Chris Mahers
Chris Manfield
Jim Marshall
Ronald Matthias
Joshua Mayfield
Stacey May
Tracy McGinnis
Rich McMurray
The Mealy Family
Glenn & Kathleen Medhus
John Moran
Jason Mucciarone
Jim & Debra Mueller
Jim Nippie
Bob Nort
Brad Oliebering
Thomas Parker
Rich Powell
Victor J. & Kathy Quinn
Susan Pitts
Geri & Barb Rilling
Don & Cheryl Rusk
Carole Schafer
Kristal Schafer
Richard Schmid
Nate Stoffregen
Chris Sullens
Tim & Kelly Summers
Chris & Kim Theisen
Bob Travis
Mary (Leanne) Tyler
Gene Verso
George White
Jim Willer
Kari Williams
Carrie & Michael Zorich
Susan Zude
Corporate Giving

**Burlington**
Gifts $5,000 - $9,999
- John H. Witte Jr. Foundation

Gifts $2,500 - $4,999
- MTC Technologies
- Carl A. Nelson & Company
- Deery Brothers, Inc.
- Farmers & Merchants Bank & Trust

Gifts $1 - $999
- Alliant Energy Foundation
- The Broadway Café, Bar & Grill
- Hy-Vee Food Store
- Happy Joe’s Pizza & Ice Cream

**Cambridge**
Gifts $1,000 - $2,499
- BankORION Cambridge Community School District
- Gold Star FS, Inc.

Gifts $1 - $999
- Bell Insurance Services
- Henry County Economic Development

**DeWitt**
Gifts $1,000 - $2,499
- Iowa Mutual Insurance Company

Gifts $1 - $999
- AFFX Trampoline Park
- Alliant Energy Foundation
- Barnes Foodland
- Black Cat Blades, LLC
- Central Community School District
- DeWitt Bank & Trust Company
- DeWitt Lanes
- DeWitt Opera House Theatre
- Elite Professional Cleaning Services
- First Central State Bank
- First Trust and Savings Bank
- The Froeschle Agency
- Guardian Industries Corporation
- Hall of Fame, LLC
- I.H. Mississippi Valley Credit Union
- Illinois Tool Works Inc.
- Jorgie’s Bar & Grill
- Lawlor Family Charitable Trust
- P&K Midwest
- Roemer Machine & Welding
- Thiel Motor Sales, Inc.
- Total Realty Company
- U.S. Bank N.A.
- Werner Restoration Services, Inc.
- Whisk Away Café & Bakery
- Window World of Davenport

**Durant**
Gifts $2,500 - $4,999
- Durant Chamber of Commerce

Gifts $1,000 - $2,499
- Pioneer Hi-Bred International, Inc.

Gifts $1 - $999
- Durant PTO

**Gateway Area**
Gifts $5,000 - $9,999
- Ascentra Credit Union Foundation

Gifts $2,500 - $4,999
- Ascentra CU Foundation Endowment/Acentra Credit Union

Gifts $1,000 - $2,499
- Central Bank of Illinois
- CF Industries
- Cluasen Companies
- Clinton Jaycees
- Company One Fire Suppression, Inc.
- DeWitt Communications Charitable Trust
- Denise Electronics
- Custom-Pak
- Employer’s Service Bureau, Inc.
- First Trust and Savings Bank
- Fulton Kwasiun Club
- Gateway Travel & Cruise
- Hy-Vee Food Store
- J.T. Cullen Company Inc.
- Pape Funeral Home, Inc.
- Paul’s Discount
- Plaza Bowl
- Sedona Staffing Services
- Snell Zorrig Funeral Homes and Crematory
- State Farm – Beech
- Sterling Federal Bank
- W.F. Kurtz & Sons Company
- WFCU
- Wal-Mart Stores, Inc.
- Windmill Realty

**Geneseo**
Gifts $10,000 - $14,999
- Geneseo Foundation

Gifts $2,500 - $9,999
- ADM
- LyondellBasell

Gifts $1,000 - $2,499
- Babson College
- Geneseo Communications Charitable Foundations
- Miller Trucking & Excavating

Gifts $1,000 - $2,499
- Farmers National Bank of Prophetstown
- Geneseo Community Chest, Inc.
- Remington Mark S.

Gifts $1 - $999
- All In Stitches
- Ameren Corporation
- Armatile Inc.
- B & B Lawn Equipment
- Becker & Becker, Inc.
- Blain’s Farm & Fleet
- Bridge City Mechanical, Inc.
- C.D. Ford & Sons Inc.
- Central Bank of Illinois
- Chicago Street Decorating Center
- COUNTRY Financial – Henderson
- DuPont Pioneer
- Farway Stores, Inc.
- First Farm Credit
- Geneseo Community Unit School District
- Hammond-Henry Hospital
- Hartford Insurance Agency, Inc.
- Hartco Cable Company
- Hazelwood Homes, Inc.
- Hodgson Auto Body Shop Inc.
- Innovative Machine, Inc.
- J. F. Edwards Construction Company
- Johnson Deere Classic – Birdies for Charities
- Maple Leaf Medical Services
- River Valley Cooperative
- Springfield Inc.
- State Farm
- Step Ahead Foot Care, SC
- Tennant Truck Lines, Inc.
- Tri Co Insurance Service of Geneseo

**Illinois Valley Area**
Gifts $5,000 - $9,999
- Machinery Maintenance, Inc.

Gifts $2,500 - $4,999
- Ag View FS, Inc.
- Carus Corporation
- Heartland Bank & Trust Company
- Toelder Oil Company
- Wal-Mart Stores, Inc.

Gifts $1,000 - $2,499
- ADM
- Ameren Corporation
- Beck Oil Co.
- DuPont Pioneer
- Eureka Savings Bank
- Fairmont Sanitary District
- James Hardie Building Products, Inc.
- Midland States Bank
- Privy’s Barbeque
- W.H. Mayo Company

Gifts $1 - $999
- Advanced Asphalt Company
- Air Products & Chemicals
- Amana Cable Company
- Amana Central Bank Illinois
- Centre Bank
- CIMCO Recycling Ottawa, Inc.
- Delaney’s Family Restaurant
- Financial Plus Credit Union
- First State Bank
- Flower House Bakery & Café
- Four Stars Family Restaurant
- Gardner Denver Industrial Products Group
- Grandma Rose’s Sweet Treats
- Huebner Financial Group

**Kewanee**
Gifts $25,000 - $4,999
- A.D. Huesing Foundation

Gifts $10,000 - $2,499
- Great Dane Trailer Corporation
- Peoples National Bank of Kewanee
- Rotary International

Gifts $1 - $999
- Ameren Corporation
- Barash & Everett, LLC
- Big River Resources West
- Burlington, LLC
- Black Hawk College
- Boss Manufacturing Company
- City of Galesburg
- Community State Bank
- J.H. Mississippi Valley Credit Union
- Kewanee Chamber of Commerce
- Kewanee Club of Kewanee
- Martin Engineering
- Muelsem Investments, Ltd.
- Rux Funeral Home
- State Bank of Toulon
- Union Federal Savings & Loan Association

**Muscatine & Louisa Counties**
Gifts $5,000 - $9,999
- Hill Corporation

Gifts $5,000 - $9,999
- Bridgestone Commercial Solutions Group
- Kent Corporation

Gifts $2,500 - $4,999
- Monsanto Company
- Muscatine Charities, Inc.
- Musco Lighting

Gifts $1,000 - $2,499
- Carver Pump Company
- CB Bank & Trust
- Family Video
- John Deere Classic – Birdies for Charities

Gifts $1 - $999
- A New U Salon & Spa
- Alliant Energy Foundation
- AMI LLC
- Bob’s Crane Service, L.C.
- Boone’s on the Avenue
- Buffalo Wild Wings
- First National Bank of Muscatine
- Guadalajara Restaurant
- Happy Joe’s Pizza & Ice Cream
- Hy-Vee Food Store
- Ivory Independent Investment
- J.P. Stein, D.V.M.
- Kentucky Fried Chicken
- Lucas Oil Communication, Inc.
- Maid-Rite
- Martin & Whitacre Surveyors & Engineers, Inc.
- McDonald’s Corporation
- Members Community Credit Union
- MidwestOne Bank
- Miracle Car Wash
- Mispri Bistro
- Muscatine Family Restaurant
- Muscatine Power & Water Company
- New Hope Foundation
OUR Financial Partners

Olson Family Dentistry PLLC
Pizza Ranch
Sun Tan City
Taco John’s
Team Staffing Solutions
TOTTB, INC.
Ultimate Tax & Accounting
UnityPoint Health – Trinity Muscatine
Wal-Mart Stores, Inc.
West Liberty Telephone Co.
Wine Nutz
Workforce Insight

Quad Cities

Gifts $350,000 - $399,999
The Bechtel Trusts

Gifts $150,000 - $199,999
Deere & Company/John Deere Foundation

Gifts $100,000 - $149,999
WHBF-TV CBS

Gifts $50,000 - $99,999
Alcoa, Inc./Alcoa Foundation

Gifts $25,000 - $49,999
Necker’s Jewelers

Gifts $15,000 - $24,999
The Amy Hensley Foundation

Gifts $10,000 - $14,999
Group O, Inc.
Modern Woodmen of America
RSM US LLP
TAG Communications
Wells Fargo Bank, N.A.

Gifts $5,000 - $9,999
A.D. Huesing Corporation
Ascentra Credit Union Foundation
Endowment
BITCO Insurance Companies
Bush Construction Company
McCarthy Bush Foundation

Continental Cement Company
Deloitte LLP
Elliott Aviation Group Services, Inc.
Iowa American Water Company
Lowell N. Johnson Charitable Foundation
Midland Information Resources/Elanders Americas
Nestlé Purina
Parr Instrument Company
Quad-City Times
Riverboat Development Authority
Royal Neighborhoods of America
Salman International, Inc.
Scott County Regional Authority
Silver Oaks Communications, Inc.
State Farm
Tri-City Electric Company
Triumph Community Bank
U.S. Bank N.A.
Valley Construction Company
Wymann R. Coulter Trust Fund

Gifts $2,500 - $4,999
Amattern Bank & Trust Company
Arby’s
Cobham Mission Systems
Courtsy Car City
The Dispatch and The Rock Island Argus
Embroid Me
Exelon Nuclear
Honkamp Krueger & Co., P.C.
John Deere Classic – Birdies for Charities
Lane & Waterman LLP
LeClaire Manufacturing Company
Melvin McKay Trust
Miller Container Corporation
Par Mar Security Services
Pleasant Valley Community School District
RiverStone Group, Inc.
Sams’ Club
Schepler Company
The Sedona Group
3M Company
UnityPoint Health – Trinity/Trinity Health Foundation
University of Iowa Community Credit Union
Vibrant Credit Union
Whitney’s Ice Cream

Gifts $1,000 - $2,499
Aliens International
American Dental Association
Cape-Kau Partners Management, LLC
Charles D. Wiman Memorial Trust
CNH Industrial
Davenport Noon Optimist Club
Deere Employees Credit Union
Diamonds on the Avenue
ESP Corporation
Expert Global Solutions, Inc.
The Family Credit Union
First Midwest Bank, N.A.
Galaxy 1 Marketing, Inc.
Green Family Auto
Hanson Watson Associates
Harley’s Tavern
Hooser Nail Shop
I.H. Mississippi Valley Credit Union
Illinois Casualty Company
Iowa 80 Group
Iowa Mutual Insurance Company
KJWW Engineering Consultants
Koehler Electric
Kohl’s Corporation
The Kraft Heinz Company
Locals Love Us
Lujack’s Northpark Auto Plaza
Mary Iowa Gittens Knouse Trust
McLaughlin Body Company
Merner County School District
Morgan Stanley
NARI Ruhl Commercial Company
The Pepsi Bottling Group, Inc.
Quad City Bank & Trust
Quad City Botanical Center
Quad City Chamber of Commerce
Rhythm City Casino
Rock Island – Milan School District
Roy E. Murray Foundation
Ruhl/NUR REALESTORS
Ryan & Associates
Sears Manufacturing Company
7G Distributing
Southeast National Bank
Stanley, Lande & Hunter, P.C.
Tri-State Skating & Windows
Tyson Foods, Inc.
University of Iowa Health Alliance

Gifts $1 - $999
AAA Rents, Inc.
Adler Theater
AirFX Trampolene Park
Airgas
Airways, Inc.
A.L.-I. Equipment Company
Americore Financial
Analog Arcade Bar
Anchor Lumber Do-It Center
Anderson Commercial Concrete, Inc.
Anonymous Investor
Arthur’s Garden Deli
Barcarino’s
Barley & Rye Bistro
Barrel House
Barton Solvents, Inc.
Batteries Plus Bulbs of Iowa & Illinois
Bent River Brewing Company
Bettendorf Heating & Air Conditioning Sales & Service
Biaggio’s Greek Italiano
Bier Stube
Blackhawk Bank & Trust
Blain’s Farm & Fleet
Bling Bling Sisters
Blue Grass Savings Bank
Bracke-Hayes-Miller-Mahon Architects
Brew in the Village
Brix
Brookfield Zoo
Bruegger’s Bagels
Bryan Bureau Sales Recruiters
Burke Cleaners
Capri College
Carver Aero
Casey’s General Store
CASi – Center for Active Seniors
CBI Bank & Trust
Celebration River Cruises
Chicago White Sox
Chuck-It-Al, Inc.
Chocolate Manor
Circa ‘21 Dinner Playhouse
Clinton Lumberkings
Community Health Care, Inc.
Cookies by Design
Crow Valley Golf Course
Cru Bottle Shoppe
Crust Stone Oven Pizza
Culver’s
Dairy Queen
Davenport Community School District
Davenport Country Club
Davenport Evening Optimist
Dickie’s BBQ Pit
Dinthri Wine & Spirits
Dolanz Jewelers
Done Right Satellite
Dr. Thomas Olson, DDS
Driven Leads
Eastern Iowa Community College
Eldridge Welding & Ornamental Iron, Inc.
11th Street Precinct Bar & Grill
Elite Professional Cleaning Services
ERU Dining IV, LLC DBA Chili’s
Expressions Jewelers
Family Resources
Farm & Fleet
Figge Art Museum
Flesh Tones Sunless Tanning
Geneseo Telephone Company
Genesis Health Systems
Genesis Systems Group, LLC
Genesius Theatre Foundation
The Gentry Shop
George’s Classic Cleaners
Gibson-Bode Funeral Homes & Cremation Services, Ltd.
Girl Scouts of Eastern Iowa and Western Illinois
Grace Engineered Products, Inc.
Granite City
Great River Brewery
Great Sounds Promotions
Green Bay Packers
Halic Yoga
Hammont Inn
Happy Joe’s Pizza & Ice Cream
Hardee’s
Iowa Machine Shed
Iowa Public Television
Isabel Bloom LLC
Isle of Capri Casino and Hotel
ITC Midwest
Wireless Center
J.J. Brady Company, LLC
J.D. Byrider
Jewel-Osco
JMC Remodeling
John G. Shedd Aquarium
Jos. A. Banks
Joy Development Properties
Jumer’s Casino & Hotel
Jumper Joey’s
K & K True Value Hardware
Kaplan University
Key Auto Mall
KLB-TV Fox 18
Kne’s Florist
KONE, Inc.
KwikTrip
Lagomarcino’s Confectionary
Lake Geneva Cruise Line
Lavender Crest Winery, Inc.

Home School Organization
Hokkamp Krueger & Company, P.C.
The Horse Lady
Hotel Davenport
Hy-Vee Food Stores
Illinois Quad City Chapter of Credit Unions
Iowa Machine Shed
Iowa Public Television
Isabel Bloom LLC
Isle of Capri Casino and Hotel
ITC Midwest
Wireless Center
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KLB-TV Fox 18
Kne’s Florist
KONE, Inc.
KwikTrip
Lagomarcino’s Confectionary
Lake Geneva Cruise Line
Lavender Crest Winery, Inc.
OUR Volunteer Partners

Burlington

12-19 Volunteers
Two Rivers Financial Group

6-11 Volunteers
Farmers & Merchants Bank & Trust
Great River Health Systems
Hawkeye Federated

2-5 Volunteers
Amereine Financial
Dale Brooks-Ford, Community Volunteer
City of West Burlington
Des Moines County Conservation
Drake Hardware and Software
Edward Jones – Elliott
Fort Madison Public Library
Great Prairie AEA
Greater Burlington Partnership
Hope Haven Area Development Center Corporation
Hy-Vee Food Store
I.H. Mississippi Valley Credit Union
Klingner & Associates, P.C.
Lee County Sheriff’s Office
Mediacom Savings Bank
MidWestOne Bank
Mississippi Valley Regional Blood Center
Shelter Insurance – Rinker
Angie Sodey, Community Volunteer
State Farm – Korchgen
U.S. Bank N.A.
Univar USA

1 Volunteer
Allen Blasting and Coating
American Eyecare
Berthel Fisher & Company Financial Services, Inc.
Breuer Agency
City of Burlington
Des Moines County Sheriff’s Office
Edward Jones – Sorensen
Fort Madison Area Chamber of Commerce
Fort Madison Bank & Trust
Fort Madison Community Hospital
Fort Madison Partners
Four Points Financial
General Electric Company
George’s Lawn Mower & Small Engine Repair
Cindy Hardin, Community Volunteer
Harmony Bible Church
Dianna Holmes, Community Volunteer
John Hull, Community Volunteer
Iowa Works
Diane Jennings, Community Volunteer
Kate Lamb, Community Volunteer
Lee County Bank & Trust
Lee County Health Department
ManpowerGroup Inc.
Mitty’s Trophy Case
John Sandell, Community Volunteer
Simpson Security Papers
Smith’s Coin Laundry
Southeastern Community College
State Farm Insurance – Klann
Winegard Foundation

Cambridge

2-5 Volunteers
Cambridge Community School District
Linda Denison, Community Volunteer

1 Volunteer
Michelle Harrell, Community Volunteer
Henry County Courthouse
Henry County Economic Development Partnership
Henry County Sheriff’s Office
Tessa Nimrick, Community Volunteer
Jaye Siemert, Community Volunteer
Jamee Soey, Community Volunteer
Subway
Christine Swemline, Community Volunteer

DeWitt

6-11 Volunteers
First Trust and Savings Bank
Iowa Mutual Insurance Company

2-5 Volunteers
Calamus-Wheatland Community School District
Central Realty
DeWitt Bank & Trust Company
DeWitt Police Department
Farm Credit Services of America
First Central State Bank
Guardian Industries Corporation
Illinois Tool Works Inc.
Ruhl&Ruhl REALTORS

1 Volunteer
Larry Banowitz, Community Volunteer
City of DeWitt
Farm Bureau Insurance
Flowers on the Side
Genesis Health System
Kristina Gonzalez, Community Volunteer
Theresa Hofer, Community Volunteer
Homewoners Financial
Junior Achievement USA
Sue Klaas, Community Volunteer
Krieger Motors
LincolnWay Community Foundation
Magnaflex
Necker’s Jewelers
Erin Niemann, Community Volunteer
The Observer
Peoples Company
River Valley Cooperative
Dave Schumacher, Community Volunteer
U.S. Bank N.A.
Whisk Away Café & Bakery

Durant

6-11 Volunteers
Durant Community School District
North Cedar Community School District

2-5 Volunteers
Pamela Berg, Community Volunteer
Cedar County Development
Liberty Insurance Agency
Pioneer Hi-Bred International, Inc.
Sigmund Schuler, Community Volunteer
Brooke Thoma, Community Volunteer

1 Volunteer
Bates & Bates Intellectual Property Law
Joan Block, Community Volunteer
Jeff Burkle, Community Volunteer
Community State Bank – West Branch

Gateway Area

20-29 Volunteers
Camanche Community School District

12-19 Volunteers
LyndellBassell

6-11 Volunteers
Ashford University
Clinton National Bank
Nestlé Purina
River Bend Community School District
Terril Potter, Community Volunteer
Timken Drives LLC
U.S. Bank N.A.

2-5 Volunteers
ADM
Aegis Credit Union
Agri-King Inc.
Citizens First Bank
City of Clinton
Clinton Community College
Clinton Community School District
Company One Fire Suppression, Inc.
1st Gateway Credit Union
Gateway State Bank
Maquoketa State Bank
Medical Associates
Mercy Medical Center
Mississippi Bend Area Education Agency – Clinton Service Area
NelsonCorp Wealth Management
Dan Portz, Community Volunteer
Sisters of St. Francis

1 Volunteer
Bekashi Roofing
Bullock Inc.

Misty Woodford, Community Volunteer
Young Life/University of Dubuque & Coe College
OUR Volunteer Partners

You are Cool.

Amanda Dipple, Community Volunteer
Dr. Alan Evans, DDS
Duffle Grain Inc.
DJI Improvements
Eastern Iowa Light and Power Cooperative
Edward Jones – Roberts
The Family Credit Union
Farm Bureau Financial Services – Brown
Farm Bureau Financial Services – Williams
Gerda Ameristle
Grimm Brothers Plastics Corporation
Gina Hake, Community Volunteer
Ken Hald, Community Volunteer
Tia Hall, Community Volunteer
Heinz North America
Herschberger Enterprises
Sandie Hook, Community Volunteer
Paula Jackson, Community Volunteer
Irene Jacobs, Community Volunteer
Joseph Industries
JP’s 207
Kabana Bakery
Kentucky Fried Chicken
Heather Kirby, Community Volunteer
Lanz Brothers
Irene Lary, Community Volunteer
Latino Institute for Education
Kendra Lee, Community Volunteer
Liberty Communications
Mark Lefgren, Community Volunteer
Louisa County Public Health
Louisa County Roads
Luther Living
Lutheran Services in Iowa
Ricard Marquez, Community Volunteer
Nydia Marquez, Community Volunteer
Mellinger Memorial Library
Mid-Prairie Community School District
Midtown
Moose Ridge Construction
The Northwestern Mutual Life Insurance Company
Oak Tree Homes
Optimal Life Services
R.J.A. Federal Credit Union
Ruan Logistics
S & S Tube
Melissa Schrader, Community Volunteer
Kari Seaman, Community Volunteer
Sedona Staffing
Simpson Memorial Home
Stanley Consultants
State Bank of Wapello, Inc.
State of Iowa Muscatine Courthouse
Statler Construction Inc.
Sucher Law PLC
TanTara Transportation
U.S. Bank N.A.
United Way of Muscatine
Verizon Wireless
Wal-Mart Stores, Inc.
Wapello Community School District
Washington Chamber of Commerce
Wentwood Capital Advisors
Wester Drug
White Pigeon Mutual Insurance Association
Workforce Insight
Youth Sports Foundation

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<td>Davenport Community School District</td>
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<td>Deere &amp; Company</td>
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<td>50-89 Volunteers</td>
<td>MidAmerican Energy Company</td>
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<td>Genesis Health System</td>
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<td>Quad City Bank &amp; Trust Company</td>
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<td>U.S. Bank N.A.</td>
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<td>Group O, Inc.</td>
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<td>Home School Organization</td>
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<td>Moline-Coal Valley School District</td>
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Rock Island Arsenal
Ruhl&Ruhl REALTORS
United Healthcare Services Company of the River Valley, Inc.
UnityPoint Health – Trinity
Wells Fargo Bank, N.A.

12-19 Volunteers
Alico Inc.
Blackhawk Bank & Trust
Mississippi Bend Area Education Agency
Rock Island-Milan School District
RSM US LLP
Russell Construction Company, Inc.
Michael Zeltzer, Community Volunteer

6-11 Volunteers
Aleris International
American Bank & Trust Company
Black Hawk College
City of Davenport
COUNTRY Financial – Bigham
Deloitte LLP
The Family Credit Union
Cindy Gilbert, Community Volunteer
Hy-Vee Food Stores
I.H. Mississippi Valley Credit Union
Illinois Department of Transportation
Iowa 80 Group
Jumer’s Casino & Hotel
KONE Inc.
Lee Enterprises, Inc.
Mary Maland, Community Volunteer
Miel Foster Company
Midland Information Resources/Elanders Americas
Modern Woodmen of America
North Scott Community School District
Palmer College of Chiropractic
Riverdale School District
Salzman International, Inc.
Schepler Company
Seton Catholic School
St. Paul the Apostle Catholic School
Triumph Community Bank
United Township High School District
Vibrant Credit Union

2-5 Volunteers
AAA Insurance
American Rental Association
James Anderson, Community Volunteer
Arthur J. Gallagher & Co.
Ascentra Credit Union
Augustana College
BankORION
Baxter Healthcare Corporation
Ruth Behan, Community Volunteer
Bethany for Children & Family
Bettendorf Police Department
Elie Betzle, Community Volunteer
BTICO Insurance Companies
Bonnack & Frommelt, LLP
Burger King
Bush Construction Company
Butler Insurance Service, Inc./Benefit-Save
Caliber Home Loans
Cardiovascular Medicine, P.C.
Case IH Harvesting Equipment
The Catholic Messenger
Charity Carducci, Community Volunteer
Cintas
City of Moline
City of Rock Island – Planning & Redevelopment Division
Cobham Mission Systems
Colona District Public Library
Colona School District
The Communication Solution
Community Action of Eastern Iowa
Community Health Care Inc.
COUNTRY Financial – Galloway
Curb Appeal QC, Inc.
Curtis
Des Moines
City of Rock Island – Planning & Redevelopment Division
Cobham Mission Systems
Colona District Public Library
Colona School District
The Communication Solution
Community Action of Eastern Iowa
Community Health Care Inc.
COUNTRY Financial – Galloway
Curb Appeal QC, Inc.
DataSource Appraisal
Davenport Fire Department
Davenport Nazarene Church
Davenport Police Department
Daytron
Dierdre Employees Credit Union
DES Employment Group
Teresa Doak, Community Volunteer
Dr. Leanne P. Thatcher, D.D.S.
Driven Leads
Dutrac Community Credit Union

[Image -10x-8 to 1592x622]
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<thead>
<tr>
<th>Name</th>
<th>Position</th>
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<td>Mary Bargren</td>
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<td>Deb Ji Becker</td>
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<td>Betty Neuman</td>
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<td>Big Brothers Big Sisters of the Mississippi Valley</td>
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<td>Sue Bizzari, Community Volunteer</td>
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<td>Tiffany Boyes</td>
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<td>Bozeman, Neighbour, Patton &amp; Noe, LLP</td>
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<td>&amp; Explosives</td>
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<td>City of Bettendorf</td>
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<td>Judy Wolf, Community Volunteer</td>
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**Top Regional Corporate Investors**

($10,000+ Investment)

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<td>2-5 Volunteers</td>
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<td>Citizens Bank – a Division of Morton</td>
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<td>Community Banks</td>
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<td>Midwest Bank of Western Illinois</td>
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<td>Wells Fargo Bank, N.A.</td>
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<td>Bev County Insurance</td>
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<td>Michelle Dunn, Community Volunteer</td>
</tr>
<tr>
<td>Eagle View Community Health</td>
</tr>
<tr>
<td>Fischer Foods</td>
</tr>
<tr>
<td>Rhonna Hand, Community Volunteer</td>
</tr>
<tr>
<td>Henderson County Court House</td>
</tr>
<tr>
<td>I.H. Mississippi Valley Credit Union</td>
</tr>
<tr>
<td>Al Kulczewski, Community Volunteer</td>
</tr>
<tr>
<td>Leslie Ludington, Community Volunteer</td>
</tr>
<tr>
<td>Memorial Hospital</td>
</tr>
<tr>
<td>OSF Holy Family Medical Center</td>
</tr>
</tbody>
</table>
## Revenues and other support

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate</td>
<td>$ 605,941</td>
<td>$ 674,436</td>
</tr>
<tr>
<td>Individual</td>
<td>84,114</td>
<td>52,476</td>
</tr>
<tr>
<td>Foundation</td>
<td>453,485</td>
<td>550,878</td>
</tr>
<tr>
<td><strong>Total contributions</strong></td>
<td>$1,143,540</td>
<td>$1,277,790</td>
</tr>
<tr>
<td>Special events</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross revenue</td>
<td>$ 358,857</td>
<td>$ 432,318</td>
</tr>
<tr>
<td>Expenses</td>
<td>(98,839)</td>
<td>(146,174)</td>
</tr>
<tr>
<td><strong>Special events net</strong></td>
<td>$ 260,018</td>
<td>$ 286,144</td>
</tr>
<tr>
<td>Contributions – in kind</td>
<td>$ 129,116</td>
<td>$ 243,184</td>
</tr>
<tr>
<td>Interest income</td>
<td>3,809</td>
<td>3,568</td>
</tr>
<tr>
<td>Realized gains (losses) on sale of investments</td>
<td>16,417</td>
<td>(879)</td>
</tr>
<tr>
<td>Net unrealized gains (losses) on investments</td>
<td>(12,791)</td>
<td>(7,220)</td>
</tr>
<tr>
<td>Other</td>
<td>10,025</td>
<td>9,023</td>
</tr>
<tr>
<td>Loss on disposal of property and equipment</td>
<td>(2,108)</td>
<td>—</td>
</tr>
<tr>
<td>Net assets released from restrictions – satisfaction of program restrictions</td>
<td>131,340</td>
<td>109,101</td>
</tr>
<tr>
<td><strong>Total revenues and other support</strong></td>
<td>$1,679,366</td>
<td>$1,920,711</td>
</tr>
</tbody>
</table>

## Expenses

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High schools</td>
<td>$ 119,753</td>
<td>$ 57,728</td>
</tr>
<tr>
<td>Middle grades</td>
<td>127,553</td>
<td>110,647</td>
</tr>
<tr>
<td>Elementary schools</td>
<td>399,430</td>
<td>485,030</td>
</tr>
<tr>
<td>JA World</td>
<td>224,067</td>
<td>190,644</td>
</tr>
<tr>
<td>Other</td>
<td>83,489</td>
<td>90,589</td>
</tr>
<tr>
<td><strong>Total program services expenses</strong></td>
<td>$ 954,292</td>
<td>$ 934,638</td>
</tr>
<tr>
<td><strong>Supporting services:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>$ 403,223</td>
<td>$ 458,963</td>
</tr>
<tr>
<td>Management and general</td>
<td>371,068</td>
<td>483,774</td>
</tr>
<tr>
<td><strong>Total supporting services expenses</strong></td>
<td>$ 774,291</td>
<td>$ 942,737</td>
</tr>
<tr>
<td><strong>Total Functional expenses</strong></td>
<td>$ 1,728,583</td>
<td>$ 1,877,375</td>
</tr>
<tr>
<td>Other expense – depreciation</td>
<td>$ 91,012</td>
<td>$ 93,283</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$ 1,819,595</td>
<td>$ 1,970,658</td>
</tr>
<tr>
<td>Increase (decrease) in net assets</td>
<td>$(140,229)</td>
<td>$(49,947)</td>
</tr>
<tr>
<td>Net assets at beginning of year</td>
<td>$1,551,703</td>
<td>$1,411,474</td>
</tr>
<tr>
<td><strong>Net assets at end of year</strong></td>
<td>$ 1,411,474</td>
<td>$ 1,361,527</td>
</tr>
</tbody>
</table>
Thank You!
Junior Achievement of the Heartland gratefully acknowledges these 2015-2016 Annual Report production partners:

Design and Layout

Silver Oaks.

Printing

Modern Woodmen Fraternal Financial

Corrections
Junior Achievement of the Heartland has made every effort to make the 2015-2016 Annual Report accurate — it is one small way in which we can recognize our many valued contributors. If your name has been omitted, misspelled, or misplaced, we apologize. Please contact the JA office with questions or corrections.