



JA of Albania®

A Member of JA Worldwide

Annual REPORT 2018 2019





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Milestones in JA History

1919

The Boys' and Girls' Bureau of The Eastern States League is formed to educate 8- to 12-year-olds about business, through after-school clubs.



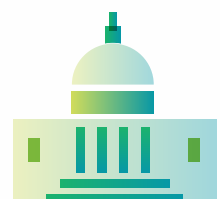
1920

The organization's name changes to Junior Achievement.



1925

President Calvin Coolidge kicks off a five-year, \$1.5-million JA fundraising drive at the White House. "JA Worldwide is a first-class proposal," the president says. "Very much worthwhile!"



1929

The U.S. stock market crash of 1929 ushers in a global depression. Without funds to attend college and few jobs available, young people seize upon JA as an opportunity to earn a small income (or second income) by starting real companies with real products or services.



1928

High-school and early-college students ages 16 to 21 become the focus of JA, along with a shift from rural to urban youth.



1962

Young Enterprise forms in the UK, modeled on JA in the United States. (Many years later, the two organizations will merge.)



1955

JA opens an international office in Vancouver, British Columbia, kicking off a decade of expansion across Canada. As JA also expands across the U.S., President Eisenhower declares January 30 to February 5 to be the first annual "National Junior Achievement Week."



1945

As the U.S. commits to the war effort, one JA student company signs a contract with the U.S. Army to produce 10,000 pants hangers. Another JA company starts a scrap-metal business, while another manufactures baby incubators, which are in short supply after baby-products companies have turned their attention to war production.



1936

In 1936, an article about JA ("Big business in miniature") appears in *Readers Digest*, the highest-circulating general-interest magazine in the U.S., causing great demand for JA's entrepreneurship program.



1967



Starting in 1967 and lasting nearly 20 years, the *Readers Digest* Speakers Corps identifies and trains high-achieving JA students to speak on behalf of JA. In total, more than 250 students are sent out for interviews, speeches, and lectures.

1969

The Today Show features 50 years of JA, as does U.S. News & World Report, Time, Business Week, and The Wall Street Journal. Global expansion begins in earnest, as JA opens a location in the Philippines and, six years later, another in Mexico. Also in 1969, JA moves its headquarters to Colorado and introduces computer simulation into classroom experiences.



1972

Edward Lee signs up for JA in the Philippines and starts a company that designs and sells T-shirts. Today, more than 40 years later, he's still in business with two JA teammates, at the helm of COL Financial, the number-one investment brokerage in the Philippines.



1986

JA designs its fifth logo, a triangle encasing stairs to show the upward trajectory of JA students.



1980s

JA goes truly international after six decades as a largely American program, opening locations in South Africa, Brazil, Costa Rica, Malta, and many more.



1990s

The 1990s bring sweeping political and economic change to Eastern Bloc countries, as they move toward a market-based economy. JA is there, establishing locations in Russia, Romania, Estonia, Armenia, and others. JA continues to be truly global, expanding into Japan, China, Denmark, Tanzania, and more.



#7

TOP 500 WORLD

2019

2018-2019

JA Mexico, JA Americas, and JA Worldwide combine efforts to bring together students, alumni, and business leaders for the first-ever JA Global Youth Forum. JA alumni begin to connect globally, both in-person and online. Now in over 100 countries, JA finishes its tenth decade with our highest enrollment in history: 11.5 million students. *NGO Advisor* ranks JA as the seventh most impactful NGO on the planet.

2000s

JA's growth in Europe, the Middle East, Africa, and Asia Pacific leads to two new regional operating centers: JA-YE Europe, to oversee JA in European countries, and JA Middle East and North Africa (MENA), which forms as INJAZ Al-Arab.

Also in this decade, JA programs begin to be gamified, blending in-person and online experiences for the first time.



Dear Friends of JA:

In 1919, a group of business leaders came together in Springfield, Massachusetts, to start a program aimed at helping young people gain the skills they needed to succeed in America's booming cities.

A century later the product of their efforts, Junior Achievement, continues to improve the lives of future leaders by inspiring and preparing young people to succeed in the global economy.

JA has had a long and storied past. Early on, the organization overcame the challenges presented by the Great Depression. By World War II, JA student companies were producing non-combat materials to support the war effort. In the 1950s, JA expanded nationally with the growth of the interstate highway system and in the 1960s it went global with the arrival of the jet age.

JA became an in-school organization in the mid-1970s and launched one of the first initiatives to bring computers into schools in the 1980s. In the 1990s, JA expanded internationally with the end of the Soviet Union and by the early 2000s it had become a complete K-12 organization, offering programs at every grade level.

Today, JA continues to deliver life-changing programs. Each year, the organization helps more than 4.8 million students make the connection between what they learn in the classroom and how it applies to the world outside of school. This is accomplished with the support of nearly a quarter-million volunteers, primarily from the business community.

In 2019, JA is celebrating its centennial.

While JA honors its first 100 years, the organization is also looking forward, ensuring that the young people it reaches today are 100 percent ready for the future.

Sincerely,
JA of Albania Team



JA of Albania:

7 years from its establishment JAA is present in full scale in the education program in Albania. Being the leader institution in the country on financial literacy, entrepreneurship and job readiness skills, JAA is present in the Economy 12 subject, providing materials for 4 chapters in the students' textbook and trainings and mentoring for the teachers of this subject in the whole country.

32000 students of 454 high schools all over Albania learned this year on Business' Ethics, Skills for Success, Be Entrepreneur and Personal Finances.

383 teachers of Economy 12 have been trained and by 2020 JAA aims to train every one of 454 teachers of this subject in the country.

2 elective modules are developed in 194 high schools followed by 4000 students, taught from 194 teachers.

251.675 pupils of elementary and middle schools all over Albania have taught and practiced the JAA modules Ourselves; Our Families; Our Community; Our City; Our Nation; Our Region; Global Marketplace; Economics For Success and "It's my Future". 1369 teachers of the elementary and middle schools have been trained during this year on techniques of teaching and implementing JAA chapters in the Citizenship Education subject from the 1st to the 8th grade of elementary and middle school, responding to the needs for training identified from education institutions and teachers themselves.



Year
2018 - 2019

32.000 students of **454** high schools



251.675 pupils of elementary and middle schools in **1.265** schools

1.777 teachers of elementary, middle and higher education trained



Martin Mata

**Chairman, Board of Directors
Junior Achievement of Albania**

The annual report has become one of the highlights for JA in Albania. It is a moment to look back and appreciate what the organization has achieved and more importantly, learn from the things that either we didn't do very well or that we could do better.

It is indeed a privilege to serve as the Chairman of the Board of JA Albania and together with the rest of the Board Directors to be able to assist and support the tireless efforts of the JA Albania team and their talented management.

During 2018-2019 JA did not just expand reaching in numbers and regions. They are important too – this is the largest program that AADF supports, now present in every corner and school of Albania and reaching over 300,000 kids and students across the entire country.

It is more than that! It is a platform where teachers are getting trained and inspired to teach students with advanced knowledge for their future; it is a network of mentors from the business community who graciously give their time and contribution in mentoring the future leaders of the business in Albania;

it is a knowledge which has rallied and received strong backing and support from the Ministry of Education and its leaders because of the difference it is making in providing quality education to kids in Albania;

it has become one of the most inspirational stories within the worldwide family of JA! For me personally, for every Board Director and for the AADF, JA continues to inspire and motivate change, hope and confidence. We look ahead to another productive year and are truly thankful to the efforts of the JA Albania team and its leadership!



Suela Bala

**Chief Executive Officer
Junior Achievement of Albania**

Welcome to the 2018-2019 JAA annual report. Yet another very intensive, but successful year for Junior Achievement of Albania. We at JAA would like to say thank you to our students and teachers across the country for the extraordinary work and commitment in JAA values, thank you to our business partners that continue to provide advice, mentorship and inspiration to a generation of young Albanians aspiring to become future entrepreneurs and professionals of our country.

2018-2019 was a year of significant progress and milestones for our organization. Our worldwide network celebrated its first centennial, we extended our programmatic reach to cover 100% of schools and students across Albania from 1st to 12th grade assuming a unique position among all partner organizations in Europe. We diversified partner and funding portfolio, bringing in new donors and partners. Our alumni network grew stronger while for the first time its members served in the European board. Together with partners and stakeholders in Finance industry, we founded for the first time the Albanian

Network of Financial Education aiming to bring financial education on public and policy level agenda. We engaged regionally to support and mentor the newly established office in North Macedonia. We took pride of ranking at Top 5 on key performance indicators among 41 JA offices across Europe and were awarded for the very first time "Model Organization Award".

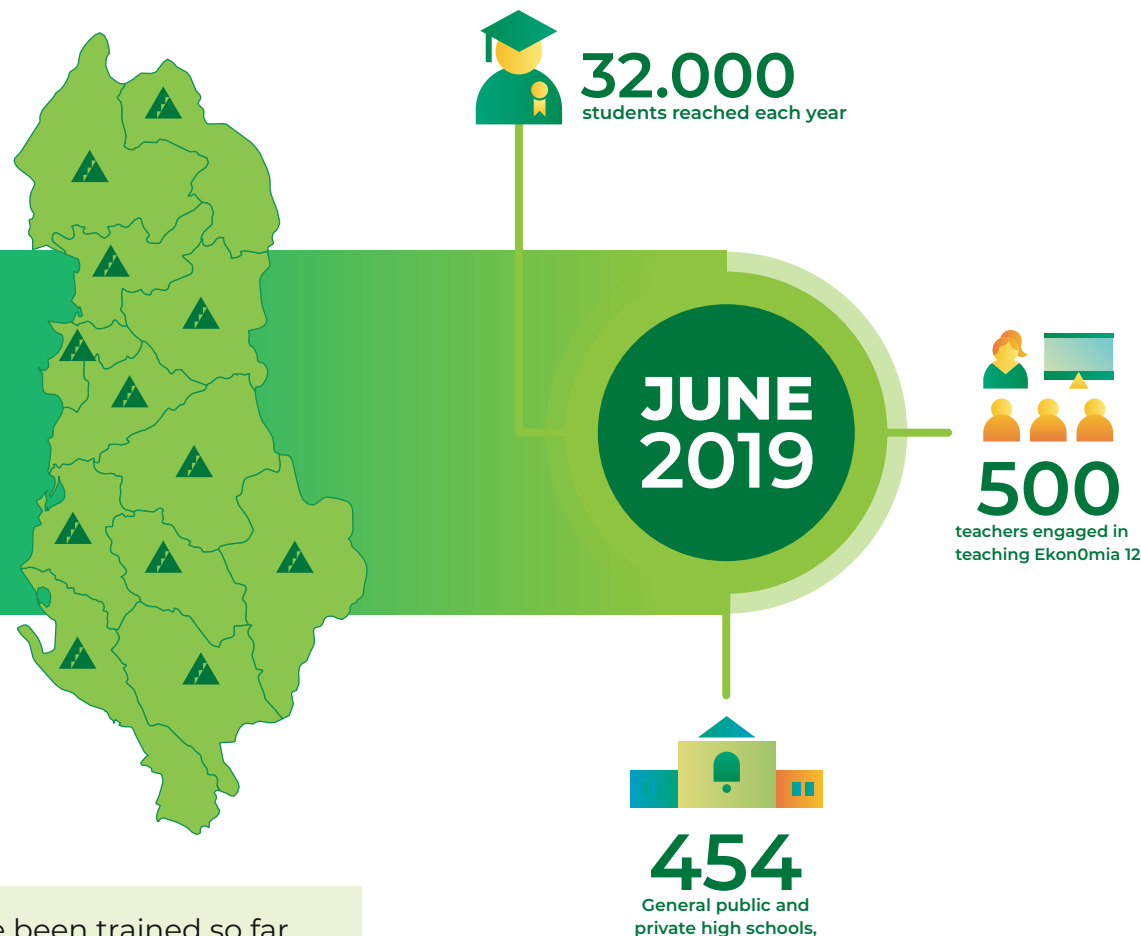
All of us in JA Albania know that our mission and work to accomplish it are now more relevant and urgent than ever. Albanian economy and society cannot develop if we lack true entrepreneurs, if the public and specially youth is not equipped with the right skills, knowledge and attitude to conduct a healthy financial life and be financially included. Looking ahead, with strong belief in the boundless potential of young Albanians, committed to the principles of freedom, free market economy and entrepreneurship, we pledge to work with passion and dedication to help young Albanians to seize the opportunities and achieve their potential to become the hopeful bright future of Albania.

▲ YEAR IN REVIEW HIGH SCHOOL

Economy 12:

JAA sets a milestone! JAA program are part of Economy 12 textbook, reaching fullscale the pre-university education system in Albania and are part of the maturity state exams core subjects.

Over 252 teachers of Economy 12 have been trained so far from JAA on teaching techniques, methodology and curricula development.

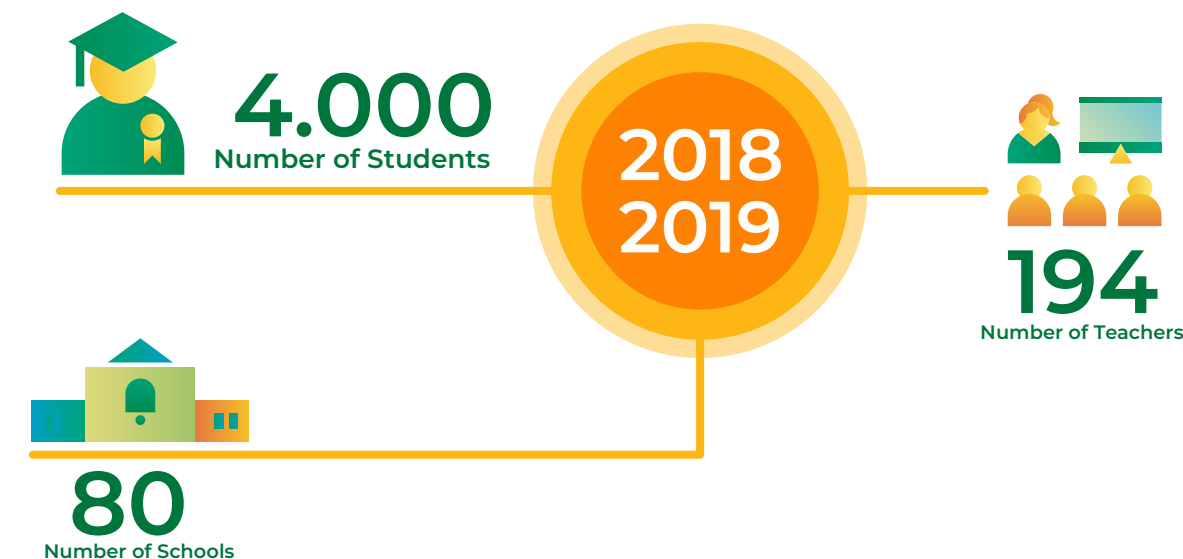


▲ ELECTIVE MODULES HS

Along with the 4 modules incorporated in the Economy 12 subject, other 2 modules of JAA respectively “Leader for a Day” and “Students' Company” are developed as elective modules in public and private general high schools of Albania. During the school year 2018- 2019, these modules were elected by almost 4.000 students in 80 high schools in 100 cities and villages in Albania.

During 2018-2019, the focus of HS program was on:

- Offering support and capacity building of teachers and students working on elective modules;
- Organizing of extracurricular activities for teachers and students of elective curricula modules.



<http://www.instat.gov.al/al/temat/tregu-i-pun%C3%ABs-dhe-arsimi/arsimi/#tab2>
<http://arsimi.gov.al/wp-content/uploads/2019/01/Vjetari-statistikor-2016-2017-varianti-per-botim.pdf>

▲ YEAR IN REVIEW K9



No of schools involved

1265 schools



No of students

- **7704** JA teachers in total
- **251, 675** students in total.
- **30035** new students having JA module for grade 4



Students Activities

Finance boot camps,
600 students involved,
60 K9 schools in Tirana
30 in Shkodra



Number of trained teachers

- **40** grade 5 teachers from 26 pilot schools on "JA Our Nation"
- **248** grade 1 teacher in Tirana "JA Our Families"
- **234** grade 6 & 7 & 8 teachers
- **712** grade 4 teachers "JA Our Region"
- **160** teachers grades 6 & 7 & 8 from professional development network on "Assesment methods based on competences"

In total we have **1394** teachers trained for the school year 2018-2019.





▲ ECONOMY 12 TEACHERS' TRAINING

During the school year 2018 – 2019 in the frame of the JAA HS program were developed intensive training sessions for teachers of Economy 12 subject and students and teachers of elective modules of JAA.



▲ GOING BEYOND USUAL BUSINESS!

Preparation of new training modules to be accredited and certified from Ministry of Education, Sports and Youth.

JAA engaged 5 teams of two experts each to develop 5 training modules to be accredited from the MoESY in 2019. Being closer to the teachers and students during 2018-2019, JAA assessed the need for continuous capacity building of teachers of not only Economy 12 and JAA elective modules, on soft skills and class management techniques.

In response to this need, from July 2019 JAA HS has finalized for accreditation the following modules:

- Financial Management of Small and Medium Enterprises
- Class's management and teenagers' motivation
- Development and Evaluation of Entrepreneurship
- Teambuilding and teamwork
- Competencies in high school students
- Effective and academic writing skills





PROMOTION OF LESSON DEVELOPMENT SCHEDULE 3 SUBJECT IN 6 HOURS

On the 6th of October 2018, there was held the national Conference "3 subjects in 6 hours" with the participation of the Minister of Education, Director of IED and 180 teachers, on the new initiative "3 hours in 6 hours". JAA supported this initiative as a new method for the lesson development as students can have both theoretical and hands on activities in the classroom during 90 minutes.



"PROFFESIONAL DEVELOPMENT NETWORK OF TEACHERS" EVENT ON 27 MARCH 2019




The event was organised in collaboration with the the Ministry of Education, Youth and Sports.

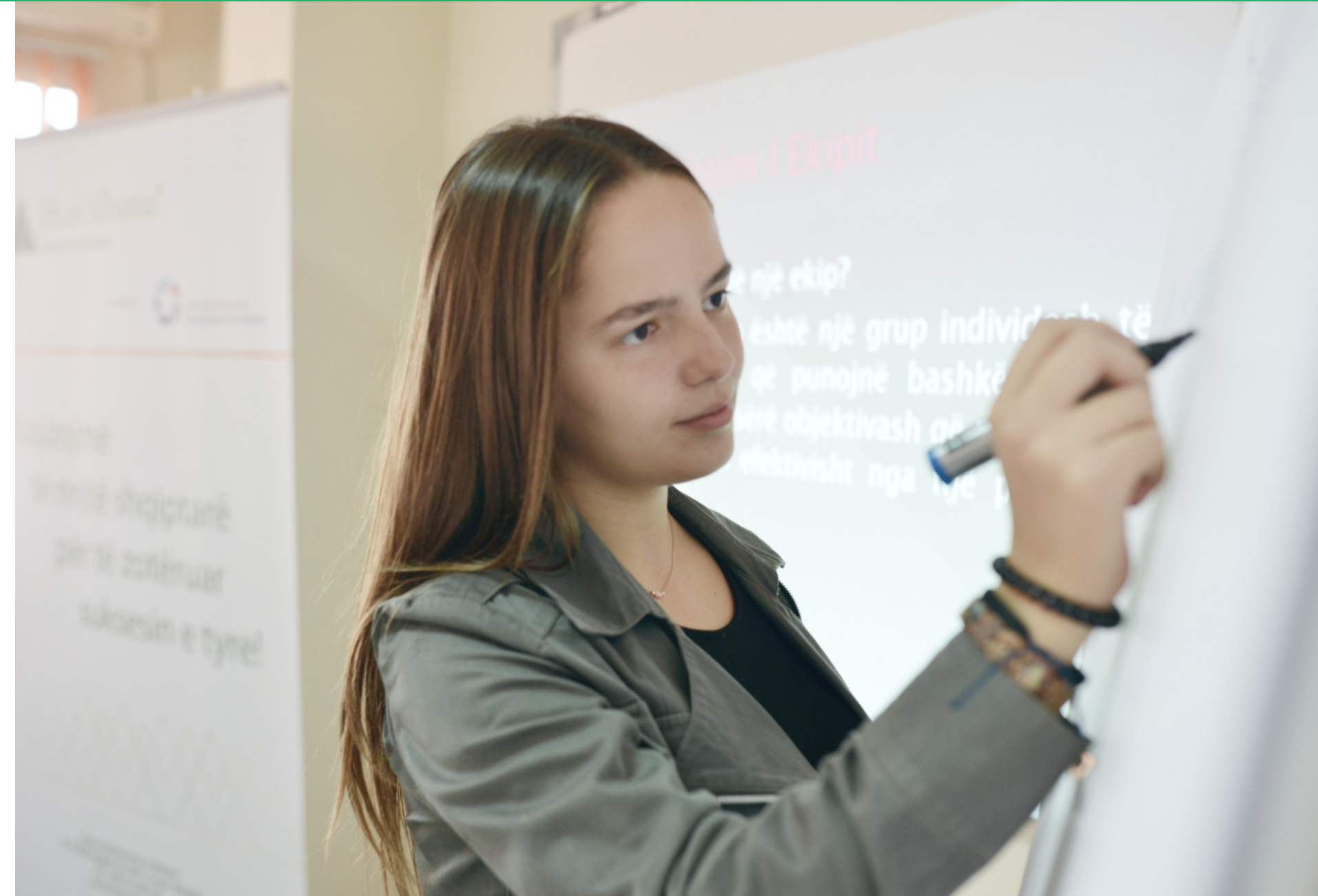
700 outstanding teachers from regional education directorates, are part of the Network of Teachers for Professional Development. Working on professional development with these teachers is an issue of great importance for JAA.

These teachers are focal points in their RED and schools for delivering information and, instructions on new initiatives.



▲ JAA EXTRACURRICULAR ACTIVITIES

| ACTIVITIES  | STUDENTS  | MENTORS  |
|--|--|---|
| LEADER FOR A DAY | 52 | 52 |
| REGIONAL INNOVATION CAMPS | 101 | 32 |
| NATIONAL FAIR | 130 | 16 |
| BE ENTREPRENEUR | 48 | 7 |
| ENTREPRENEURSHIP MONTH | 90 | 2 |
| MONEY WEEK | 79 | 26 |



▲ ENTREPRENEURIAL POTENTIAL IN ALBANIA

National Company of the Year Fair and Competition

The Students' Company module culminates with the annual National Company of the Year Fair and Competition held of May 22nd – 23rd 2019 at the premises of the Universal Trade Center and the National Museum in Tirana. The objective of the NCoYFC is to provide the high school students with the opportunity to demonstrate learning outcomes and impact of the Company Programme and award those who have excelled in doing so.



26
students

companies, representing 24 high schools members of JAA network, located in 16 different cities/towns of Albania;

130
students

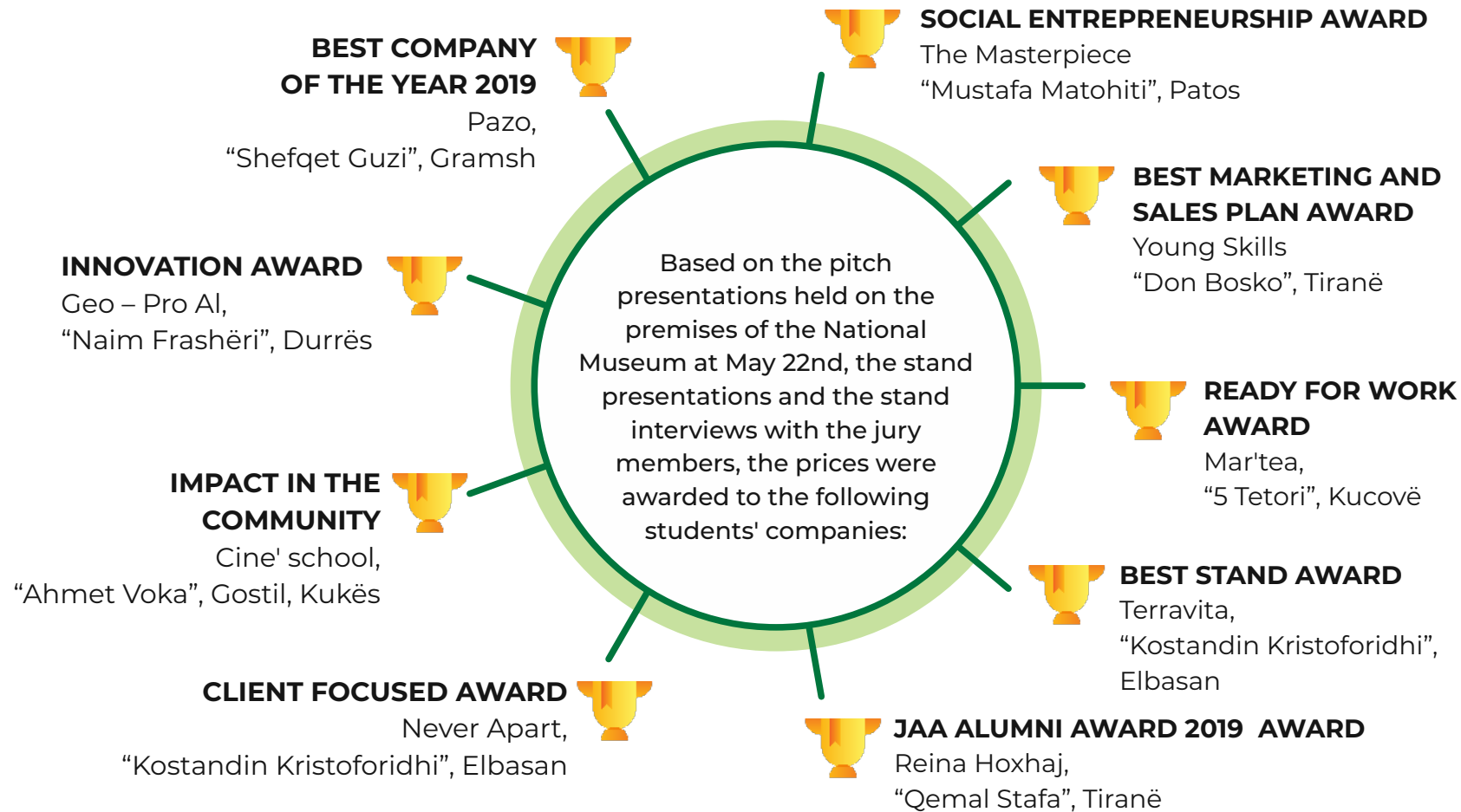
from 24 high schools in 15 different cities/towns, assisted by 24 teachers;

7
representatives

of business community (from Atom Computers, Tirana Business University, Dua Pune, Balfin Group, Acrem, Vodafone Albania, Firdeus Foundation, Yunnus Social Business Balkans) in the quality of the jury members.



▲ NCOYFC 2019 WINNERS AND AWARDS



The Masterpiece Company of Mustafa Matohiti from Patos, developed hand crafted Tshirts for every age, crafted with motivational quotes, beautiful quotes and personalized ones as per customer request. Inspired and guided from their grandmothers on hand crafting techniques, The Masterpiece Company had also engaged local unemployed women in the creation of their products.

Young Skills, "don Bosko", Tiranë produced a short film, "The other side", that focused on issues that tackles challenges and difficulties of young Albanian living in communities where blood feud still rules and triggers lives of young people and their lives. "Young Skills" made a very intense and successful marketing campaign all over Albania, in Kosovo and Macedonia as well.

Terravita, "Kostandin Kristoforidhi", Elbasan produced a range of terrariums, rich in shapes, plants and colors. Their stand at the NCoYFC was lively green landscape full of plants and green leaves that resembled a lively forest.

JAA Alumni Award 2019 was given to Reina Hoxhaj, the president of ONZE SIX from "Qemal Stafa", Tiranë. A team of JAAA observed the team spirit, the dynamics and the leadership skills of all the participants and spotted Mrs. Hoxha as the best among 130 students on this criterions.

Geo – Pro AI, from "Naim Frashëri", Durrës created a board game, promoting healthy, mobile – less games and the historical and cultural heritage of Albania. Appreciated as a potential product to be developed further and a innovatory approach in these days of all online game, the jury awarded the company for its innovation work.



Mar'tea, "5 Tetori", Kucovë has collected, selected and assembles teabags from the mountains of their area. In collaboration with teachers and professionals they'd selected the most beneficiary herbal teas of the area, assembled them in nice all natural packing with an attracting design and appearance.



Never Apart, "Kostandin Kristoforidhi", Elbasan had designed, created and packed two collections of personalised clothes for their peers. Recycling out of date pieces of clothes from Tshirts shirts, denim jacket etc they'd created all new outfits, crafted and enriched with signatures, quotes and elements of fashion and design.



Cine' school, "Ahmet Voka", from Gostil, Kukës, wanted to create the first moving cinema in their village. With only a laptop, a projector and some movies in an USB, this company would bring a change in their community.



Pazo, from "Shefqet Guzi", in Gramsh, created art and interior design pieces from the recycling of 60 years old military crates that pile in the suburbs of their city. Recycling, polishing, designing and creating over these raw crates PAZO created pictures, clocks, motivation boards and furniture pieces for in house interior collections.






OUR ACTIVITIES

Innovations camps In the period November December 2018 there were organized three innovation camps in the cities of Berat, Shkodra and Korça. In these activities there were engaged:

| Cities | Berat | Shkodër | Korçë | TOTAL |
|-----------------|-----------|-----------|-----------|-----------|
| Students | 26 | 22 | 26 | 74 |
| Mentors | 10 | 9 | 10 | 29 |

INTERNATIONAL TRADE GAME

“Narrowing the gap between theoretic learning and practical learning by enabling students to recognize the fundamental elements of finance: earnings, saving and investing, budgeting, credit, risk management and international markets”

| | |
|---|------------------------------|
|  | 79 Students |
|  | 8 Business Mentors |
|  | 24 JA Alumni |

BE ENTREPRENEUR

Entrepreneurship month




Every November JAA celebrates the National Entrepreneurship Month all over the country! Successful Entrepreneurs go and meet the students in their premises at their schools to share, inspire and guide them to endless opportunities of doing business and contribute to local and global economy!



▲ LEADER FOR A DAY

52 CEOs and senior managers of leader international and national businesses, NGOs, media and university hosted for a full work day the students selected among 120 applicants from 43 cities.

Students followed step by step the working day of the appointed CEO and experiences in the daily work process, their complexity, challenging decision making process and rewarding moments.

| | |
|---|-----------------------|
|  | 52 Students |
|  | 22 Schools |
|  | 18 Cities |

The L4aD activity was finalized with the gala event, addressed from the President of the AADF Board, Mr. Michael Granoff, Presidents of JAA board Mr. Martin Mata and Mr. Aleksander Sarapuli, Minister of State for the Entrepreneurship Mr. Eduard Shalsi, Chairwoman of the Parliamentary Commission on Education and Public Information of the Albanian Assamble, Mrs. Milva Ekonomi, and the JAA CEO Mrs. Suela Bala.

Mirroring the impressions from the students, feedback from CEOs and managers, Leader for a Day, remains a very important activity that presents students with the business reality in the country, the higher standards of ethics in the workplace, leadership and entrepreneurship and serves as a milestone for their future orientation in the labor market and their professional life.



▲ COYFC 2019

5 students and their mentor teacher of the PAZO, company from "Shefqet Guzi" high school in Gramsh, the winners of the CoYC JAA in Tirana, attended the European Company of the Year Competition in Lille from July 3rd to 6th 2019.

JAA HS team and a team of three business mentors from Tirana Business University and Junnus Social Business Balkans mentored the team through the steps of pitching, presentation, sales and marketing techniques.



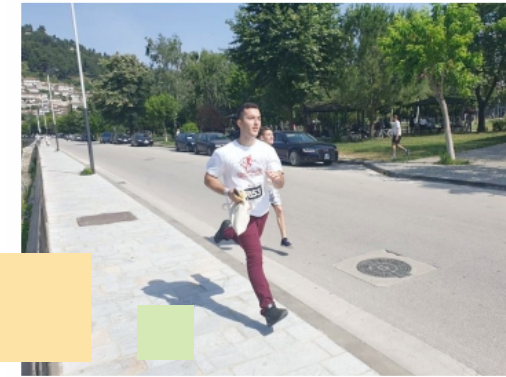
▲ RUNMITTANCE TREASURE HUNT 2019

On the International Day of Family Remittances, June 16th 2019, JAA and the World Bank organized the Runmittance Treasure Hunt, an inclusive and educative activity that engaged more than 200 students of high schools in Berat city and its villages.

The Runmittance Treasure Hunt was a massive marathon that passes by the financial institutions of the city, banks, microcredit and loans institutions, money transfer offices etc. Through the marathon, the students got hints and information in the water spots, by the JAA Alumni, to understand the the remittances, their importance on the local and familiar economy etc.

Berati was assigned the Champion City of the Family Remittances for Albania, from the World Bank in the frame of the project Greenback 2.0.

Over 200 students, 20 teachers, 30 JAA Alumni and all JAA staff engaged in the activity. Representatives of the Bank of Albania, Berat Municipality, Regional Education Directorate and Red Cross were part of the activity as well.



▲ ELECTIVE MODULES: TEACHERS' AND STUDENTS' TRAININGS

JAA HS program attracted during the school year 2018-2019 more than 110 mentors from business countrywide.

Prestigious companies in the country engaged their staff to mentor and facilitate JAA HS activities.

Banks, Telecommunication Companies, Oil and Gas, Cement, Credit Institutions, pharmaceutical and wholesales companies' managers and experts, private university lecturers and entrepreneurs engaged in the elective modules development, trainings and extracurricular events of JAA HS program.



▲ JA ALUMNI OF ALBANIA

JAA counts on a wide network of JAA Alumni that engage in every activity and project and at the same time develop their own monthly activities, strategic planning, outreach and international event participation.

During 2018-2019 about 200 Alumni have attended and engaged in their network activities and JAA trainings and extracurricular activities.

In January 2019 JAAA network held a two day workshop on Strategic Planning under the mentoring of an international expert.

In March 2019 they organized Coffee Talks with business lecturers and entrepreneurs where 52 of them engaged in an open discussion on issues of economy, entrepreneurship and trade in Albania and worldwide positive development models.

JAAA also engaged actively in the National Company of the Year Fair and Competition 2019, facilitating on the presentations day and the fair as well as in awarding the JAA Alumni Award.

JAAA also organized The International Trade Game for university students, applying this informative and highly involving game to interested alumni and more university students. 78 JAAA and other university students and a two business mentors participated in the activity.

3 representatives of JAAA network attended the NCM and other 3 will attend the Global Alumni Network Conference in August 2019. 2 members of JAAA Board are also members of the European Board of JA Alumni.



FINANCIAL STATEMENTS

Currency: USD

| Balance Sheet | As at DEC 31.2018 | Changes in net assets: | Year ended DEC 31. 2018 |
|-------------------------|-------------------|--|-------------------------|
| ASSETS | | Income | |
| Current Assets | | Revenues (Grants, donations, textbook revenues) | 655,829 |
| Cash and Bank | 127,155 | EXPENSES | |
| Total Current Assets | 127,155 | Employee compensation and benefits | (163,830) |
| Fixed Assets | 3,369 | Travel & Transportation | (3,561) |
| | | Administrative Costs | (43,612) |
| | | Deprec & amort - allowable | (3,026) |
| TOTAL ASSETS | 130,524 | Teaching and Learning Materials | (117,157) |
| Unrestricted Net Assets | 130,524 | Teachers training | (109,791) |
| | | Inter-school events | (83,264) |
| TOTAL NET ASSETS | 130,524 | Miscellaneous | (17,145) |
| | | TOTAL EXPENSE | (541,385) |
| | | Net Ordinary Income | 114,443 |
| | | Exchange Gain or Loss | 4,132 |
| | | CHANGE IN NET ASSETS | 118,575 |
| | | Nett assets at beginning of year | 11,949 |
| | | NET ASSETS AT END OF YEAR | 130,524 |

Financial statements have been prepared on the cash basis of accounting, modified to include donations in kind, property and equipment and related depreciation and write downs, which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America, International Financial Reporting Standards and Albanian National Accounting Standards.



Partner Institucional:



Partnerë të tjerë:





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JA Albania

Address: "Pjetër Bogdani" 36/1, Ap.13
www.junior-albania.org