

### NEIGHBORHOOD DEVELOPMENT FUND Not-for-Profit Transmittal and Approval Form

**Applicant/Program:** Junior Achievement of Kentuckiana, Inc.  
**Applicant Requested Amount:** \$20,000  
**Appropriation Request Amount:** \$6,250

**Executive Summary of Request**  
The funding will be used to pay for JA's extensive, activity-based curriculum materials that are used by each volunteer.

Is this program/project a fundraiser?  Yes  No  
Is this applicant a faith based organization?  Yes  No  
Does this application include funding for sub-grantee(s)?  Yes  No

I have reviewed the attached Neighborhood Development Fund Application and have found it complete and within Metro Council guidelines and request approval of funding in the following amount(s). I have read the organization's statement of public purpose to be furthered by the funds requested and I agree that the public purpose is legitimate. I have also completed the disclosure section below, if required.

22 District #      Robin Engel Primary Sponsor Signature      \$4,000 Amount      Feb 27, 2018 Date

**Primary Sponsor Disclosure**  
List below any personal or business relationship you, your family or your legislative assistant have with this organization, its volunteers, its employees or members of its board of directors.  
None.

**Approved by:**  
\_\_\_\_\_  
Appropriations Committee Chairman      Date  
Final Appropriations Amount: \_\_\_\_\_

**Applicant/Program:**

Junior Achievement of Kentuckiana, Inc.

**Additional Disclosure and Signatures**

**Additional Council Office Disclosure**

List below any personal or business relationship you, your family or your legislative assistant have with this organization, its volunteers, its employees or members of its board of directors.

**Council Member Signature and Amount**

District 1	_____	\$ _____
District 2	_____	\$ _____
District 3	_____	\$ _____
District 4	<i>Barbara Gordon Smith</i>	\$ 500-
District 5	_____	\$ _____
District 6	_____	\$ _____
District 7	_____	\$ _____
District 8	_____	\$ _____
District 9	<i>Bill Hollander</i>	\$ 250-
District 10	_____	\$ _____
District 11	_____	\$ _____
District 12	_____	\$ _____
District 13	<i>Vicki Welch</i>	\$ 5,00-
District 14	<i>Cindi Fowler</i>	\$ 1,000-
District 15	_____	\$ _____

**Applicant/Program:**

Jr. Achievement of Kentuckiana, Inc.

**Additional Disclosure and Signatures**

**Additional Council Office Disclosure**

List below any personal or business relationship you, your family or your legislative assistant have with this organization, its volunteers, its employees or members of its board of directors.

District 16 \_\_\_\_\_ \$ \_\_\_\_\_

District 17 \_\_\_\_\_ \$ \_\_\_\_\_

District 18 \_\_\_\_\_ \$ \_\_\_\_\_

District 19 \_\_\_\_\_ \$ \_\_\_\_\_

District 20 \_\_\_\_\_ \$ \_\_\_\_\_

District 21 \_\_\_\_\_ \$ \_\_\_\_\_

District 22 \_\_\_\_\_ \$ \_\_\_\_\_

District 23 \_\_\_\_\_ \$ \_\_\_\_\_

District 24 \_\_\_\_\_ \$ \_\_\_\_\_

District 25 \_\_\_\_\_ \$ \_\_\_\_\_

District 26 \_\_\_\_\_ \$ \_\_\_\_\_

**LOUISVILLE METRO COUNCIL  
NEIGHBORHOOD DEVELOPMENT FUND APPLICATION**

**Legal Name of Applicant Organization** Junior Achievement of Kentuckiana, Inc.

**Program Name and Request Amount** Educational Materials \$20,000

	Yes/No/NA
Is the NDF Transmittal Sheet Signed by all Council Member(s) Appropriating Funding?	<input type="checkbox"/> Yes
Is the funding proposed by Council Member(s) less than or equal to the request amount?	<input type="checkbox"/> Yes
Is the proposed public purpose of the program viable and well-documented?	<input type="checkbox"/> Yes
Will all of the funding go to programs specific to Louisville/Jefferson County?	<input type="checkbox"/> Yes
Has Council or Staff relationship to the Agency been adequately disclosed on the cover sheet?	<input type="checkbox"/> Yes
Has prior Metro Funds committed/granted been disclosed?	<input type="checkbox"/> Yes
Is the application properly signed and dated by authorized signatory?	<input type="checkbox"/> Yes
Is proof of Tax Exempt status of 501(c) 3, 4, 6, 19, 1120-H included?	<input type="checkbox"/> Yes
If Metro funding is for a separate taxing district is the funding appropriated for a program outside the legal responsibility of that taxing district?	<input type="checkbox"/> N/A
Is the entity in good standing with: <ul style="list-style-type: none"> <li>▶ Kentucky Secretary of State?</li> <li>▶ Louisville Metro Revenue Commission?</li> <li>▶ Louisville Metro Government?</li> <li>▶ Internal Revenue Service?</li> <li>▶ Louisville Metro Human Relations Commission?</li> </ul>	<input type="checkbox"/> Yes
Is the current Fiscal Year Budget included?	<input type="checkbox"/> Yes
Is the entity's board member list (with term length/term limits) included?	<input type="checkbox"/> Yes
Is recommended funding less than 33% of total agency operating budget?	<input type="checkbox"/> Yes
Does the application budget reflect only the revenue and expenses of the project/program?	<input type="checkbox"/> Yes
Is the cost estimate(s) from proposed vendor (if request is for capital expense) included?	<input type="checkbox"/> N/A
Is the most recent annual audit (if required by organization) included?	<input type="checkbox"/> Yes
Is a copy of Signed Lease (if rent costs are requested) included?	<input type="checkbox"/> N/A
Is the Supplemental Questionnaire for churches/religious organizations (if requesting organization is faith-based) included?	<input type="checkbox"/> N/A
Are the Articles of Incorporation of the Agency included?	<input type="checkbox"/> Yes
Is the IRS Form W-9 included?	<input type="checkbox"/> Yes
Is the IRS Form 990 included?	<input type="checkbox"/> Yes
Are the evaluation forms (if program participants are given evaluation forms) included?	<input type="checkbox"/> N/A
Affirmative Action/Equal Employment Opportunity plan and/or policy statement included (if required to do so)?	<input type="checkbox"/> N/A
Has the Agency agreed to participate in the BBB Charity review program? If so, has the applicant met the BBB Charity Review Standards?	<input type="checkbox"/> Yes

Prepared by: **Leslie Curneal, Legislative Assistant**

Date: Feb 28, 2018

## LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION

SECTION 1 – APPLICANT INFORMATION			
<b>Legal Name of Applicant Organization:</b> Junior Achievement of Kentuckiana, Inc. <i>(as listed on: <a href="http://www.sos.ky.gov/business/records">http://www.sos.ky.gov/business/records</a>)</i>			
<b>Main Office Street &amp; Mailing Address:</b> 1401 W. Muhammad Ali Blvd., Louisville, KY 40203			
<b>Website:</b> www.jaky.org			
<b>Applicant Contact:</b>	Debra H. Hoffer	<b>Title:</b>	President
<b>Phone:</b>	502-569-9210	<b>Email:</b>	dhoffer@jaky.org
<b>Financial Contact:</b>	Debra H. Hoffer	<b>Title:</b>	President
<b>Phone:</b>	502-569-9210	<b>Email:</b>	dhoffer@jaky.org
<b>Organization's Representative who attended NDF Training:</b> <i>Debbie Dalton</i>			
GEOGRAPHICAL AREA(S) WHERE PROGRAM ACTIVITIES ARE (WILL BE) PROVIDED			
<b>Program Facility Location(s):</b>	Public, Parochial and Private Schools in Jefferson County, Kentucky		
<b>Council District(s):</b>	All	<b>Zip Code(s):</b>	All of Jefferson County
SECTION 2 – PROGRAM REQUEST & FINANCIAL INFORMATION			
<b>PROGRAM/PROJECT NAME:</b> Junior Achievement Curriculum Materials			
<b>Total Request: (\$)</b>	20,000	<b>Total Metro Award (this program) in previous year: (\$)</b>	14,300
<b>Purpose of Request (check all that apply):</b>			
<input type="checkbox"/> Operating Funds (generally cannot exceed 33% of agency's total operating budget) <input checked="" type="checkbox"/> Programming/services/events for direct benefit to community or qualified individuals <input type="checkbox"/> Capital Project of the organization (equipment, furnishing, building, etc)			
<b>The Following are Required Attachments:</b>			
<input checked="" type="checkbox"/> IRS Exempt Status Determination Letter <input checked="" type="checkbox"/> Current year projected budget <input checked="" type="checkbox"/> Current financial statement <input checked="" type="checkbox"/> Most recent IRS Form 990 or 1120-H <input checked="" type="checkbox"/> Articles of Incorporation (current & signed) Cost estimates from proposed vendor if request is for capital expense		<input type="checkbox"/> Signed lease if rent costs are being requested <input checked="" type="checkbox"/> IRS Form W9 <input type="checkbox"/> Evaluation forms if used in the proposed program <input checked="" type="checkbox"/> Annual audit (if required by organization) <input type="checkbox"/> Faith Based Organization Certification Form, if applicable	
<b>For the current fiscal year ending June 30, list all funds appropriated and/or received from Louisville Metro Government for this or any other program or expense, including funds received through Metro Federal Grants, from any department or Metro Council Appropriation (Neighborhood Development Funds). Attach additional sheet if necessary.</b>			
<b>Source:</b>	N/A	<b>Amount: (\$)</b>	
<b>Source:</b>	N/A	<b>Amount: (\$)</b>	
<b>Source:</b>	N/A	<b>Amount: (\$)</b>	
Has the applicant contacted the BBB Charity Review for participation? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Has the applicant met the BBB Charity Review Standards? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			

## LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION

### SECTION 3 – AGENCY DETAILS

**Describe Agency's Vision, Mission and Services:**

Incorporated in 1949, Junior Achievement of Kentuckiana's (JAKY's) age-appropriate classroom and experiential programs teach financial literacy, work readiness and entrepreneurship. JAKY has made the commitment to serve all students in the region five times in their school careers. JAKY uses classroom lessons taught by volunteers and teachers, as well as hands-on experiences in Sam Swope JA BizTown®, in Chase JA Finance Park®, at JA Inspire and in business job shadowing experiences to help young people understand the economics of life. JAKY served 63,569 students during 2016-17. Substantial progress has been made toward the goal of serving all students in the region with five JA programs during their K-12 school careers. JAKY is currently reaching: 99% of elementary students in our target counties with a JA classroom program; 87% of regional 5th grade students with JA BizTown®; 85% of 7th or 8th grade students with JA Finance Park®; 51% of high school students with a JA classroom program or JA Job Shadow®. The fifth program, JA Inspire, a mega-career fair for 8th grade students at the Kentucky Exposition Center, has grown rapidly during the past two years is projected to serve 10,000 students this fall. JAKY's largest education partner, Jefferson County Public Schools, with an extremely high percentage of low to moderate income students, has formally integrated JA programs into the official curriculum, as have other area school systems. JAKY delivers an average of 10.34 instructional contact hours per student per year, compared to the national JA average of 7.69 hours. JAKY has consistently received the Junior Achievement USA Five Star Award, which recognizes the highest level financial solvency, program quality practices, program impact and quality management.

**LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION**

**SECTION 4 - BOARD OF DIRECTORS AND PAID STAFF**

Board Member	Term End Date
Christopher J. Kramer, Board Chair	6/30/2018
Ann Joseph, Vice Chair	6/30/2020
Bryan W. Taylor, Treasurer	6/30/2020
Kathy Herbig, Secretary	6/30/2020
Kevin J. Joynt, Immediate Past Chair	6/30/2020
Orlando Allen	6/30/2020
Julayne Amstutz	6/30/2020
John Anderson	6/30/2020
Duffy Baker	6/30/2019
Sheryl Ball	6/30/2019
Jon Baughman	6/30/2018
Martin Bell	6/30/2019
Joe Bisig	6/30/2019
Christopher Brooker	6/30/2018
Marc Charnas	6/30/2019
Nancy Davis	6/30/2020
Kenneth Faith	6/30/2018

**Describe the Board term limit policy:**

Bylaws Section 1.1 Recommendations for board membership shall be filed with the Board Development Committee for consideration and action by the Board Development Committee. New directors will be elected to a one (1) year term. At the expiration of the initial one (1) year term, the directors so elected may be elected to an additional three (3) year term. Thereafter, directors may be re-elected at an Annual Meeting for a term of three (3) years. Any director whose term expires may accept a re-nomination or terminate further participation on the board.

Three Highest Paid Staff Names	Annual Salary
Debra H. Hoffer	175,869
Deborah L. Dalton	105,699
Sharon E. Peacock	87,964

**LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION**

**SECTION 5 – PROGRAM/PROJECT NARRATIVE**

**A: Describe the program/project start and end dates, a description of the program/project and applicable data with regards to specific client population the program will address (attach related flyers, planning minutes, designs, event permits, proposals for services/goods, etc.):**

Of the 63,569 students in the region reached during the 2016-17 school year, JA served 38,873 Jefferson County students from 164 public, parochial and private schools with 403,348 Instructional Contact Hours. Students were served with JA's high quality programs in EVERY Metro Council District. JA respectfully request \$20,000 to support its financial literacy, career readiness and entrepreneurship programs during the 2017-18 school year. JA's unique classroom delivery system pairs community volunteers with classrooms. Through a portfolio of age-appropriate curriculum, JA programs equip youth with the knowledge and skills necessary to compete in an ever complex and changing global economy. JA's programs focus on teaching youth skills that will be required of them in the 21st century, including critical thinking, communication, problem solving, collaboration and teamwork. JA provides volunteer training, materials and the support necessary to bolster the chances for student success. JA's programs that teach life skills provide the most comprehensive application of economics core content available in the United States. This funding will help support programs for a portion of the total Jefferson County students being served, 5,000 students who will be taught 30,000 instructional hours by 200 volunteers. In addition to helping young people develop skills and acquire knowledge, JA programs provide human services by ensuring that students have the confidence, sense of self worth and positive attitude toward the future that help them to be ready to graduate from high school, transition to some form of post-secondary education and to succeed in the workplace.

**B: Describe specifically how the funding will be spent including identification of funding to sub grantee(s):**  
The funding will be used to pay for JA's extensive, activity-based curriculum materials that are used by each volunteer. There will be no subgrantee(s).



**LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION**

**C: If this request is a fundraiser, please detail how the proceeds will be spent:**

N/A

**D: For Expenditure Reimbursement Only** – The grant award period begins with the Metro Council approval date and ends on June 30 of Metro fiscal year in which the grant is approved. If any part of this funding request is for funds to be spent before the grant award period, identify the applicable circumstances:

- The funding request is a reimbursement of the following expenditures that will probably be incurred after the application date, but prior to the execution of the grant agreement:
  - ✓ If selecting this option, the invoice, receipt and payment documentation should not be available as of the date of this application.

The Grantee will be required to submit financial reporting in accordance with the reporting schedule provided in the grant agreement.

- Reimbursements should not be made before application date unless an emergency can be demonstrated by the primary council sponsor. The funding request is a reimbursement of the following expenditures (attach invoices or proof of payment):
  - ✓ Attach a copy of invoices and/or receipts to provide proof of purchase of activities associated with the work plan identified in this application.
  - ✓ Attach a copy of cancelled checks to provide proof of payment of the invoices or receipts associated with the work plan identified in this application.

**LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION**

**E: Describe the program's benefits to those being served (measurable outcomes). Include the program's process for collecting data and the indicators that will be tracked to measure the benefits to those being served:**

Students will gain an understanding of financial literacy, work readiness and entrepreneurship.

Measurable outcomes: 5,000 youth will participate in an average of 6 hours of instructional activities each that teach financial literacy, work readiness and entrepreneurship.

Volunteers will be introduced to opportunities to volunteer in schools. They will cause classroom learning to become more relevant to students by sharing real-world testimonials and observations.

Measurable outcomes: 200 volunteers will be recruited to teach 200 classes. Volunteers will establish relationships with educators that, for a percentage of the volunteers, lead to other types of volunteerism in the schools.

Educators will gain a greater appreciation for relating what they teach in the classroom to the world outside the classroom.

Measurable outcome: 200 teachers will experience entire economics education programs that are delivered by caring adults working in the business community.

**F: Briefly describe any existing collaborative relationships the organization has with other community organizations. Describe what those partners are bringing to the relationship in general and to this program/project specifically.**

JA partners very closely with schools in Jefferson County to coordinate the classroom programs. Teachers are always present in the classroom while the volunteer is teaching, and they assist in classroom management and program delivery when appropriate. JA also has strong, collaborative relationships with more than 250 businesses who regularly encourage their employees to volunteer for JA. Each year, more teachers request programs than JA is able to deliver, which is why support from the Neighborhood Development Fund is critically needed.

**LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION**

**SECTION 6 – PROGRAM/PROJECT BUDGET SUMMARY**

THE PROGRAM/PROJECT BUDGET SHOULD REALISTICALLY ESTIMATE WHAT AMOUNT IS NEEDED FROM METRO GOVERNMENT AND WHAT IS EXPECTED FROM OTHER SOURCES.

Program/Project Expenses	Column 1	Column 2	Column (1+2)=3
	Proposed Metro Funds	Non-Metro Funds	Total Funds
<b>A: Personnel Costs Including Benefits</b>		94500	94500
<b>B: Rent/Utilities</b>			
<b>C: Office Supplies</b>		5800	5800
<b>D: Telephone</b>			
<b>E: In-town Travel</b>			
<b>F: Client Assistance (See Detailed List on Page 8)</b>			
<b>G: Professional Service Contracts</b>		4950	4950
<b>H: Program Materials</b>	20000	2500	22500
<b>I: Community Events &amp; Festivals (See Detailed List on Page 8)</b>			
<b>J: Machinery &amp; Equipment</b>			
<b>K: Capital Project</b>			
<b>L: Other Expenses (See Detailed List on Page 8)</b>			
<b>*TOTAL PROGRAM/PROJECT FUNDS</b>	20000	107750	127750
<b>% of Program Budget</b>	15.6 %	84.4 %	<b>100%</b>

**List funding sources for total program/project costs in Column 2, Non-Metro Funds:**

Other State, Federal or Local Government	0
United Way	0
Private Contributions (do not include individual donor names)	107750
Fees Collected from Program Participants	0
Other (please specify)	0
<b>Total Revenue for Columns 2 Expenses **</b>	<b>107750</b>

\*Total of Column 1 MUST match "Total Request on Page 1, Section 2"

\*\*Must equal or exceed total in column 2.

## LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION

Detail for Client Assistance, Community Events & Festivals or Other Expenses shown on Page 7 (circle one and use multiple sheets if necessary)	Column 1	Column 2	Column (1 + 2)=3
	Proposed Metro Funds	Non- Metro Funds	Total Funds
<b>Total</b>			

## LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION

**Detail of In-Kind Contributions for this PROGRAM only:** Includes Volunteers, Space, Utilities, etc. (Include anything not bought with cash revenues of the agency).

Donor*/Type of Contribution	Value of Contribution	Method of Valuation
Volunteers	26250	250 @ \$21/hr X 5 hrs
Classroom Space	112500	250 @ \$90/hr X 5 hrs
<i>Total Value of In-Kind</i> <b>(to match Program Budget Line Item.</b> Volunteer Contribution & Other In Kind)	138750	

**\* DONOR INFORMATION REFERS TO WHO MADE THE IN KIND CONTRIBUTION. VOLUNTEERS NEED NOT BE LISTED INDIVIDUALLY, BUT GROUPED TOGETHER ON ONE LINE AS A TOTAL NOTING HOW MANY HOURS PER PERSON PER WEEK**

**Agency Fiscal Year Start Date:** July 1

**Does your Agency anticipate a significant increase or decrease in your budget from the current fiscal year to the budget projected for next fiscal year?** NO  YES

**If YES, please explain:**

## LOUISVILLE METRO COUNCIL NEIGHBORHOOD DEVELOPMENT FUND APPLICATION

### SECTION 7 – CERTIFICATIONS & ASSURANCES

By signing Section 7 of the Grant Application, the authorized official signing for the applicant organization certifies and assures to the best of his or her knowledge and/or belief the following Assurances and Certifications. If there is any reason why one or more of the assurances or certifications listed cannot be certified or assured, please explain in writing and attach to this application.

#### Standard Assurances

1. Applicant understands this application and its attachments as well as any resulting grant agreement, reports and proof of expenditure is subject to Kentucky's open records law.
2. Applicant understands if the grant agreement is not returned to Louisville Metro within 90 days of its mailing to the applicant, the approval is automatically revoked and the funds will not be disbursed to our organization.
3. Applicant and any sub grantee will give Louisville Metro Government access to and the right to examine all paper or electronic records related to the awarded grant for up to five years of the grant agreement date.
4. Applicant assures compliance with the grant requirements and will monitor the performance of any third party (sub-grantee).
5. The Agency is in good standing with the Kentucky Secretary of State, Louisville Metro Government, the Jefferson County Revenue Commission, the Internal Revenue Service, and the Louisville Metro Human Relations Commission.
6. Applicant understands failure to provide the services, programs, or projects included in the agreement will result in funds being withheld or requested to be returned if previously disbursed.
7. Applicant understands they must return to Louisville Metro any unexpended funds by July 31 following the Metro Louisville's fiscal year end.
8. Applicant understands they must provide proof of all expenditures (canceled checks, receipts, paid invoices). The Applicant understands the failure to provide proof of expenditures as required in the grant agreement could result in funding being withheld or request to be returned if previously disbursed.
9. Applicant understands if this application is approved, the grant agreement will identify an award period that begins with the Metro Council approval date, and will end with June 30 of the fiscal year in which the grant is approved. Expenditures associated with this award expected to occur prior to the award period (approval date) must be disclosed in this application in order to be considered compliant with the grant agreement.
10. Applicant understands if we choose to incur expenditures prior to the approval of the application by the Metro Council, there is no guarantee that funding will be reimbursed, as the Council may choose not to award the application.
11. Applicant will establish safeguards to prohibit employees or any person that receives compensation from awarded funds from using their position for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.

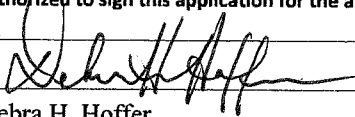
#### Standard Certifications

1. The Agency certifies it will not use Louisville Metro Government funds for any religious, political or fraternal Activities.
2. The Agency has a written Affirmative Action/Equal Opportunity Policy.
3. The Agency does not discriminate in employment or in provision of any service/program/activity/event based on age, color, disabled status, national origin, race, religion, sex, gender identity or sexual orientation, or Vietnam era veteran status.
4. The Agency certifies it will not require clients, recipients, or beneficiaries to participate in religious, political, fraternal or like activities in order to receive services/benefits provided with Louisville Metro Government funds.
5. The Agency understands the Americans with Disabilities Act (ADA) and makes reasonable accommodations.

**Relationship Disclosure:** List below any relationship you or any member of your Board of Directors or employees has with any Councilperson, Councilperson's family, Councilperson's staff or any Louisville Metro Government employee.

### SECTION 8 – CERTIFICATIONS & ASSURANCES

I certify under the penalty of law the information in this application (including, without limitation, "Certifications and Assurances") is accurate to the best of my knowledge. I am aware my organization will not be eligible for funding if investigation at any time shows falsification. If falsification is shown after funding has been approved, any allocations already received and expended are subject to be repaid. I further certify that I am legally authorized to sign this application for the applying organization and have initialed each page of the application.

<b>Signature of Legal Signatory:</b>		<b>Date:</b>	February 21, 2018
<b>Legal Signatory: (please print):</b>	Debra H. Hoffer	<b>Title:</b>	President
<b>Phone:</b>	502-569-9210	<b>Extension:</b>	
<b>Email:</b>	dhoffer@jaky.org		

**Participating Schools**  
**Program Year 2016-2017**  
**Public, Parochial and Private**

	Classes	Students
<b>TOTALS</b>	<b>1,437</b>	<b>38,873</b>
Academy At Shawnee	12	327
Adelante-Hispanic Achievers	3	105
Albert S Brandeis Elem School	15	397
Alex R Kennedy Elementary Sch	2	50
Anchorage Public School	8	160
Ascension School	7	154
Assumption High School	6	150
Atherton High School	7	195
Atkinson Academy	2	60
Auburndale Elementary School	8	194
Audubon Traditional Elem Sch	17	410
Audubon Youth Development Ctr	2	24
Ballard High School	27	727
Barret Traditional Middle Sch	7	247
Bates Community Development Center	4	42
Bates Elementary School	3	82
Blake Elementary School	2	60
Bloom Elementary School	6	170
Blue Lick Elementary School	7	201
Bowen Elementary School	8	237
Boys' and Girls' Haven	8	157
Breckinridge Metropolitan Hs	6	90
Breckinridge-Franklin Elem Sch	6	143
Brooklawn Treatment Center	1	28
Butler Traditional High School	3	80
Byck Elementary School	2	60
Camp Taylor Elementary School	2	64
Cane Run Elementary School	5	126
Carrithers Middle School	8	292
Carter Elementary School	12	308
Catholic Enrichment	3	70
Central Hs Magnet Career Acad	18	436
Chenoweth Elementary School	14	375
Christian Academy Southwest	2	31
Christian Acad-English Station	9	299
Christian Acad-Rock Creek	1	19

Cochran Elementary School	2	54
Coleridge-Taylor Montessori Es	6	183
Conway Middle School	9	284
Coral Ridge Elementary School	3	79
Crosby Middle School	4	148
Crums Lane Elementary School	3	80
Dixie Elementary School	2	64
Doss High School	15	390
Dunn Elementary School	19	504
Eisenhower Elementary School	11	297
Engelhard Elementary School	3	62
Esl Newcomer Academy	8	265
Fairdale Elementary School	11	318
Family & Children's Place	3	45
Farmer Elementary School	29	730
Farnsley Middle School	13	497
Fern Creek Elementary School	10	249
Fern Creek High School	2	54
Field Elementary School	6	146
Foster Traditional Academy	3	99
Frayser Elementary School	2	47
Frederick Law Olmsted Acad N	9	309
Frederick Law Olmsted Acad Sch	9	294
Gilmore Lane Elementary School	3	71
Goldsmith Elementary School	25	614
Goshen Elem Sch At Hillcrest	18	466
Greathouse-Shryock Trad Es	11	308
Greenwood Elementary School	3	80
Gutermuth Elementary School	17	423
Hartstern Elementary School	10	256
Hawthorne Elementary School	2	60
Hazelwood Elementary School	2	60
Highland Middle School	8	317
Hite Elementary School	3	87
Holy Trinity Parish School	11	285
Home of the Innocents-Weinberg	1	30
Iroquois High School	8	221
J F Kennedy Montessori Es	8	201
J Graham Brown School	11	278
Jacob Elementary School	3	120
Jefferson Co High School	2	37
Jefferson Co Traditional Ms	12	300
Jeffersontown Elem School	9	235
Jeffersontown High School	15	322



John L Ramsey Middle School	15	425
John Paul Ii Academy	2	41
Johnson Traditional Middle Sch	13	461
Johnsontown Road Elem School	3	89
Junior Achievement of Kentuckiana	8	340
Kammerer Middle School	11	365
Kentucky School For the Blind	1	31
Kenwood Elementary School	3	95
Kerrick Elementary School	6	147
King Elementary School	6	160
Klondike Lane Elem School	7	181
Knight Middle School	4	155
Lassiter Middle School	33	784
Laukhuf Elementary School	2	65
Layne Elementary School	3	68
Lincoln Elem Perf Arts School	12	285
Louisville Collegiate School	6	98
Louisville Education & Employment Partnership	5	155
Louisville Male High School	11	307
Louisville Metro Youth Detention Services	1	30
Lowe Elementary School	11	281
Luhr Elementary School	6	168
Malcolm B Chancey Elem School	5	124
Marian C Moore School	17	527
Maryhurst School	2	22
Maryville Elementary School	15	354
Maupin Elementary School	3	77
McFerran Preparatory Academy	6	145
Medora Elementary School	3	82
Meredith Dunn School	2	82
Meyzeek Middle School	13	390
Middletown Elementary School	7	210
Mill Creek Elementary School	3	90
Minors Lane Elementary School	5	122
New Zion Resource Center	8	160
Newburg Middle School	10	389
Noe Middle School	15	592
Norton Commons Elementary Sch	7	192
Norton Elementary School	9	221
Notre Dame Academy	5	134
Okolona Elementary School	4	85
Our Savior Lutheran School	9	137
Overdale Elementary School	3	75

Phoenix Sch of Discovery	1	20
Pitt Academy	3	35
Pleasure Ridge Park Hs	15	469
Portland Elementary School	1	36
Price Elementary School	3	87
Rangeland Elementary School	16	376
Roosevelt-Perry Elem School	4	106
Rutherford Elementary School	3	105
Sacred Heart Academy	5	123
Sacred Heart Indiana	6	126
Sanders Elementary School	23	579
Schaffner Traditional Elem Sch	8	212
Semple Elementary School	3	85
Seneca High School	9	234
Shacklette Elementary School	5	155
Shelby Traditional Acad	9	260
Slaughter Elementary School	3	86
Smyrna Elementary School	25	589
Southern High School	15	433
St Agnes School	2	50
St Albert the Great School	18	421
St Andrew Academy	1	40
St Athanasius School	3	77
St Edward School	2	46
St Francis of Assisi School	3	82
St Gabriel the Archangel Sch	6	161
St James School	1	27
St Leonard School	4	65
St Martha School	3	94
St Matthews Elementary School	9	237
St Michael School	2	69
St Nicholas Academy	2	43
St Patrick School	6	150
St Rita School	1	30
St Stephen Martyr School	1	23
St Xavier High School	4	114
St. Vincent Depaul Society	2	22
Stonestreet Elementary School	11	284
Stopher Elementary School	9	263
Stuart Academy	14	439
Thomas Jefferson Middle School	60	1,808
Trinity High School	36	871
Trunnell Elementary School	15	374
Tully Elementary School	8	241

Valley High School	2	57
Waggener High School	7	220
Watson Lane Elementary School	12	291
Watterson Elementary School	5	125
Wellington Elementary School	3	89
Western High School	1	32
Western Middle School	8	268
Westport Middle School	13	444
Westport Teen Parent Program	2	23
Wheatley Elementary School	11	240
Wheeler Elementary School	4	136
Whitefield Academy	1	32
Wilder Elementary School	3	90
Wilkerson Traditional Elem Sch	22	579
Wilt Elementary School	3	86
YMCA Black Achievers	1	22
YMCA of Greater Louisville	9	182
Young Elementary School	3	96
Zachary Taylor Elem School	10	234
<b>TOTALS</b>	<b>1,437</b>	<b>38,873</b>

CINCINNATI OH 45999-0038

In reply refer to: 0248367584  
July 24, 2017 LTR 4167C 0  
[REDACTED] 000000 00

00018902  
BODC: TE

JUNIOR ACHIEVEMENT USA  
% TIMOTHY ARMIJO  
1 EDUCATION WAY  
COLORADO SPGS CO 80906



036342

Employer identification number: [REDACTED]  
Group exemption number: 1116

Dear Taxpayer:

This is in response to your request dated July 13, 2017, for information about your tax-exempt status.

Our records indicate we issued a determination letter to you in January 1994, and you're currently exempt under Internal Revenue Code (IRC) Section 501(c)(3).

We also recognized the subordinates on the list you submitted as exempt from federal income tax under IRC Section 501(c)(3).

For federal income tax purposes, donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106 and 2522.

Because IRC Section 170(c) describes your subordinate organizations, donors can deduct contributions they make to them.

Please refer to [www.irs.gov/charities](http://www.irs.gov/charities) for information about filing requirements. Specifically, IRC Section 6033(j) provides that, if you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

In addition, each subordinate organization is subject to automatic revocation if it doesn't file a required return or notice for three consecutive years. Subordinate organizations can file required returns or notices individually or as part of a group return.

For tax forms, instructions, and publications, visit [www.irs.gov](http://www.irs.gov) or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).

0248367584  
July 24, 2017 LTR 4167C 0  
[REDACTED] 000000 00  
00018903

JUNIOR ACHIEVEMENT USA  
% TIMOTHY ARMIJO  
1 EDUCATION WAY  
COLORADO SPGS CO 80906

Sincerely yours,



Kim A. Billups, Operations Manager  
Accounts Management Operations 1



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248205661

July 25, 2017 LTR 4168C 0

000,000 00

00018269

BODC: TE

JUNIOR ACHIEVEMENT USA  
% TIMOTHY ARMIJO  
1 EDUCATION WAY  
COLORADO SPGS CO 80906



024655

Employer ID Number: [REDACTED]  
Form 990 required: Yes

Dear Taxpayer:

This is in response to your request dated July 14, 2017, regarding your tax-exempt status.

We issued you a determination letter in January 1994, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

Our records also indicate you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033(j) provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit [www.irs.gov](http://www.irs.gov) or call 1-800-TAX-FORM (1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday (Alaska and Hawaii follow Pacific Time).

0248205661  
July 25, 2017 LTR 4168C 0  
000000 00  
00018270

JUNIOR ACHIEVEMENT USA  
% TIMOTHY ARMIJO  
1 EDUCATION WAY  
COLORADO SPGS CO 80906

Sincerely yours,



Kim A. Billups, Operations Manager  
Accounts Management Operations 1

**JUNIOR ACHIEVEMENT OF KENTUCKIANA  
2017-18 OPERATING BUDGET**

2/21/18 4:24 PM	<b>BUDGET</b>	
	<b>2017-18</b>	
<b>INCOME</b>		
Jefferson County	\$	610,500
District	\$	104,000
JA City	\$	482,300
Program Sponsors/Individual	\$	209,250
Endowment Income	\$	120,000
Special Events	\$	241,000
Board Dues	\$	28,500
Other	\$	2,500
<b>TOTAL INCOME</b>	<b>\$</b>	<b>1,798,050</b>
<b>EXPENSES</b>		
Salaries	\$	874,739
Taxes/Benefits	\$	291,277
Professional Fees	\$	52,750
Staff Training & Travel	\$	35,182
Programs	\$	392,154
Facility	\$	76,840
Fund-Raising	\$	3,000
Office	\$	36,005
Subscriptions & Dues	\$	4,500
General Insurance	\$	14,500
Public Relations	\$	3,000
Interest Expense	\$	-
Board Expense	\$	6,000
Miscellaneous	\$	2,500
<b>TOTAL EXPENSES</b>	<b>\$</b>	<b>1,792,447</b>
<b>VARIANCE +/-</b>	<b>\$</b>	<b>5,603</b>



Junior Achievement of Kentuckiana  
Operating Income Statement  
January 31, 2018

	Current Actual	Current Budget	Year to Date Actual	Year to Date Budget	Annual Budget
<b>Income</b>					
Jefferson County	33,313	64,000	410,951	451,000	610,500
Districts	5,300	7,000	33,862	72,100	104,000
Program Sponsorships	0	20,000	161,500	187,751	209,250
JA City	88,765	36,000	248,860	250,000	482,300
Interest Income	7	0	39	0	0
Special Events	82,459	30,000	201,624	187,700	241,000
Other Income	204	200	2,139	1,200	2,500
Board Fees	(1,000)	2,500	34,240	20,099	28,500
Endowment Income	0	0	11,976	0	120,000
<b>Total Income</b>	<b>209,048</b>	<b>159,700</b>	<b>1,105,191</b>	<b>1,169,850</b>	<b>1,798,050</b>
<b>Expense</b>					
Personnel	92,325	99,000	650,019	674,000	1,166,016
Professional Fees	3,304	4,050	30,273	34,250	52,750
Staff Training & Travel	2,791	2,450	20,008	21,915	35,182
Programs	24,146	43,191	238,874	281,790	392,154
Facility	5,718	6,400	48,917	44,420	76,840
Fund Raising	155	200	2,530	1,300	3,000
Office	(1,613)	3,000	25,674	21,500	36,005
Subscriptions & Dues	375	600	2,958	2,850	4,500
General Insurance	0	250	11,611	13,250	14,500
Public Relations	416	100	692	1,500	3,000
Board Expense	0	300	3,658	2,100	6,000
Interest Expense	0	0	14	0	0
Miscellaneous Exp.	(42)	200	1,546	1,400	2,500
<b>Total Expense</b>	<b>127,574</b>	<b>159,741</b>	<b>1,036,773</b>	<b>1,100,275</b>	<b>1,792,447</b>
<b>Net Income</b>	<b>81,474</b>	<b>(41)</b>	<b>68,417</b>	<b>69,575</b>	<b>5,603</b>

No CPA provides any assurance of these financial statements

JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.  
BALANCE SHEET  
January 31, 2018

	Current Month	June 30, 2017 Audited	Prior Year Current Month
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash - Achievers	\$0.00	\$0.00	\$0.00
Cash - Chase	\$210,834.06	\$285,308.22	\$171,812.26
Cash - Stock Yards Bank	\$8,365.44	\$7,637.03	\$5,921.21
MMA - PNC Capital Campaign	\$5,117.94	\$5,091.41	\$5,083.70
MMA - Chase Capital Campaign	\$13,123.94	\$13,121.64	\$13,120.03
MMA - Republic Bank	\$38,468.85	\$7,776.08	\$8,996.79
A/R - Other	\$1,163.68	\$2,893.24	\$0.00
Investments- StockYards Bank	\$2,358,015.54	\$2,098,090.89	\$1,972,528.55
Pledges - FY 2015	\$0.00	\$0.00	\$225.00
Pledges - FY 2016	\$0.00	\$0.00	\$5,535.63
Pledges - FY 2017	\$1,162.73	\$118,412.00	\$225,815.00
Pledges - FY 2018	\$262,271.00	\$0.00	\$0.00
Allowance for Uncollectibles	(\$5,112.80)	(\$5,112.80)	(\$786.80)
<b>Total Current Assets</b>	<b>2,893,410.38</b>	<b>2,533,217.71</b>	<b>2,408,251.37</b>
<b>Property &amp; Equipment</b>			
Hall of Fame Exhibit - Convention Center	\$7,010.00	\$7,010.00	\$7,010.00
JA BizTown Enhancements	\$0.00	\$0.00	\$0.00
JA Finance Park Enhancements	\$27,100.41	\$27,100.41	\$27,100.41
IT Strategy Implementation	\$4,999.00	\$4,999.00	\$4,999.00
JA Inspire Assets	\$182,246.43	\$181,446.43	\$278,712.85
Hannah Board Room Enhancements	\$15,170.00	\$0.00	\$0.00
Building/Architect/Construct	\$9,508.81	\$9,508.81	\$9,508.81
Design & Project Management	\$2,241,473.64	\$2,241,473.64	\$2,241,473.64
Equipment	\$160,908.88	\$160,908.88	\$160,908.88
Furnishings	\$69,017.90	\$68,609.92	\$63,614.92
Accumulated Depreciation	\$262,996.19	\$262,996.19	\$262,996.19
	(\$1,320,030.39)	(\$1,320,030.39)	(\$1,286,422.59)
<b>Total Property and Equipment</b>	<b>1,660,400.87</b>	<b>1,644,022.89</b>	<b>1,769,901.91</b>
<b>Other Assets</b>			
Prepaid Expenses	\$0.00	\$3,053.42	\$0.00
Deposit - Utilities	\$5,000.00	\$5,000.00	\$5,000.00
Investments - PNC Harrison Co.	\$197,518.25	\$197,518.25	\$191,824.46
Investments in Pooled Income	\$17,798.44	\$17,190.96	\$16,416.10
Investments - Comm. Fdn.	\$6,649.67	\$6,649.67	\$6,355.55
Fund Accounting Adjustment	\$202,521.75	\$0.00	\$89,250.00
<b>Total Other Assets</b>	<b>429,488.11</b>	<b>229,412.30</b>	<b>308,846.11</b>
<b>Total Assets</b>	<b>4,983,299.36</b>	<b>4,406,652.90</b>	<b>4,486,999.39</b>
<b>LIABILITIES</b>			
<b>Current Liabilities</b>			
Accounts Payable - Operating	\$5,265.55	\$16,351.49	\$8,404.62
Accrued Expenses	\$17,834.56	\$52,025.03	\$15,793.28
Temp. Restricted Income	\$0.00	\$0.00	\$0.00
<b>Total Current Liabilities</b>	<b>23,100.11</b>	<b>68,376.52</b>	<b>24,197.90</b>
<b>NET ASSETS</b>			
Net Assets Unrestricted	\$1,844,937.38	\$1,857,435.36	\$1,761,878.36
Net Assets - Board Restricted	\$2,404,089.00	\$2,404,089.00	\$2,487,470.00
Temporary Restricted Net Assets	\$89,250.00	\$89,250.00	\$101,426.00
Net Income	621,922.87	(12,497.98)	112,027.13
<b>Total Net Assets</b>	<b>4,960,199.25</b>	<b>4,338,276.38</b>	<b>4,462,801.49</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>4,983,299.36</b>	<b>4,406,652.90</b>	<b>4,486,999.39</b>

No CPA provides any assurance of these financial statements

Junior Achievement of Kentuckiana  
Income Statement  
For the Six Months Ending December 31, 2017

	Current Actual	Current Budget	Year to Date Actual	Year to Date Budget	Annual Budget
Operating -					
Total Revenues	209,048	159,700	1,105,191	1,169,850	\$1,798,050
Total Expenses	127,574	159,741	1,036,773	1,100,275	\$1,792,447
Net - Operating	81,474	(41)	68,417	69,575	\$5,603
Hall of Fame Campaign Revenue	7,500	0	294,000	0	\$0
Hall of Fame Campaign Expense	0	0	(100,549)	0	\$0
Net Income (Loss) - Hall of Fame Campaign	7,500	0	193,451	0	\$0
Capital - Foundation	0	0	275,498	0	\$0
Depreciation Expense	0	0	0	0	\$0
Board Restricted					
Unrealized Gain/(Loss)	0	0	80,924	0	\$0
Realized Gain/(Loss)	0	0	8,846	0	\$0
Investment Fees	0	0	(5,214)	0	\$0
Net Income - Board Restricted	0	0	84,556	0	\$0
Bad Debt	0	0	0	0	\$0
Gain (Loss) on Disposal of Fixed Assets	0	0	0	0	\$0
Change in Net Assets	88,974	(41)	621,923	69,575	5,603

No CPA provides any assurance of these financial statements

**Caution:** Forms printed from within Adobe Acrobat products may not meet IRS or state taxing agency specifications. When using Acrobat 9.x products and later products, select "None" in the "Page Scaling" selection box in the Adobe "Print" dialog.

CLIENT'S COPY



November 8, 2017

Ms. Debra Hoffer  
Junior Achievement of Kentuckiana, Inc.  
1401 W. Muhammad Ali Blvd.  
Louisville, KY 40203

Dear Ms. Hoffer:

Enclosed are the original and one copy of the 2016 Exempt Organization return, as follows...

2016 Form 990

Each original should be dated, signed and filed in accordance with the filing instructions. The copy should be retained for your files.

We have prepared the enclosed tax returns from your books of account and/or information submitted by you without verification by us. You represent that the information you are supplying to us is accurate and complete to the best of your knowledge and is supported by the records as required by law. You should retain all the documents, receipts, cancelled checks and other data that form the basis of income and deductions. The tax laws specifically state that you are responsible for the preparation and the accuracy of the returns. Even though you have engaged us, the ultimate responsibility for the return is yours. Because of this, if there is anything on the returns we have prepared that you do not understand, please ask us to explain what was done. We want you to feel satisfied with the accuracy of the returns before they are submitted.

In addition, a copy of Form 990 should be mailed to Attorney General, Frankfort, Kentucky 40601. An addressed envelope is enclosed for your convenience.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

Very truly yours,

Christine N. Koenig

# TAX RETURN FILING INSTRUCTIONS

FORM 990

FOR THE YEAR ENDING

June 30, 2017

<b>Prepared for</b>	Ms. Debra Hoffer Junior Achievement of Kentuckiana, Inc. 1401 W. Muhammad Ali Blvd. Louisville, KY 40203
<b>Prepared by</b>	Deming Malone Livesay & Ostroff PSC 9300 Shelbyville Road Suite 1100 Louisville, KY 40222-5187
<b>Amount due or refund</b>	Not applicable
<b>Make check payable to</b>	Not applicable
<b>Mail tax return and check (if applicable) to</b>	Not applicable
<b>Return must be mailed on or before</b>	Not applicable
<b>Special Instructions</b>	This return has been prepared for electronic filing. If you wish to have it transmitted electronically to the IRS, please sign, date, and return Form 8879-EO to our office. We will then submit the electronic return to the IRS. Do not mail a paper copy of the return to the IRS.

# IRS e-file Signature Authorization for an Exempt Organization

For calendar year 2016, or fiscal year beginning JUL 1, 2016, and ending JUN 30, 2017

# 2016

Department of the Treasury  
Internal Revenue Service

▶ **Do not send to the IRS. Keep for your records.**

▶ **Information about Form 8879-EO and its instructions is at [www.irs.gov/form8879eo](http://www.irs.gov/form8879eo).**

Name of exempt organization

Employer identification number

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

**\*\* - \*\*\* 6694**

Name and title of officer

**DEBRA HOFFER  
PRESIDENT**

### Part I Type of Return and Return Information (Whole Dollars Only)

Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line 1a, 2a, 3a, 4a, or 5a, below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, or 5b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than 1 line in Part I.

1a Form 990 check here ▶ <input checked="" type="checkbox"/>	<b>b Total revenue</b> , if any (Form 990, Part VIII, column (A), line 12) .....	1b	<b>1,879,689.</b>
2a Form 990-EZ check here ▶ <input type="checkbox"/>	<b>b Total revenue</b> , if any (Form 990-EZ, line 9) .....	2b	
3a Form 1120-POL check here ▶ <input type="checkbox"/>	<b>b Total tax</b> (Form 1120-POL, line 22) .....	3b	
4a Form 990-PF check here ▶ <input type="checkbox"/>	<b>b Tax based on investment income</b> (Form 990-PF, Part VI, line 5) .....	4b	
5a Form 8868 check here ▶ <input type="checkbox"/>	<b>b Balance Due</b> (Form 8868, line 3c) .....	5b	

### Part II Declaration and Signature Authorization of Officer

Under penalties of perjury, I declare that I am an officer of the above organization and that I have examined a copy of the organization's 2016 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the organization's electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the organization's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the organization's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the organization's electronic return and, if applicable, the organization's consent to electronic funds withdrawal.

**Officer's PIN: check one box only**

I authorize **DEMING MALONE LIVESAY & OSTROFF PSC** to enter my PIN [REDACTED]  
ERO firm name do not enter all zeros

as my signature on the organization's tax year 2016 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

As an officer of the organization, I will enter my PIN as my signature on the organization's tax year 2016 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Officer's signature ▶ \_\_\_\_\_ Date ▶ \_\_\_\_\_

### Part III Certification and Authentication

**ERO's EFIN/PIN.** Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

[REDACTED]  
do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2016 electronically filed return for the organization indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶ \_\_\_\_\_ Date ▶ \_\_\_\_\_

**ERO Must Retain This Form - See Instructions  
Do Not Submit This Form To the IRS Unless Requested To Do So**



**Return of Organization Exempt From Income Tax**  
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Department of the Treasury  
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.  
▶ Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

**A** For the 2016 calendar year, or tax year beginning **JUL 1, 2016** and ending **JUN 30, 2017**

<b>B</b> Check if applicable:  <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization <b>JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.</b> Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite <b>1401 W. MUHAMMAD ALI BLVD.</b> City or town, state or province, country, and ZIP or foreign postal code <b>LOUISVILLE, KY 40203</b> <b>F</b> Name and address of principal officer: <b>DEBRA HOFFER</b> <b>SAME AS C ABOVE</b>	<b>D</b> Employer identification number <b>** - *** 6694</b> <b>E</b> Telephone number <b>(502) 561-5437</b> <b>G</b> Gross receipts \$ <b>2,648,003.</b> <b>H(a)</b> Is this a group return for subordinates? ..... <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. (see instructions) <b>H(c)</b> Group exemption number ▶ <b>1116</b>
<b>I</b> Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
<b>J</b> Website: ▶ <b>WWW.JAKY.ORG</b>		
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		
		<b>L</b> Year of formation: <b>1949</b>
		<b>M</b> State of legal domicile: <b>KY</b>

**Part I Summary**

	<b>1</b> Briefly describe the organization's mission or most significant activities: <b>TO INSPIRE AND PREPARE YOUNG PEOPLE TO SUCCEED IN A GLOBAL ECONOMY.</b>			
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
Activities & Governance	<b>3</b> Number of voting members of the governing body (Part VI, line 1a) .....	<b>3</b>	<b>68</b>	
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b) .....	<b>4</b>	<b>68</b>	
	<b>5</b> Total number of individuals employed in calendar year 2016 (Part V, line 2a) .....	<b>5</b>	<b>34</b>	
	<b>6</b> Total number of volunteers (estimate if necessary) .....	<b>6</b>	<b>555</b>	
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12 .....	<b>7a</b>	<b>0.</b>	
	<b>b</b> Net unrelated business taxable income from Form 990-T, line 34 .....	<b>7b</b>	<b>0.</b>	
	Revenue	<b>8</b> Contributions and grants (Part VIII, line 1h) .....	<b>Prior Year</b>	<b>Current Year</b>
<b>9</b> Program service revenue (Part VIII, line 2g) .....		1,735,895.	1,805,082.	
<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d) .....		247,790.	230,051.	
<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) .....		36,817.	45,926.	
<b>12</b> Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) .....		-148,969.	-201,370.	
		<b>1,871,533.</b>	<b>1,879,689.</b>	
Expenses		<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3) .....	0.	0.
		<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4) .....	0.	0.
		<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) .....	1,115,348.	1,126,438.
		<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e) .....	0.	0.
		<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶ <b>280,435.</b>		
		<b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) .....	917,951.	917,442.
	<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) .....	2,033,299.	2,043,880.	
	<b>19</b> Revenue less expenses. Subtract line 18 from line 12 .....	-161,766.	-164,191.	
	Net Assets or Fund Balances	<b>20</b> Total assets (Part X, line 16) .....	<b>Beginning of Current Year</b>	<b>End of Year</b>
<b>21</b> Total liabilities (Part X, line 26) .....		4,429,579.	4,406,653.	
<b>22</b> Net assets or fund balances. Subtract line 21 from line 20 .....		78,805.	68,377.	
		<b>4,350,774.</b>	<b>4,338,276.</b>	

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	Signature of officer <b>DEBRA HOFFER, PRESIDENT</b> Type or print name and title	Date
------------------	--	------

<b>Paid Preparer Use Only</b>	Print/Type preparer's name <b>CHRISTINE N KOENIG</b>	Preparer's signature 	Date	Check if self-employed <input type="checkbox"/> PTIN
	Firm's name ▶ <b>DEMING MALONE LIVESAY &amp; OSTROFF PSC</b> Firm's address ▶ <b>9300 SHELBYVILLE ROAD SUITE 1100</b> <b>LOUISVILLE, KY 40222-5187</b>	Firm's EIN ▶	Phone no. (502) 426-9660	

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission: JUNIOR ACHIEVEMENT OF KENTUCKIANA'S MISSION IS TO INSPIRE AND PREPARE YOUNG PEOPLE TO SUCCEED IN A GLOBAL ECONOMY. THE ORGANIZATION IS THE REGION'S LEADING PROVIDER OF LIFE-CHANGING ECONOMICS PROGRAMS FOR STUDENTS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ 1,579,956. including grants of \$ ) (Revenue \$ 235,857.) JUNIOR ACHIEVEMENT OF KENTUCKIANA'S PROGRAMS INCLUDE EDUCATING ELEMENTARY, MIDDLE AND HIGH SCHOOL STUDENTS IN THE AREAS OF FREE ENTERPRISE, BUSINESS ECONOMICS AND WORKPLACE PREPARATION. THESE PROGRAMS ARE DEDICATED TO GIVING YOUNG PEOPLE THE KNOWLEDGE AND SKILLS THEY NEED TO OWN THEIR ECONOMIC SUCCESS, PLAN FOR THEIR FUTURE AND MAKE SMART ACADEMIC AND ECONOMIC CHOICES. JUNIOR ACHIEVEMENT EMPOWERS STUDENTS TO MAKE A CONNECTION BETWEEN WHAT THEY LEARN IN SCHOOL AND HOW IT CAN BE APPLIED IN THE REAL WORLD. THIS ENHANCES THE RELEVANCE OF THEIR CLASSROOM LEARNING AND INCREASES THEIR UNDERSTANDING OF THE VALUE OF STAYING IN SCHOOL.

4b (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4c (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4d Other program services (Describe in Schedule O.) (Expenses \$ including grants of \$ ) (Revenue \$ )

4e Total program service expenses 1,579,956.

**Part IV Checklist of Required Schedules**

		Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2	Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4	<b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>	X	
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
11a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
11b	Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
11c	Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
11d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	X	
11e	Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		X
11f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>	X	
12b	Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?		X
14b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	X	
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X

**Part IV Checklist of Required Schedules** (continued)

	Yes	No
<b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i> .....		X
<b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? .....		
<b>21</b> Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i> .....		X
<b>22</b> Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i> .....		X
<b>23</b> Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i> .....	X	
<b>24a</b> Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i> .....		X
<b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? .....		
<b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? .....		
<b>d</b> Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? .....		
<b>25a</b> <b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i> .....		X
<b>b</b> Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i> .....		X
<b>26</b> Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i> .....		X
<b>27</b> Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> .....		X
<b>28</b> Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
<b>a</b> A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>b</b> A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>c</b> An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> .....	X	
<b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> .....		X
<b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> .....		X
<b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> .....		X
<b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i> .....		X
<b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i> .....	X	
<b>35a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)? .....		X
<b>b</b> If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> .....		
<b>36</b> <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> .....		X
<b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i> .....		X
<b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? .....	X	

**Note.** All Form 990 filers are required to complete Schedule O

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

Main form area containing questions 1a through 14b with columns for Yes/No and numerical input fields.

**Part VI Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI

**Section A. Governing Body and Management**

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.		
	1a	68	
b	Enter the number of voting members included in line 1a, above, who are independent		
	1b	68	
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
6	Did the organization have members or stockholders?		X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a	The governing body?	X	
b	Each committee with authority to act on behalf of the governing body?	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O		X

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10a		X
b		
10b		
11a		X
b		
12a	X	
b	X	
c		
12c	X	
13	X	
14	X	
15		
a	X	
b		X
16a		X
b		
16b		

**Section C. Disclosure**

- 17 List the states with which a copy of this Form 990 is required to be filed **► KY**
- 18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website     Another's website     Upon request     Other (explain in Schedule O)
- 19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20 State the name, address, and telephone number of the person who possesses the organization's books and records: **►**  
**DEBRA HOFFER, PRESIDENT - (502) 561-5437**  
**1401 W. MUHAMMAD ALI BLVD., LOUISVILLE, KY 40203**

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

**1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) ORLANDO ALLEN DIRECTOR	2.00	X					0.	0.	0.	
(2) JULAYNE RICKETTS AMSTUTZ DIRECTOR	2.00	X					0.	0.	0.	
(3) JOHN M. ANDERSON DIRECTOR	2.00	X					0.	0.	0.	
(4) CHRISTOPHER W. BROOKER DIRECTOR	2.00	X					0.	0.	0.	
(5) MARC B. CHARNAS DIRECTOR	2.00	X					0.	0.	0.	
(6) SHERYL BALL DIRECTOR	2.00	X					0.	0.	0.	
(7) J. DUFFY BAKER, JR. DIRECTOR	2.00	X					0.	0.	0.	
(8) JON BAUGHMAN DIRECTOR	2.00	X					0.	0.	0.	
(9) MARTIN L. BELL DIRECTOR	2.00	X					0.	0.	0.	
(10) NANCY B. DAVIS DIRECTOR	2.00	X					0.	0.	0.	
(11) M. JOSEPH BISIG DIRECTOR	2.00	X					0.	0.	0.	
(12) JENNY DRAKE DIRECTOR	2.00	X					0.	0.	0.	
(13) CHARLES P. ESSEX DIRECTOR	2.00	X					0.	0.	0.	
(14) PATRICK R. FARNAN DIRECTOR	2.00	X					0.	0.	0.	
(15) DONALD L. GOSSMAN DIRECTOR	2.00	X					0.	0.	0.	
(16) LEAH A. EGGERS DIRECTOR	2.00	X					0.	0.	0.	
(17) JOE HAYDEN DIRECTOR	2.00	X					0.	0.	0.	

**Part VII** Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) PAUL G. FULTZ DIRECTOR	2.00	X						0.	0.	0.
(19) TAMI HATFIELD-KENNEDY DIRECTOR	2.00	X						0.	0.	0.
(20) DENNIS P. HEISHMAN DIRECTOR	2.00	X						0.	0.	0.
(21) J. DOUGLAS HELM DIRECTOR	2.00	X						0.	0.	0.
(22) LARRY W. HORN DIRECTOR	2.00	X						0.	0.	0.
(23) CLINTON L. GLASSCOCK DIRECTOR	2.00	X						0.	0.	0.
(24) KATHY HERBIG SECRETARY	2.00	X		X				0.	0.	0.
(25) ANKUR N. GOPAL DIRECTOR	2.00	X						0.	0.	0.
(26) KENNETH E. GROTH DIRECTOR	2.00	X						0.	0.	0.
<b>1b Sub-total</b>								0.	0.	0.
<b>c Total from continuation sheets to Part VII, Section A</b>								389,547.	0.	24,188.
<b>d Total (add lines 1b and 1c)</b>								389,547.	0.	24,188.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **2**

	Yes	No
3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person		X

**Section B. Independent Contractors**

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **0**

SEE PART VII, SECTION A CONTINUATION SHEETS



**Part VII** Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(27) ANN JOSEPH VICE CHAIR	2.00	X		X				0.	0.	0.
(28) KEVIN J. JOYNT IMMEDIATE PAST CHAIR	2.00	X						0.	0.	0.
(29) JOHN P. LAWSON, JR. DIRECTOR	2.00	X						0.	0.	0.
(30) DANAIL KELISAKIEV DIRECTOR	2.00	X						0.	0.	0.
(31) DR. SHARON KERRICK EX-OFFICIO	2.00	X						0.	0.	0.
(32) TODD A. KLIMEK DIRECTOR	2.00	X						0.	0.	0.
(33) CHRISTOPHER J. KRAMER BOARD CHAIR	2.00	X		X				0.	0.	0.
(34) JULIE MCGREGOR DIRECTOR	2.00	X						0.	0.	0.
(35) DARRYL S. LAVERY DIRECTOR	2.00	X						0.	0.	0.
(36) WESLEY L. RINGO DIRECTOR	2.00	X						0.	0.	0.
(37) RAJA PATIL DIRECTOR	2.00	X						0.	0.	0.
(38) PAM ROYSTER EX-OFFICIO	2.00	X						0.	0.	0.
(39) DAVE RUSSELL DIRECTOR	2.00	X						0.	0.	0.
(40) JONATHAN PRESSER DIRECTOR	2.00	X						0.	0.	0.
(41) ADAM SIMON DIRECTOR	2.00	X						0.	0.	0.
(42) DAVID S. SINCLAIR DIRECTOR	2.00	X						0.	0.	0.
(43) CHRIS J. REID DIRECTOR	2.00	X						0.	0.	0.
(44) DALE B. SKAGGS DIRECTOR	2.00	X						0.	0.	0.
(45) ALEXANDER G. STAFFIERI DIRECTOR	2.00	X						0.	0.	0.
(46) BERARD E. TOMASSETTI DIRECTOR	2.00	X						0.	0.	0.
Total to Part VII, Section A, line 1c										

**Part VII** Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(47) ANDREW SOUTHWORTH DIRECTOR	2.00	X						0.	0.	0.
(48) TODD A. SPENCER DIRECTOR	2.00	X						0.	0.	0.
(49) RITA STEPHENSON-REEDY DIRECTOR	2.00	X						0.	0.	0.
(50) STEVEN M. STONE DIRECTOR	2.00	X						0.	0.	0.
(51) J. TODD SPURGEON DIRECTOR	2.00	X						0.	0.	0.
(52) BRYAN W. TAYLOR TREASURER	2.00	X		X				0.	0.	0.
(53) AUDIE WILSON DIRECTOR	2.00	X						0.	0.	0.
(54) ANNE S. WOODS DIRECTOR	2.00	X						0.	0.	0.
(55) MARK ZOLL DIRECTOR	2.00	X						0.	0.	0.
(56) HANK WALL DIRECTOR	2.00	X						0.	0.	0.
(57) RYAN SIENKOWSKI DIRECTOR	2.00	X						0.	0.	0.
(58) CHRIS NATION DIRECTOR	2.00	X						0.	0.	0.
(59) LYNN MCQUILLEN DIRECTOR	2.00	X						0.	0.	0.
(60) JAMIE MCELDFOWNEY DIRECTOR	2.00	X						0.	0.	0.
(61) DARREN KEITH DIRECTOR	2.00	X						0.	0.	0.
(62) DEANA EPPERLY KAREM DIRECTOR	2.00	X						0.	0.	0.
(63) JAMIE HORLANDER DIRECTOR	2.00	X						0.	0.	0.
(64) MICHAEL FRANK DIRECTOR	2.00	X						0.	0.	0.
(65) THOMAS C. GLEASON DIRECTOR	2.00	X						0.	0.	0.
(66) KENNETH W. FAITH II DIRECTOR	2.00	X						0.	0.	0.
Total to Part VII, Section A, line 1c										



**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1 a</b> Federated campaigns	<b>1a</b>					
	<b>b</b> Membership dues	<b>1b</b>					
	<b>c</b> Fundraising events	<b>1c</b>	520,046.				
	<b>d</b> Related organizations	<b>1d</b>					
	<b>e</b> Government grants (contributions)	<b>1e</b>	14,300.				
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above	<b>1f</b>	1,270,736.				
	<b>g</b> Noncash contributions included in lines 1a-1f: \$		353,626.				
	<b>h Total.</b> Add lines 1a-1f		1,805,082.				
<b>Program Service Revenue</b>	<b>2 a</b> PROGRAM FEES	<b>Business Code</b> 900099	230,051.	230,051.			
	<b>b</b>						
	<b>c</b>						
	<b>d</b>						
	<b>e</b>						
	<b>f</b> All other program service revenue						
	<b>g Total.</b> Add lines 2a-2f		230,051.				
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest, and other similar amounts)		38,945.			38,945.	
	<b>4</b> Income from investment of tax-exempt bond proceeds						
	<b>5</b> Royalties						
	<b>6 a</b> Gross rents	(i) Real	(ii) Personal				
		<b>b</b> Less: rental expenses					
		<b>c</b> Rental income or (loss)					
		<b>d</b> Net rental income or (loss)					
	<b>7 a</b> Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
		<b>b</b> Less: cost or other basis and sales expenses		499,164.			
		<b>c</b> Gain or (loss)		6,981.			
		<b>d</b> Net gain or (loss)		6,981.			6,981.
	<b>8 a</b> Gross income from fundraising events (not including \$ 520,046. of contributions reported on line 1c). See Part IV, line 18	<b>a</b>	61,974.				
		<b>b</b> Less: direct expenses	<b>b</b>	269,150.			
		<b>c</b> Net income or (loss) from fundraising events		-207,176.			-207,176.
	<b>9 a</b> Gross income from gaming activities. See Part IV, line 19	<b>a</b>					
<b>b</b> Less: direct expenses		<b>b</b>					
<b>c</b> Net income or (loss) from gaming activities							
<b>10 a</b> Gross sales of inventory, less returns and allowances	<b>a</b>						
	<b>b</b> Less: cost of goods sold	<b>b</b>					
	<b>c</b> Net income or (loss) from sales of inventory						
<b>Miscellaneous Revenue</b>		<b>Business Code</b>					
<b>11 a</b> OTHER INCOME	900099		5,806.	5,806.			
<b>b</b>							
<b>c</b>							
<b>d</b> All other revenue							
<b>e Total.</b> Add lines 11a-11d			5,806.				
<b>12 Total revenue.</b> See instructions.			1,879,689.	235,857.	0.	-161,250.	

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</b>				
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	416,783.	207,425.	88,636.	120,722.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	478,862.	388,357.	12,219.	78,286.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	109,920.	73,647.	12,091.	24,182.
9 Other employee benefits	56,756.	43,504.	2,579.	10,673.
10 Payroll taxes	64,117.	42,958.	7,053.	14,106.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	22,108.		22,108.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)				
12 Advertising and promotion	189,972.	189,972.		
13 Office expenses	53,134.	36,053.	6,355.	10,726.
14 Information technology	30,389.	25,150.	3,039.	2,200.
15 Royalties				
16 Occupancy	81,264.	75,006.	3,129.	3,129.
17 Travel	26,063.	22,323.	579.	3,161.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	138,462.	127,800.	5,331.	5,331.
23 Insurance	2,733.	2,523.	105.	105.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a <b>PROGRAM MATERIALS AND F</b>	330,431.	330,431.		
b <b>TRAINING</b>	20,206.	14,420.	1,807.	3,979.
c <b>BAD DEBT EXPENSE</b>	12,451.		12,451.	
d <b>MISCELLANEOUS</b>	7,295.		3,740.	3,555.
e All other expenses	2,934.	387.	2,267.	280.
<b>25 Total functional expenses.</b> Add lines 1 through 24e	<b>2,043,880.</b>	<b>1,579,956.</b>	<b>183,489.</b>	<b>280,435.</b>
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here  if following SOP 98-2 (ASC 958-720)

**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year		
<b>Assets</b>	1	Cash - non-interest-bearing	85,793.	1	285,308.	
	2	Savings and temporary cash investments	57,491.	2	33,626.	
	3	Pledges and grants receivable, net	108,582.	3	113,299.	
	4	Accounts receivable, net		4		
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5		
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L		6		
	7	Notes and loans receivable, net		7		
	8	Inventories for sale or use		8		
	9	Prepaid expenses and deferred charges	11,966.	9	10,947.	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a	2,964,054.		
			10b	1,320,031.		
			1,761,658.	10c	1,644,023.	
	11	Investments - publicly traded securities	2,190,167.	11	2,098,091.	
	12	Investments - other securities. See Part IV, line 11		12		
	13	Investments - program-related. See Part IV, line 11		13		
	14	Intangible assets		14		
15	Other assets. See Part IV, line 11	213,922.	15	221,359.		
16	<b>Total assets.</b> Add lines 1 through 15 (must equal line 34)	4,429,579.	16	4,406,653.		
<b>Liabilities</b>	17	Accounts payable and accrued expenses	78,805.	17	68,377.	
	18	Grants payable		18		
	19	Deferred revenue		19		
	20	Tax-exempt bond liabilities		20		
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21		
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22		
	23	Secured mortgages and notes payable to unrelated third parties		23		
	24	Unsecured notes and loans payable to unrelated third parties		24		
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25		
	26	<b>Total liabilities.</b> Add lines 17 through 25	78,805.	26	68,377.	
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.</b>					
	27	Unrestricted net assets	4,261,524.	27	4,145,754.	
	28	Temporarily restricted net assets	89,250.	28	192,522.	
	29	Permanently restricted net assets		29		
	<b>Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.</b>					
	30	Capital stock or trust principal, or current funds		30		
	31	Paid-in or capital surplus, or land, building, or equipment fund		31		
	32	Retained earnings, endowment, accumulated income, or other funds		32		
33	<b>Total net assets or fund balances</b>	4,350,774.	33	4,338,276.		
34	<b>Total liabilities and net assets/fund balances</b>	4,429,579.	34	4,406,653.		

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,879,689.
2	Total expenses (must equal Part IX, column (A), line 25)	2	2,043,880.
3	Revenue less expenses. Subtract line 2 from line 1	3	-164,191.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	4,350,774.
5	Net unrealized gains (losses) on investments	5	144,256.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	7,437.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	4,338,276.

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other		
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		X
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:			
<input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis			
2b	Were the organization's financial statements audited by an independent accountant?	X	
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:			
<input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis			
2c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	X	
If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
3b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits		





**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	1528427.	1648193.	1887599.	1735895.	1805082.	8605196.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 <b>Total.</b> Add lines 1 through 3	1528427.	1648193.	1887599.	1735895.	1805082.	8605196.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						1163742.
6 <b>Public support.</b> Subtract line 5 from line 4.						7441454.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
7 Amounts from line 4	1528427.	1648193.	1887599.	1735895.	1805082.	8605196.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	22,376.	60,977.	62,690.	69,517.	38,945.	254,505.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	4,325.	4,380.	4,824.	5,793.	5,806.	25,128.
11 <b>Total support.</b> Add lines 7 through 10						8884829.
12 Gross receipts from related activities, etc. (see instructions)					12	
13 <b>First five years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> ▶ <input type="checkbox"/>						

**Section C. Computation of Public Support Percentage**

14 Public support percentage for 2016 (line 6, column (f) divided by line 11, column (f))	14	83.75 %
15 Public support percentage from 2015 Schedule A, Part II, line 14	15	86.81 %
16a <b>33 1/3% support test - 2016.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization ▶ <input checked="" type="checkbox"/>		
b <b>33 1/3% support test - 2015.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/>		
17a <b>10% -facts-and-circumstances test - 2016.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/>		
b <b>10% -facts-and-circumstances test - 2015.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ▶ <input type="checkbox"/>		
18 <b>Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ▶ <input type="checkbox"/>		

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose .....						
3 Gross receipts from activities that are not an unrelated trade or business under section 513 .....						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
5 The value of services or facilities furnished by a governmental unit to the organization without charge .....						
6 Total. Add lines 1 through 5 .....						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons .....						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year .....						
c Add lines 7a and 7b .....						
<b>8 Public support.</b> (Subtract line 7c from line 6.)						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
9 Amounts from line 6 .....						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources .....						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 .....						
c Add lines 10a and 10b .....						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on .....						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

14 **First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**

**Section C. Computation of Public Support Percentage**

15 Public support percentage for 2016 (line 8, column (f) divided by line 13, column (f)) .....	15		%
16 Public support percentage from 2015 Schedule A, Part III, line 15 .....	16		%

**Section D. Computation of Investment Income Percentage**

17 Investment income percentage for 2016 (line 10c, column (f) divided by line 13, column (f)) .....	17		%
18 Investment income percentage from 2015 Schedule A, Part III, line 17 .....	18		%

19a **33 1/3% support tests - 2016.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

b **33 1/3% support tests - 2015.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions

**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in <b>Part VI</b> how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in <b>Part VI</b> how the organization determined that the supported organization was described in section 509(a)(1) or (2).		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below.		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in <b>Part VI</b> when and how the organization made the determination.		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in <b>Part VI</b> what controls the organization put in place to ensure such use.		
4a Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in <b>Part VI</b> how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in <b>Part VI</b> what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in <b>Part VI</b> , including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).		
b <b>Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c <b>Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If "Yes," provide detail in <b>Part VI</b> .		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes," provide detail in <b>Part VI</b> .		
b Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in <b>Part VI</b> .		
c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in <b>Part VI</b> .		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes," answer 10b below.		
b Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)		

**Part IV Supporting Organizations** (continued)

	Yes	No
<b>11</b> Has the organization accepted a gift or contribution from any of the following persons?		
<b>a</b> A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?		
<b>b</b> A family member of a person described in (a) above?		
<b>c</b> A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI.		

**Section B. Type I Supporting Organizations**

	Yes	No
<b>1</b> Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.		
<b>2</b> Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.		

**Section C. Type II Supporting Organizations**

	Yes	No
<b>1</b> Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).		

**Section D. All Type III Supporting Organizations**

	Yes	No
<b>1</b> Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
<b>2</b> Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).		
<b>3</b> By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.		

**Section E. Type III Functionally Integrated Supporting Organizations**

<b>1</b> Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
<b>a</b> <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
<b>b</b> <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
<b>c</b> <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).		
<b>2</b> Activities Test. Answer (a) and (b) below.		
<b>a</b> Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.	Yes	No
<b>b</b> Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.		
<b>3</b> Parent of Supported Organizations. Answer (a) and (b) below.		
<b>a</b> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? Provide details in Part VI.		
<b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard.		

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI.) **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

<b>Section A - Adjusted Net Income</b>		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)	8	

<b>Section B - Minimum Asset Amount</b>		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors (explain in detail in <b>Part VI</b> ):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d	3	
4	Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions)	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by .035	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (add line 7 to line 6)	8	

<b>Section C - Distributable Amount</b>			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3	4	
5	Income tax imposed in prior year	5	
6	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions)	6	

7  Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

**Part V** Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	
4	Amounts paid to acquire exempt-use assets	
5	Qualified set-aside amounts (prior IRS approval required)	
6	Other distributions (describe in Part VI). See instructions	
7	<b>Total annual distributions.</b> Add lines 1 through 6	
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions	
9	Distributable amount for 2016 from Section C, line 6	
10	Line 8 amount divided by Line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2016	(iii) Distributable Amount for 2016
1	Distributable amount for 2016 from Section C, line 6		
2	Underdistributions, if any, for years prior to 2016 (reasonable cause required- explain in Part VI). See instructions		
3	Excess distributions carryover, if any, to 2016:		
a			
b			
c	From 2013		
d	From 2014		
e	From 2015		
f	<b>Total</b> of lines 3a through e		
g	Applied to underdistributions of prior years		
h	Applied to 2016 distributable amount		
i	Carryover from 2011 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from 3f.		
4	Distributions for 2016 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2016 distributable amount		
c	Remainder. Subtract lines 4a and 4b from 4		
5	Remaining underdistributions for years prior to 2016, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions		
6	Remaining underdistributions for 2016. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions		
7	<b>Excess distributions carryover to 2017.</b> Add lines 3j and 4c		
8	Breakdown of line 7:		
a			
b	Excess from 2013		
c	Excess from 2014		
d	Excess from 2015		
e	Excess from 2016		

**Part VI**

**Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information.  
(See instructions.)

Area with horizontal lines for supplemental information.





**Schedule B**  
(Form 990, 990-EZ,  
or 990-PF)

Department of the Treasury  
Internal Revenue Service

**Schedule of Contributors**

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.  
▶ Information about Schedule B (Form 990, 990-EZ, or 990-PF) and  
its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2016**

Name of the organization

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

Employer identification number

**\*\* - \*\*\* 6694**

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)( 3 ) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

**Note:** Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

**General Rule**

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

**Special Rules**

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (1) \$5,000 or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h, or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ..... ▶ \$ \_\_\_\_\_

**Caution:** An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990, 990-EZ, or 990-PF. Schedule B (Form 990, 990-EZ, or 990-PF) (2016)

Name of organization

Employer identification number

JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.

\*\*-\*\*\*6694

**Part I Contributors** (See instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	FIRST SAVINGS BANK 501 E. LEWIS AND CLARK PKWY. CLARKSVILLE, IN 47129	\$ 100,466.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
2	JAMES GRAHAM BROWN FOUNDATION 4350 BROWNSBORO RD STE 200 LOUISVILLE, KY 40207	\$ 154,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
3	WDRB-TV 624 W. MUHAMMAD ALI BLVD. LOUISVILLE, KY 40203	\$ 112,000.	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input checked="" type="checkbox"/> (Complete Part II for noncash contributions.)
4	ALPHA MEDIA LOUISVILLE 520 S. FOURTH STREET LOUISVILLE, KY 40202	\$ 134,900.	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input checked="" type="checkbox"/> (Complete Part II for noncash contributions.)
5	AMERICAN CITY BUSINESS JOURNALS 120 W. MOREHEAD STREET CHARLOTTE, NC 28202	\$ 52,995.	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input checked="" type="checkbox"/> (Complete Part II for noncash contributions.)
6	HARRISON COUNTY COMMUNITY FOUNDATION 1523 FOUNDATION WAY NE CORYDON, IN 47112	\$ 40,500.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization <b>JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.</b>	Employer identification number <b>** - *** 6694</b>
--	--

**Part II Noncash Property** (See instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received
3	<u>PRODUCTION/ADVERTISING</u> <hr/> <hr/> <hr/>	\$ <u>112,000.</u>	<u>06/30/17</u>
4	<u>ADVERTISING</u> <hr/> <hr/> <hr/>	\$ <u>134,900.</u>	<u>06/30/17</u>
5	<u>ADVERTISING</u> <hr/> <hr/> <hr/>	\$ <u>52,995.</u>	<u>06/30/17</u>
	<hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/>	\$ _____	_____
	<hr/> <hr/> <hr/>	\$ _____	_____



SCHEDULE D (Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

OMB No. 1545-0047

2016 Open to Public Inspection

Name of the organization

JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.

Employer identification number

\*\* - \*\*\* 6694

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include: 1 Total number at end of year, 2 Aggregate value of contributions to (during year), 3 Aggregate value of grants from (during year), 4 Aggregate value at end of year, 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?, 6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Table with 2 columns: Held at the End of the Tax Year. Rows include: 1 Purpose(s) of conservation easements held by the organization (check all that apply), 2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year, 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year, 4 Number of states where property subject to conservation easement is located, 5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?, 6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year, 7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year, 8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?, 9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Table with 2 columns: Revenue, Assets. Rows include: 1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items., 1b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenue included on Form 990, Part VIII, line 1, (ii) Assets included in Form 990, Part X, 2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items: a Revenue included on Form 990, Part VIII, line 1, b Assets included in Form 990, Part X

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule D (Form 990) 2016

632051 08-29-16

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
- a  Public exhibition
  - b  Scholarly research
  - c  Preservation for future generations
  - d  Loan or exchange programs
  - e  Other \_\_\_\_\_
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- |                                 | Amount |
|---------------------------------|--------|
| c Beginning balance             | 1c     |
| d Additions during the year     | 1d     |
| e Distributions during the year | 1e     |
| f Ending balance                | 1f     |
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

**Part V Endowment Funds.** Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	2,404,089.	2,487,470.	2,392,830.	2,020,167.	1,637,917.
b Contributions		1,390.		75,000.	200,000.
c Net investment earnings, gains, and losses	181,661.	-34,771.	94,640.	297,663.	182,250.
d Grants or scholarships					
e Other expenditures for facilities and programs	266,300.	50,000.			
f Administrative expenses					
g End of year balance	2,319,450.	2,404,089.	2,487,470.	2,392,830.	2,020,167.

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment  100.00 %
  - b Permanent endowment  %
  - c Temporarily restricted endowment  %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |                             | Yes | No |
|-----------------------------|-----|----|
| (i) unrelated organizations | X   |    |
| (ii) related organizations  |     | X  |
- b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		2,443,991.	898,482.	1,545,509.
d Equipment		520,063.	421,549.	98,514.
e Other				
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				1,644,023.

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) BENEFICIAL INTEREST IN ASSETS HELD BY OTHERS	221,359.
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	
	221,359.

**Part X Other Liabilities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII

**Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	2,345,919.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
a	Net unrealized gains (losses) on investments	2a	144,256.	
b	Donated services and use of facilities	2b	113,619.	
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII.)	2d	208,355.	
e	Add lines 2a through 2d		2e	466,230.
3	Subtract line 2e from line 1		3	1,879,689.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b		
c	Add lines 4a and 4b		4c	0.
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)		5	1,879,689.

**Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	2,358,417.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
a	Donated services and use of facilities	2a	113,619.	
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII.)	2d	200,918.	
e	Add lines 2a through 2d		2e	314,537.
3	Subtract line 2e from line 1		3	2,043,880.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b		
c	Add lines 4a and 4b		4c	0.
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)		5	2,043,880.

**Part XIII Supplemental Information.**

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

**PART V, LINE 4:**

THE ENDOWMENT FUNDS WILL BE UTILIZED TO SUPPORT THE MISSION OF THE ORGANIZATION, INLCUDING OPERATIONS AND PROGRAM SUPPORT.

**PART X, LINE 2:**

THE ORGANIZATION IS EXEMPT FROM FEDERAL, STATE, AND LOCAL INCOME TAXES AS A NOT-FOR-PROFIT ORGANIZATION AS DESCRIBED UNDER INTERNAL REVENUE CODE SECTION 501(C)(3). THE ORGANIZATION FILES AN INFORMATIONAL TAX RETURN IN THE U.S. FEDERAL JURISDICTION AND WITH THE KENTUCKY OFFICE OF ATTORNEY GENERAL. HOWEVER, INCOME FROM CERTAIN ACTIVITIES NOT DIRECTLY RELATED TO THE ORGANIZATION'S TAX-EXEMPT PURPOSE MAY BE SUBJECT TO TAXATION AS UNRELATED BUSINESS INCOME.



**Part XIII** Supplemental Information (continued)

AS OF JUNE 30, 2017 AND 2016, THE ORGANIZATION DID NOT HAVE ANY ACCRUED INTEREST OR PENALTIES RELATED TO INCOME TAX LIABILITIES, AND NO INTEREST OR PENALTIES HAVE BEEN CHARGED TO OPERATIONS FOR THE YEARS THEN ENDED.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

CHANGE IN VALUE OF BENEFICIAL INTEREST IN ASSETS HELD BY	
OTHERS	7,437.
COST OF SPECIAL EVENTS SHOWN GROSS ON AUDITED FINANCIAL	
STATEMENTS	200,918.
TOTAL TO SCHEDULE D, PART XI, LINE 2D	208,355.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

COST OF SPECIAL EVENTS SHOWN GROSS ON AUDITED FINANCIAL	
STATEMENTS	200,918.



**Part II Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events	
		HALL OF FAME	BOWLING CLASSIC	4	(add col. (a) through col. (c))	
		(event type)	(event type)	(total number)		
Revenue	1	Gross receipts	364,885.	123,580.	93,555.	582,020.
	2	Less: Contributions	324,385.	112,580.	83,081.	520,046.
	3	Gross income (line 1 minus line 2)	40,500.	11,000.	10,474.	61,974.
Direct Expenses	4	Cash prizes			2,148.	2,148.
	5	Noncash prizes		3,961.	6,710.	10,671.
	6	Rent/facility costs		4,766.	4,383.	9,149.
	7	Food and beverages	52,800.		2,192.	54,992.
	8	Entertainment	7,001.	3,200.		10,201.
	9	Other direct expenses	147,577.	28,262.	6,150.	181,989.
	10	Direct expense summary. Add lines 4 through 9 in column (d)				269,150.
	11	Net income summary. Subtract line 10 from line 3, column (d)				-207,176.

**Part III Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
		1	Gross revenue		
Direct Expenses	2	Cash prizes			
	3	Noncash prizes			
	4	Rent/facility costs			
	5	Other direct expenses			
	6	Volunteer labor	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No
7	Direct expense summary. Add lines 2 through 5 in column (d)				
8	Net gaming income summary. Subtract line 7 from line 1, column (d)				

9 Enter the state(s) in which the organization conducts gaming activities: \_\_\_\_\_

a Is the organization licensed to conduct gaming activities in each of these states?  Yes  No

b If "No," explain: \_\_\_\_\_

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year?  Yes  No

b If "Yes," explain: \_\_\_\_\_

- 11 Does the organization conduct gaming activities with nonmembers?  Yes  No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming?  Yes  No
- 13 Indicate the percentage of gaming activity conducted in:
- |                               |     |   |
|-------------------------------|-----|---|
| a The organization's facility | 13a | % |
| b An outside facility         | 13b | % |
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶ \_\_\_\_\_

Address ▶ \_\_\_\_\_

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue?  Yes  No

- b If "Yes," enter the amount of gaming revenue received by the organization ▶ \$ \_\_\_\_\_ and the amount of gaming revenue retained by the third party ▶ \$ \_\_\_\_\_
- c If "Yes," enter name and address of the third party:

Name ▶ \_\_\_\_\_

Address ▶ \_\_\_\_\_

16 Gaming manager information:

Name ▶ \_\_\_\_\_

Gaming manager compensation ▶ \$ \_\_\_\_\_

Description of services provided ▶ \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Director/officer       Employee       Independent contractor

17 Mandatory distributions:

- a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?  Yes  No
- b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ \$ \_\_\_\_\_

**Part IV** **Supplemental Information.** Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**SCHEDULE J  
(Form 990)**

**Compensation Information**

OMB No. 1545-0047

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.

▶ Attach to Form 990.

**2016**

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

▶ Information about Schedule J (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

Name of the organization

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

Employer identification number  
**\*\* - \*\*\* 6694**

**Part I Questions Regarding Compensation**

	Yes	No
<b>1a</b> Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. <input type="checkbox"/> First-class or charter travel <input type="checkbox"/> Travel for companions <input type="checkbox"/> Tax indemnification and gross-up payments <input type="checkbox"/> Discretionary spending account <input type="checkbox"/> Housing allowance or residence for personal use <input type="checkbox"/> Payments for business use of personal residence <input type="checkbox"/> Health or social club dues or initiation fees <input type="checkbox"/> Personal services (such as, maid, chauffeur, chef)		
<b>b</b> If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	<b>1b</b>	
<b>2</b> Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?	<b>2</b>	
<b>3</b> Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. <input type="checkbox"/> Compensation committee <input type="checkbox"/> Independent compensation consultant <input type="checkbox"/> Form 990 of other organizations <input type="checkbox"/> Written employment contract <input checked="" type="checkbox"/> Compensation survey or study <input checked="" type="checkbox"/> Approval by the board or compensation committee		
<b>4</b> During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization: <b>a</b> Receive a severance payment or change-of-control payment? <b>b</b> Participate in, or receive payment from, a supplemental nonqualified retirement plan? <b>c</b> Participate in, or receive payment from, an equity-based compensation arrangement? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.	<b>4a</b> <b>4b</b> <b>4c</b>	   <b>X</b> <b>X</b> <b>X</b>
<b>Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.</b>		
<b>5</b> For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of: <b>a</b> The organization? <b>b</b> Any related organization? If "Yes" on line 5a or 5b, describe in Part III.	<b>5a</b> <b>5b</b>	  <b>X</b> <b>X</b>
<b>6</b> For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of: <b>a</b> The organization? <b>b</b> Any related organization? If "Yes" on line 6a or 6b, describe in Part III.	<b>6a</b> <b>6b</b>	  <b>X</b> <b>X</b>
<b>7</b> For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III	<b>7</b>	<b>X</b>
<b>8</b> Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	<b>8</b>	<b>X</b>
<b>9</b> If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	<b>9</b>	

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2016

**Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organization on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

**Note:** The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation		
(1) DEBRA H. HOFFER PRESIDENT	(i)	175,869.	9,267.	8,400.	0.	8,316.
	(ii)	0.	0.	0.	0.	0.
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					
	(i)					
	(ii)					

**Part III** Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this

**PART I, LINE 7:**

**BONUS IS PAID AS CALCULATED IN BONUS POLICY BASED ON CASH SURPLUS.**



**SCHEDULE M  
(Form 990)**

**Noncash Contributions**

OMB No. 1545-0047

**2016**

Open To Public  
Inspection

Department of the Treasury  
Internal Revenue Service

- ▶ Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
- ▶ Attach to Form 990.
- ▶ Information about Schedule M (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

Name of the organization

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

Employer identification number

**\*\* - \*\*\* 6694**

**Part I Types of Property**

	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1 Art - Works of art				
2 Art - Historical treasures				
3 Art - Fractional interests				
4 Books and publications				
5 Clothing and household goods				
6 Cars and other vehicles				
7 Boats and planes				
8 Intellectual property				
9 Securities - Publicly traded				
10 Securities - Closely held stock				
11 Securities - Partnership, LLC, or trust interests				
12 Securities - Miscellaneous				
13 Qualified conservation contribution - Historic structures				
14 Qualified conservation contribution - Other				
15 Real estate - Residential				
16 Real estate - Commercial				
17 Real estate - Other				
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ▶ ( <u>ADVERTISING</u> )	X	3	188,295.	FAIR MARKET VALUE
26 Other ▶ ( <u>PRINTING/PROD</u> )	X	5	125,935.	FAIR MARKET VALUE
27 Other ▶ ( <u>GIFT CERTIFIC</u> )	X	2	22,500.	FAIR MARKET VALUE
28 Other ▶ ( <u>OFFICE EQUIPM</u> )	X	3	9,816.	FAIR MARKET VALUE

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement 29 0

	Yes	No
30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least three years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?		X
b If "Yes," describe the arrangement in Part II.		
31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	X	
32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?		X
b If "Yes," describe in Part II.		
33 If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule M (Form 990) (2016)

**Part II** **Supplemental Information.** Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

**PART I, OTHER TYPES OF PROPERTY:**

**PROGRAM MATERIALS**

(A) CHECK IF APPLICABLE = X

(B) NUMBER OF CONTRIBUTIONS = 1

(C) REVENUE REPORTED ON FORM 990, PART VIII \$ 7080.

(D) METHOD OF DETERMINING REVENUE: FAIR MARKET VALUE

Multiple horizontal lines for supplemental information.

**SCHEDULE O**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2016**

Open to Public  
Inspection

Name of the organization

JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.

Employer identification number

\*\* - \*\*\* 6694

FORM 990, PART VI, SECTION B, LINE 11B:

THE FORM 990 IS PRESENTED TO THE FINANCE AND AUDIT COMMITTEE FOR APPROVAL  
BEFORE FILING THE RETURN.

FORM 990, PART VI, SECTION B, LINE 12C:

ALL EMPLOYEES AND BOARD MEMBERS COMPLETE AND ANNUALLY UPDATE A CONFLICT OF  
INTEREST DECLARATION.

FORM 990, PART VI, SECTION B, LINE 15A:

COMPENSATION OF THE PRESIDENT IS DETERMINED BY THE EXECUTIVE COMMITTEE OF  
THE BOARD OF DIRECTORS AND INCLUDES THE USE OF COMPARABILITY DATA PROVIDED  
TO THE ORGANIZATION BY JUNIOR ACHIEVEMENT USA.

FORM 990, PART VI, SECTION C, LINE 19:

THE ORGANIZATION MAKE ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY,  
AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON REQUEST.

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

CHANGE IN VALUE OF BENEFICIAL INTEREST IN ASSETS HELD BY

OTHERS

7,437.

**Related Organizations and Unrelated Partnerships**

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

▶ Attach to Form 990.

Department of the Treasury  
Internal Revenue Service

▶ Information about Schedule R (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

Name of the organization

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

**Part I Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	End-of-

**Part II Identification of Related Tax-Exempt Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public char status (if sec 501(c)(3))
SEE PART VII		COLORADO		

For Paperwork Reduction Act Notice, see the Instructions for Form 990.



**Part V Transactions With Related Organizations.** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

**Note:** Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

- 1** During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?
  - a** Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity .....
  - b** Gift, grant, or capital contribution to related organization(s) .....
  - c** Gift, grant, or capital contribution from related organization(s) .....
  - d** Loans or loan guarantees to or for related organization(s) .....
  - e** Loans or loan guarantees by related organization(s) .....
  
  - f** Dividends from related organization(s) .....
  - g** Sale of assets to related organization(s) .....
  - h** Purchase of assets from related organization(s) .....
  - i** Exchange of assets with related organization(s) .....
  - j** Lease of facilities, equipment, or other assets to related organization(s) .....
  
  - k** Lease of facilities, equipment, or other assets from related organization(s) .....
  - l** Performance of services or membership or fundraising solicitations for related organization(s) .....
  - m** Performance of services or membership or fundraising solicitations by related organization(s) .....
  - n** Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) .....
  - o** Sharing of paid employees with related organization(s) .....
  
  - p** Reimbursement paid to related organization(s) for expenses .....
  - q** Reimbursement paid by related organization(s) for expenses .....
  
  - r** Other transfer of cash or property to related organization(s) .....
  - s** Other transfer of cash or property from related organization(s) .....

**2** If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transactions.

	(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	Method
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				



**Part VII** Supplemental Information.

Provide additional information for responses to questions on Schedule R. See instructions.

SCHEDULE R, PART II, COLUMN A

RELATED ORGANIZATIONS:

JUNIOR ACHIEVEMENT OF KENTUCKIANA IS COVERED UNDER A GROUP EXEMPTION.

ENTITIES UNDER A GROUP EXEMPTION ARE RELATED FOR SCHEDULE R PURPOSES.

RELATED ENTITIES COVERED BY A GROUP EXEMPTION ARE NOT REQUIRED TO BE

LISTED ON SCHEDULE R, PART II. HOWEVER, TRANSACTIONS BETWEEN THE

RELATED ENTITIES ARE INDICATED ON SCHEDULE R, PART V, LINE 1.



**AMENDED AND RESTATED  
ARTICLES OF INCORPORATION OF  
JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

Pursuant to the provisions of KRS §273.267 and §273.273, the undersigned corporation hereby executes these Amended and Restated Articles of Incorporation.

**FIRST:** The name of the corporation is Junior Achievement of Kentuckiana, Inc. (the "Corporation").

**SECOND:** The Articles of Incorporation of the Corporation are hereby amended and restated to read in their entirety as follows:

**ARTICLE I  
NAME**

The name of the Corporation shall be: Junior Achievement of Kentuckiana, Inc.

**ARTICLE II  
PURPOSES**

The purpose of the Corporation shall be to: [i] educate and inspire young people to value free enterprise, understand business and economics, and be workforce ready; [ii] carry out these activities in the territory assigned by the national organization; [iii] not to realize pecuniary profit inuring to the benefit of any private member or individual; and [iv] all other purposes for which non-profit corporations may be formed pursuant to the provisions of KRS §273.010 et. seq.

**ARTICLE III  
DURATION**

The duration of the Corporation shall be perpetual.

**ARTICLE IV  
PRINCIPAL OFFICE; REGISTERED AGENT; REGISTERED OFFICE**

The principal place of business of the Corporation shall be in Louisville, Jefferson County, Kentucky. The Registered Agent of the Corporation shall be Debra Humes Hoffer and the Registered Office shall be located at 1401 W. Muhammad Ali Boulevard, Louisville, Kentucky 40203.

**ARTICLE V**  
**BOARD OF DIRECTORS**

The business and affairs of the Corporation shall be governed by a Board of Directors. A member of the Board of Directors may resign upon notice to the Corporation or may be removed from office by the Board of Directors with or without cause. The names and mailing addresses of the current members of the Board of Directors are:

<u>Name</u>	<u>Address</u>
Lisa K. Aly	101 S. Fourth Avenue Louisville, KY 40202
Jill Anderson	5200 Commerce Crossing Louisville, KY 40229
Mary Beth Arnett	11999 Avenue of the Emperors Elizabeth, IN 47117
Debbie Barmore	500 W. Main St., Suite 1800 Louisville, KY 40202-4264
Marty L. Bell	P. O. Box 34020 Louisville, KY 40232-4020
Bethann I. Bertucci	P. O. Box 991486 Louisville, KY 40269
M. Joseph Bisig	6902 Bardstown Road Louisville, KY 40291
Theresa A. Canaday	400 W. Market St., 32 <sup>nd</sup> Floor Louisville, KY 40202-3363
Richard F. Carrico	224 E. Broadway Louisville, KY 40202
Scott Casey	1400 N. Hurstbourne Parkway Louisville, KY 40223
Wendy R. Chapman	401 W. Main St., Suite 100 Louisville, KY 40202
Kelly Collins	6060 Dutchmans Lane, Suite 200 Louisville, KY 40205

Robert A. Davenport	10350 Ormsby Park Place, #301 Louisville, KY 40223
Nancy B. Davis	P. O. Box 32890 Louisville, KY 40232-2890
Anne S. Dawson	462 S. Fourth Ave., Suite 1500 Louisville, KY 40202-3415
Ronald J. Dieckman	P. O. Box 32760 Louisville, KY 40232-2760
Leah A. Eggers	P. O. Box 1438 Louisville, KY 40201
Sanford L. Fleck	9600 Brownsboro Rd., Suite 400 Louisville, KY 40241
Scott Flynn	400 W. Market Street Louisville, KY 40202
Stan Franczek	12910 Shelbyville Rd., Suite 137 Louisville, KY 40243
Clinton L. Glasscock	P. O. Box 327 Crestwood, KY 40014
Donald L. Gossman	6008 Brownsboro Park Blvd., Suite D Louisville, KY 40207
Aaron R. Hazzard	217 E. Chestnut Street Louisville, KY 40202
William S. Heinz, Jr.	7624 Deer Meadow Drive Louisville, KY 40241
Dennis P. Heishman	333 E. Main Street Louisville, KY 40202
Doug Helm	312 S. 4 <sup>th</sup> Street Louisville, KY 40202
John Hill	400 W. Market St., Suite 2100 Louisville, KY 40202-3353

Tammy G. Hodges	1930 Bishop Lane, Suite 1500 Louisville, KY 40218
Adrienne Johnson	AP Building 4, Room 116 Louisville, KY 40225
Kevin Joynt	220 W. Main St., Suite 2100 Louisville, KY 40202
Cindy Kanning	1436 McCartin Drive New Albany, IN 47150
Donald J. Kelly	500 W. Jefferson Street Louisville, KY 40202
Mark E. Klein	401 S. Fourth Avenue Louisville, KY 40202
Christopher J. Kramer	P. O. Box 1178 Louisville, KY 40201
R. Miles Lee, Jr.	222 S. 1 <sup>st</sup> St., 5 <sup>th</sup> Floor Louisville, KY 40202
Douglas H. Madison	P. O. Box 6149 Louisville, KY 40206
Dee Maynard	P. O. Box 640 Simpsonville, KY 40067
William Mitchell	P. O. Box 99900 Louisville, KY 40269-0900
Todd L. Phillips	301 E. Main St., Suite 200 Louisville, KY 40202
Philip S. Poindexter	P. O. Box 32890 Louisville, KY 40232-2890
David A. Rink	One Financial Square Louisville, KY 40202
J. Daniel Rivers	462 S. Fourth Ave., Suite 1900 Louisville, KY 40202

Charles Robello	P. O. Box 36000 Louisville, KY 40208
James W. Robinson	7527 State Road 62 Lanesville, IN 47136
James R. Rucker	12906 Shelbyville Road Louisville, KY 40243
Dale Schaefer	520 S. Fourth Ave., 2 <sup>nd</sup> Floor Louisville, KY 40202
Robert M. South	1650 Lyndon Farm Court Louisville, KY 40223
Todd Spencer	620 W. Main Street Louisville, KY 40202
Todd Spurgeon	4106 Charleston Road New Albany, IN 47150
Kathi Stearman	P. O. Box 1080 Louisville, KY 40201
William E. Summers V	9300 Shelbyville Rd., Suite 100 Louisville, KY 40222
Kelly Sweasy	12501 Lakefront Place Louisville, KY 40299
Berard Tomassetti	680 S. Fourth Ave., 2 <sup>nd</sup> Floor Louisville, KY 40202
William P. Tompkins III	P. O. Box 32260 Louisville, KY 40232
Jeff Uligian	7100 Riverport Drive Louisville, KY 40258
Wendy C. Welsh	P. O. Box 32030 Louisville, KY 40232
Mimi Zinniel	P. O. Box 1080 Louisville, KY 40201

**ARTICLE VI**  
**MEMBERS**

The Members of the Corporation shall be all persons or organizations who contribute annually to the Corporation a sum of One Hundred Dollars (\$100.00) or more. All Members of the Corporation may attend the Annual Meeting and any Special Meetings of the Corporation, and shall be entitled to vote at, in person or by proxy, and to receive notice of such Meetings.

**ARTICLE VII**  
**INDEMNITY**

Each person who is or was a member, director, trustee, or officer of the Corporation, whether elected or appointed, and each person who is or was serving at the request of the Corporation as a member, director, trustee, or officer of another corporation, whether elected or appointed (including, in either such case, the heirs, executors, administrators, or estate of any such person), shall be indemnified by the Corporation to the full amount against any liability, and the reasonable cost or expense (including attorneys' fees, monetary or other judgments, fines, excise taxes, or penalties and amounts paid or to be paid in settlement) incurred by such person in such person's capacity as a member, director, trustee, officer, or employee or arising out of such person's status as a member, director, trustee, officer, or employee; provided, however, no such person shall be indemnified against any such liability, cost, or expense incurred in connection with any action, suit, or proceeding in which such person shall have been adjudged liable on the basis that personal benefit was improperly received by such person, or if such indemnification would be prohibited by law. Such right of indemnification shall be a contract right and shall include the right to be paid by the Corporation the reasonable expenses incurred in defending any threatened or pending action, suit, or proceeding in advance of its final disposition; provided, however, that such advance payment of expenses shall be made only after delivery to the Corporation of an undertaking by or on behalf of such person to repay all amounts so advanced if it shall be determined that such person is not entitled to such indemnification. Any repeal or modification of this Article shall not affect any rights or obligations then existing. If any indemnification payment required by this Article is not paid by the Corporation within ninety (90) days after a written claim has been received by the Corporation, the member, director, trustee, officer, or employee may at any time thereafter bring suit against the Corporation to recover the unpaid amount and, if successful in whole or in part, such person shall be entitled to be paid also the expense of prosecuting such claim. The Corporation may maintain insurance, at its own expense, to protect itself and any such person against any such liability, cost, or expense, whether or not the Corporation would have the power to indemnify such person against such liability, cost, or expense under the Kentucky Nonprofit Corporation Act or under this Article, but it shall not be obligated to do so. The indemnification provided by this Article shall not be deemed exclusive of any other rights which those seeking indemnification may have or hereafter acquire under any bylaw, agreement, statute, vote of members or board of directors, or otherwise. If this Article or any portion thereof shall be invalidated on any ground by any court of competent jurisdiction, then the Corporation shall nevertheless indemnify each such

person to the full extent permitted by any applicable portion of this Article that shall not have been invalidated or by any other applicable law.

**THIRD:** The foregoing amendment and restatement was adopted by the affirmative vote of a majority of the Members of the Board of Directors of the Corporation present at the Annual Meeting of the Board of Directors and, upon recommendation by the Board of Directors, by an affirmative vote of at least two-thirds (2/3rds) of the Members of the Corporation present at the Annual Meeting of the Members, in each instance on June 27, 2002, at which meeting a quorum was present, pursuant to KRS §273.263 and §273.273.

**FOURTH:** These Amended and Restated Articles of Incorporation shall be effective as of the date filed in the Office of the Secretary of State for the Commonwealth of Kentucky.

**FIFTH:** The following Articles have been amended to read in their entirety as set forth herein: Articles I, IV, V, and VI.

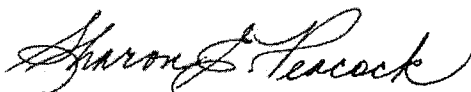
**SIXTH:** The foregoing Amended and Restated Articles of Incorporation were duly adopted as required by law, correctly set forth without change the corresponding provisions of the Articles of Incorporation as heretofore and herein amended, and supersede the original Articles of Incorporation and all prior amendments thereto.

Dated as of June 22, 2006.

**JUNIOR ACHIEVEMENT OF  
KENTUCKIANA, INC.**

By: 

Debra Humes Hoffer  
President



Notary Public, State at Large, KY  
My Commission Expires Mar. 4, 2018

# Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**Junior Achievement of Kentuckiana, Inc.**

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► \_\_\_\_\_

Other (see instructions) ► **NonProfit**

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) \_\_\_\_\_

Exemption from FATCA reporting code (if any) \_\_\_\_\_

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.  
**1401 W. Muhammad Ali Blvd**

6 City, state, and ZIP code  
**Louisville, KY 40203**

7 List account number(s) here (optional)

Requester's name and address (optional)

Print or type. See Specific Instructions on page 3.

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

**Social security number**

--	--	--	--	--	--	--	--	--	--

or

**Employer identification number**

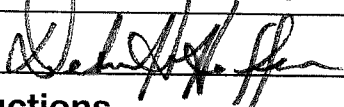
--	--	--	--	--	--	--	--	--	--

## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

**Sign Here** Signature of U.S. person ► 

Date ► **2-22-18**

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

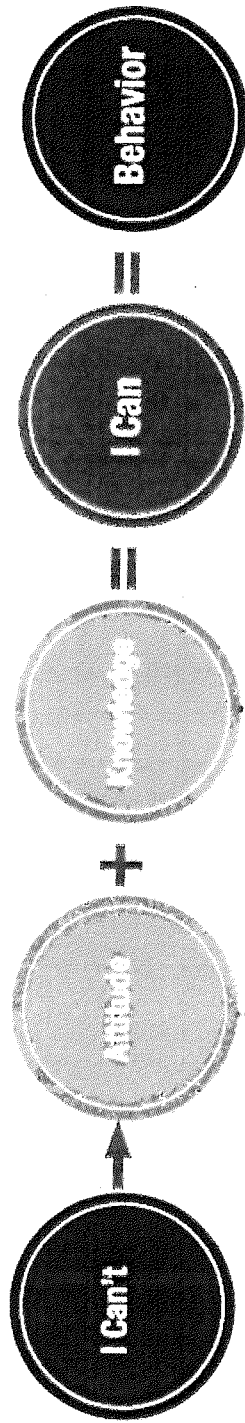
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

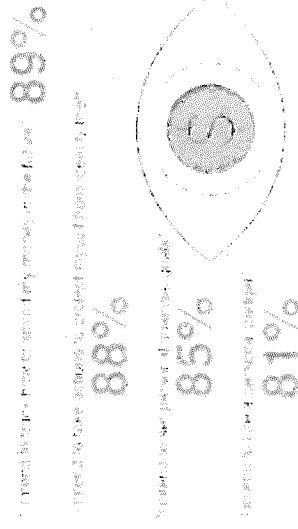
If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.



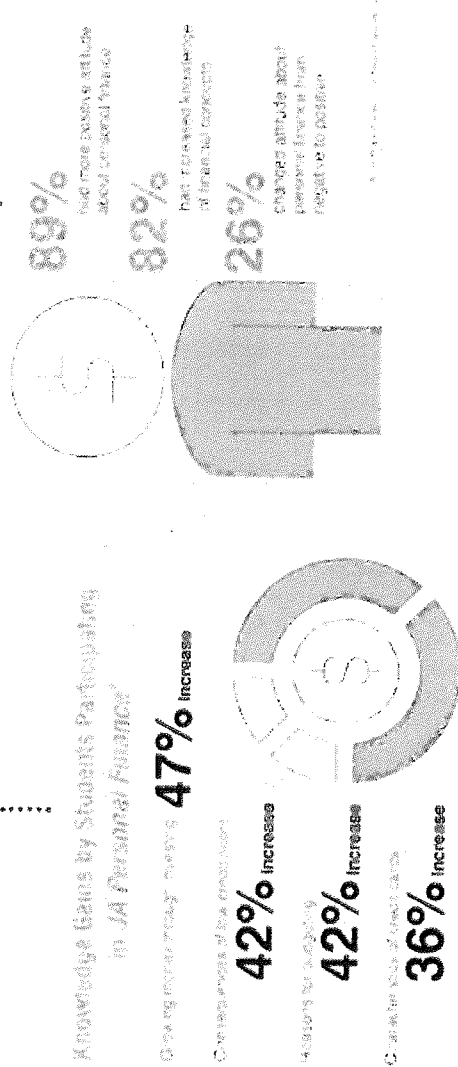
These are highlights of a summative evaluation of Junior Achievement's *JA Personal Finance*. JA programs take students from a mindset of "I Can't" to "I Can" by affecting attitudinal factors and promoting knowledge gain that result in fostering positive behavioral outcomes.

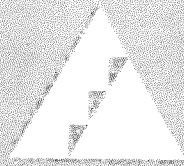


### Attitudinal Outcomes of Students Participating in *JA Personal Finance*



### *JA Personal Finance* Impact on Students

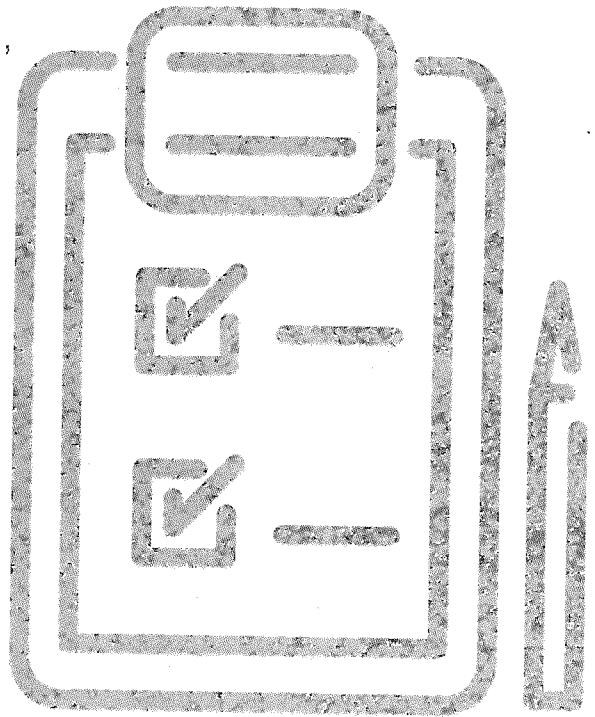




Junior  
Achievement®

## Students Self-Identified Top Learnings from *JA Our Region*®

1. Business Skills (Decision making, problem solving, expense tracking)
2. Entrepreneur Traits (Determination, creativity, confidence)
3. Money Management
4. Career Options (Anyone can start a business or become an entrepreneur)



Source: Program Evaluation — JA Our Region

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

**FINANCIAL STATEMENTS**

**Years Ended June 30, 2017 and 2016**

## Table of Contents

	Page
<b>Independent Auditors' Report</b>	1 and 2
<b>Financial Statements</b>	
Statements of financial position	3
Statements of activities	4
Statements of functional expenses	5
Statements of cash flows	6
Notes to financial statements	7 - 21



## **Independent Auditors' Report**

To the Board of Directors  
Junior Achievement of Kentuckiana, Inc.  
Louisville, Kentucky

We have audited the accompanying financial statements of Junior Achievement of Kentuckiana, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Junior Achievement of Kentuckiana, Inc. as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Deming, Malone, Linsay & Petroff*

Louisville, Kentucky  
October 16, 2017

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

**STATEMENTS OF FINANCIAL POSITION**

June 30, 2017 and 2016

<b>Assets</b>	<u>2017</u>	<u>2016</u>
<b>Current Assets</b>		
Cash and cash equivalents	\$ 318,934	\$ 143,284
Investments	2,098,091	2,190,167
Pledges receivable - net	113,299	108,582
Prepaid and other assets	10,947	11,966
<b>Total current assets</b>	<u>2,541,271</u>	<u>2,453,999</u>
<b>Long-Term Assets</b>		
Beneficial interest in assets held by others	221,359	213,922
Fixed assets - net	<u>1,644,023</u>	<u>1,761,658</u>
<b>Total long-term assets</b>	<u>1,865,382</u>	<u>1,975,580</u>
<b>Total assets</b>	<u>\$ 4,406,653</u>	<u>\$ 4,429,579</u>
<b>Liabilities and Net Assets</b>		
<b>Current Liabilities</b>		
Accounts payable	\$ 16,352	\$ 22,336
Accrued expenses	<u>52,025</u>	<u>56,469</u>
<b>Total current liabilities</b>	<u>68,377</u>	<u>78,805</u>
<b>Net Assets</b>		
Unrestricted net assets	1,826,304	1,857,435
Board designated net assets	<u>2,319,450</u>	<u>2,404,089</u>
<b>Total unrestricted net assets</b>	4,145,754	4,261,524
Temporarily restricted net assets	<u>192,522</u>	<u>89,250</u>
<b>Total net assets</b>	<u>4,338,276</u>	<u>4,350,774</u>
<b>Total liabilities and net assets</b>	<u>\$ 4,406,653</u>	<u>\$ 4,429,579</u>

See Notes to Financial Statements.

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

**STATEMENTS OF ACTIVITIES**  
Years Ended June 30, 2017 and 2016

	2017				2016					
	Unrestricted	Board Designated	Total Unrestricted	Temporarily Restricted	Total	Unrestricted	Board Designated	Total Unrestricted	Temporarily Restricted	Total
<b>Public Support and Revenues</b>										
Contributions:										
Corporate	\$ 682,699		\$ 682,699	\$ 71,022	\$ 753,721	\$ 729,746		\$ 729,746	\$ 60,750	\$ 790,496
Individual	155,696		155,696		155,696	152,679	\$ 1,390	154,069	21,000	175,069
Foundations	266,215		266,215	121,500	387,715	335,350		335,350	7,500	342,850
<b>Total contributions</b>	1,104,610		1,104,610	192,522	1,297,132	1,217,775	1,390	1,219,165	89,250	1,308,415
Special events - net of cost of direct benefit to donors of \$68,232 in 2017 and \$62,093 in 2016	363,817		363,817		363,817	351,692		351,692		351,692
Governmental income	14,300		14,300		14,300	9,500		9,500		9,500
Investment income	15,958	\$ 22,987	38,945		38,945	28,960	40,557	69,517		69,517
Unrealized gain (loss) on investments		144,256	144,256		144,256		(34,468)	(34,468)		(34,468)
Realized gain (loss)		6,981	6,981		6,981		(12,854)	(12,854)		(12,854)
In-kind contributions	467,245		467,245		467,245	378,674		378,674		378,674
Other income	5,806		5,806		5,806	5,793		5,793		5,793
Change in value of beneficial interest in assets held by others		7,437	7,437		7,437		(28,006)	(28,006)		(28,006)
Net assets released from restriction	355,550	(266,300)	89,250	(89,250)		151,426	(50,000)	101,426	(101,426)	
<b>Total public support and revenues</b>	2,327,286	(84,639)	2,242,647	103,272	2,345,919	2,143,820	(83,381)	2,060,439	(12,176)	2,048,263
<b>Expenses</b>										
Program expense	1,684,827		1,684,827		1,684,827	1,584,993		1,584,993		1,584,993
Management and general expense	187,863		187,863		187,863	223,740		223,740		223,740
Fundraising and special events expense	485,727		485,727		485,727	443,924		443,924		443,924
Loss on disposal of fixed assets						19,846		19,846		19,846
<b>Total expenses</b>	2,358,417		2,358,417		2,358,417	2,272,503		2,272,503		2,272,503
<b>Change in net assets</b>	(31,131)	(84,639)	(115,770)	103,272	(12,498)	(128,683)	(83,381)	(212,064)	(12,176)	(224,240)
Net assets, beginning of year	1,857,435	2,404,089	4,261,524	89,250	4,350,774	1,986,118	2,487,470	4,473,588	101,426	4,575,014
Net assets, end of year	\$ 1,826,304	\$ 2,319,450	\$ 4,145,754	\$ 192,522	\$ 4,338,276	\$ 1,857,435	\$ 2,404,089	\$ 4,261,524	\$ 89,250	\$ 4,350,774

See Notes to Financial Statements.



**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

**STATEMENTS OF FUNCTIONAL EXPENSES**

Years Ended June 30, 2017 and 2016

	2017				Total
	Program	Management and General	Fundraising		
			General Fundraising	Special Events	
Personnel	\$ 755,891	\$ 122,578	\$ 247,969		\$ 1,126,438
Staff training and travel	36,743	2,386	7,140		46,269
Program materials and fees	330,431				330,431
Facility	179,877	7,503	7,503		194,883
Office	61,203	31,502	12,926		105,631
Subscriptions and dues	387	2,267	280		2,934
General insurance	2,523	105	105		2,733
Public relations	189,972			\$ 7,750	197,722
Depreciation	127,800	5,331	5,331		138,462
Bad debt expense		12,451			12,451
Direct event costs				193,168	193,168
Miscellaneous		3,740	3,555		7,295
<b>Total</b>	<b>\$ 1,684,827</b>	<b>\$ 187,863</b>	<b>\$ 284,809</b>	<b>\$ 200,918</b>	<b>\$ 2,358,417</b>

	2016				Total
	Program	Management and General	Fundraising		
			General Fundraising	Special Events	
Personnel	\$ 680,361	\$ 167,302	\$ 267,683		\$ 1,115,346
Staff training and travel	30,705	1,230	6,978		38,913
Program materials and fees	362,455				362,455
Facility	141,188	5,889	5,889		152,966
Office	57,997	37,421	12,343		107,761
Subscriptions and dues	480	3,010	468		3,958
General insurance	1,723	72	72		1,867
Public relations	186,270			\$ 7,750	194,020
Depreciation	123,814	5,165	5,165		134,144
Direct event costs				134,908	134,908
Miscellaneous		3,651	2,668		6,319
<b>Total</b>	<b>\$ 1,584,993</b>	<b>\$ 223,740</b>	<b>\$ 301,266</b>	<b>\$ 142,658</b>	<b>\$ 2,252,657</b>

See Notes to Financial Statements.

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.**

**STATEMENTS OF CASH FLOWS**

Years Ended June 30, 2017 and 2016

	<u>2017</u>	<u>2016</u>
<b>Cash Flows from Operating Activities</b>		
Contributions and other income received	\$ 1,309,627	\$ 1,396,090
Cash received from special events	432,049	413,785
Investment income received	15,958	28,960
Cash paid to suppliers and employees	<u>(1,813,244)</u>	<u>(1,827,951)</u>
<b>Net cash (used in) provided by operating activities</b>	<u>(55,610)</u>	<u>10,884</u>
<b>Cash Flows from Investing Activities</b>		
Purchases of fixed assets	(35,040)	(73,458)
Purchases of investments	(239,845)	(334,992)
Proceeds from sale of investments	<u>506,145</u>	<u>384,992</u>
<b>Net cash provided by (used in) investing activities</b>	<u>231,260</u>	<u>(23,458)</u>
<b>Net increase (decrease) in cash and cash equivalents</b>	175,650	(12,574)
Cash and cash equivalents, beginning of year	<u>143,284</u>	<u>155,858</u>
Cash and cash equivalents, end of year	<u>\$ 318,934</u>	<u>\$ 143,284</u>

See Notes to Financial Statements.

	<u>2017</u>	<u>2016</u>
<b>Reconciliation of Change in Net Assets to Net Cash (Used in) Provided by Operating Activities</b>		
<b>Change in net assets</b>	<b>\$ (12,498)</b>	<b>\$ (224,240)</b>
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Depreciation	138,462	134,144
Bad debt expense	12,451	
Investment income reinvested	(22,987)	(40,557)
Unrealized (gain) loss on investments	(144,256)	34,468
Realized (gain) loss	(6,981)	12,854
Contributions to assets held by others		(1,390)
Change in value of beneficial interest in assets held by others	(7,437)	28,006
Loss of disposal of fixed assets		19,846
Changes in assets and liabilities:		
(Increase) decrease in:		
Pledges receivable	(17,168)	73,772
Prepaid and other assets	1,019	(1,806)
Increase (decrease) in:		
Accounts payable	8,229	(10,132)
Accrued expenses	(4,444)	(14,081)
 Total adjustments	 <u>(43,112)</u>	 <u>235,124</u>
 <b>Net cash (used in) provided by operating activities</b>	 <b>\$ (55,610)</b>	 <b>\$ 10,884</b>
 <b>Supplemental Disclosure of Cash Flow Information</b>		
 Purchases of property and equipment in accounts payable	 <u>\$ 5,385</u>	 <u>\$ 19,598</u>

# JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.

## NOTES TO FINANCIAL STATEMENTS

### Note 1. Description of Organization and Summary of Significant Accounting Policies

#### Description of Organization:

Junior Achievement of Kentuckiana, Inc. (Organization) is a not-for-profit organization formed for the purpose of educating elementary, middle and high school students in the areas of free enterprise, business economics and workplace preparation. The Organization serves the Greater Louisville area, including Jefferson, Hardin, Bullitt, Shelby and other surrounding counties in Kentucky and Southern Indiana. The Organization is supported primarily through donor contributions.

#### Summary of significant accounting policies:

This summary of significant accounting policies of Junior Achievement of Kentuckiana, Inc. is presented to assist in understanding the Organization's financial statements. The financial statements and notes are the representations of the Organization's management who is responsible for the integrity and objectivity of the financial statements. These accounting policies conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the financial statements.

#### Net asset classification:

Resources are classified for accounting and reporting purposes into the following three net asset classes according to externally imposed restrictions:

**Unrestricted net assets** – Unrestricted net assets are not subject to any donor-imposed restrictions. Unrestricted net assets include assets designated by the board for particular purposes.

**Temporarily restricted net assets** – Temporarily restricted net assets include net assets whose use by the Organization is limited by donor-imposed restrictions that either expire by the passage of time or that can be fulfilled or removed by actions of the Organization pursuant to those stipulations.

## NOTES TO FINANCIAL STATEMENTS

**Permanently restricted net assets** – Permanently restricted net assets include net assets whose use is limited by donor-imposed stipulations that neither expire with the passage of time nor can be fulfilled or otherwise removed by actions of the Organization.

### **Contributions:**

Contributions other than cash are recorded at their fair value as of the date of donation. Contributions of long-lived assets with explicit restrictions that specify how the assets are to be used and donations of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the contributed or acquired long-lived assets are placed in service.

Donated goods are recorded at fair value in the period received. Donated services that create or enhance non-financial assets or that require specific expertise and would normally have been purchased are recorded at fair value in the period received.

The Organization treats donor restricted contributions whose restrictions are met in the same reporting period as unrestricted support.

### **Cash and cash equivalents:**

For purposes of the statement of cash flows, the Organization considers all highly liquid investments with an initial maturity of three months or less, excluding those amounts held as part of an investment fund, to be cash equivalents.

### **Investments:**

Investments are recorded at fair value. Donated investments are recorded at their fair value as of the date received. See Note 5 for discussion of fair value measurements.

## NOTES TO FINANCIAL STATEMENTS

### **Pledges receivable:**

The valuation of pledges receivable is based on a detailed analysis of past due pledges and the history of uncollectible pledges. The Organization periodically reviews doubtful pledges receivable to determine if write-offs are necessary.

### **Fixed assets:**

Fixed assets are recorded at cost, if purchased, or at fair value as of the date of donation, if donated. The Organization's policy is to capitalize asset purchases exceeding \$1,000 with a useful life greater than one year. Depreciation is computed on the straight-line method over the estimated useful lives of the assets ranging from three to forty years. Depreciation expense for the years ended June 30, 2017 and 2016, was \$138,462 and \$134,144, respectively.

### **Income taxes:**

The Organization is exempt from federal, state, and local income taxes as a not-for-profit organization described under Internal Revenue Code Section 501(c)(3). The Organization files an informational tax return in the U.S. federal jurisdiction and with the Kentucky Office of Attorney General. However, income from certain activities not directly related to the Organization's tax-exempt purpose may be subject to taxation as unrelated business income.

As of June 30, 2017 and 2016, the Organization did not have any accrued interest or penalties related to income tax liabilities, and no interest or penalties have been charged to operations for the years then ended.

### **Estimates:**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## NOTES TO FINANCIAL STATEMENTS

### Advertising:

Advertising costs are expensed as incurred. Advertising expense for the years ended June 30, 2017 and 2016 is \$189,972 and \$151,550, respectively, inclusive of in-kind contributions of \$188,295 and \$147,940 for the years ended June 30, 2017 and 2016, respectively.

### Newly issued standards not yet effective:

The Financial Accounting Standards Board has issued accounting standard No. 2016-02, *Leases* effective for years beginning after December 15, 2019, and No. 2016-14, *Not-for-Profit Entities: Presentation of Financial Statements of Not-for-Profit Entities* effective for years beginning after December 15, 2017. The Organization is evaluating the impact that adoption of the standards will have on future financial position and results of operations.

### Subsequent events:

Subsequent events have been evaluated through October 16, 2017, which is the date the financial statements were available to be issued.

### Note 2. Pledges Receivable

Total pledges receivable as of June 30, 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Pledges receivable	\$118,412	\$111,709
Less allowance for uncollectible pledges	<u>(5,113)</u>	<u>(3,127)</u>
 Pledges receivable - net	 <u>\$113,299</u>	 <u>\$108,582</u>
 Amounts due in:		
Less than one year	<u>\$118,412</u>	<u>\$111,709</u>

Two donors account for approximately 30% of total gross pledges of \$118,412 as of June 30, 2017. One donor accounts for 24% of the total gross pledges receivable of \$111,709 as of June 30, 2016.

## NOTES TO FINANCIAL STATEMENTS

### Note 3. Investments

Cost and fair value of investments consist of the following as of June 30, 2017 and 2016:

	2017		
	Cost	Fair Value	Unrealized Appreciation (Depreciation)
Cash equivalents	\$ 127,216	\$ 127,216	
Common stocks	896,347	1,169,944	\$273,597
Mutual funds	282,781	338,131	55,350
Government bonds	177,819	176,119	(1,700)
Corporate bonds	285,282	286,681	1,399
	<u>\$1,769,445</u>	<u>\$2,098,091</u>	<u>\$328,646</u>
	2016		
	Cost	Fair Value	Unrealized Appreciation (Depreciation)
Cash equivalents	\$ 56,049	\$ 56,049	
Common stocks	893,469	1,070,265	\$176,796
Mutual funds	567,609	565,233	(2,376)
Government bonds	178,185	181,371	3,186
Corporate bonds	310,465	317,249	6,784
	<u>\$2,005,777</u>	<u>\$2,190,167</u>	<u>\$184,390</u>

Investment income reported in the accompanying statements of activities is net of investment fees. Such investment expenses totaled \$15,932 and \$15,895 for the years ended June 30, 2017 and 2016, respectively.



## NOTES TO FINANCIAL STATEMENTS

### Note 4. Beneficial Interest in Assets Held by Others

The Organization is an income beneficiary of certain funds held at various community foundations. These accounts were created by an irrevocable transfer of funds from the Organization to the community foundations to establish other means for donors to make contributions to support the Organization. The agreements with the community foundations call for annual distributions to the Organization in accordance with the foundations' distribution policies.

Beneficial interest in assets held by others at June 30, 2017 and 2016 is summarized as follows:

	<u>2017</u>	<u>2016</u>
Beneficial interest in assets held by the Community Foundation of Louisville, Inc.	\$ 17,191	\$ 15,742
Beneficial interest in assets held by the Harrison County Community Foundation, Inc.	197,518	191,824
Beneficial interest in assets held by the Community Foundation of Southern Indiana, Inc.	<u>6,650</u>	<u>6,356</u>
	<u>\$221,359</u>	<u>\$213,922</u>

### Note 5. Fair Value Measurements

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The three levels of the fair value hierarchy are described as follows:

- Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.
- Level 2 - Inputs to the valuation methodology include: quoted prices for similar assets or liabilities in active or inactive markets; inputs other than quoted prices that are observable for the asset or liability; inputs that are derived principally from or corroborated by observable market data by correlation or other means.
- Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

## NOTES TO FINANCIAL STATEMENTS

The Organization's Level 1 and Level 2 assets have been valued using a market approach. Level 3 assets have been valued using the income approach. Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in methodologies used at June 30, 2017 and 2016.

Cash equivalents, common stocks, mutual funds and corporate bonds – valued at the closing price reported in the active market in which the security is traded.

Government bonds – valued based on quoted prices for similar assets from observable pricing sources.

Beneficial interest – valued at the discounted cash flow of future income based on quoted market prices or value as determined by the fund manager of the underlying assets held by the community foundations.

The following table sets forth by level, within the fair value hierarchy, the Organization's assets measured at fair value as of June 30, 2017 and 2016:

	June 30, 2017			Total
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Investments:				
Cash equivalents	\$ 127,216			\$ 127,216
Common stocks:				
Energy	70,107			70,107
Industrials	123,913			123,913
Consumer discretionary	173,219			173,219
Consumer staples	86,896			86,896
Financials	201,388			201,388
Technology	238,961			238,961
Healthcare	139,744			139,744
Other	79,195			79,195
Real estate	56,521			56,521
Mutual funds:				
Mid cap blend	43,509			43,509
International	170,477			170,477
Real estate	38,466			38,466
Fixed income	85,679			85,679
Government bonds		\$176,119		176,119
Corporate bonds	<u>286,681</u>			<u>286,681</u>
	1,921,972	176,119		2,098,091
Beneficial interest in assets held by others			<u>\$221,359</u>	<u>221,359</u>
	<u>\$1,921,972</u>	<u>\$176,119</u>	<u>\$221,359</u>	<u>\$2,319,450</u>

## NOTES TO FINANCIAL STATEMENTS

	June 30, 2016			Total
	Level 1	Level 2	Level 3	
Investments:				
Cash equivalents	\$ 56,049			\$ 56,049
Common stocks:				
Energy	80,451			80,451
Industrials	77,523			77,523
Consumer discretionary	175,145			175,145
Consumer staples	83,023			83,023
Financials	222,361			222,361
Technology	202,603			202,603
Healthcare	148,343			148,343
Other	80,816			80,816
Mutual funds:				
Mid cap blend	38,514			38,514
Mid cap value	62,930			62,930
Small cap value	92,393			92,393
International	144,849			144,849
Real estate	40,715			40,715
Fixed income	185,832			185,832
Government bonds		\$181,371		181,371
Corporate bonds	317,249			317,249
	2,008,796	181,371		2,190,167
Beneficial interest in assets held by others			\$213,922	213,922
	\$2,008,796	\$181,371	\$213,922	\$2,404,089

The following table sets forth a summary of the changes in the fair value of the Organization's Level 3 assets for the year ended June 30, 2017 and 2016:

	2017	2016
Balance, beginning of year	\$213,922	\$240,538
Contributions		1,390
Change in value of beneficial interest in assets held by others	7,437	(28,006)
Balance, end of year	\$221,359	\$213,922

## NOTES TO FINANCIAL STATEMENTS

### Note 6. Endowment

The Organization's endowment funds consist of investments held at Stock Yards Bank (SYB) and beneficial interest in assets held at various community foundations. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Organization's endowment funds are board-designated. As of June 30, 2017 and 2016, unrestricted, board-designated net assets were \$2,319,450 and \$2,404,089, respectively.

Changes in endowment net assets for the years ended June 30, 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Endowment net assets, beginning of year	\$2,404,089	\$2,487,470
Contributions		1,390
Transfers - operations	(266,300)	(50,000)
Investment return:		
Investment income	22,987	40,557
Realized gain (loss)	6,981	(12,854)
Unrealized gain (loss)	144,256	(34,468)
Change in value of beneficial interest in assets held by others	<u>7,437</u>	<u>(28,006)</u>
Endowment net assets, end of year	<u>\$2,319,450</u>	<u>\$2,404,089</u>

#### Interpretation of relevant law:

The Organization has interpreted the Kentucky Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As of June 30, 2017 and 2016, the Organization has no donor-restricted endowment funds.

## NOTES TO FINANCIAL STATEMENTS

### **Investment policy:**

The Organization's Board of Directors does not have input or authority over the nature and type of investments held by others at various community foundations. The fund managers of these funds have sole discretion over the investment allocation. The Organization has adopted an investment policy for its board-designated endowment assets that is intended to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets.

Except for the Organization's beneficial interest in assets held by others, the Finance and Audit Committee of the Board of Directors has the responsibility for development of the investment objectives and guidelines, the selection of the investment managers (Managers), and the regular monitoring of the Managers' performance to help assure the effectiveness of the objectives and to initiate modification of changes, as needed.

Under this policy, as approved by the Board of Directors, the board-designated endowment assets are managed by investment managers selected by the Board of Directors and are invested in equity and fixed income securities that are intended to provide a balance that will enhance a total return while avoiding undue risk from concentration in any single asset class or investment style. The Organization expects its endowment funds, over time, to provide total return, net of fees, to meet or exceed 5% inflation.

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization has established and monitors a diversified asset allocation, including a target equity position, fixed income position, and cash equivalents exposure.

### **Spending policy:**

Distributions from the beneficial interest in assets held by the community foundation are subject to the distribution policy of the respective community foundation. These distributions are utilized to fund the Organization's programs.

## NOTES TO FINANCIAL STATEMENTS

Upon the recommendation of the Finance and Audit Committee, the Board of Directors may at its sole discretion utilize cash distributions from the SYB endowment fund for programs, projects or for short-term cash flow purposes. During the years ended June 30, 2017 and 2016, net distributions of \$266,300 and \$50,000, respectively, were made from the SYB endowment fund.

### Note 7. Fixed Assets

Fixed assets consist of the following at June 30, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Furniture and equipment	\$ 520,063	\$ 607,060
Leasehold improvements and fixtures	<u>2,443,991</u>	<u>2,441,021</u>
	2,964,054	3,048,081
Less accumulated depreciation	<u>(1,320,031)</u>	<u>(1,286,423)</u>
	<u>\$ 1,644,023</u>	<u>\$ 1,761,658</u>

### Note 8. Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following at June 30, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Contributions for next fiscal year	<u>\$192,522</u>	<u>\$89,250</u>

## NOTES TO FINANCIAL STATEMENTS

### Note 9. Operating Leases

The Organization leases certain office equipment under operating leases with lease terms expiring through May 2022. Minimum lease payments under these leases at June 30, 2017 are as follows:

Year ending June 30:	
2018	\$ 4,200
2019	4,200
2020	4,200
2021	4,200
2022	<u>3,850</u>
	<u>\$20,650</u>

Total rent expense under the leases for the years ended June 30, 2017 and 2016 was \$5,669 and \$6,383, respectively.

### Note 10. Pension Plan

The Organization offers a noncontributory defined benefit pension plan (Plan) to its employees. The Plan is administered by the Organization and covers all full-time employees of the Organization, JA Worldwide, Inc. and participating Junior Achievement chapters in the United States. The Plan is accounted for like a multi-employer plan. Benefits are determined based on years of service and salary history. The Plan's assets are invested in various investment funds. The respective participants' employers are required to fund the Plan, as determined necessary by the Organization's Board of Directors, based on an annual actuarial valuation. The Organization makes contributions equal to 16.75% of participants' eligible compensation. The Plan requires that participating members who withdraw from the Plan, remain liable for any previous funding obligations under the Plan. Accordingly, the Organization recognizes, as net pension cost, the required contribution for the period and recognizes, as a liability, any contributions due and unpaid. There is no recognition of the funded status of the Plan in the financial statements of the Organization.

## NOTES TO FINANCIAL STATEMENTS

Junior Achievement USA® uses a June 30 measurement date for the Plan. Significant balances are:

	<u>2017</u>	<u>2016</u>
Benefit obligation	\$75,095,461	\$81,344,372
Fair value of plan assets	<u>59,348,548</u>	<u>55,068,370</u>
Underfunded status	<u>\$15,746,913</u>	<u>\$26,276,002</u>
Accumulated benefit obligation	<u>\$68,891,767</u>	<u>\$74,857,471</u>

The risks to the Organization of participating in this multi-employer pension plan are different from single-employer plans in the following aspects:

1. Assets contributed to the multi-employer plan by one employer may be used to provide benefits to employees of other participating employers.
2. If a participating employer stops contributing to the Plan, the unfunded obligations of the Plan may be borne by the remaining participating employers.
3. If the Organization chooses to stop participating in the Plan, the Organization would be required to pay the Plan an amount based on the underfunded status of the Plan, referred to as a withdrawal liability.

The Organization's participation in this Plan for the annual period ended June 30, 2017 is outlined in the table below. The Plan's funded status available in 2017 and 2016 is for years ended June 30, 2017 and 2016, respectively. There have been no significant changes that affect the comparability of 2017 and 2016 contributions.

<u>Pension Fund</u>	EIN / Pension Plan <u>Number</u>	<u>Funded Status</u>		<u>Organization's Contributions</u>	
		<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
Retirement Plan for Employees of Junior Achievement USA	13-1635270 PN 333	79%	68%	\$109,921	\$95,014

The Organization was listed in its Plan's Form 5500 as providing more than 5% of the total contributions for the June 30, 2017 and 2016 plan years.



## NOTES TO FINANCIAL STATEMENTS

### **Note 11. Health and Welfare Benefits Trust and Postretirement Benefits Plan**

The Organization has a self-funded medical, dental and other benefits plan covering full-time employees of the Organization and their beneficiaries and covered dependents. The plan is accounted for like a multi-employer plan. Premiums are paid into the Health and Welfare Plan for each participant by the participating employers. Employees of the Organization, JA Worldwide, Inc. and employees of Junior Achievement USA chapters can participate in the Health and Welfare Plan. All the assets and liabilities of the Health and Welfare Plan are held in the Junior Achievement USA Health and Welfare Benefits Trust (Benefits Trust). Accordingly, no balances or transactions of the Benefits Trust are recorded in the financial statements of the Organization.

The Health and Welfare Plan also offers health care benefits to retired personnel of the participating employees. This creates an implicit rate subsidy, which is considered to be a postretirement benefit. Management of the Organization does not believe the implicit rate subsidy amount to be material to the Organization, especially since the Plan is a multi-employer plan. Accordingly, no balances or transactions of the Postretirement Benefits Plan are recorded in the financial statements of the Organization.

The Organization's premium expense for the Health and Welfare Plan for the years ended June 30, 2017 and 2016 was \$87,421 and \$93,396, respectively.

### **Note 12. Transactions with the National Office of Junior Achievement**

A license fee is paid to the National Office of Junior Achievement based on the following percentages of operating fund contributions:

Up to \$300,000	9.0%
Over \$300,000	1.8%

In addition, the Organization also purchases all of its program materials from the National Office.

## NOTES TO FINANCIAL STATEMENTS

The following is a summary of the transactions with the National Office of Junior Achievement:

	<u>2017</u>	<u>2016</u>
License fee	\$ 51,200	\$ 51,452
Classroom materials and insurance purchased	143,861	140,572
Capstone student license fees	38,136	37,607

### Note 13. Concentration of Credit Risk

The Organization maintains its cash accounts at various financial institutions. The total balance of accounts at each institution is insured by the Federal Deposit Insurance Corporation up to \$250,000. At June 30, 2017, the Organization's uninsured cash balance totaled approximately \$68,000.

The Organization has significant investments in common stocks, mutual funds and bonds held by an investment manager and is, therefore, subject to concentrations of credit risk. Investments are made by the investment managers and the investments are monitored by the Board of Directors. Though the fair value of investments is subject to fluctuations on a year-to-year basis, management believes the investment policy is prudent for the long-term welfare of the Organization.

**JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.****General Information**

<b>Organization Number</b>	0026463
<b>Name</b>	JUNIOR ACHIEVEMENT OF KENTUCKIANA, INC.
<b>Profit or Non-Profit</b>	N - Non-profit
<b>Company Type</b>	KCO - Kentucky Corporation
<b>Status</b>	A - Active
<b>Standing</b>	G - Good ✓
<b>State</b>	KY
<b>File Date</b>	8/3/1950
<b>Organization Date</b>	8/3/1950
<b>Last Annual Report</b>	3/6/2017
<b>Principal Office</b>	1401 W. MUHAMMAD ALI BOULEVARD LOUISVILLE, KY 40203-1745
<b>Registered Agent</b>	DEBRA HUMES HOFFER 1401 W. MUHAMMAD ALI BLVD LOUISVILLE, KY 40203

**Current Officers**

<b>President</b>	<u>Debra Humes Hoffer</u>
<b>Vice President</b>	<u>DEBBIE DALTON</u>
<b>Secretary</b>	<u>KATHY HERBIG</u>
<b>Director</b>	<u>Nancy B. Davis</u>
<b>Director</b>	<u>BERARD TOMASSETTI</u>
<b>Director</b>	<u>BRYAN TAYLOR</u>

**Individuals / Entities listed at time of formation**

<b>Director</b>	<u>J F BABBITT</u>
<b>Director</b>	<u>DOUGLAS CORNETTE</u>
<b>Director</b>	<u>W F COSLON</u>
<b>Director</b>	<u>J H DONLEY</u>
<b>Director</b>	<u>ROBT E GUFFY</u>
<b>Incorporator</b>	<u>DOUGLAS D CORNETTE</u>
<b>Incorporator</b>	<u>WALTER H GIRDLER JR</u>
<b>Incorporator</b>	<u>ROBT E GUFFY</u>

**Images available online**

Documents filed with the Office of the Secretary of State on September 15, 2004 or thereafter are available as scanned images or PDF documents. Documents filed prior to September 15, 2004 will become available as the images are created.

<u>Annual Report</u>	3/6/2017	1 page	<u>tiff</u>	<u>PDF</u>
<u>Annual Report</u>	3/9/2016	1 page	<u>tiff</u>	<u>PDF</u>
<u>Annual Report</u>	4/6/2015	1 page	<u>tiff</u>	<u>PDF</u>
<u>Annual Report</u>	3/7/2014	1 page	<u>tiff</u>	<u>PDF</u>
<u>Annual Report</u>	3/6/2013	1 page	<u>tiff</u>	<u>PDF</u>

<a href="#">Annual Report</a>	2/24/2012	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	2/24/2011	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	4/26/2010	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	2/26/2009	2 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	2/22/2008	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	2/28/2007	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/18/2006	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Amended and Restated Articles</a>	7/18/2006	7 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	6/23/2005	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Statement of Change</a>	6/17/2005	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/8/2004	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	8/29/2003	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Amended and Restated Articles</a>	6/17/2003	7 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	6/5/2002	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	6/6/2001	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Reinstatement</a>	2/13/2001	2 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Statement of Change</a>	2/13/2001	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Administrative Dissolution</a>	11/1/2000	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Administrative Dissolution Return</a>	11/1/2000	2 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Sixty Day Notice Return</a>	9/1/2000	2 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/2000	4 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	6/18/1999	3 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	10/1/1998	4 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1997	4 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1996	5 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1995	3 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Statement of Change</a>	3/29/1994	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	3/29/1994	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	3/26/1993	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1992	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Statement of Change</a>	5/28/1992	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1991	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1990	4 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1989	6 pages	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1988	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Statement of Change</a>	4/12/1988	1 page	<a href="#">tiff</a>	<a href="#">PDF</a>
<a href="#">Annual Report</a>	7/1/1981	2 pages	<a href="#">tiff</a>	<a href="#">PDF</a>

**Assumed Names****Activity History**

Filing	File Date	Effective Date	Org. Referenced
Annual report	3/6/2017 9:57:24 AM	3/6/2017	

Annual report	3/9/2016 3/9/2016 2:37:28 PM
Annual report	4/6/2015 9:26:38 4/6/2015 AM
Annual report	3/7/2014 9:23:36 3/7/2014 AM
Annual report	3/6/2013 5:12:18 3/6/2013 PM
Annual report	2/24/2012 9:48:09 2/24/2012 AM
Annual report	2/24/2011 12:25:24 2/24/2011 PM
Annual report	4/26/2010 1:16:15 4/26/2010 PM
Annual report	2/26/2009 12:40:59 2/26/2009 PM
Annual report	2/22/2008 11:08:26 2/22/2008 AM
Annual report	2/28/2007 3:38:00 2/28/2007 PM
Amendment - Amended and restated articles / CLP	7/18/2006 12:43:26 7/18/2006 PM
Annual report	7/18/2006 12:39:27 7/18/2006 PM
Registered agent address change	6/17/2005 8:07:16 6/17/2005 AM
Amendment - Amended and restated articles / CLP	6/17/2003 9:13:34 6/17/2003 AM
Principal office change	2/13/2001 11:45:27 2/13/2001 AM
Registered agent address change	2/13/2001 11:44:04 2/13/2001 AM
Reinstatement	2/13/2001 11:40:45 2/13/2001 AM
Admin Dis. A. report not in Sixty day notification	11/1/2000 11/1/2000 9/1/1998 9/1/1998
Amendment previous name	8/31/1962 8/31/1962

JUNIOR  
ACHIEVEMENT OF  
LOUISVILLE, INC.

## Microfilmed Images

**Microfilm images are not available online. They can be ordered by faxing a Request For Corporate Documents to the Corporate Records Branch at 502-564-5687.**

Annual Report	9/10/2004	1 page
Annual Report	8/29/2003	1 page
Amended and Restated Articles	6/17/2003	7 pages
Annual Report	6/5/2002	1 page
Annual Report	6/6/2001	1 page
Statement of Change	2/13/2001	1 page
Reinstatement	2/13/2001	2 pages
Administrative Dissolution Return	11/1/2000	2 pages
Administrative Dissolution	11/1/2000	1 page
Sixty Day Notice Return	9/1/2000	2 pages
Annual Report	7/1/2000	4 pages
Annual Report	6/18/1999	3 pages
Annual Report	10/1/1998	4 pages
Annual Report	7/1/1997	4 pages
Annual Report	7/1/1996	4 pages
Annual Report	7/1/1995	3 pages
Annual Report	3/29/1994	1 page
Statement of Change	3/29/1994	1 page
Annual Report	3/26/1993	1 page
Annual Report	7/1/1992	1 page
Statement of Change	5/28/1992	1 page
Annual Report	7/1/1991	1 page
Annual Report	7/1/1990	4 pages
Annual Report	7/1/1989	6 pages
Annual Report	7/1/1988	1 page
Statement of Change	4/12/1988	1 page
Six Month Notice	7/29/1985	3 pages
Annual Report	7/1/1981	2 pages
Statement of Change	7/22/1977	2 pages
Amendment	8/31/1962	3 pages
Statement of Change	11/3/1954	2 pages
Articles of Incorporation	8/3/1950	4 pages
Annual Report	7/1/1950	30 pages