

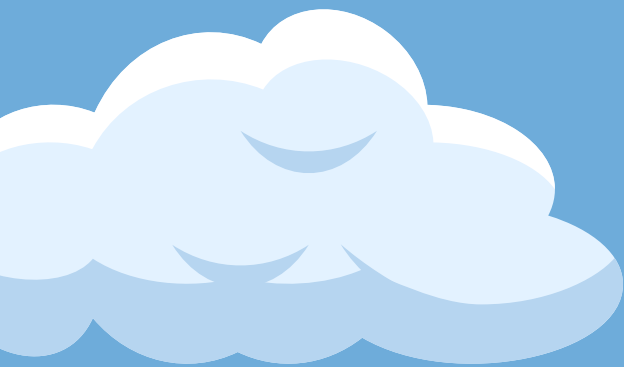


JA COMPANY

Waste Wars



The ultimate battle for a cleaner earth!



Executive Summary

Financial Snapshot



Our Mission

To encourage kids to learn more about the environment and how they can help protect it. We hope to play a unique role in preserving the environment, not only for our generation but for those that will follow



At Waste Wars, we have built a product, team, and company that we are truly passionate about. Realizing that 88% of youth don't understand how to help the environment due to the lack of environmental curriculum in the school system, we set out to create a solution that empowers the next generation to take action. Our mission is to teach kids and teens simple, everyday actions they can take to help the environment. Over the past year, we've turned our idea into a successful product that not only meets sales goals but also spreads environmental awareness in schools. We've reached over 1,600 students and partnered with multiple schools to host fun, educational game days. Each game sold is an opportunity to educate, inspire action, and promote a healthier future for our Earth. Waste Wars is all about empowering young people to create positive change one card at a time.

*-Nico Codispoti
CEO*

Meet The Team



Nico Codispoti
CEO



Patrick Arway
VP



Carter Hall
Sales VP



Amina Salem
Marketing VP



Evan Negulis
Production VP



Avante Cummings
Supply VP



Waste Warrior
Mascot



Gabe Kostevic
Finance VP

Teachers- Mike Nieporte & James Halmasy
Volunteer-Emily Clark
School- GlenOak High School
Junior Achievement of North Central Ohio

Leadership & Organization

Waste Wars promotes a collaborative culture where ideas come from the entire team, not just leadership. Everyday, CEO Nico and VP Patrick meet to align goals and priorities, and regular team meetings allow everyone to share successes, discuss challenges, and support one another. The company believes growth works best when the whole team moves forward together.

Creating Culture

Culture of Practice: We emphasize continuous improvement through consistent role-playing, cold calling, skill development, and real-time feedback. Weeks before major events and competitions, we rehearse our pitches through mock calls and live cold-calling practice, working to perfect every detail to the best of our ability and maximize our chances of success.

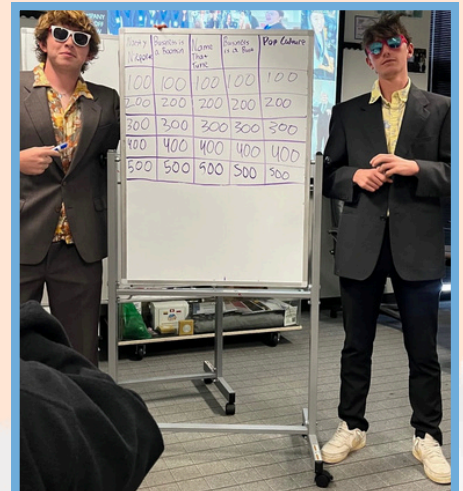
Delegation & Leadership: Team members are trusted with responsibility early, creating opportunities to lead, make decisions, and develop strong leadership skills. We all have our own duties on the team.

Recognition & Team Environment: Achievements are consistently recognized, and team activities—from celebrations to outings—help build trust and reinforce a positive, collaborative environment. As a team, we regularly support one another outside of work, attending basketball games for Avante and Carter's baseball games. We also create opportunities to connect through events like our Halloween costume contest, where Evan took first place, and a Friendsgiving at Patrick's, where everyone brought their favorite Thanksgiving dish. After major events, we continue the momentum with team dinners—like celebrating together at Chipotle after the news—further strengthening our camaraderie.

Accountability

Standards: At the end of the day, our team runs on accountability and consistency, and that ties directly into how we earn and grow together. We've set clear expectations so everyone knows what's required, and Nico's daily agenda helps keep us all on track. Showing up on time, communicating, following through on tasks, and supporting each other aren't optional they're part of being on this team.

Compensation: We base compensation on performance reviews and grades, so the people who put in the effort, stay reliable, and stick to these standards will see the most return. If expectations aren't met, it will impact opportunities and earnings. It's simple: the more you show up, contribute, and stay consistent, the more you'll get out of this experience. About halfway through the year, we realized we needed a stronger push in sales, which led us to introduce a \$1 commission for every sale made. Along with that, we created a milestone system to keep energy high and give the team something fun and meaningful to work toward. These milestones are tied to rewards that motivate everyone and help maintain momentum. For example, when one individual surpasses 200 sales, the CEO will shave their head.



Discovery

The Problem



Young people today are growing up in a world where waste has become normal. From tossing plastic bottles in the trash, to not thinking twice about food or packaging waste. Many everyday habits contribute to a much larger environmental issue. While most people care about protecting the planet, they often lack the knowledge or motivation to make better choices.

88% of the youth do not know how to help the environment!

Teachers are only getting 1-2 hours per year to spend on environmental curriculum!

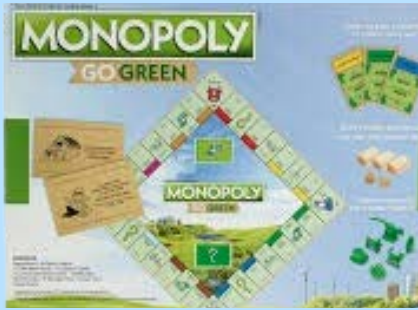
Our Solution

Waste Wars is an educational environmental card game created by seven seniors from GlenOak High School. Designed for 4 players at a time, the game challenges participants to sort trash, recycling, and compost correctly—while learning that their environmental choices have real-world consequences. Fun, interactive, and classroom-ready, Waste Wars combines sustainability education with critical thinking and decision-making skills.



Market Analysis

Competition



\$29.00




Complicated board game that doesn't teach the basics of environmentalism.



\$10.00

Easy-to-learn, fun, and interactive card game that teaches players how they can help the environment.

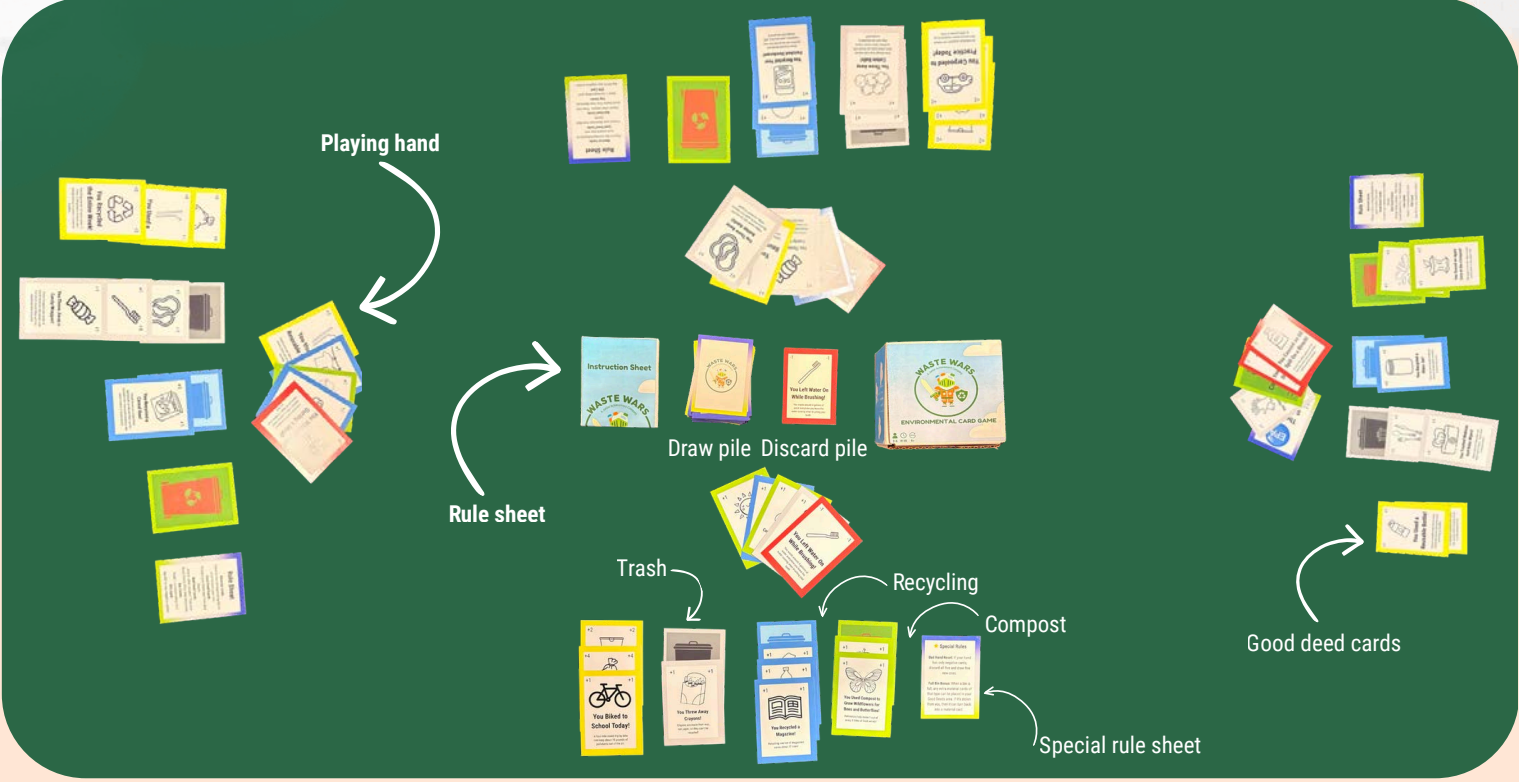
Advantages

-  **Classroom-Tested:** Proven effective through real use in classroom settings.
-  **Student-Informed Design:** Created by students who understand today's learning environment.
-  **Cost-Effective:** A more affordable alternative to full curriculum kits without sacrificing value.
-  **Active Learning Focus:** Encourages hands-on participation rather than passive instruction.
-  **Real-World Impact:** Promotes practical environmental habits that extend beyond the classroom.

Value Proposition

Transform playtime into planet-positive learning with Waste Wars! Waste Wars is an engaging environmental card game that makes sustainability fun and accessible. At just \$10, our interactive game challenges kids to think critically about real-world environmental issues while learning simple ways to protect the planet. Designed to educate and entertain, Waste Wars empowers the next generation to become informed, responsible leaders, without breaking the bank.

Product Overview



Innovation Timeline



Customer Elements

Our Target

Families and Groups

Teachers and Schools

Environmental Organizations

Local Businesses

Education Centers

We grow by selling at multiple locations, going into schools, selling B2B, and doing our Weekly Warrior Challenge!

Social Media

 @Wastewars.ja
 @Waste Wars
 @Wastewars.ja
 @Waste Wars
 Wastewarsja.com

Our goal is to post every weekday, highlight upcoming events, and create engaging videos that capture the attention of our broad target audience.

We have partnered with over 10 businesses that support our movement!



Business Performance



24,137 Views
1,473 Likes
36 Posts
178 followers



50,431 Views
2,210 Likes
27 Posts
206 followers

Key Metrics

Website Hits:

637

Kids Reached:

1600+

Game Sales:

500

Marketplaces:

8

Schools Reached:

7

Teacher Packages Sold:

15

Business Reached:

13

Production

Variable Cost Per Unit

\$2.95

Fixed Cost

\$682.07

Revenue Streams

Our organization generates revenue through teacher packages (bulk orders sold to educators for a discounted price), website sales, event booth sales, and fundraisers. We also aim to introduce competitions as a future revenue stream. These sources collectively support and sustain our operations.



Business call with Republic Services to explore potential partnership opportunities!

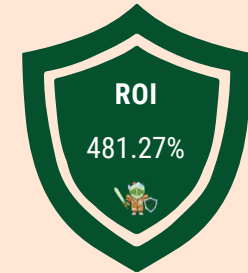


REPUBLIC SERVICES

Financial Performance

Waste Wars	
Income Statement	
March 27 ,2026	
Sales	\$4,638.52
Donations	\$5.00
Sponsorship	\$250.00
Total Revenue	\$4,893.52
COGS	\$1,480.90
Gross Profit	\$3,412.62
Website Expense	\$10.54
AP- JANCO	\$630.00
Expo Expense	\$190.00
Team Shirts	\$51.66
Square Test Expense	\$1.00
Total Fixed Costs	\$883.20
Net Income	\$2,529.42
Expenses	
COGS	\$1,480.90
Website Expense	\$52.07
AP - JANCO	\$630.00
Expo Expense	\$190.00
Team Shirts Expense	\$51.66
Square Test Expense	\$1.00
Total Expenses:	\$2,405.63
Total Net Profit	\$2,487.89
Return on investment	481.27%

Waste Wars	
Balance sheet	
March 27,2026	
Assets	
Cash	\$576.00
Checking Account	\$2,911.62
Inventory	\$1,169.41
Total Assets	\$4,657.03
Liabilities	
Sales Tax Payable	\$301.50
Total Liabilities	\$301.50
Total Owners Equity	\$4,355.53
Total Liabilities and OE	\$4,958.53



Break-Even Analysis

To determine the break-even point for Waste Wars, we calculated both our fixed and variable costs. We started with the selling price of our product (\$10) and subtracted the variable cost to produce it (\$2.95), which left us with a profit of \$7.05 per unit. Our fixed costs include the loan we must repay to JA as well as the cost of creating and maintaining our website. To calculate the break-even point, we divided our total fixed costs by the \$7.05 profit per unit. Based on this calculation, our break-even point is 91 units, meaning we must sell 91 units to cover all of our costs before we begin making a profit.

Learning Experiences Future Applications



Being a part of a Junior Achievement company has taught me many valuable lessons while also pushing me out of my comfort zone, transforming me into a better person and businessman.

-Patrick



Getting to be a part of Junior Achievement has taught me so many unique lessons and has exposed me to real-life situations. I have gained knowledge that I will use to help me in my future endeavors and I made a lot of memories in the making!

-Nico



JA has taught me more things than I can think of, but what stands out most are the real-life experiences and the confidence I've gained in my selling skills.

-Carter



Being apart of a Junior Achievement company has taught me so many things through experiences. I have gained a hands-on experience with running a real company, became a more confident public speaker, and learned how to successfully sell!

-Amina



JA has taught me how a business operates, with a strong focus on the importance of having the right amount of supply to keep production going.

-Avante



Being apart of a JA company has taught me lots of life lessons. Most importantly though, I've learned how to deal with hands on accounting within my company!

-Gabe



JA has helped me build confidence in my selling abilities and given me a real understanding of what it takes to run a business successfully. It has also taught me the importance of teamwork and responsibility.

-Evan

Challenges

Building this from the ground up wasn't without its bumps. Finding a printing company willing to work with us took longer than expected, and landing on the right price point for our product involved a lot of trial and error. Figuring out what truly motivated our sales team—and keeping that momentum going—was its own challenge. Getting in front of the right people at schools also required patience and thick skin. We're still learning, but every obstacle has helped point us in a better direction.

One More Thing...

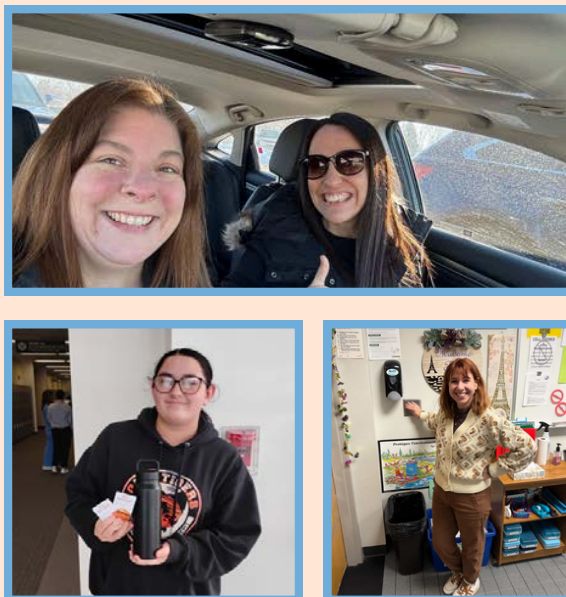
Our Giveback

For our giveback, we go into schools giving hands-on interactive presentations teaching recycling and sustainability. Through activities and presentations, we have taught over 1,600 kids, with that number growing weekly!



Weekly Warrior Wins

Every Monday, we launch weekly challenges that include exclusive rewards and community involvement activities. Participants can submit photos by Friday for a chance to win a Chick-fil-A gift card and be featured on our Instagram!



Think Big Honorable Mention!



Featured on Fox 8, New Day Cleveland!

Stark Tank Qualifiers!



Featured and Interviewed for Akron Home and Life Magazine!

Thank You

Reflecting on our time with Waste Wars, it's hard to put into words just how transformative this experience has truly been. What began as a business venture grew into something far greater—a shared mission that connected us to our community and reminded us of the power of purposeful work. Watching our ideas come to life and seeing the real-world difference we've made has filled us with a sense of pride that no grade or award could replicate. But perhaps the greatest reward has been each other. The late nights, the challenges, and the breakthroughs all forged bonds between us that will last long after this chapter closes. Junior Achievement didn't just teach us how to run a company; it taught us how to lead, how to collaborate, and how to believe in something worth fighting for. We leave this experience not just as better business entrepreneurs, but as better people—and for that, we are endlessly grateful to our teachers, our mentors, and everyone who believed in us along the way.



Thank you for the memories. -Waste Wars

