Annual Report 2012-2013

Junior Achievement of Manitoba

Junior Achievement of Manitoba — 1149 St. Matthews Avenue, Winnipeg, MB R3G 0J8
T: 204.956.8060 W: http://manitoba.jacan.org/
Mission

To inspire and educate young Canadians to experience free enterprise, understand business and economics, and develop entrepreneurial and leadership skills.

Vision

We will be recognized as vital to the success of our youth in reaching their potential through partnership with business and educators in the nationwide delivery of relevant business learning experiences by inspired volunteers.

Values

Demonstrate trust and integrity in all that we do

Respect youth and believe in their potential

Believe in the free enterprise system and promote entrepreneurial ideals

Encourage and promote volunteerism and volunteer leadership utilizing Canadian business experience

Commit to performance excellence and continually improve all that we do

Embrace collaborative and strategic alliances

Demonstrate leadership and teamwork
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Message from the President & CEO
Greg Leipsic

We have now completed our 2012-13 year and I am pleased to report we had another successful year. Our volunteers and staff taught approximately 6000 students. These students were from various communities throughout the province, not just in large urban centers but also in northern and rural communities as well. These students all had the opportunity to learn about business, leadership and entrepreneurship. Students ranged from Grade 2 all the way up to Grade 12.

As donors, volunteers and champions of our cause, you have helped to make this possible. Through your belief in young people, you are changing lives and helping our students to fulfill their potential.

This year we continued to raise more money for JA through private donors. The main source of these funds was the first annual Manitoba Business Hall of Fame. Our event was sold out with over 350 attending as we honored James & Muriel Richardson, Clifford Sifton, Izzy Asper, Albert Cohen and Sam Bronfman. The event was a great success raising almost $120,000 for JA Manitoba.

In closing I want to thank our terrific staff who continues to do a phenomenal job. We are very proud of the work we do and know that we cannot do it alone. Thanks to the numerous stakeholders – teachers, parents, volunteers, students and donors - who partner with us in delivering on our important mandate. As James Tucker, Principal Boston Consulting Group has stated “You don’t donate to Junior Achievement, you invest in Canada’s future.”

Sincerely
Thank you all for your financial support and countless hours you have dedicated to Junior Achievement in 2012/2013. Without our dedicated donors and volunteers, JA programs would not be possible. With over 160 volunteers supporting us, delivering 311 Junior Achievement programs to 104 schools – we reached almost 6000 Manitoba students. The time and talent that our volunteers commit to Junior Achievement, is the backbone of our organization.

JA programs are provided free of charge, and through them we continue our mandate of ensuring students experience programs focused on three educational pillars of success: Financial Literacy, Entrepreneurship, and Work Readiness. The successes of the JA in-school and afterschool programs have contributed to our youth discovering their potential, in order to be the leaders of tomorrow. Having said that, we continue to grow and diversify our pool of volunteers and stakeholders so that our reach of rural, urban and northern communities is maintained.

As part of our ongoing fundraising strategy, we introduced the first Junior Achievement Manitoba Business Hall of Fame. Thanks to the generous support of corporate sponsors and individuals from the Manitoba business community, this major fundraiser raised almost $120,000. Our goal is to build on the success of this augural event so that this form of fundraising can be maintained for years to come.

Thank you for your support as we look forward to a bigger and better 2013/2014 year.

Yours truly,

Brad Ross

Interested in becoming involved with Junior Achievement Manitoba? We always welcome new individuals for consideration as Program Volunteers, Student Mentors, Advisory Committee Members, Event Planning Committee Members, and Board Members.

Please call the JA office at 956–6080 or visit our website www.jamanitoba.org
JA Team and Board of Directors 2012-2013

JA Team

President & CEO  Greg Leipsic
Company Program Manager  Marie Hacault
Rural Program Manager  Stacie Cardy
Northern Program Manager  Michelle Pruder
Urban Program Manager  Rosetta Troia Schwartz (till March 2013)
                        Shauna Angers (April 2013 forward)

Board of Directors

Chairman of the Board  Brad Ross
                      Managing Partner
                      Avaya Canada

President & CEO  Greg Leipsic
                     President & CEO
                     Junior Achievement of Manitoba

Director - Major Partner  Gary Maksymyk
                       Human Resources Division Manager
                       Manitoba Hydro Distribution

Director - Education Representative  John Bobbette
                                   President CEO
                                   Winnipeg Technical College

Director - Resource Development  Jeff Koziuk
                               Director, Prairies Region (MB and SK)
                               ACRODEX
Student Reached

Total Manitoba Students Reached in 2012-2013: 5915

Junior Achievement programs provide our students with key learnings that will encourage them to complete high school, understand the financial impacts of their decisions at an early age, and spur their interest in the world of Business and all of its opportunities. It is these programs that reflect our commitment to building strong leaders for Manitoba’s future.

Elementary Programs

- Our Community: 91 Classes, 1767 Students
- Our Business World: 88 Classes, 1797 Students

Middle Programs

- Dollars with Sense: 59 Classes, 1143 Students
- Economics for Success: 53 Classes, 936 Students

Secondary Programs

- JA Titan: 3 Classes, 39 Students
- Company Program (A Student Venture After School): 6 Classes, 80 Students
- Company Program (A Student Venture In School): 11 Classes, 153 Students
Program Delivery

Junior Achievement Manitoba has the opportunity to work with numerous schools within the various regions and communities throughout the province.

Junior Achievement recognizes the importance of being a leader in developing relevant programs educators can draw upon to support and enhance classroom curriculum delivery.

We offer free-of-charge learning experiences that teach leadership, financial literacy and numeracy, citizenship, entrepreneurship, critical thinking, and communication skills.

104 Schools 311 Classes

5,915 Students 162 Volunteers

Classroom Programs:

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<thead>
<tr>
<th></th>
<th>Elementary</th>
<th>Middle</th>
<th>Senior</th>
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<tbody>
<tr>
<td>Rural</td>
<td>73</td>
<td>41</td>
<td>11</td>
</tr>
<tr>
<td>Northern</td>
<td>61</td>
<td>41</td>
<td>0</td>
</tr>
<tr>
<td>Urban</td>
<td>45</td>
<td>30</td>
<td>9</td>
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Community Focused Programming

Rural Community

During the 2012/13 school year, 125 programs were delivered throughout rural Manitoba communities with the assistance of local volunteers that offered relevant insight to each student. These programs were made possible through the extensive financial commitment from the Province of Manitoba - a commitment that has been in existence since 1993.

Urban Aboriginal Community

With the current urban landscape changing the importance of providing programs to Aboriginal, First Nations, and Metis youth has never been more important. JA Manitoba prides itself in the programming it is able to present to Winnipeg Inner City schools with the assistance of key aboriginal role models that visit the classrooms and offer insight into the day to day challenges that face our youth. The success of this past year sets the stage for an even greater success within this area as further partnerships with the Aboriginal community are formed and fostered.

Northern Community

Manitoba Hydro once again came forward to provide financial support to allow for a Junior Achievement resource based in Thompson, Manitoba. With this resource and the assistance of the Community Futures North Central Development, 102 programs were delivered to various schools in Northern Manitoba. Programs within this area allow youth to benefit from the knowledge and skills that prepare them for future endeavors - entering into the workforce or post-secondary education.
Our Programs

Junior Achievement offers a positive impact on the lives of Manitoba students through quality business and finance programs that contribute to the life skills they need to succeed. JA Manitoba is proud to offer programs in both official languages in many urban centers and rural communities throughout the province.

<table>
<thead>
<tr>
<th>Program</th>
<th>Program Content</th>
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</thead>
<tbody>
<tr>
<td>Our Community</td>
<td>Provides elementary students with perspective on the importance and impact of business in shaping our lives. Students actively define the cornerstone of a strong society and learn about their role in its growth and prosperity.</td>
</tr>
<tr>
<td>Grades 3 &amp; 4</td>
<td></td>
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<tr>
<td>Our Business World</td>
<td>Four key business concepts are introduced to help students gain an understanding of the role small business plays in the community:</td>
</tr>
<tr>
<td>Grades 5 &amp; 6</td>
<td>- Organization - Management - Production - Marketing</td>
</tr>
<tr>
<td>Dollars With Sense</td>
<td>This highly interactive program is designed specifically to help students develop the financial literacy necessary to set goals and make informed decisions about their financial futures. Through activities and discussions, students will learn about money, management, budgeting, and investing. Students also learn the basic skills needed to work effectively with everyday financial concepts.</td>
</tr>
<tr>
<td>Grades 7 &amp; 8</td>
<td></td>
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<tr>
<td>Economics for Success</td>
<td>Four concepts are introduced to help students develop a positive attitude towards education while recognizing the personal and economic costs of living on their own:</td>
</tr>
<tr>
<td>Grades 9 &amp; 10</td>
<td>- Success - Independence - Employment - Futures</td>
</tr>
<tr>
<td>Company Program - A Student Venture</td>
<td>A program run during or after school hours where students operate their own company with the help of volunteer consultants. Students establish goals, raise capital, prepare a business plan and financial statements, manufacture a product or service, develop marketing strategies, liquidate the company, distribute dividends and issue a report to shareholders.</td>
</tr>
</tbody>
</table>
Volunteers

All JA programs are delivered with the assistance of numerous volunteers. Without these volunteers, students would not receive the benefits of real life examples and expertise on the various dimensions of business that are presented. 162 volunteers supported Junior Achievement programs by giving of themselves for a half day to a full day, or a few hours a day over a series of weeks.

Volunteers welcome the opportunity to develop their own communication and presentation skills in an enthusiastic environment where they are welcomed for their unique business insight and expertise. It is these same volunteers that offer so much to the students that receive the reward of having touched students in a unique and rewarding capacity.

The time volunteers give to JA does not go unnoticed. Within our Company Program - A Student Venture, volunteer advisors give over 75 hours mentoring youth in the realities of operating a business. By the end of the experience, advisors have also expanded their knowledge and have had the opportunity to network with other similar volunteers within the program.

Volunteers make the material relevant, fuel the entrepreneurial spirit and challenge the student to excel while being an inspirational source for young people in search of role models.

This year 162 volunteers brought the JA experience to life in classrooms across Manitoba. Thanks to their passion for business and contribution of time, we can ensure Manitoba builds a solid foundation for its future economic prosperity.

Junior Achievement Manitoba also congratulates our many volunteers who help us during events and on our Board of Directors. These individuals, through donating their time and talent exemplify the power of giving. Their hard work creates lasting impressions with incredible events - all in the name of reaching students and offering them unique learning opportunities. On behalf of the students, we would like to extend an enormous “thank you” to all of our volunteers.
2012-2013 Junior Achievement of Manitoba Volunteers

Independent Volunteers
Linda Thomas
Joel Martine
Brian James Meaden
Nelson Camp
Louise Grouette Stockwell
Denis Bishop
Joseph Lovelace
Lauren Checkley
Andrew Kussy
Ryan Zacharias
S & A Gurke
Decter Hirst/Fawcett
Lynn Rempel
Paul Artz
Val Essau
Cindy Nylen
Jerry Crampian
Karen Milljour
Carrie Tapp
Tanis Barrett
Linda Fehr
Leanna Shackel
Mark Kubanek
Marvin Beaumont
Marla Yarema

CIBC
T. Cronin
K. DaCosta

Carmen Coop
Dave Ruf

Canacade
Pamela McTavish

Desjardins Financial
Cynthia Duncan

EDO Carmen
Tyler King

Ecoplicity Environmental
William Dowie

Erickson Credit Union
Monica Lambourne

Freedom 55 Financial
Chris Mattern
Jackie Koensgen

Harris Pharmacy
Heather Todoruk

Investors Group
Adam Philpott
Royle Derbitsky
Darryl Horecza

Inglis Hotel
Jenny Perrin

(The) Learning Circle
Michelle Jack
Kent Jack

Life Touch
Lori Jacobson

Lynn Lake Friendship Centre
Judy Sinclair

Access Credit Union Winkler
Tim Doerksen
Jim Kort

Frederick 55 Financial
Chris Mattern
Jackie Koensgen

GBL Solutions
Dawna Atamanchuk

Gerda Ameristel
Diego Paz

Gilbert Plains Rec Office
Kristen Musey

H. C. Futures
A. Bolton
P. Ndugu

HMA Chartered Accountants
Cory Lang
Bangie
Leslie Reimer

Harris Pharmacy
Heather Todoruk

Investors Group
Adam Philpott
Royle Derbitsky
Darryl Horecza

Inglis Hotel
Jenny Perrin

(The) Learning Circle
Michelle Jack
Kent Jack

Life Touch
Lori Jacobson

Lynn Lake Friendship Centre
Judy Sinclair

Altona Chamber of Commerce
Becky Cianflone

Assiniboine Credit Union
Tara Devlin
Tyarra Braun

BNB Carpentry
Brady Burla

Boing
Amina Haswell

Brandon Source for Sports
Travis Gouldie

CDEM
Simon Methot

 MPI
Christine Mazur
Lynne Onofreychuk

MAFRI
Thelma Blahey
Melodie Klassen
Tod Goranson
Wendy Durand
Ann Dandeneau
Debra Kaleta
Jacie Foy
Khosi Mashinini
Brian Nedohin
Gary Smart
Jacie Foy
Meghan Rose
Jacquie Cherewayko
Mandy Lewick
Brian Nedohin
Annette Allen
Leanne Tibbatts
Lori Forbes
MCDonalds
Myrna Wahoski

Manitoba Employment
Kim Neuhoffer

Manitoba Government
Charlene Quinlan

Manitoba Hydro
Maureen Flynn
Kathleen Nadal
Evan Thompson
Terry Mertins
Alex Hogeveen Rutter
Mel Sayuno
Sheila Shadlock
Scott Dzilums

Minnedosa Credit Union
Lori McNabb
Jeff Dusessoy
S. Firby

Nelson House Adult Learning Centre
Jackie McDonald

Nelson River Logging
France McLvor

Niverville Credit Union
Angela Vincent
Christie Spencer

Noventis
Nielle Roberecki

Petersfield General Store
Debbie Britsky

Pruder’s Plowing
Nelson Pruder

RBC
Wagner/Makwaychuk
Gail Reid
Klinta Rigsby
Carol Tripp
Tim Blaich
Guy Moffatt

RBC (continued)
Mona Elias
Barb Ruttig
Paul Milian
Celina Westhoven
Delilah Rempel
Danielle Zanewich
Mark Poole
Mike Yarowy
Jeff Schultz
Zachedniak

Roblin Credit Union
Noreen Nykyforak
Shellie Wasilka

Scotia Bank
Michael Chute
Dylan Hoppe
Colin Graves
Craig Jensen
Trent Beardy
Cecile Martin
Crystal Pfoe

Southland Honda
Greg Ens

Steves Agency
Brian Steeves

Sunova Credit Union
Brandy Nagy
Bonny Proceviat
Kayla Cathcart
Rick Stefansson
Tracy Dunstan

Sunrise Credit Union
Janice Demers
Carolyn Arndt

Swan Valley Credit Union
Dave Sommerville

TD Waterhouse
S. Sopel
M. Rathwell

TD
Sinthi Tharmalingham
Mellaine Kereliuk
Stanley Warsza
Kari Wolfenseon
Stephanie Barnabe
Ryan Rodgers
Michelle Broqueza
David Kendall
Tyler Allen
Katelynn Poole
Melissa Schlecht
Erika Kretchmer
Kevin Townsend
Steven Sopol
Dylan Hoppe
Colin Graves
Craig Jensen
Trent Beardy
Cecile Martin
Crystal Pfoe

Tantalum Mining Corp
Deveau
Daniel Whynot

Tim Hortons
Ken Jur

University College of the North
Terri Mowat
Unnati Patel

Vanguard Credit Union
Francine Currie

Warehouse One
Melissa Goodwin

Water Stewardship
Barb Kingdon
Please accept our sincere apologies if we unintentionally omitted any corporation, organization or individual who has volunteered with Junior Achievement Manitoba in 2012/13. Please advise the JA Manitoba office of any error so that we may correct our records.

**Westoba Credit Union**  
C. Powel/Krempel  
Lori Strand  
Winkler Coop  
Michelle Sawarzky

**Wilson’s Business Solutions**  
Emily Pruder  
Harlie Pruder
Thank you to all the participants, volunteers and sponsors of various special events throughout the year. It is with your continued support and participating that Junior Achievement can continue to inspire and educate our Manitoba youth!

**Meeting of the Minds – Company Program**

November 2012
JAMB held the annual kick-off event, “Meeting of the Minds” for the Company Program – A Student Venture at CanadInns Polo Park. 130 parents, business people, volunteers (Advisors), and students (Achievers) attended. Advisors and Achievers were placed in their companies where they met and got started with icebreaker activities. Ace Burpee (media personality and entrepreneur) was the guest speaker for the evening.

**Shaw Commercial Challenge – Company Program**

February 2013
Afterschool Company teams vie to deliver the best storyboard and "commercial pitch" to a panel of SHAW TV executives. Teams are judged on presentation, storyboard execution, ad concept and their question and answer portion of the pitch. Winners of the Shaw Commercial Challenge were team “Corkoration” from Vincent Massey Collegiate. This team was then featured in a newstory about JA Manitoba, produced by Shaw TV.

**Investors Group Sales Challenge: Round I - Company Program**

February 2013
Approximately 30 students from the After School Company Program participated in the annual Investors Group Sales Challenge. Students vie for cash prizes for the best "cold call" sales pitch to a panel of judges comprised of Investor's Group employees. Students must try to convince their "buyer" to purchase their company product.
Investors Group Sales Challenge: Round II
Company Program
February 2013
Students are graded in Round One, the top 6 sales pitches are brought back for a second round of cold calls. Building on the feedback the students have gained from Round One, they compete for cash prizes of $250, $150 and $100. Winners were announced at the year-end "Celebration of Achievement" award ceremony. Winners were 3rd place Ben Sabic from Alpaca Bath Company, 2nd Place to Katrine Dornez from Sensei and 1st Place to Navin Kumar from team Kesu.

The “Big Idea” – Company Program
March 2013
Students participated in a new competition this year called “The Big Idea” – JA Manitoba’s version of Dragons Den. Five Company Program teams competed in this inaugural competition that was held at the U of W’s Buhler Center. Shaw TV was there to tape the competition that eventually aired on SHAW TV in April, 2013. Students pitched their company ideas to a panel of judges that consisted of Joelle Foster from CYBF, Steven Paulus from Downtown Winnipeg Biz and Josh Logan from RBC. Two cash prizes were awarded - $150 to runner up team “Icy Tees” with the winning team “Kesu” being awarded a $350 team cash prize.
Focus Group Session – Company Program
May 2013

JA Company Program Students participated in the SafeWork focus group session put on by ChangeMakers Marketing and the WCB. JA Students were invited to see social marketing at work and were given insight as to how an advertising campaign is devised. Students then filled out a questionnaire about SafeWork’s upcoming advertising campaign and were encouraged to provide feedback to the Changemakers about said campaign.

Celebration of Achievement
Company Program
May 2013
The West End Cultural Centre hosted 130 students, parents, volunteers and sponsors who attended the Awards Ceremony at the "Celebration of Achievement" for “Company Program - A Student Venture.”

This year, six new companies from Winnipeg Schools were honored for their achievements; showcasing the brightest and the best - youth making a difference. Awards, scholarships and numerous prizes were handed out at this evening.

Company Program Sponsors:

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<tr>
<th>Manitoba Hydro</th>
<th>Safe Work</th>
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<tr>
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<td>Workers Compensation Board</td>
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<td>Manitoba Government</td>
<td>Pool Pros</td>
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<td>Great West Life</td>
<td>Investors Group</td>
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<td>Shaw</td>
<td>Pal Group</td>
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<td>Papa Johns Pizza</td>
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New in 2012/2013

The First Annual Manitoba Business Hall of Fame was held in Winnipeg on May 30th, 2013 at the Metropolitan Entertainment Centre. This inaugural event played out to a near sold out crowd, with ticket sales and corporate sponsorship tallying $122,000.

Inductees into the first annual Business Hall of Fame for 2013 (posthumously) were:

- I. H. (Izzy) Asper
- James Armstrong Richardson
- Muriel Richardson
- Samuel Bronfman
- Albert Cohen
- Sir Clifford Sifton

Manitoba Business Hall of Fame Supporters

<table>
<thead>
<tr>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
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<tr>
<td>James A Richardson &amp; Sons</td>
<td>Gendis</td>
<td>Bison Transport</td>
<td>Asper Foundation</td>
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<td>Johnston Group</td>
<td>Pollard Banknote Ltd.</td>
<td>Winnipeg Building</td>
<td>HUB Horizon Insurance</td>
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<td>Canadlnns</td>
<td>WCB</td>
<td>Michael Leipsic</td>
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<td>B.A. Robinson Co. Ltd.</td>
<td>Number 10</td>
<td>Pinnacle</td>
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<td>Architectural Group</td>
<td>Wpg Technical College</td>
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<td>AMT Management Services</td>
<td>Steingarten Schecter</td>
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<td>RBC</td>
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Our Financial Supporters

2012–13 proved to be an exciting and successful year. Thank you to our many long-standing and newly arrived Sponsors and Donors who provided the financial and volunteer resources needed to reach almost 6000 Manitoba students.

<table>
<thead>
<tr>
<th>$100K+</th>
<th>$1K – $4999</th>
<th>Under $500</th>
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<tbody>
<tr>
<td>Province of Manitoba - MB4Youth</td>
<td>Assiniboine Credit Union Grant National Leasing</td>
<td>Minnedosa Credit Union</td>
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<tr>
<td>$40K+</td>
<td>Conviron</td>
<td>Minnedosa Vet Clinic</td>
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<tr>
<td>Manitoba Hydro</td>
<td>GE Foundation</td>
<td>Mel Lazareck</td>
</tr>
<tr>
<td>$15K - $39 999</td>
<td>Shaw Foundation</td>
<td>Dr. Donald S. Reimer</td>
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<tr>
<td>Canadian Western Bank</td>
<td>Winnipeg Goldeyes - Field of Dreams Foundation</td>
<td>Michael Palay</td>
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<tr>
<td>Great West Life</td>
<td>The McCain Foundation</td>
<td>RBC Volunteer Grant</td>
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<td>RBC Foundation</td>
<td>Councillor Fielding from Assiniboia Community Centre</td>
<td>Manitoba Chamber of Commerce</td>
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<td>HSBC Foundation</td>
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<td>Town of Carman &amp; RM of Dufferin</td>
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<td>$10K – $14 999K</td>
<td>$500 – $999</td>
<td>Town of Minnedosa</td>
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<td>Investors Group</td>
<td>Town of St. Anne</td>
<td>RM of Minto</td>
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<td>$5K – $9999</td>
<td>RM of Armstrong</td>
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<td>Asper Foundation</td>
<td>RM of Rossburn</td>
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<td>Manitoba Public Insurance</td>
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<td>The Thomas Sill Foundation</td>
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<td>Workers Compensation Board</td>
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<td>Vale Mining</td>
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Company Program Awards

The **Celebration of Achievement** awards ceremony was held at the West End Cultural Centre, Winnipeg, in May 2013. Students who participated in the Company Program - A Student Venture, were presented awards by sponsors, board members, advisors, students, and JA staff.

<table>
<thead>
<tr>
<th>Award</th>
<th>Winner</th>
<th>School</th>
</tr>
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<tbody>
<tr>
<td>Best Business Plan</td>
<td>Icy Tees</td>
<td>Kelvin High School</td>
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<tr>
<td>Best Shareholders Report</td>
<td>Sensie</td>
<td>College Louis-Riel</td>
</tr>
<tr>
<td>Best Website of the Year</td>
<td>Sensie</td>
<td>College Louis-Riel</td>
</tr>
<tr>
<td>Innovative Product of the Year</td>
<td>Corkoration</td>
<td>Vincent Massey Collegiate</td>
</tr>
<tr>
<td>Environmental Product of the Year</td>
<td>Tee Totes</td>
<td>Oak Park High School</td>
</tr>
<tr>
<td>Highest Unit Sales</td>
<td>Kesu</td>
<td>Grant Park High School</td>
</tr>
<tr>
<td>Highest Dollar Sales</td>
<td>Sensie</td>
<td>College Louis-Riel</td>
</tr>
<tr>
<td>VP of IT</td>
<td>Morgan Wowk</td>
<td>Kelvin High School</td>
</tr>
<tr>
<td>VP of HR</td>
<td>Alice Li</td>
<td>Oak Park High School</td>
</tr>
<tr>
<td>VP of Marketing</td>
<td>Muriel Dupuis &amp; Pabiche Mahoungo</td>
<td>College Louis-Riel</td>
</tr>
<tr>
<td>VP of Finance</td>
<td>Roma Zaffar</td>
<td>Dakota Collegiate</td>
</tr>
<tr>
<td>President of the Year Award</td>
<td>Katrine Dornez</td>
<td>College Louis Riel</td>
</tr>
<tr>
<td>Achiever of the Year</td>
<td>Katrine Dornez</td>
<td>College Louis Riel</td>
</tr>
<tr>
<td>Company of the Year</td>
<td>Sensie</td>
<td>College Louis-Riel</td>
</tr>
<tr>
<td>1st Investors Group Challenge</td>
<td>Navin Kumar</td>
<td>Kesu – Grant Park High School</td>
</tr>
<tr>
<td>2nd Investors Group Challenge</td>
<td>Katrine Dornez</td>
<td>Sensie – College Louis Riel</td>
</tr>
<tr>
<td>3rd Investors Group Challenge</td>
<td>Ben Sabic</td>
<td>Alpaca Bath Company</td>
</tr>
<tr>
<td>Anthony McLaughlin Scholarship</td>
<td>Raelynn Wiebe</td>
<td>Alpaca Bath Company</td>
</tr>
<tr>
<td>Pal Bursary for Growth</td>
<td>Adena Encontre</td>
<td>Sensie – College Louis Riel</td>
</tr>
<tr>
<td>1st Safety Plan</td>
<td>Team Sensie</td>
<td>College Louis Riel</td>
</tr>
<tr>
<td>1st Shaw Commercial Challenge</td>
<td>Team Corkoration</td>
<td>Vincen Massey Colleigate</td>
</tr>
</tbody>
</table>
Next Generation of Leaders

JAMB sent one Company Program Achiever, Katrine Dornez, to the Next Generation Leaders Forum (a.k.a. NexGen). NexGen is a Junior Achievement of Canada global forum that provides business skills to youth so they can lead organizations of the future. Youth from all over the world attend this intense 5-day forum, where participants face real business challenges and develop strategies in collaboration with their global peers.

This year’s forum took place at the Sobey School of Business, Saint Mary's University, Halifax, Nova Scotia. The Junior Achievement youth who attend the Next Generation Leaders Forum are many of the highest potential young people in the world, and the next leaders of industry and society.

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Visit www.jamanitoba.org and click on the Facebook and Twitter icons to find and follow us.
JA’s Impact

Looking to understand the impact of Junior Achievement (JA)? Just ask any of the Canadian students who experience a JA program every year. With Junior Achievement’s education experiences offered to over 230,000 youth a year, the impact is undeniable. Yet for all of these stories of this extraordinary impact JA has had, it has been difficult to quantify until now. In January 2011, the Boston Consulting Group (BCG) released a landmark pro bono study that measured what Junior Achievement programs bring to participants, employers and society as a whole.

**Junior Achievement makes a positive annual impact on Canada’s economy.**
• By helping youth stay in school, encouraging entrepreneurship, and teaching financial literacy skills, JA Canada creates an annual return to society of $45 for every $1 spent
• Each year, $425 million can be attributed directly to the entrepreneurial activity of Achievers

**Junior Achievement fills a gap in Canada’s education system.**
• Over 75% of Achievers cite Junior Achievement as having a significant impact in developing their financial literacy and decision making skills
• JA Canada programs reach nearly a quarter-million Canadian students in more than 400 communities each year, and are delivered free-of-charge

**Junior Achievement is a life changing event.**
• Over 65% of Achievers indicate that participation in JA Canada programs had a significant impact on staying in school and enrolling in post-secondary education
• 70% of Achievers indicate that participation in a JA Canada program had a significant impact on their desire to be an entrepreneur

**Junior Achievement graduates achieve higher levels of success.**
• Achievers are 50% more likely to open their own business which leads to innovation, new jobs, and wealth creation
• Over 75% of Achievers say Junior Achievement was a critical driver of their work success.
JUNIOR ACHIEVEMENT OF MANITOBA INC.

STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th></th>
<th>Operating Fund</th>
<th>Restricted Fund</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CURRENT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$37,213</td>
<td>$37,213</td>
<td>$10,041</td>
<td>$2,343</td>
<td></td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>68,163</td>
<td>68,163</td>
<td>45,245</td>
<td>30,810</td>
<td></td>
</tr>
<tr>
<td>Goods and services tax recovery</td>
<td>3,359</td>
<td>3,359</td>
<td>3,113</td>
<td>3,921</td>
<td></td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>1,225</td>
<td>1,225</td>
<td>5,676</td>
<td>10,026</td>
<td></td>
</tr>
<tr>
<td>Due from other funds</td>
<td>7,686</td>
<td>-</td>
<td>64,632</td>
<td>63,381</td>
<td></td>
</tr>
<tr>
<td></td>
<td>117,646</td>
<td>-</td>
<td>128,707</td>
<td>110,481</td>
<td></td>
</tr>
<tr>
<td>CAPITAL ASSETS (Note 4)</td>
<td>4,029</td>
<td>-</td>
<td>4,029</td>
<td>4,724</td>
<td>8,474</td>
</tr>
<tr>
<td></td>
<td>$121,675</td>
<td>-</td>
<td>$121,675</td>
<td>$133,431</td>
<td>$118,955</td>
</tr>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CURRENT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank indebtedness (Note 5)</td>
<td>$54,275</td>
<td>$54,275</td>
<td>$21,839</td>
<td>$20,377</td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>2,500</td>
<td>2,500</td>
<td>965</td>
<td>1,207</td>
<td></td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>724</td>
<td>724</td>
<td>965</td>
<td>1,207</td>
<td></td>
</tr>
<tr>
<td>Deferred capital contributions(Note 6)</td>
<td>724</td>
<td>724</td>
<td>64,632</td>
<td>63,381</td>
<td></td>
</tr>
<tr>
<td>Due to other funds</td>
<td>5,164</td>
<td>5,164</td>
<td>11,996</td>
<td>12,843</td>
<td></td>
</tr>
<tr>
<td>Current portion of long term debt (Note 8)</td>
<td>15,427</td>
<td>15,427</td>
<td>53,552</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Due to related parties (Note 7)</td>
<td>75,590</td>
<td>7,686</td>
<td>83,276</td>
<td>155,483</td>
<td>107,287</td>
</tr>
<tr>
<td></td>
<td>75,590</td>
<td>7,686</td>
<td>83,276</td>
<td>155,483</td>
<td>116,125</td>
</tr>
<tr>
<td>LONG TERM DEBT (Note 8)</td>
<td>8,838</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET ASSETS</td>
<td>46,085</td>
<td>(7,686)</td>
<td>38,399</td>
<td>(22,052)</td>
<td>2,830</td>
</tr>
<tr>
<td></td>
<td>$121,675</td>
<td>-</td>
<td>$121,675</td>
<td>$133,431</td>
<td>$118,955</td>
</tr>
</tbody>
</table>
### JUNIOR ACHIEVEMENT OF MANITOBA INC.

**STATEMENT OF OPERATIONS AND FUND BALANCES**

**YEAR ENDED JUNE 30**

#### OPERATING FUND

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating Contributions</td>
<td>$296,503</td>
<td>$133,499</td>
</tr>
<tr>
<td>Program Fees - REDI</td>
<td>103,700</td>
<td></td>
</tr>
<tr>
<td>Northern Aboriginal Fees</td>
<td>51,000</td>
<td></td>
</tr>
<tr>
<td>Urban Aboriginal Fees</td>
<td>14,000</td>
<td></td>
</tr>
<tr>
<td>Program Funding</td>
<td>2,707</td>
<td>3,000</td>
</tr>
<tr>
<td>Amortization of deferred capital contributions</td>
<td>241</td>
<td>242</td>
</tr>
<tr>
<td>Other</td>
<td>30</td>
<td>122</td>
</tr>
<tr>
<td>Special events</td>
<td>48,621</td>
<td>14,776</td>
</tr>
<tr>
<td></td>
<td>348,102</td>
<td>320,339</td>
</tr>
</tbody>
</table>

#### EXPENDITURES

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration</td>
<td>25,771</td>
<td>27,800</td>
</tr>
<tr>
<td>Personnel</td>
<td>166,824</td>
<td>199,076</td>
</tr>
<tr>
<td>Facilities</td>
<td>7,828</td>
<td>17,735</td>
</tr>
<tr>
<td>Program</td>
<td>86,947</td>
<td>92,872</td>
</tr>
<tr>
<td></td>
<td>287,370</td>
<td>337,483</td>
</tr>
</tbody>
</table>

#### EXCESS OF REVENUE OVER EXPENDITURES

(Expenditures Over Revenue) Before Other Items

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>60,732</td>
<td>(17,144)</td>
</tr>
</tbody>
</table>

#### OTHER ITEMS

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amortization</td>
<td>1,350</td>
<td>2,117</td>
</tr>
<tr>
<td>Loss on disposal of assets</td>
<td>-</td>
<td>2,253</td>
</tr>
<tr>
<td></td>
<td>1,350</td>
<td>4,370</td>
</tr>
</tbody>
</table>

#### EXCESS OF REVENUE OVER EXPENDITURES

(Expenditures Over Revenue)

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>59,382</td>
<td>(21,514)</td>
</tr>
</tbody>
</table>

BALANCE, beginning of year

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(13,297)</td>
<td>8,217</td>
</tr>
</tbody>
</table>

BALANCE, end of year

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$46,085</td>
<td>($13,297)</td>
</tr>
</tbody>
</table>
## JUNIOR ACHIEVEMENT OF MANITOBA INC.

### STATEMENT OF OPERATIONS AND FUND BALANCES

**YEAR ENDED JUNE 30**

### RESTRICTED FUND

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Junior Achievement companies</td>
<td>$2,069</td>
<td>$3,814</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>Trade fairs</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$2,069</td>
<td>$5,129</td>
</tr>
</tbody>
</table>

|                      |       |       |
| **EXPENDITURES**     |       |       |
| Junior Achievement companies | $4,964 | $33   |
| Miscellaneous        | $     | $     |
| National Conference  | $1,000| $3,500|
| **Total**            | $1,000| $8,497|

|                      |       |       |
| **EXCESS OF REVENUE OVER EXPENDITURES** |       |       |
| (EXPENDITURES OVER REVENUE)              | $1,069| $(3,368)|

**BALANCE, beginning of year**

|                      | $(8,755)| $(5,387)|

**BALANCE, end of year**

|                      | $(7,686)| $(8,755)|
Junior Achievement Album 2012-2013

In-school JA program being delivered

Company Program product

Company Program Trade Fair

Company Program Awards night