



JA Newfoundland
and Labrador

A Member of JA Canada



ANNUAL REPORT 2017-2018

Sparking the Entrepreneurial Spirit





THE JA WORLDWIDE VISION

PURPOSE

To inspire and prepare young people to succeed in a global economy.

VALUES

Belief in the boundless potential of young people.

Commitment to the principles of market-based economics and entrepreneurship.

Passion for what we do and honesty, integrity and excellence in how we do it.

Respect for the talents, creativity, perspectives and backgrounds of all individuals.

Belief in the power of partnership and collaboration.



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LEADERSHIP MESSAGE

It's been a year of focused growth and organizational advancements for JA not only in Newfoundland and Labrador, but also throughout the country and around the globe. Collectively, this year, we've reached over ten million youth via experiential education both inside and outside the classroom. JA business volunteers have facilitated learning that focused on competencies critical for the future success of our youth. Specific to this province, we are delighted to report that we have increased our student reach and introduced two new JA programs, World of Choices and Be Entrepreneurial. Further program expansion is a strategic priority we are focused on. We have started a framework for the creation of a local JA alumni chapter – achievers are telling us they want to stay connected.

The 2018 class of inductees generated much buzz in the Newfoundland and Labrador business community, as was reflected at the JA Business Hall of Fame Gala. The induction of Zita Cobb, Mark Dobbin and Brendan Paddick, not only celebrated their respective successes and impact on community and economy, but it also provided a unique learning opportunity for youth. This event was our most impressive fundraiser to date. To those who invest in JA via the Business Hall of Fame or direct programs, you make JA happen.

There are indeed, many faces of JA, none more essential than the volunteer who interacts with students. Junior achievers learn to be smart savers, skilled employees and job creators from role models like you.

All JA champions are integral to this organizations success in fulfilling its mandate – that of preparing young people for the future of work and fostering innovation and entrepreneurship. We have exciting plans for the future and we invite you to continue to work with our board and staff team to propel the youth we serve for success. Ultimately, they and our province will benefit.

With gratitude,



Sandra Patterson
President & CEO



Ian Cumbie
Board Chair

PROGRAMS AND REACH

Junior Achievement of Newfoundland and Labrador was established in 1985 serving 159 students. Cumulatively, JA has reached over 120,000 students since its inception in this province.

Fast Facts - 2017/2018

	Programs
Our Business World	110
Economics for Success	119
JA Company Program	6
World of Choices <i>new</i>	1
Be Entrepreneurial <i>new</i>	1
Next Generation Leaders Forum	1
Total	238

5,087
Students participated

83
Schools

3,412
Volunteer hours

Confidence Building
 Money Management
 Leadership
 Networking
 Critical Thinking
 Communication
 Creativity
 Problem Solving
 Collaboration
 Entrepreneurial Spirit
 Innovation
 Networking
 Experiential Learning
 Money Management
 Networking
 Creativity
 Leadership
 Analytical Thinking
 Collaboration
 Problem Solving
 Experiential Learning
 Entrepreneurial Spirit
 Confidence Building
 Critical Thinking
 Creativity
 Innovation
 Analytical Thinking
 Money Management

CURRENT PROGRAMS



Learn why businesses are created and what they contribute to our community.



Map interests, skills and passions towards career paths. Learn personal budgeting.



Understand the role of business in our society by creating an enterprise of your own.



Bring students together with career mentors working in desired fields and professions.



Inspire students to imagine a business venture while still in school.



A global forum where achievers face real business challenges and develop strategies in collaboration with others.

Legend:

 Elementary  Junior High School  Senior High School



JA programs teach 21st century skills critical for Canada's youth to be more competitive in the new emerging global economy

Leadership

“Seeing achievers develop soft skills and come out of their comfort zone is very rewarding.”
- Volunteer



Awareness

“Economics for Success is a very informative and engaging program that enlightens teenagers about the realities of the future ahead.”
- Teacher



Financial Literacy

“What your organization is doing for young people interested in a future in business and financial literacy is simply outstanding.”
- Parent



Work Readiness

“It provides them with the knowledge and introduction to the job market, how to conduct themselves in an interview and how to budget their monthly income. Very worthwhile program.”
- Teacher



Entrepreneurship

“I know that to start a business you need an idea, a purpose, and a place. The Our Business World Program has inspired me to want to start a business of my own because it taught me that it doesn't matter how old you are you can make a difference.”
- Student, Grade 5



Learning from mentors is a unique educational feature of JA programs. This year, 3,412 volunteer hours were dedicated to student learning.

AVALON EAST

Tracey Adams	Kayla Hynes
Mark Balsom	Peter Hynes
Jonathan Barry	Samir Jaouadi
Lena Basha	Stephen Jeffers
Larry Bauer	Jessica Keeping
Seamus Blackmore	Denise Lee
Stephen Blake	Michelle Lee
Jennifer Boudreau	Justin Locke
Amanda Brace	Madhumita Lohani
Lisa Bragg	Justin Mackey
Michelle Brophy	Jason Maher
Cullam Bruce-Lockhart	Renee March
Amy Burrige	Danielle Martin
Chris Butler	Brent McNamara
Jonathan Butt	Dan Meades
Laura Campbell	Aidan Moores
Debbie Chafe	Amarnath Mukhopadhyay
Heather Cluett	Diana Murphy
Martin Cook	Maria Murrin
Shawn Courtney	Melissa North
Steve Coward	Mike Norton
Brian Critch	Arleen Organ
Judy Cumby	Janice Ortiz
Bonnie Donovan	Mfon Oton
Adam Dumaresq	Danielle Parrell
Jessica Durdle	Vera Parris
Wendy Edison	Ashley Parsons
Brandon Ellis	Kathryn Patterson
Deanna Ennis	Lindsey Peddle
Jessica Fleming	Marcus Penney
Matt Flight	Allison Penton
Brad Forsey	Mark Perry
Abigail Franco Vazquez	Patrick Phillips
Andrew French	Hayley Pike
Lisa Frisby	Lisa Pike
Geoff Gallant	Troy Pollett
David Gibbs	Ashley Pomeroy
Mark Green	Shannon Power
James Greey	Sarah Power
Jeannette Griffin	Nathaniel Preston
Dean Harris	Gail Pretty
Amanda Harris	Daniel Reid
Kelsea Hayward	Michael Rendell
Bhakthi Henpitaarachchi	Kristen Rideout
Amanda Hickey	Collette Rogers
Wanda Hillier	Jonathan Rose
Melissa Hobbs	Brittany Ryan
Michelle Hobbs	Whitney Sheppard
Natasha Hunt	Jeffrey Silver

AVALON EAST

Daniel Skanes
Adrien Smith
Kristopher Smith
Joanna Snelgrove
John Snow
Mark Spurrell
Joanne Stevenson
Jessica Strang
Thelma Sullivan
Rukshana Sundar
Brodie Taylor
Tara Thistle
Blake Thornhill
Jessie Tuff
Felicia Tupper
Janice Vriesendorp
Kyra Walbourne
Ally Walsh
Allison Walsh
Ryan Walsh
Jamie Warren
Jana Webb
Kayla Winsor
Derek Winsor
Fanta Yao
Jonas Yovoyan

BACCALIEU TRAIL

Jared Adams
Regina Beckett
Lyda Byrne
Sherry Cull
Luanne Dominix
Steve Haraga
Melissa Hierlihy
Ryan Lawlor
Jennifer Piercey
Jennifer Sullivan

BURGEO

Ruby Penney

BURIN PENINSULA

Michelle Dober
Margaret Drake
Robert Lymburner
Sandra Martin
Rita McCarthy
Russell Murphy
Vanessa Tobin
Jeffrey Pittman

CHURCHILL FALLS

Katie Noel

CLARENVILLE

Natalie Butler
John Button
Michael Cooper
Roxana Green
Kayla Hobbs
Travis Martin
Adrian Power
Nancy Robbins
Amelia Smith
Susan Ryan

CORNER BROOK

Stephen Barker
Paula Butt
Valetta Colbourne
Sonya Corbin Dwyer
Lynn Kendall
Carla May
Erica Park
Andre Power
Tina Skinner
Kelly Smith
Kathleen Snow
Sherry Styles
Krista Tarbett
Renée Wheeler
Sara Young
Kevin Young

GANDER

Rod French
Kevin Higgins
Baxter House
Sonja Maloney
Alvin Maloney
Richard Phillips
Darryl Perry

GRAND FALLS-WINDSOR

Mike Ball
David Ellis
Lisa Moore
Verna Peckford-Baggs
Kim Rideout
Christina Rose

HARBOUR BRETON

Chantell Cribb
Bernice Hynes

LABRADOR EAST

Ellen Bock
Janette Burry
Christin Chaisson
Sheryl Colbourne
Umer Farooq
Mary Jane Hudson-Cabot
Darrelle Morris
Tonia Pilgrim
Kenneth Williams

L'ANSE AU LOUP

Ashley Best
Levus Khrystyna

LABRADOR WEST

Mustapha Fezoui
George Lim

PLACENTIA

Don Horlick
Dawn Mcgrath
Wayne Power

PLUM POINT

Sidney Coombs
Alyson Moores

PORT AU PORT

Candice Bartlett
Wendy Brake
Kara Gale
Dillon Jesso
Melanie Hulan
Vanessa Lee
Velvet Madore

PORT AUX BASQUES

Tracy Keeping
Candace Matthews
Tyler Osmond
Lisa Purchase
Melanie Walters

SOUTHERN SHORE

Chelsea Beehan
Maryanne Boland
Judy Walsh

ST. ANTHONY

Jennifer Chaytor
Allison Compton
Carmella Rose
Sheila Hedderson

Volunteers

Transform the lives of **youth** in their **community**.
They come from a variety of **business** areas and **share** one **common** goal: **educating** students and inspiring them to **achieve** their highest potential.



PARTICIPATING SCHOOLS

JA partners in education throughout the province recognize the benefit of providing students with a Junior Achievement learning experience.

Admiral's Academy	Conception Bay South
Appalachia High School	St. George's
Baccalieu Collegiate	Old Perlican
Baltimore School	Ferryland
Belanger Memorial School	Doyles
Bishop Abraham Elementary	St. John's
Bishop Feild Elementary	St. John's
Brother Rice Junior High	St. John's
Cabot Academy	Western Bay
Canon Richards Memorial Academy	Flower's Cove
Carbonear Collegiate	Carbonear
Christ the King School	Rushoon
Clarenville Middle School	Clarenville
Corner Brook Intermediate	Corner Brook
Cowan Heights Elementary	St. John's
E.A. Butler All Grade	McKay's
Eastside Elementary	Corner Brook
École Boréale	Happy Valley-Goose Bay
École C.C. Loughlin School	Corner Brook
École des Grands-Vents	St. John's
École Notre-Dame-du-Cap	Cap Saint-Georges
École Sainte-Anne	La Grand'Terre
Elizabeth Park Elementary	Paradise
Eric G. Lambert School	Churchill Falls
Exploits Valley Intermediate	Grand Falls-Windsor
Fortune Bay Academy	St. Bernard's
Frank Roberts Junior High	Conception Bay South
Gander Elementary	Gander
Hazelwood Elementary	St. John's
Holy Family Elementary	Paradise
Holy Spirit High School	Conception Bay South
Holy Trinity High School	Torbay
Immaculate Heart of Mary School	Corner Brook
J.R. Smallwood Middle School	Wabush
John Burke High School	Grand Bank
Juniper Ridge Intermediate	Torbay
King Academy	Harbour Breton
Labrador Straits Academy	L'Anse au Loup
Lakecrest Independent School	St. John's
Larkhall Academy	St. John's
Laval High School	Placentia
LeGallais Memorial	Isle aux Morts
Leo Burke Academy	Bishop's Falls
Macdonald Drive Elementary	St. John's
Mary Queen of Peace	St. John's
Mealy Mountain Collegiate	Happy Valley-Goose Bay
Mount Pearl Intermediate	Mount Pearl

Newtown Elementary School
Octagon Pond Elementary
Pearce Junior High School
Queen of Peace Middle School
Random Island Academy
Rennie's River Elementary
Riverside Elementary
Roncalli Central High
Roncalli Elementary
St. Andrew's Elementary
St. Bernard's Elementary
St. Boniface All Grade
St. Edward's School
St. Francis of Assisi
St. Francis School
St. James Regional High
St. John Bosco
St. Joseph's All Grade
St. Kevin's High School
St. Mary's Elementary
St. Matthew's School
St. Michael's Regional High
St. Paul's Junior High
St. Peter's Elementary
St. Peter's Junior High School
St. Simon & St. Jude Academy
St. Teresa's School
Stephenville High
Tricentia Academy
Truman Eddison Memorial
Upper Gullies Elementary
Vanier Elementary
Villanova Junior High
White Hills Academy
William Mercer Academy

Mount Pearl
Paradise
Burin Bay Arm
Happy Valley-Goose Bay
Hickmans Harbour
St. John's
Clarenville
Avondale
St. John's
St. John's
Witless Bay
Ramea
Conception Bay South
Outer Cove
Harbour Grace
Port aux Basques
St. John's
Terrenceville
Goulds
St. John's
St. John's
Bell Island
St. John's
Upper Island Cove
Mount Pearl
Francois
St. John's
Stephenville
Arnold's Cove
Griquet
Conception Bay South
St. John's
Conception Bay South
St. Anthony
Dover



Financial Literacy

75% percent of Achievers stated that JA has had a significant impact in the **development** of their financial literacy and decision-making skills.



Work Readiness

65% of Achievers stated that JA has had a significant **impact** on their decisions to stay in school and enroll in post-secondary education.



Entrepreneurship

JA graduates are **50%** more likely to **open** a business.



DONORS GENEROSITY

Donor gifts of time and financial support provide students the opportunity to participate in JA programs. Funding partners, both cash and in-kind, have a lasting impact on youth.

\$25,000 +

Fortis Inc.
Steele Communications
Suncor Energy
The Telegram

\$10,000 - \$24,999

Atlantic Canada Opportunities Agency
BMO Capital Markets
CIBC
College of the North Atlantic
Cox and Palmer
Deloitte
ECN Capital
Exxon Mobil Canada
KPMG
Memorial University
Newfoundland Power
RBC Foundation
Scotiabank
Stewart McKelvey
TD Bank

\$5,000 - \$9,999

AON Reed Stenhouse Inc.
Atlantic Towing
Avalon Laboratories Inc.
Davies Ward Phillips & Vineberg LLP
Delta St. John's
Johnson Inc.
Karl Smith
Penney Group
PowerTel
Provincial Airlines
Quanta Services
United Way of Newfoundland and Labrador

\$2,000 - \$4,999

A. Harvey & Company Ltd.
Coast Broadcasting Limited
Faculty of Business Administration, Memorial University
Husky Energy
PF Collins International Trade Solutions Inc.
Pluto Investments
The O'Neill Foundation

\$600 - \$1,999

Atlantic Minerals Ltd.
Fairstone Financial
Family of the late Rick Penney
Hickman Automotive Group
Marsh Canada Limited
Pratt Representatives (Newfoundland) Limited
Rotary Club of Avalon Northeast
Rotary Club of St. John's
Sobeys
St. John's Board of Trade
Town of Gander

Up to \$599

Bennett Restaurant Ltd.
Canadian Manufactures & Exporters NL Division
CBCL Limited Consulting Engineers
CBDC Eastern Initiatives
CPA Atlantic School of Business
Gander Area CBDC
Grant Thornton LLP
Kinsmen Club of Corner Brook
Newfoundland & Labrador Employers' Council
Sandra Patterson
Verafin
Workplace NL

Donors

Invest in the lives of students and give them a **brighter** future.

Help ensure that students are **financially** literate and **workforce** ready.

Inspire youth to start their own businesses.

Thanks as well to those who participated in fundraising events. There are so many ways to show commitment to the JA vision.

ABOUT THE SELECTION PROCESS

Through a public call for nominations in the fall of the year and a review of previous nominations, the Laureate Selection Committee will convene and commence the selection process. Specific committee duties: review nominations received and generate additional prospects if considered necessary; utilize rating criteria to short-list up to five nominations; make recommendations for the top three candidates for induction with those remaining on the short-list to be considered as alternates and/or future inductees.

Final recommendations are presented to the Executive Committee of the JA Board of Directors by the Chair, Business Hall of Fame Committee, for approval. All nominations, discussions and deliberations which take place are confidential.

CRITERIA FOR SELECTING CANDIDATES

To be considered for selection to the Junior Achievement Newfoundland and Labrador Business Hall of Fame, candidates must demonstrate they have fulfilled all three of the following criteria:

- Have demonstrated in his or her business career, an entrepreneurial spirit and have a record of outstanding entrepreneurial achievements over a reasonable period of time; and/or be recognized by his or her organization or profession as having made an outstanding contribution to the success of the organization or profession in support of business excellence;
- Must have demonstrated effective leadership, not only within his or her organization but in the community;
- Must be considered a role model for future generations of entrepreneurs and business leaders, as well as others in business.

COMMITTEE MEMBERSHIP

Chair, JA Newfoundland and Labrador Board of Directors

Chair, JA Newfoundland and Labrador Business Hall of Fame Committee (a member of the JA Board of Directors)

Current Honourary Chair, JA Newfoundland and Labrador Business Hall of Fame

Past two Honourary Chairs, JA Newfoundland and Labrador Business Hall of Fame

President & CEO, JA Newfoundland and Labrador

President, Memorial University

Chair, St. John's Board of Trade



BUSINESS *Hall of Fame*



Thanks to the 2018 Sponsors

PLATINUM



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SILVER +
RECEPTION



SILVER



SAVE THE DATE May 23rd, 2019

Statement of Financial Position		2018	2017
As at June 30, 2018		\$	\$
ASSETS			
Current			
Cash and short-term deposits		408,771	353,555
Accounts receivable		102,996	99,860
Government assistance receivable		14,362	-
HST receivable		10,470	10,945
Prepaid expenses		2,945	3,926
Total current assets		539,544	468,286
Tangible capital assets		4,287	3,493
		543,831	471,779
LIABILITIES			
Current			
Accounts payable and accrued liabilities		41,276	25,970
Government remittances payable		8,728	8,202
		50,004	34,172
NET ASSETS			
Unrestricted Net Assets		493,827	437,607
		543,831	471,779

Statement of Operations and Changes in Net Assets		2018	2017
For the year ended June 30, 2018		\$	\$
REVENUE			
Hall of Fame		314,512	278,080
Programs		96,799	108,892
ACOA - Youth entrepreneur development initiative		14,643	-
Curling Bonspiel		9,828	10,230
Futures unlimited banquet		2,386	1,846
Miscellaneous		3,519	2,547
Inspiration Breakfast		3,514	4,334
TOTAL REVENUE		445,201	405,929
EXPENSES			
	Programs	Administration	
	\$	\$	
Salaries and benefits	243,707	46,708	290,415
Program costs	19,676	-	19,676
JA Canada license fee	14,643	-	14,643
Rent	10,965	1,935	12,900
Professional fees	9,438	1,666	11,104
Parking	7,501	1,702	9,203
Travel	3,966	88	4,054
Communications	5,598	987	6,585
National JA Insurance (HUB)	3,287	580	3,867
Training and Conferences	3,416	585	4,001
Marketing & communications	3,269	166	3,435
Maintenance	982	173	1,155
Amortization	1,222	216	1,438
Office supplies	2,928	497	3,425
Bad debt expense	610	-	610
Meetings & Program training	1,263	151	1,414
Insurance	-	-	-
Recognition	143	25	168
Office equipment	19	10	29
Postage and courier	-	-	-
Interest and bank charges	376	66	442
Credit card usage fees	331	86	417
TOTAL EXPENSES	333,340	55,641	388,981
EXCESS OF REVENUE OVER EXPENSES		56,220	52,961
NET ASSETS, beginning of year		437,607	384,646
NET ASSETS, end of year		493,827	437,607

The complete audited financial statements reported by Ernst & Young LLP are available upon request.

BOARD OF DIRECTORS

Stephen Barker
Business Development Bank of Canada

Andrew Bell
Bell Group of Companies

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Newfoundland & Labrador Credit Union Ltd.

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Mike James
RBC Royal Bank

Greg London
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JA Newfoundland and Labrador

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Program Manager

Eni-Oto Familusi
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Alma Kinden
Administrative Services

Tracey Munden
Program and Marketing Services

Sandra Patterson
President & CEO



**Achiever Riley Shea,
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Achievement Youth
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**Junior Achievers
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and Marissa Warren
at the Next
Generation Leaders
Forum**



**The Barkside,
a JA Company
sponsored by
Deloitte**

**JA Company of the Year
Presented by
St. John's Board of Trade**

**Inspired to work directly with
youth and help them change
the world?**

Talk to us to find out how you
can play a role in shaping future
leaders





Junior Achievement of Newfoundland and Labrador

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