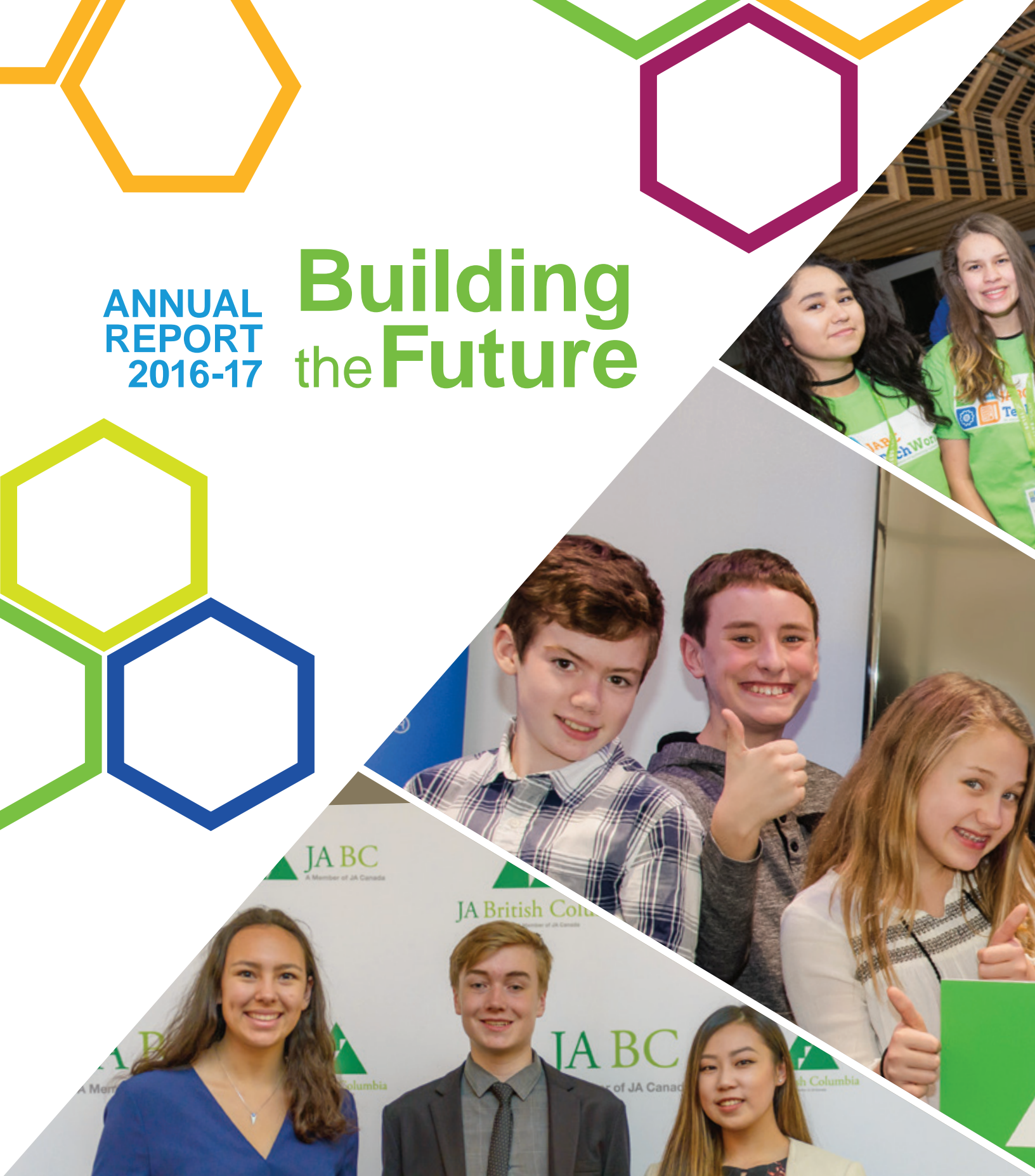


ANNUAL
REPORT
2016-17

Building the Future



JA British Columbia
A Member of JA Canada



WHAT IS JA?

JA's business education programs **inspire** and **prepare** young people to **succeed** in a global economy. Since 1955, JA British Columbia (JABC) has grown from offering programs only in Vancouver to serving 56 school districts province-wide. In the 2016-17 school year, we reached over 40,000 youth, bringing the total number of BC youth inspired by JABC to more than 650,000 since we first started!

2016-2017 YEAR IN REVIEW

40,000+

STUDENTS REACHED

1480+

PROGRAMS DELIVERED

900+

VOLUNTEERS

415+

SCHOOLS

56 out of 60

SCHOOL DISTRICTS

IN THIS ANNUAL REPORT

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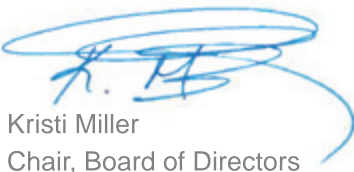
LEADERSHIP MESSAGE

The greatest overall impact that JABC makes is its contribution to the health of the economy. We are extremely fortunate to work alongside a network of forward thinking teachers and business partners to educate students about career options at an early stage. We teach skills that are essential to their future success and empower them to become productive, contributing members of their communities.

School year 2016-17 brought about some changes in programming and leadership, our President & CEO retired and we introduced a brand new program.

JABC partnered with leading BC technology firms to host *TechWorks* to address the urgent need for more qualified graduates. *TechWorks* is a program that educates students on the dynamic nature of careers in technology and the knowledge and skills required to be ready for jobs in this field. By preparing students for employment and career success JABC develops students employers want to hire.

2017 marked the end of our President & CEO's tenure. Jan Bell-Irving has been at the helm of JABC for the last 13 years, during her term she played a vital role in driving the organization forward, making JA programs accessible to students in every BC school district. On behalf of everyone at JABC we would like to thank her for leaving JABC in such a strong position to meet the needs of students and the economy.



Kristi Miller
Chair, Board of Directors



Jan Bell-Irving
President & CEO



Jan Bell-Irving, JABC President & CEO and Kristi Miller, JABC Board Chair

JABC continues expanded outreach to students in British Columbia. Ten years ago 30 school districts participated in our programs, today that number is 56 (of 60). Bringing our programs to such a diverse student audience is not only essential to the overall growth of the economy, but also incredibly important for the students. JABC's success comes from the diverse team of stakeholders that all share JABC's vision to create a strong future for our communities and province.

So, thank you to our donors, volunteers, teachers, board and staff. We don't know what the jobs of the future will be, but we do know youth have boundless potential and if prepared properly they will succeed.

PROGRAM HIGHLIGHTS



Company Program students at the Make It! Craft Fair, Vancouver, April 2017



Student Company executives at the Business Laureates of BC Hall of Fame Gala

With support from business teachers and volunteer mentors, *Company Program* students learn to organize and operate their own business. This year, over 1200 students participated in the program. According to Boston Consulting Group, students who have participated in a JA Program are 50% more likely to open their own business.

Each year, Laureates are inducted into the Business Laureates of British Columbia Hall of Fame at the annual Gala Dinner and Induction Ceremonies. This year three exceptional student executives from the *Company Program* were guest speakers at the event. They shared how *Company Program* taught them about the risks and rewards that come with owning a business.



JA Dollars with Sense program delivery, Kelowna, November 2016

JABC continues to expand its financial literacy program, *Dollars with Sense*, thanks to Coast Capital Savings' significant investment of funds and volunteers. Since 2010 *Dollars with Sense* has grown from 47 to 350 programs annually.

JABC joined together with Community Futures Development Corporation of Central Interior First Nations (CFDC of CIFN) to launch Youth Aboriginal Business Circles (*Youth ABCs*). This pilot project combines an Aboriginal approach to the *Be Entrepreneurial* program with the cultural expertise and Aboriginal community volunteer networks of CFDC of CIFN.

Youth ABCs young entrepreneurs from the Kamloops Friendship Centre pose proudly with their certificates of completion



Business of Our Own program students, Nelson, May 2017

Volunteer Bradley Roulston helped students from Wildflower School in Nelson to research and collectively decide on hats as their product to bring to market. They learned how to run a successful retail business while participating in the *Business of Our Own* program.



Business of Our Own program student, Prince George, April 2017

Students from Hart Highlands Elementary, Prince George ran a retail business from start to finish, tracking profits and distributing their earnings. In addition to learning business skills, these students also learned the importance of giving back to their community and donated their profits of \$1250 to the SPCA.



Technology has transformed the business landscape. This sector is growing at twice the pace of BC's overall economy. Understanding the urgent need for more qualified graduates, JABC partnered with leading BC technology firms to host our first *TechWorks*. *TechWorks* exposed over 300 grade 9 & 10 students from Metro Vancouver and the Fraser Valley to the wide variety of career possibilities related to technology and the educational path that is required to prepare themselves for tomorrow's opportunities.

We surveyed the participants at *TechWorks* and the results indicate that after the event there was:

- a 59% increase in students who said they now possessed an understanding of the educational pathway and training required to attain a job in technology
- a 67% increase in students who said they now have an interest in working in the technology sector someday
- a 117% increase in females who said they now have an interest in working in the technology sector someday



Experiencing Virtual Reality



Q&A at the Morning Plenary

JABC ALUMNI



From left to right: Michael Vereb, Kelowna; Daniel Umali, Victoria; Elsa Doxtador-Jansson, North Vancouver; Matthew Zimmerman, Burnaby; and Megan Cousins, Castlegar

NEXT GENERATION LEADERS FORUM

Five JA high school students from across BC were selected to join more than 100 student delegates from around the world to attend the Next Generation Leaders Forum in London, Ontario on August 21, 2017. The annual conference helped build their leadership, creativity, team work and business skills as they solved real-life business challenges in collaboration with their global peers. The students returned inspired and full of ideas that they shared with other students and communities.



JABC ALUMNI AT THE LEADERSHIP BREAKFAST

On November 16, 2016, JABC hosted the 3rd JA Leadership Breakfast. Over 300 guests attended from 157 companies. This year's event brought together executives from various sectors to learn about developing talent and building a culture of leadership. Alongside members of the JABC Young Alumni Network, the event effectively connected today's business leaders with the next generation.

LEADERS OF TOMORROW- AWARD WINNERS

INDIVIDUAL AWARDS

The JABC Award for Oratory and Presentation Skills

Olivia Cheng, Lord Byng Secondary
Tina Fang, RC Palmer Secondary
Felix He, The University of British Columbia
Fiona Yang, The University of British Columbia

The Junior Entrepreneur Award

Gabriela Caceres, Burnaby South Secondary
Zeh Daruwalla, Burnaby South Secondary
Kevin Zhang, Burnaby South Secondary

The Keg Spirit Foundation Next Generation Leaders Forum Award

Megan Cousins, Stanley Humphries Secondary
Elsa Doxtador-Jansson, Seycove Secondary
Marv Daniel Umali, Mount Douglas Secondary
Michael Vereb, Okanagan Mission Secondary
Matthew Zimmerman, Burnaby Central Secondary

The Dr. Donald Rix Inspiring Business Excellence Scholarship

Morgan Cook, Duncan Christian School

The JABC Award for Excellence and Leadership

Selena Lai, Vancouver Technical Secondary

The Jan Bell-Irving Award for Women's Leadership

Celina Lin, Richmond Secondary

TEAM AWARDS

JABC Business Challenge Online: Fall 2016

Wolf Pack | West Point Grey Academy

JABC Business Challenge Online: Spring 2017

Big Bad Wolves | West Point Grey Academy

JABC Investment Strategies Stock Market Challenge: Fall 2016

B9C1 | St. Georges School

JABC Investment Strategies Stock Market Challenge: Spring 2017

Why be a Cast Away when you can be a Hathaway | West Vancouver Secondary

STUDENT COMPANY AWARDS

The Celebrate Entrepreneurship Award

Bee Fresh | Britannia Secondary

The CIBC Student Company of the Year

Apiary | Burnaby South Secondary

The CPA Profit Performance Award

Mangü | Burnaby Central Secondary

The JABC Student Company of the Year: People's Choice Award

Waves to Rays | Multiple Schools in West Vancouver

The Ledcor Group Regional Company of the Year Award

Pitch It! | Duchess Park Secondary



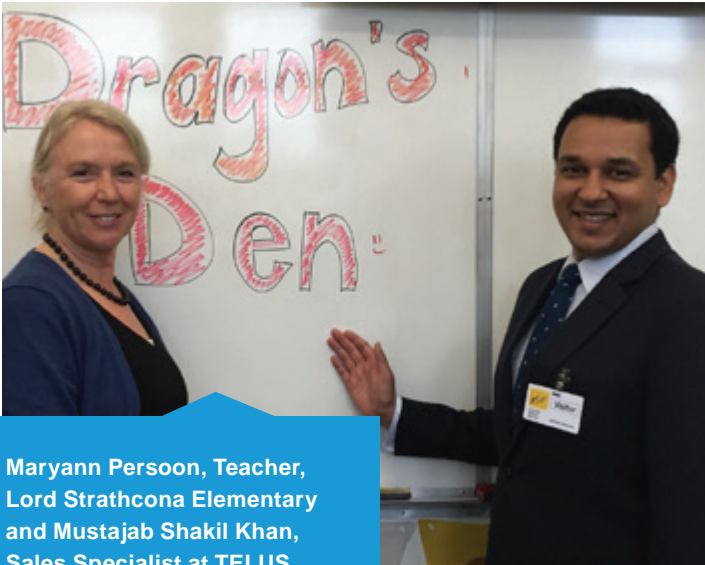
Morgan Cook,
Duncan Christian School
The Dr. Donald Rix Inspiring
Business Excellence
Scholarship winner

WINNER PROFILE

Morgan Cook from Duncan Christian School participated in JA's *Be Entrepreneurial Program*. Morgan created an innovative dog walking app that connects dog owners to dog walkers. He credits the program for building his confidence in public speaking and entrepreneurship. As a young indigenous leader, Morgan strives to always do the right thing and be a positive role model to his peers. Morgan will study business at Vancouver Island University in 2017-18.

VOLUNTEERS: THE HEART OF JA

JABC is grateful for our 900+ volunteers who taught, mentored, and inspired over 40,000 students this past school year. Coming from a variety of backgrounds our volunteers are generous, talented and share one common goal: to educate and inspire students to achieve their highest potential. Our volunteers are the heart of all JA programs.



Maryann Persoon, Teacher,
Lord Strathcona Elementary
and Mustajab Shakil Khan,
Sales Specialist at TELUS

Over the last five years Mustajab has delivered 17 JA programs to elementary and secondary students in Vancouver, as well as contributing to various JA events. Mustajab acknowledges that through this experience he has gained knowledge and an appreciation of the significance of giving back to the community. He has built strong partnerships with schools, transferred expertise to youth and learned how to communicate with students. Mustajab is a positive role model for students and continues to prepare them for the future.

CORPORATE VOLUNTEER CHAMPIONS

Thank you to our Corporate Volunteer Champions for their outstanding volunteer commitment over the past year. At least 10 employees from each of these organizations donated their time to volunteer in a JA program in 2016-2017.



OUR SUPPORTERS

JABC is grateful for the support of our loyal and generous donors who enabled us to exceed our goals by reaching over 40,000 students across BC this past year. The following list represents their contribution from July 1, 2016 to June 30, 2017:

JA Champions \$1,000,000 +



*



*

Chairman's Circle \$250,000 +



*



*

President's Club \$100,000-\$249,999



*



*



*

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*



*



*

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Teekay Corporation

TELUS

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Business
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Generous endowment gifts allowing outstanding JA students to receive scholarship and awards.

Rix Family Foundation

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Successful delivery of JA business education programs would not be possible without continued support from our donors.
The Heritage Donors Program was established by JABC to recognize cumulative donations and pledges since 1999.

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Visionaries \$250,000+

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SAP

BUSINESS LAUREATES OF BRITISH COLUMBIA HALL OF FAME



JABC Award for Oratory and Presentation Skills and Junior Entrepreneur Award student winners with JABC Young Alumni Network executives

The Business Laureates of British Columbia Hall of Fame, created by JABC in 2005, honours the outstanding BC business leaders whose efforts have shaped our province and country. The Hall of Fame stands as a testament to the lifetime achievements and the positive legacy the Laureates provide to future generations of business leaders. The 12th Annual Gala Dinner and Induction Ceremonies was proudly presented by Scotiabank and Fasken Martineau. The event raised over \$750,000 to help deliver JA's free business education programs and inspire the next generation of business and community leaders. 650 guests attended at the Fairmont Hotel Vancouver for an evening of networking, presentations and celebration with a keynote address by Gordon Campbell, former BC Premier and emceed by Andrew Chan, Host, CBC Vancouver News at 6.

This year we proudly inducted four Laureates at the Gala Dinner and Induction Ceremonies.

Keynote Speaker Gordon Campbell, Former High Commissioner to the United Kingdom, Former BC Premier



- **Ross J. Beaty, Executive Chairman, Alterra Power Corp., Chairman, Pan American Silver Corp.**
- **David McLean, O.B.C., LL.D., F.ICD. Chair, The McLean Group, Chair Emeritus, CN Railway Company**
- **John McLernon, Honorary Chair & Co-founder, Colliers International**
- **Richard Nelson (1898-1983), Founder & Chairman, Nelson Bros. Fisheries Ltd.**



Olin Anton, FCPA, FCA Gala Co-Chair; 2017 Laureate Inductee Ross Beaty, Executive Chairman, Alterra Power Corp., Chairman, Pan American Silver Corp.; 2017 Laureate Inductee John McLernon, Co-founder, Colliers International; 2017 Laureate Inductee David McLean, O.B.C., LL.D., F.ICD., Chair, The McLean Group, Chair Emeritus, CN Railway Company; Stuart Nelson, representing his late grandfather 2017 Laureate Inductee Richard "Ritchie" Nelson and Barbara Brink, C.M., O.B.C., CPA (Hon), Gala Co-founder and Co-chair

HALL OF FAME MEMBERS (2006-2017)

The members of the Hall of Fame have demonstrated **Vision** among their peers, provided **Leadership** to inspire others to achieve their goals, led their lives with **Integrity**, and built a **Legacy** that will enrich the lives of those who follow.

Michael Audain, O.C., O.B.C., LL.D.	Dr. Norman B. Keevil, O.C., Ph.D., F.G.S.A.	Jefferson Mooney
Nathaniel (Nat) Ryal Bailey	Dr. Norman B. Keevil, O.C., O.B.C., Ph.D., C.B.H.F., LL.D. (Hon.), P.Eng.	Richard "Ritchie" Nelson
Irving (Ike) Barber, O.C., O.B.C.	Henry Holman (Hank) Ketcham III, O.B.C.	Dr. Rudy North, C.M., O.B.C., B.Comm., LL.D.
Ross J. Beaty, C.M.	Henry Holman (Pete) Ketcham Jr.	David Oppenheimer
Henry Ogle Bell-Irving	Samuel Kendall (Sam) Ketcham	Jim Pattison, O.C., O.B.C., C.B.H.F.
Charles Bentall L.L.G. (Poldi) Bentley	William Peters (Bill) Ketcham	Art Phillips
Peter Bentley, O.C., O.B.C., LL.D. (Hon)	Hassan Khosrowshahi, C.M., O.B.C.	John (Jack) W. Poole, O.C., O.B.C., B.Sc.
David Black, LL.D. (Hon)	Leon J. Koerner, LL.D.	John Prentice
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Alex A. Campbell, O.B.C., LL.D.	Hok Yat Louie	Dick (Percy Ritchie) Sandwell
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Lucille Johnstone, C.M., O.B.C., LL.D., C.G.A.		



Celebrate JA! recognizes the accomplishments of our brightest students and the contributions of our donors. Two of our Business Laureates of BC Hall of Fame inductees - Ross J. Beaty, Executive Chairman, Alterra Power Corp. and John McLernon, Honorary Chair & Co-founder, Colliers International shared their experience with over 100 Junior Achievers at a pre-event Fireside Chat.

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FINANCIALS

STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED JUNE 30TH

	2017	2016
ASSETS		
Current		
Cash and cash equivalents	\$ 1,226,766	\$ 674,875
Investments	1,673,111	2,093,342
Interest and other receivables	313,172	224,676
Prepaid expenses	16,936	19,207
	3,229,985	3,012,100
Capital assets	384,388	395,689
	\$ 3,614,373	\$ 3,407,789
LIABILITIES		
Current		
Accounts payable and accrued liabilities	\$ 136,985	\$ 62,368
Deferred contributions, external restricted	466,059	370,392
Current portion of obligation under capital lease	1,155	4,794
	604,199	437,554
Deferred contributions, externally restricted	253,708	576,405
Obligation under capital lease	-	1,155
	857,907	1,015,114
NET ASSETS		
Endowment	200,000	200,000
Restricted - Place of Honour	346,153	346,153
Unrestricted	2,210,313	1,846,522
	2,756,466	2,392,675
	\$ 3,614,373	\$ 3,407,789

STATEMENT OF OPERATIONS FOR THE YEAR ENDED JUNE 30TH

	2017	2016
REVENUE		
Contributions	\$ 1,398,067	\$ 1,368,383
Special events	984,969	762,414
Government grant	333,324	333,324
Interest	44,955	58,499
Endowment Income	34,963	33,420
Amortization of deferred contributions related to capital assets	768	11,243
	2,797,046	2,567,283
EXPENSES		
Salaries and benefits	1,410,334	1,437,506
Special events	369,771	330,093
Programs	330,684	345,661
Office	102,296	58,395
Facilities	102,142	103,596
National Fees	99,674	97,142
Accounting and audit	29,484	26,984
Amortization	14,502	26,412
Staff development	5,632	13,454
Other	2,251	549
Interest on capital lease obligation	246	1,352
	2,467,016	2,441,144
Excess of revenue over expenses before the undernoted	330,030	126,139
Unrealized gain (loss) on investments	33,761	(15,431)
Excess of revenue over expenses	\$ 363,791	\$ 110,708

Note: These summary financial statements include the records of JA British Columbia only. The complete audited financial statements, reported on by Grant Thornton LLP, are available upon request.

VISION AND MISSION

MISSION

Inspire and prepare young people to succeed in a global economy.

VISION

Be the partner of choice for businesses, educators and policy makers around the globe seeking to expand youth, education and economic development.

VALUES

- Belief in the boundless potential of young people.
- Commitment to the principles of economics and entrepreneurship.
- Passion for what we do and honesty, integrity and excellence in how we do it.
- Respect for the talent, creativity, perspectives, and backgrounds of all individuals.
- Conviction in the education and motivational impact of relevant, hands-on learning.
- Belief in the power of partnerships and collaboration.

JA BRITISH COLUMBIA

JA British Columbia (JABC) is a member of JA Canada and part of JA Worldwide (JA), the world's largest not-for-profit organization dedicated to educating young people about business. Since 1955, British Columbia schools have relied on JA to inspire and prepare youth to succeed in an ever-changing global economy. In 2016 - 2017, over 40,000 BC students benefited from JABC programs delivered free of charge facilitated by volunteers from local business communities who bring their real-life experience into the classroom. JABC programs focus on work readiness, financial literacy and entrepreneurship, giving students the confidence and skills they need to become the next generation of business and community leaders.



JA British Columbia

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