

Report to the Community 2021-22

**START
HERE.**



JA
South Western
Ontario

Member of
JA Canada

This is JA

At JA South Western Ontario, we believe in the boundless potential of youth—and we create opportunities for them to explore this potential through relevant hands-on learning.



Mission

JA inspires youth and prepares them to succeed in a global economy.

Vision

A world in which...young people have the skillset and mindset to build thriving communities.

Success starts here. Relevant, hands-on learning through JA has the power to economically empower our students and transform our communities. JA programs focus on financial health, work readiness and entrepreneurship – giving students in grades 4-12 the tools they need for their futures. Working with corporate partners, volunteers and teachers, JA creates important connections to the workforce and prepare youth for the jobs of tomorrow. JA South Western Ontario inspires students from Windsor-Essex to Grey-Bruce to Niagara.

Our Core Values

We operate with six core values, which we keep at the center of everything we do:



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We are on a mission to inspire and prepare young people to succeed in a global economy.

Message from the President & CEO

The 2021-2022 year was filled with many opportunities, challenges and successes. In our first year as an amalgamated charter serving Essex, Chatham-Kent, Lambton, Elgin, Middlesex, Oxford, Huron, Perth, Bruce, Grey, Wellington, Waterloo, Brant, Hamilton, Haldimand-Norfolk and Niagara regions, we were able to inspire almost 21,000 students with a JA program. Our education partners continued to navigate uncertainty in schools due to the pandemic, and our business and community volunteers continued to adjust and adapt. Thank you to everyone for your perseverance and resilience!

In June, the JA South Western Ontario Board of Directors approved an ambitious 3 year strategic plan – one that would see us grow exponentially, impacting 40,000 youth annually by the end of June 2025. To achieve that goal, we'll need to increase our volunteer engagement, raise more money and partner with more teachers and educators. We'll need to continue to offer programs that students and teachers want, in the ways they want them.

JA South Western Ontario is focusing on an exciting vision for the future – one where young people have the skillset and mindset to build thriving communities. By helping students develop self-efficacy, we are proactively working to reduce some of society's biggest challenges – un(der)employment, poverty, homelessness. The environment and social justice issues are also concerns for today's youth. JA's programs help youth develop critical thinking, problem-solving and teamwork skills that are needed to solve these problems.

Thank you to everyone who supported JA South Western Ontario in the last year. We couldn't have achieved the success we did without your support.



KAREN GALLANT
President and CEO
JA South Western Ontario

A handwritten signature in black ink that reads "Karen Gallant".





JA programs empower the next generation of Canadian leaders, innovators and entrepreneurs. Together we can equip youth with skills for the future of work.

Our Pillars

We work with schools to deliver experiential programs in the classroom to students in Grades 4-12. We also work directly with students through self-directed online learning and after school programming.



Our work is centered around three core pillars:

1. Financial Health

Students develop real-world skills they can apply to their lives immediately – such as budgeting, investing and aligning their financial choices with their goals.

2. Work Readiness

Students learn how to translate their interests and skills into successful careers. They also develop practical job skills such as interviewing, communications and critical thinking.

3. Entrepreneurship

Students gain firsthand experience in running a business. They work with mentors from their local business communities to create strategies and manage companies.



Our Programs - Grades 4-8



More than Money

Students learn about earning, spending, sharing, and saving money.



Our Business World

Students explore how businesses are created and what makes them thrive.



A Business of our Own

Students learn how to start a business, produce and promote their products, track their finances, and manage a team.



Dollars with Sense

Students get the vital tools they need to make smart financial decisions, live debt-free and become savvy investors.



Economics for Success

Students learn what's needed to succeed in today's workforce and think about life after high school.



World of Choices: Career Hunt

Students come together with career mentors to explore different career paths.

Legend



elementary school programs



middle school programs



secondary school programs



Our Programs - Grades 9-12



Personal Finance

Students gain personal money management skills including spending wisely, budgeting, saving, investing, and using credit.



World of Choices

Students come together with career mentors to explore different career paths.



Company Program

Over several months, students learn how to organize and operate a real business.



Investment Strategies

Students learn how to save and invest for the future. With an online stock market simulation, students manage their own simulated stock portfolio.

Legend



elementary school programs



middle school programs



secondary school programs





**Imagine a generation of students
armed with the confidence and
understanding to take control of
their futures and equipped to
achieve their dreams.**

Our Impact in 2021-22

We continued to face pandemic-related challenges this year, including transitions between in-class and remote learning environments. Programs were delivered virtually or facilitated by teachers. Despite the challenges, we were able to impact more students than last year.

JA SOUTH WESTERN ONTARIO IMPACT 2021-22



20,987
students



275
schools



852
classes



409
volunteer
engagements





This program is an eye-opener, very interesting and unique. I find it very helpful for high school students such as myself.

-Student, JA World of Choices

Highlights

Amalgamation - July 2021

Last fiscal year, the Boards of directors of JA Waterloo Region and JA South Western Ontario conducted extensive due diligence around the amalgamation of the two organizations. Effective July 1, 2021, the newly amalgamated JA South Western Ontario came into effect. With 10 full-time and 1 part-time staff, JA South Western Ontario serves a large population of youth from Windsor-Essex to Grey-Bruce to Niagara.



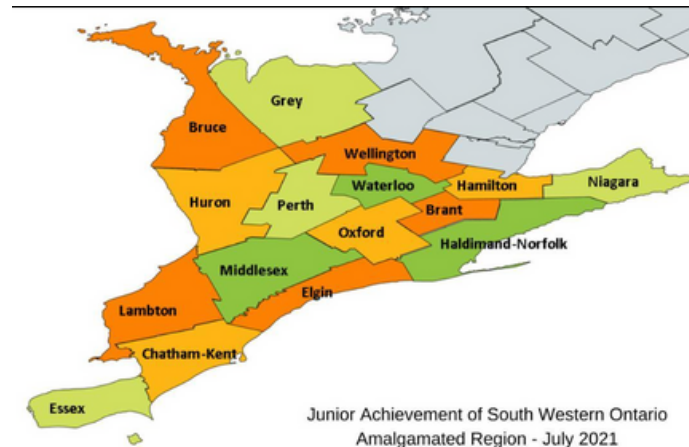
A graphic with a green header containing the logos for JA South Western Ontario and JA Waterloo Region. Below the header is a photograph of a diverse group of young people high-fiving. The text below the photo reads: "We're joining forces! for a stronger Junior Achievement Introducing the new..." followed by the JA South Western Ontario logo.

JA South Western Ontario
A Member of JA Canada

JA Waterloo Region
A Member of JA Canada

We're joining forces!
for a stronger Junior Achievement
Introducing the new...

JA South Western Ontario
A Member of JA Canada



A dark green rectangular banner featuring the JA South Western Ontario logo, which includes a stylized mountain peak icon and the text "JA South Western Ontario A Member of JA Canada".

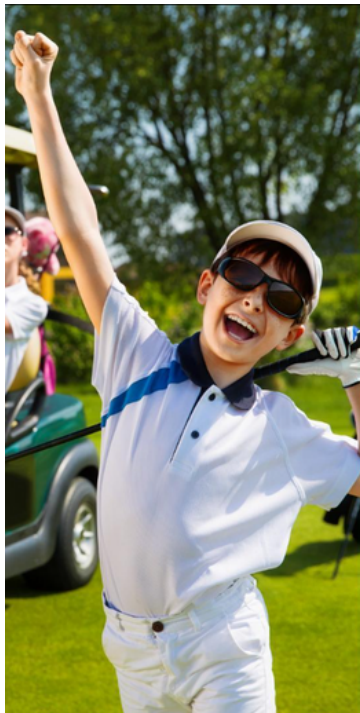
JA South Western Ontario
A Member of JA Canada



Highlights

Golf Tournaments - July & September 2021

On a hot and sunny day, 100 golfers enjoyed a round of golf at the beautiful Riverbend Golf Community.



**Monday, July 26th,
2021**

Riverbend Golf Community

**JA's 31st Annual
Invest in Kids Golf
Tournament**

Register today!
Registration deadline is
July 5th.



JA's 29th Annual

**Putting for Potential
Golf Tournament**

Thursday, September 23rd, 2021

Rebel Creek Golf Club, Petersburg, ON

Register Today!



Our original golf date was rained out as the course was flooded, but September 23 was a lovely fall day for our 29th Putting for Potential golf tournament. Following the round, golfers enjoyed an outdoor cocktail reception and had the opportunity to bid on a number of silent auction items

Thank you to all sponsors, golfers and silent auction supporters!



Highlights

Virtual London and District Business Hall of Fame - October 2021

With ongoing pandemic restrictions continuing, the London and District Business Hall of Fame was once again a virtual event. We were very pleased to welcome Karen Fryday-Field and Joel McLean as Honoured Laureates in 2021.

JA South Western Ontario
A Member of JA Canada

The 31st Annual London and District Virtual
BUSINESS HALL OF FAME

Gala

HONOURING LAUREATES
KAREN FRYDAY-FIELD AND
JOEL MCLEAN

THURSDAY, OCTOBER 21ST, 2021
Virtual Event • 7 - 8:30 PM

PLEASE REGISTER ONLINE TO JOIN US AND
**CELEBRATE
EXCELLENCE**
AT <https://jaswo.org/bhof>

Karen Fryday-Field
MANAGING PARTNER
Meridian Edge Leadership and
Governance Consulting Group

Joel McLean
FOUNDER
Info-Tech Research Group

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**Thank you to all sponsors and attendees.
We look forward to seeing you again in 2022!**



Highlights

Virtual Program Events - October 2021 through June 2022

EMPOWERED WOMEN

March 24th, 2022 6:30-9 PM

Female leaders of today
guiding and inspiring the
leaders of tomorrow
in their career paths and
choices.



Who inspires YOU?
Find her here.



Presented by:



Community Supporter:



Regional Partner:



Our Virtual Career Conference allowed students to explore a variety of careers in more depth, hearing from experts in each field.



- Virtual Career Conference for high school classes
- Breakout sessions with career mentors
- Interactive speakers
- Morning, afternoon, or full day sessions



CAREER SUMMIT

JOIN US JANUARY 19TH!

<https://jaswo.org/programs/grades-9-12/world-of-choices/>

We gathered an incredible group of women to share their career paths and inspiring stories with high school students from across South Western Ontario. Get tips on how to choose the right career for you, how to land the job, and how to start making a difference in the world right away.



— THE EFS EVENT —

LIVE Online experiential training in career and budget planning PLUS interactive takeaway classroom activities. Grades 7 & 8.

June 14 OR June 16
9:15 - 10:40am



We turned this fantastic program into an EVENT! Our virtual volunteers guided students in setting goals, budgeting, and strategies for a successful future.



Highlights

Virtual Company Program - November 2021 - May 2022

JA Company Program provides high school students with a low-risk, first-hand experience in business and entrepreneurship. Over 18 weekly sessions, students had the opportunity to create and operate a real online business in a team with the guidance of mentors from the local business community.

2021-22 JA COMPANY PROGRAM

201 Students

Receiving entrepreneurship training to increase their overall marketable skills and prepare them to be the community builders of the future.



14 Companies

Gaining hands-on experience in building a company from start to finish.



33 Volunteers

Bringing real world perspective to the program, engaging with students every step of the way.



\$9,200+ In revenue earned

Comments from our Company Program Students

"I loved it! It gave me the chance to feel what it was like to work together as a team and create a real business."

"I never thought that I would ever have an opportunity like this!"

"It's an amazing program and I think everyone should at least try it once."

"It was the best thing I've ever experienced."

"It allows you to connect with others your age and build something you are proud of."

"It was an amazing way to get into the world of business."

"It is definitely out of my comfort zone and that's mostly why I keep coming back to it every year."

"Life-changing."



Highlights

Virtual Company Program - November 2021 - May 2022

Companies in Action!



JA Canada Company of the Year Success!

ja_swo

JA ja_canada Posted @withregram • @ja_swo Cheering on 4U! a JA Company from London, ON as they pitch their company in the JA Canada Company of the Year finals today! Also wishing good luck to the other finalists. Arriere-Saison from @IAQuebecOSBL and Stackd from @IACentralON! So proud of all of you!! #CoY #idont

JA ja_canada Congratulations to @youclothingcanada from @ja_swo, the winner of our Social Enterprise Category and finalist for Canadian Company of the Year. Good luck in the finals! Watch today at 1pm EST. <https://jaworldwide.zoom.us/j/93580997571> #COY2021 #MakeMorePossible @TedRogersFund

Canadian Company of the Year Championship

Social Enterprise
JA South Western Ontario

COY 2022 JA Canada

JA ja_canada Happy Monday - we're delighted to start the week with some good news!

Last week the Company Program finalist teams competed virtually in the Canadian Company of the Year Championship in the categories of manufacturing & retail, technology and social enterprise. All the presentations were quite impressive, and our judges had a very difficult task.





The students were very engaged throughout the program and loved learning about possible business ideas, and what it ultimately takes to become an entrepreneur. I had many students coming up with ideas that they plan on implementing in the near future!

-Grade 6 Teacher, JA A Business of Our Own

Thank you to our Donors

On behalf of our Achievers, we want to thank you for your support. Your generosity allows us to invest in the leaders of tomorrow.

\$100K+



An agency of the Government of Ontario
Un organisme du gouvernement de l'Ontario



Foundation

\$25K-\$99.9K



Employment and
Social Development Canada

Emploi et
Développement social Canada

\$10K-\$24.9K



Region of Waterloo



- Acorn Fund
- Barbara and John Cronyn Fund
- Donald and Elizabeth Ness Fund
- London Chamber of Commerce Corporate Challenge Fund
- Ross Imrie Scholarship Fund



Thank you to our Donors

\$5K-\$9.9K



Canada



The Larry Myny Investment Group



L. H. Gray & Son Limited



- Retired Business & Professional Men's Club of K-W Fund
- Terry Burch Memorial Fund
- Woolwich Community Fund



Thank you to our Donors

\$2.4-\$4.9K



Ross & Doris Dixon Charitable Fund



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Additional Supporters

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- Angela Abdallah
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- Cambridge & North Dumfries Community Foundation

- Cameron Charlton
- City of Port Colborne
- Community Foundation Grey Bruce
- Conrad School of Entrepreneurship and Business, University of Waterloo

- Davis Martindale
- Deanna White
- Dumfries Mutual
- Elgin St. Thomas Community Foundation
- Enbridge

Thank you to our Donors

Additional Supporters

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- Fibernetics
- Fox Financial Planning - IG Wealth Management
- Gibson Sound and Vision
- Gowling WLG LLC
- Grand Bend Community Foundation (aka Sunset Community Foundation)
- Grand Bend Community Fund
- Hsiu-Yan Chan
- Jasmine Lather
- John K. Bell
- John Wray
- Karen and Michael Gallant
- Kristine Woodruff
- Manulife Financial
- Michael Vega Diaz
- Oxford Community Foundation
- Peter McMahan
- Rotary Club of Chatham - Nevada
- Rotary Club of Stratford
- Ryan McDermott
- Shell
- Stratford Perth Community Foundation
- SunLife
- The Corporation of the City of Woodstock
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- Transform Products
- WalterFedy
- Waterloo Catholic District School Board
- Woodbridge Foam

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Fanshawe College*

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*Student Achievement Consultant,
Waterloo Catholic District School
Board*

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TABITHA SCHWARZ

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(SECRETARY)

Associate, Harrison Pensa

BRAD GEDDES
(DIRECTOR EMERITUS)

*President and Chief Executive
Officer, Zucora Home*

WAYNE TJOELKER
(PAST CHAIR)

Partner, BDO Canada LLP

Meet the Team

Karen Gallant

President & CEO

Alicia Gall

*Community Projects and
Partnerships Manager*

Amma-Zaynab Ibrahim

*Program Manager – JA
Job Shadow Program*

Karen Chafe

*Director, Programs and
Operations*

Claudia Villatoro

*Program Manager –
London-Middlesex, Elgin,*

Zoe Burness

Program Coordinator

Jenne Wason

*Director, Marketing and
Communications /
Regional Director*

Megan Siddall

*Program Manager –
Chatham-Kent, Sarnia-
Lambton, Windsor-Essex,
Huron, Perth, Bruce, Grey*

Denise Pelley

*Executive Assistant/ Event
Manager*

Melissa Derbyshire

Director, Philanthropy

Sheena Gosse

*Program Manager –
Waterloo Region,
Guelph-Wellington,
Brant, Haldimand,
Norfolk, Hamilton,
Niagara*



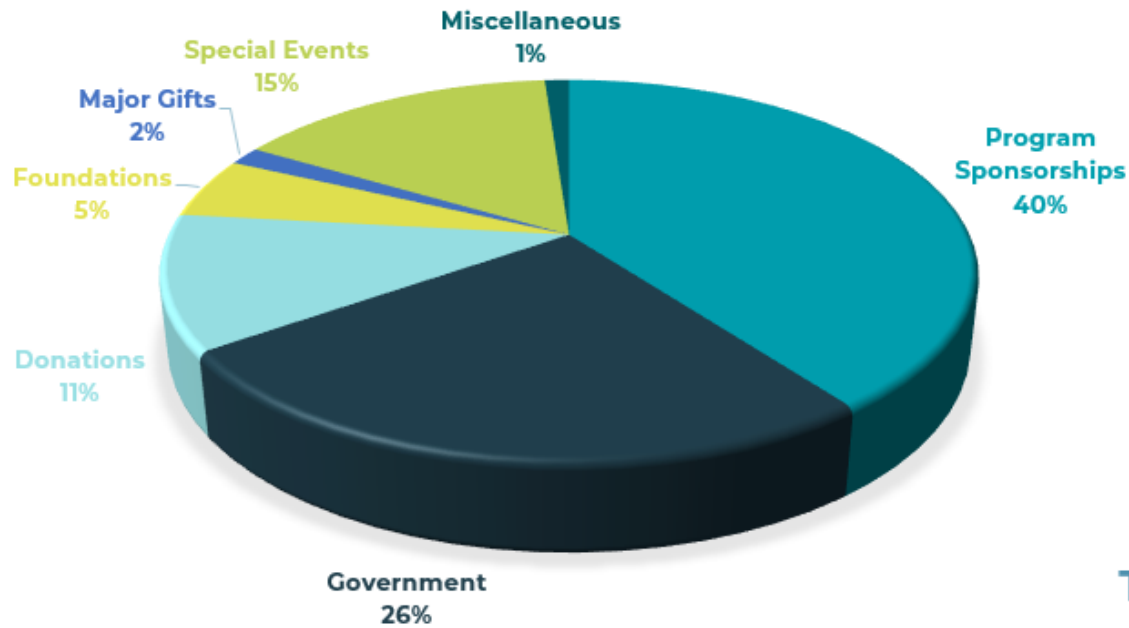
JA South Western Ontario works with teachers and students to provide experiences in financial health, work-readiness, and entrepreneurship.



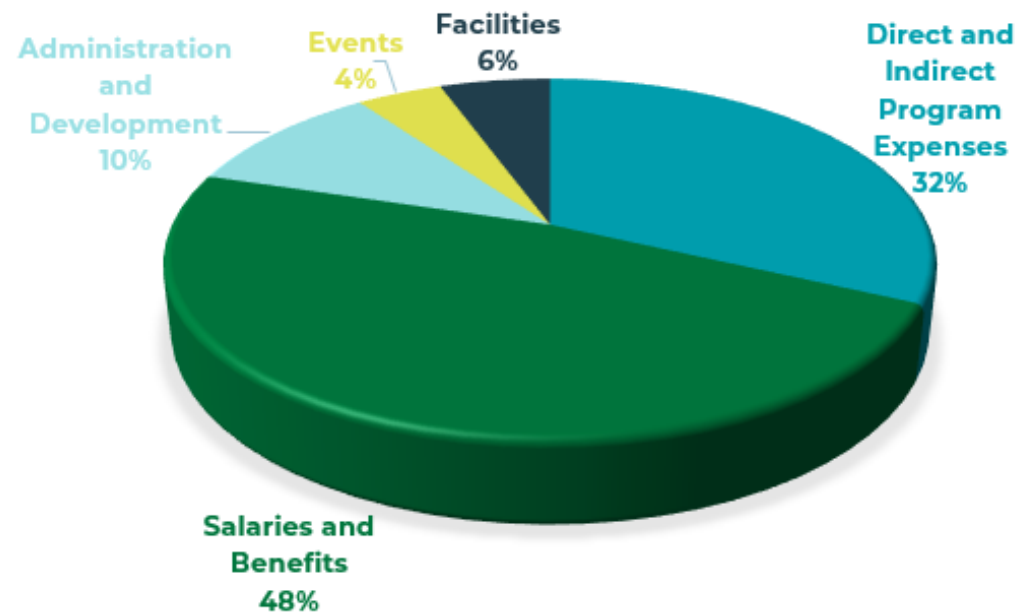
Photo by Shock

Our Financials

TOTAL REVENUE = \$997,700



TOTAL EXPENSES = \$982,383





JA South Western Ontario

Member of JA Canada

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company/jaswo