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January 10, 2008

W.H. McGannon Foundation  
c/o Mr. Joe Hardy  
Account Development Executive  
Compliance Management Inc.  
220 Royal Crest Court, Suite 1  
Markham, ON L3R 9Y2

Dear Joe,

Once again I would like to offer my sincere thanks to the W.H. McGannon Foundation for their support of Junior Achievement of Central Ontario's annual Company Program Student Management Training Seminar.

I am very pleased to enclose the following report which summarizes the success of the W.H. McGannon Foundation's generous \$5,000 grant.

We hope that the W.H. McGannon Foundation will consider funding this unique and important seminar in 2008, so that Junior Achievement of Central Ontario can continue inspiring local youth to reach their full potential.

Sincerely,

A handwritten signature in black ink that reads "Jeff Good". The signature is written in a cursive style with a large initial "J".

Jeff Good  
President & CEO



# Grant Report

Presented to:

**W.H. McGannon  
Foundation**



By:  **Junior  
Achievement<sup>®</sup>**  
Central Ontario

**January 10, 2008**

# Project Summary

It is thanks to the generous support of the McGannon Foundation that Junior Achievement of Central Ontario is able to offer entrepreneurial young minds the opportunity to participate in a one day Student Management Training seminar.

The Student Management Training seminar is an annual event that Junior Achievement of Central Ontario runs for student management teams from the Company Program. Taking place on Saturday November 24<sup>th</sup>, 2007, this year the event was well attended by over 150 student executives from 24 Company Programs across the Toronto, York and Peel Region areas. Students were trained on how to be efficient and effective leaders in their respective companies.

## Risk Management: a Hot Topic in our Global Economy

A highlight of the day is always the 'Business Survival Game', led by Joe Hardy's team from FM Global and the W.H. McGannon Foundation. The two hour 'Business Survival Game' teaches students about the risks involved with operating a business and they receive training in risk management from a corporate perspective. Students work in teams of six to compete against each other for prizes. Year over year the game provides invaluable information and is a great success!

The 150 youth who attended played the 'Business Survival Game' learned:

- How to recognize risk
- How to make a risk assessment
- How to prioritize risks
- How to accept the consequences of risk
- How to avoid bad risks
- Financial risk management
- Careers within the risk management industry
- How to create a risk management plan

No business is risk free and for the majority of students participating in the seminar, the Business Survival Game is their introduction to the world of risk management. Students learn to safeguard their companies and increase their success rate by having an effective risk management policy in place. Teaching students how to identify risks before they occur, gives them the time and space to prepare and to put solutions in place if needed. The game enables them to gain critical knowledge required to ensure the success of their JA companies, and all future business and life endeavours.

# Learning to Lead

The 23 Company Program Advisors who volunteered to participate in the Company Program Management Training seminar were essential in making the day a great success. Advisors lead the break-out sessions for the individual management teams and worked with students to help them understand their respective executive roles within their company. The break-out sessions gave students the opportunity to learn best practices from real corporations as well as other JA student companies. There were six Vice President break-out rooms (VP Finance, VP Human Resources, VP Information Technology, VP Marketing & Sales, VP Production, VP Environment, Health & Safety) and one President break-out room. Each executive break-out group was lead by 2-3 Company Program Advisors; students worked through their JA Executive Workbooks during this two hour session.

The program agenda was well received by students. Feedback received from students and volunteer advisors indicated that the training session was both inspiring and informative. The entire event ran from 8:30am – 2:30pm; students were provided breakfast and lunch. Donated prizes were awarded throughout the day (via raffle draw) to ensure a high level of student interest and involvement.

Positive feedback about the Company Program Management Training seminar continues to pour in from teachers, students and volunteers. Students were additionally impressed by the seminar location; for most was their first experience having access to the executive offices of a banking institution. A special thank you was sent to RBC and Pafoua Vang for hosting the event. As always, the pizza was a “hit” with students. Certificates and surveys were distributed at the end of the event to every student.

Thanks to the W.H. McGannon Foundation the day was a huge success. Students left feeling in control and were ready to lead their companies. We look forward to another successful partnership in 2008.

***Thank You for Your Support!***