

 Young Enterprise

End-of-Year
**Impact
Report
2018**

What a year it has been!

Time has certainly flown by in what has been a whirlwind of a year. There have been plenty of highlights that we'd love to reflect on with you as we wrap up a successful 2018.

About Us

Young Enterprise is all about preparing young people to thrive in both business and in life. We create and enable authentic learning experiences that get students financially savvy and excited about business so that they're equipped and ready to become our future decision makers and disruptors!



For a small, lean charity we do a lot for young people across New Zealand, and we always have plenty going on. Most people know of our flagship programme The Lion Foundation Young Enterprise Scheme (aka YES), where senior secondary students set up and run their own business, but we have a few other balls in the air too:

Classroom Resources

We work with 85% of secondary schools to bring enterprise into the classroom by providing curriculum-based resources, teacher training and onsite support. Our range of resources include practical activities such as market days and lessons around managing finances.

Facilitated Experiences

Immersive experiences run by our trained facilitators designed to excite and engage students. These include:

- **BP Business Challenge:** 3-day business experience where year 11 students create a virtual business concept, plan, product display and business pitch for a panel of local expert judges.
- **He kai kei aku ringa Business Challenge** a 3-day business experience tailored for years 10 and 11 rangatahi.
- **TPU Challenges:** 2-3 day experience for teenage parents structured around financial capability.

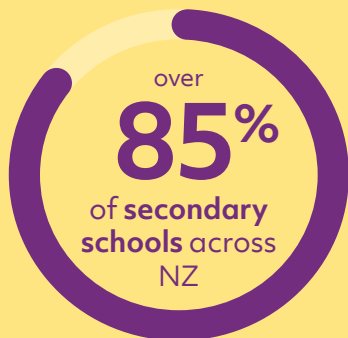
- **Insurance Day:** 1-day experience for intermediate students, introducing them to the concepts of risk and reward.
- **GrowingNZ Innovation Challenge Day:** 1-day Primary Sector innovation challenge for Year 9–11 students where industry experts run challenges based on current sector problems.

Extreme Experiences

Designed to transform our YES students who are passionate about entrepreneurship. These include:

- **Entrepreneurs in Action:** students extend their innovative thinking and experience business at a fast pace through two intense back-to-back challenges and meet other YES students with a passion for enterprise.
- **International Study Tours:** students win places on overseas field trips to fast-track their understanding of global trade.

We worked with



376
schools downloaded



our resources
8123
times

We have a lot to celebrate!

2018 in numbers

We sent



41
YES students on
1 of **5**
overseas business
study tours



3734
students from

188
schools did YES
and set up



915
companies



89

students attended

1 of 6

Teen Parent Unit Workshops



260

rangatahi
participated in a
He kai kei aku ringa
Challenge

28

secondary schools
attended a
He kai kei aku ringa
Challenge

541

students from

64

schools
attended a

GrowingNZ
Innovation
Challenge Day



101

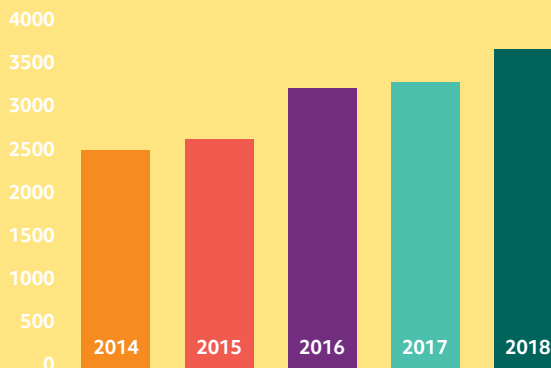
teams from

13

schools
competed in the



in-class
GrowingNZ
Innovation
Challenge



Number of students participating in
YES over the past five years

2720 students
from 49 schools



attended a BPBC this year



We're celebrating 25 Years with BP

For 25 years BP has helped us in helping thousands of young Kiwis experience business and develop work-ready skills through a number of programmes and events including The Lion Foundation Young Enterprise Scheme and the ever-popular BP Business Challenge.

This year to celebrate this long-standing partnership, BP launched the BP Innovation Scholarships. The annual scholarship programme saw five students awarded \$1000 each to go towards study-related costs for their first year of tertiary education in STEM subjects in 2019. The purpose of the scheme is to give back and help young innovators make the most of the opportunities before them.

Thank you, BP, for inspiring and supporting New Zealand's future leaders! Happy Anniversary – we love having you on board!

This year YES is proud to be celebrating 25 years of partnership with BP – our longest serving sponsor.





Young Enterprise



Rangatahi Business Challenge Inspires Tamariki

2018 saw Young Enterprise roll out a second year of the He kai kei aku ringa (HKKAR) Rangatahi Business Challenge at marae in Rotorua, Whangarei, Whakatane, Whanganui and Hamilton. 260 students from 28 schools across the North Island attended a HKKAR Challenge, where they developed work-ready skills, learnt about enterprise and business, and connected with local Māori entrepreneurs.



We think HKKAR was a huge success this year, and so did Māori Television!



Young Enterprise



Young Innovators say YES to Curiosity: the GrowingNZ Innovation Challenge

The GrowingNZ Innovation Challenge gets junior secondary students solving real-world problems within New Zealand's primary sectors. The challenge is tailored to students with an interest in technology, science and business, and requires them to work in teams to research and investigate an industry-specific issue, formulate a technological and/or scientific solution, and even create a prototype for their innovative idea.

With advice and insights from industry experts, students get a great taster of the opportunities awaiting them in the primary sectors.

This can be run in-class using our online resources or students can attend one of our exciting facilitated experiential days – this year saw more than 500 students from 64 schools across the country attend, and they've got plenty to say about it!



"I learned that creativity and science can work together to solve a lot of NZ's problems." **Student**

"I learned about the opportunities that are available for me in my future." **Student**

"I was blown over by the ideas that were shared in the challenges. Overall an excellent experience for them." **Teacher**

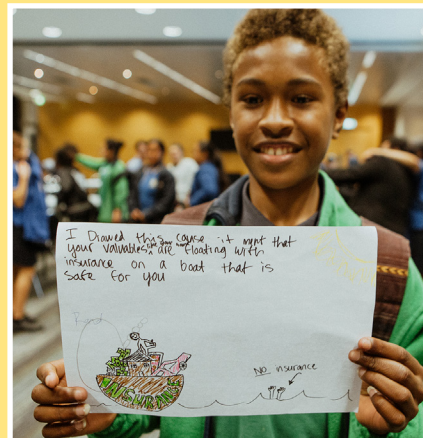
Teen Parents get Business Savvy

Young Enterprise runs Teen Parent Unit Programmes across the country to develop financial capability and business savvy in teenage parents. In 2018, we facilitated five 2-3 day Business Challenges for teen parents in Hutt Valley, Palmerston North, Hawke's Bay, Invercargill, and Northland where students learnt about the basics of how they could start their own business. We also held four 2-3 day Teen Parent Unit Financial Capability Workshops in the Auckland area and Northland to educate students about budgeting and money management.

"This was an exciting business experience that has been designed and funded specifically for teen parents. It has totally captivated our students!" **Teacher**

"I think the course is very helpful. Everyone should do it." **Student**





Insurance Day

Students Learning to Weather the Storm

This year Insurance Day was a fun day out of the classroom for students from four intermediate schools from West Auckland.

Insurance Day enables young people to learn about the benefit and value of insurance by putting risk and consequence in simple terms and relevant, applicable situations.

At this high-energy facilitated day, students used the Banquer app to make their learnings real as they interacted in a series of simulated real-world scenarios.

Thanks to our very generous sponsor Insurance Council New Zealand and their member organisations who volunteer on the day.

"The fact that you managed to hold the attention of so many children on a topic that probably isn't the most interesting for them was nothing short of a miracle. You had the perfect balance between not overloading them with information but ensuring they learnt the fundamentals in a fun and interactive way."

Industry Mentor

"Learning about insurance will really help me in the future" **Student**

"This was FUN!" **Student**

"We need to do more of this as a school" **Teacher**

Say YES to Adventure

The CAPEs International Business Study Tours

This year has been a busy one with three international business study tours completed and another three coming up.

So far, we have taken some of our most passionate YES students to Singapore, Chile and Brazil, and are looking forward to visiting Singapore (again) and Colombia in January 2019, plus Vietnam in April 2019. These trips are all thanks to the Southeast Asia and Latin America Centres for Asia-Pacific Excellence, who have partnered with YES to provide opportunities for young entrepreneurs to extend their global business knowledge and their understanding of international trade environments.

"The experience in Brazil with YES exposed me to a new way of doing things. It gave me a new appreciation for culture and gave me skills to turn cultural differences into business opportunities."

Student, Brazil 2018

"It was an amazing opportunity to gain new skills and expand my creative and innovative ideas for a future business."

Student, Singapore 2018



Latin America
Centre of
Asia-Pacific Excellence



Southeast Asia
Centre of
Asia-Pacific Excellence



10 Years with CA ANZ

We're excited to be celebrating 10 years of partnership with Chartered Accountants Australia and New Zealand!

As a sponsor of the popular 3-day Business Challenge and the Young Enterprise Scheme over the last decade, CA ANZ have supported thousands of students to experience business first hand. From mentoring students, judging events, supporting our It's Business Time conference, to marking the hundreds of YES annual reviews for the national competition, CA ANZ staff and members nationwide have generously contributed their expertise and encouragement.



"We are thrilled to be celebrating a decade of partnership with the Young Enterprise. The Young Enterprise Scheme has given so many students the invaluable opportunity of experiencing what it is like running your own business as a young entrepreneur.

YES encourages secondary school students to consider a career in accounting that is rewarding and dynamic."

Peter Vial, CA ANZ

The 10+ Sponsorship Club

We couldn't do what we do without the incredible support of our partners and sponsors. We want to share a little aroha and a big shout out for all of those, past and present, who have been part of the journey in some shape or form for the past 10 years. Thank you, you're amazing!



THE FLETCHER TRUST



MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT
HĪKINA WHAKATUTUKI



THE LION
FOUNDATION
Here for good



MINISTRY OF
YOUTH DEVELOPMENT
TE MANATŪ WHAKAHIAITO TAIOHI
Administered by the Ministry of Social Development



NEW ZEALAND
TRADE & ENTERPRISE



Te Puni Kōkiri
REALISING MĀORI POTENTIAL



CHARTERED ACCOUNTANTS
AUSTRALIA - NEW ZEALAND





Young Enterprise Scheme National Awards

On December 6 we gathered at the YES National Awards gala dinner with our best and brightest YES students, as well as teachers, mentors, parents, alumni, supporters, sponsors and raving fans to find out who would be named The Lion Foundation Young Enterprise Scheme Company of the Year.

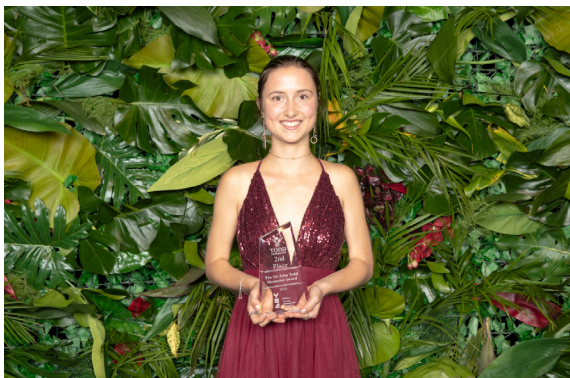
Twenty-one Regional Champions had come from across the country to pitch in the YES National Final competition to a panel of expert judges, but only one was crowned the supreme winner. Congratulations to all of the winning teams!



The Lion Foundation Young Enterprise Scheme Company of the Year

Volt Electrics
Henderson High School

Volt Electrics create sustainable and affordable e-bikes using recycled laptop batteries and old bikes that were otherwise destined for landfill. They now have four battery pack products available and have secured placement opportunities with AvantiPlus. Volt Electrics was awarded a \$3000 cash prize, and an additional \$2000 was awarded to Henderson High School.



2nd Place

The Sir John Todd Memorial Award

Top That!, Tauhara College

Top That! sells 100% vegan, all-organic meal toppings to add flavour to even the blandest of meals. Top That was born of sole trader Olivia Moore's love of health-conscious and scrumptious food. The company was awarded \$2000, as well as an additional \$1000 for Tauhara College.



3rd Place

The Todd Foundation Award

Limitless, Nelson College

Limitless invented the 'Nanosign' a cost-effective and innovative product to cover speed signs and improve road safety in New Zealand. The 'Nanosign' will lead the change in the way people react to road maintenance zones and change the predisposition that drivers currently have on speed signs. The company was awarded a \$1000 cash prize and \$1000 for Nelson College.

The final would not have been possible without our judging panel – thank you to Lisa King (Eat My Lunch), Peter Vial (CA ANZ), Simon Whyte (The Lion Foundation); Norm Thompson (Young Enterprise); Haley Mahoney (BP), Peter Fogarty (HSBC) and Tarah Nikora (The Royal Society of NZ) for lending your time and expertise on what was a very eventful on day!



Young
Enterprise
Scheme

National Excellence Awards

Thanks to our fantastic family of sponsors, there were also 11 National Excellence Awards given on the night to YES companies who shone in a particular area of business.



MINISTRY OF
YOUTH DEVELOPMENT
TE MANATŪ WHAKAHIAITO TAIDHI

Administered by the Ministry of Social Development

Ministry of Youth Development Award for Resilience

Letz Lead

Youth Unit, Hawke's Bay
Regional Prison



Unitec Award for Enterprising Technology

George, St. John's College, Hastings



Gallagher Award for Smart Technology

George, St. John's College, Hastings



Ministry for Pacific Peoples Award for Excellence in Pasifika Business

Kulture Splash

Manurewa High School



Ministry of Business, Innovation & Employment Award for Innovation

Volt Electrics
Henderson High School



He kai kei aku ringa Award for Rangatahi Entrepreneurs

AE Productions
Kerikeri High School



HSBC New Zealand Award for Environmental Sustainability

Hokianga Sustainable Fertiliser
Papa Taiao Earthcare



Ministry for Primary Industries GrowingNZ Sustainability Award: Food and Fibre

Hokianga Sustainable Fertiliser
Papa Taiao Earthcare



NZ Aid Programme Award for Solving a Development Problem

INCUT
Freyberg High School



BP Award for Social Enterprise

The Final Straw
St. Mary's College, Wellington



Chartered Accountants Australia and New Zealand Award for CEO of the Year

Nitha Vashti, Project Ātaahua
Gisborne Girls' High School

Nitha is the CEO of Project Ātaahua – an organisation that works with local artists and businesses to create stunning and vibrant murals throughout the Gisborne CBD.

Nitha was selected as the recipient of this award for her being a passionate, honest and engaging leader who puts strong emphasis on empowering her team members and taking accountability. Project Ātaahua has commissioned several murals already, and plans on doing many more. Watch this space!



The Sir James Fletcher Award for Most Inspiring Teacher

Gwyn Pratley, Otago Boys' High School
Gwyn was instrumental in the development of Business Studies at the school and as a result, the subject has become increasingly popular. He began teaching YES in 2016 and over the past three years has led the programme with energy and passion.

"Gwyn is an energetic and passionate teacher who genuinely cares about our personal success and development. He regularly goes above and beyond what is required of him as a teacher.

Gwyn has inspired our class to strive to be the best we can be, and I'm sure most students wouldn't be taking Business Studies if it weren't for him."

Student, Otago Boys' High School



"To me, YES is a gateway to bigger things. A taster if you will, of what running a business is like. Without YES, we wouldn't be here tonight, we wouldn't know what a lean canvas was, and we certainly wouldn't have the skills we have now to tackle the world's biggest problems."

Max Benter Lynch, Student Representative - YES Class of 2018





2018 Alumni Awards

The Young Enterprise Alumni Awards celebrate the achievements of an estimated 75,000 students who have completed the Young Enterprise Scheme.

Emerging Alumni Award

The Emerging Alumni Award finalists were selected for making a significant impact in New Zealand business so early on in their entrepreneurial journey. These are the bright burners who are just getting started!

Finalists:

Founder of Tu Kotahi Program



Ezekiel Rauhi

Co-Founders of Sharesies



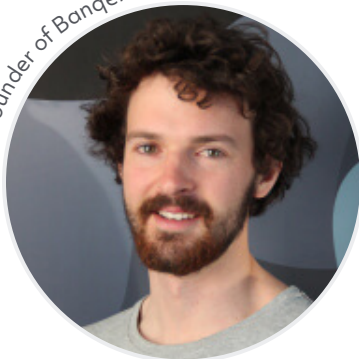
**Brooke & Leighton
Roberts**

Craig Smith



Ex-CEO and Co-Founder of Education Perfect

Co-Founder of Banquer



Ben Wigley

Brad Rowe



Founder of Bluefix Boatworks

Innovation Specialist Creave HQ



Steph Benseman

YES Emerging Alumni of the Year

Alexia Hilbertidou

GirlBoss NZ – a platform designed to encourage young females to get involved in STEM subjects – was entered into the YES competition in 2016. This year, GirlBoss STEM workshops have been held in more than 50 schools across New Zealand as well as four schools in the Cook Islands. This year, the company held the inaugural GirlBoss Awards in partnership with Trade Me which recognizes trailblazing young women who are defying stereotypes and creating change in their communities.

"The Young Enterprise Scheme changed my life and I know it will continue to change lives for generations to come."

Alexia Hilbertidou, GirlBoss NZ

CEO & Founder of Girlboss NZ





Distinguished Alumni Award

CEO & Co-Founder Kiwibank | Chairman NZ Story Group



YES Distinguished Alumni of the Year

Paul Brock

Paul Brock participated in the Young Enterprise Scheme at Havelock North High School. He was recognised as the YES Distinguished Alumni of the Year for the impact he has had on the banking sector and subsequently all New Zealanders, as well as increasing the benefits to export trade through his work with NZ Story Group.

"It's very satisfying to be in a position to make a strategic difference to New Zealand and in the lives of New Zealanders."

Paul Brock

Changes in the YES family

There have been a few changes in the YES family and we'd like to keep you in the loop:



New Pasifika Roaming Teacher

We also have a new Pasifika Roaming Teacher starting with us – Sian McMillan. Sian will be based in the Auckland area and will focus on increased participation of Pacific peoples in Young Enterprise initiatives. Welcome Sian!

Our current Pasifika Roaming Teacher, Lucy Wymer, will change her focus to creating cool content for our resources, and providing remote support to regions without a physical Roaming Teacher.



HQ Reshuffle

As of January 2019, our current Head of YES – Colin Kennedy – will be moving into a newly established role as the Head of Impact. The Head of Impact will focus on current and strategic initiatives that further enable and amplify the work that YES does.

We are therefore excited to announce that we have a new Head of YES who will start with us in the New Year – Elizabeth Pittman. Liz originally hails from the USA but has worked in New Zealand for the past few years, most recently leading a team at Oranga Tamariki. Welcome aboard Liz!



Changes on the Board

This year we welcomed Jeriel Sajan to our Board as our first Youth Trustee. As an organisation that works with young people, it seems only fitting that we have a youth representative on our board for added perspective.

Jeriel is a YES alumna who participated in YES in both 2015 and 2016. She has recently travelled to the Philippines to teach and inspire young people, and is involved in a number of community and youth projects, so she'll fit right in at Young Enterprise!



Northland

Gary Larkan *Regional Coordinator*
Andrea Panther *Roaming Teacher*



Auckland
Yasmin Gray
Roaming Teacher



Lucy Wymer
*Lead & Remote
Roaming Teacher*



Sian McMillan
Pasifika Roaming Teacher



Auckland South, East
Tony An
Regional Coordinator



Auckland Central, North, West
Jessica Connors
Regional Coordinator



Bay of Plenty
Pascale Hyboud-Peron
Regional Coordinator



Gisborne
Lena Bevan
Regional Coordinator



Taranaki
Miranda Williams
Regional Coordinator



Waikato/King Country
Levinia Paku
Regional Coordinator



Rotorua/Taupō
Atawhai Gillies
Regional Coordinator



Hawke's Bay
Karla Lee *Regional Coordinator*
Colette Mintoft *Roaming Teacher*



Manawatu/Whanganui
Johnelle Hosking
Regional Coordinator



Wellington
Joshua Peauafi *Regional Coordinator*
Yolande Rosario *Roaming Teacher*



Natania Katene
Māori Outreach Coordinator

Meet the Team

When it comes to the breadth of everything that we do, we have Young Enterprise staff working right across the country on a whole heap of stuff. Most people are familiar with the team at HQ, but there are many names and faces throughout New Zealand helping us to do the brilliant things we do:

If that wasn't enough, we have a whole team of Event Facilitators working across the country working to excite and engage our students at our events – we like to call them the Shabooya Squad!

- Ezekiel Raui
- Deb Hipperson
- David Frost
- Justice Hetaraka
- Marijke Caigou
- Greig Caigou
- Wayne Prince
- Charlizza Harris



Nelson/Marlborough
Ventura Fitzgerald
Regional Coordinator



Canterbury
Idoia Alday Gonzalez
Regional Coordinator



Timaru & South Canterbury
Regan Powell
Roaming Teacher



Southland
Joanne O'Connor
Regional Coordinator



South Canterbury
Fiona Jackson
Regional Coordinator



Otago
Sarah Rickerby & Cara Bradley
Regional Coordinators



A big welcome to our new Regional Delivery Partner – Toi Ohomai Institute of Technology – who will support us in delivering YES to the Rotorua/Taupō area in 2019!



Terry Shubkin



Lucy Robertson



Elizabeth Pittman



Paul Newsom



Hilda Foo



Yvona Hassed



Colin Kennedy



Jessikah Cresswell



Louis Ivory



Jaime Hayden



Ella Roche

Who's who in HQ

Here are the names and faces
at work in the engine room:

Sponsorship Opportunities



Entrepreneurs in Action

Set a real-life business challenge for our teams to solve for you!



YES National Award

Naming Rights
Industry specific
Arts & Culture
Sales & Marketing
Māori Business
Pasifika Business



It's Business Time

Support our 2-day conference



NZ Business Hall of Fame

Be seen with who's who of New Zealand's business leaders

If you want to know more about these exciting opportunities and join our sponsor whanau please contact our Head of Partnerships directly jaime.hayden@youngenterprise.org.nz

Sponsors and Supporters

PLATINUM



SILVER



NATIONAL



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- NZME
- Fujitsu
- NZ Māori Tourism
- Gallagher Family
- NZTE
- Gallagher Group
- Rata Foundation
- Klopache
- Ricoh
- Simplicity
- SkyCity Auckland Community Trust
- South British Capital
- Stafford Engineering Ltd
- Storbie
- Te Tumu Paeroa
- The ICE Foundation
- The Fletcher Trust
- Thomas George Macarthy Trust
- University of Otago
- University of Waikato

