

Annual Report **2020**





Think it.
Make it.
Smash it.

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Chair and CEO Introduction.

Like many people and organisations in Aotearoa and around the world, 2020 was a year of challenges and most importantly silver linings. As this report goes to print, it is hard to believe it has been just over a year since the world first heard of Covid-19.

Starting with the positives, the global pandemic and its impact on businesses and individuals reinforced to us and others the importance of what we do. The need to foster an entrepreneurial spirit in all young people is critical to their own success, no matter what pathways they choose to take – be it further study, employment, or entrepreneurship.

But purpose wasn't the only silver lining that we observed.

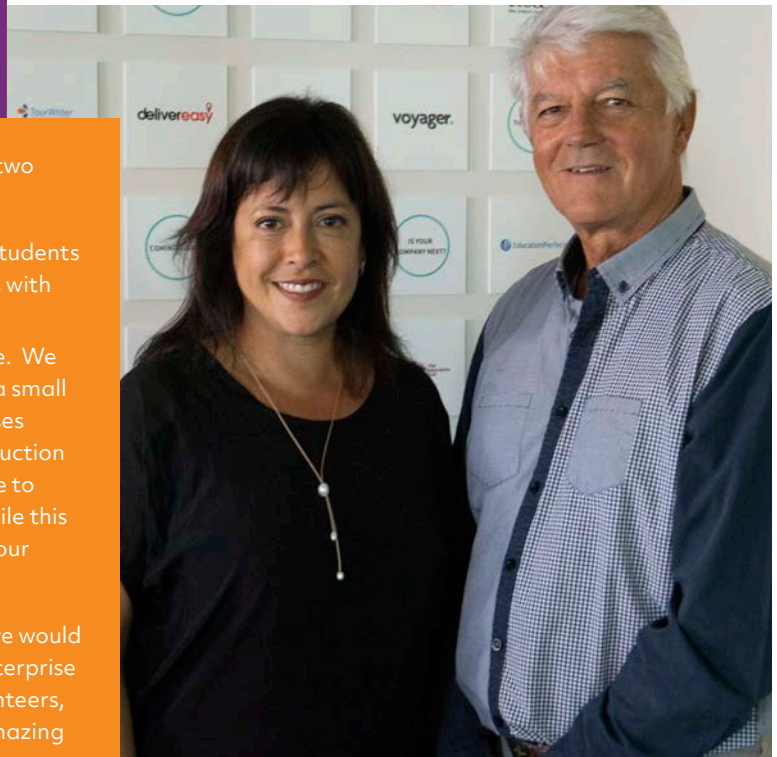
- **Team and Culture** – we couldn't be prouder of how our team responded. They were incredibly resilient throughout the whole year and never lost sight of supporting our students and teachers during a difficult time. They became experts at pivoting, and pivoting again, especially when we had to change EIA weekend for 80 students to a dual-city event in just nine days.
- **Alumni** – we loved how our Alumni Advisory Group demonstrated its value, with so many members volunteering to be a part of a handful of re-imagining projects as we pivoted our programmes and experiences. It was valuable to have a strong youth voice in our design, giving us great ideas not just for pivots, but in general. One of the highlights was seeing how we could replicate the extreme experience of doing an overseas programme with LatAm CAPE but keeping it within NZ borders.
- **Digital** – In 2019 we launched YES Online, a digital option for teachers and students using the iQualify platform. Uptake in 2019 was ok, but far from what we had hoped. With lockdown, we not only saw a great increase in the use of YES online but received a high volume of positive feedback from teachers on how great it was for them during those times.

Unfortunately, it was not all silver linings for us. The two biggest impacts we had were:

- **Reduced enrollments** – we estimate close to 500 students pulled out of doing YES because of the challenges with lockdown.
- **Financial** – we lost approximately \$440k of income. We were able to get through the year and still return a small surplus thanks to the wage subsidy, cuts to expenses around sales & marketing and HR, as well as a reduction in the number of feeder programmes we were able to offer due to lockdown and school restrictions. While this last point is good for the bottom line, it is bad for our purpose.

As we reflect on 2020 and move forward into 2021, we would like to thank everyone who was part of the Young Enterprise journey last year – including students, teachers, volunteers, sponsors, donors and alumni. And most of all, our amazing team who show every day that they are here for purpose.

Norm and Terry



Terry Shubkin
Chief Excitement Officer

Norm Thompson
Chairman

What we do.



Our vision at Young Enterprise is to build a pipeline of entrepreneurial-minded young people who will boost prosperity in Aotearoa. We are preparing young people to thrive in business and in life by creating authentic learning experiences for every learner, everywhere, by bringing enterprise into the classroom.

We always have a lot going on. Most people know of our flagship programme The Lion Foundation Young Enterprise Scheme (YES) where senior secondary students set up and run their own business, but what a lot of people do not know is the depth and breadth of what we do:

1. Classroom Resources

We work with over 85% of New Zealand secondary schools to bring enterprise and financial capabilities into the classroom. Along with providing curriculum-based resources, teacher training, and onsite support, we also offer a range of additional resources from practical activities and games right through to interactive teaching workbooks. These are all freely available to New Zealand registered teachers and schools via our website.

2. Facilitated experiences

Immersive experiences run by our trained facilitators designed to ignite curiosity and develop soft skills such as communication, problem solving, leadership and resilience. These include:

- bp Business Challenge
- Rangatahi Business Challenge
- Teen Parent Unit Challenge
- GrowingNZ Innovation Challenge
- MPI Mission Sustainable

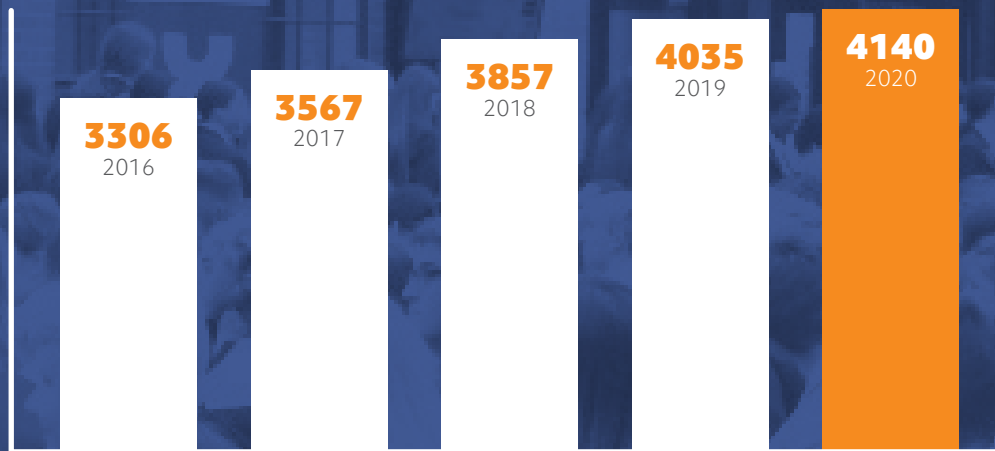
3. Extreme experiences

Designed to provide a more intensive and challenging experiences for those YES students most excited about entrepreneurship. These include:

- Entrepreneurs in Action (EIA)
- Globalistas in Action (GIA)
- Overseas and domestic business experiences

Year in numbers.

YES PARTICIPATION GROWTH



4140 students from **188** schools set up **1038** YES companies

27 YEAR 9 STUDENTS
from Henderson High School participated in the
GrowingNZ Live & Online Pilot



72 STUDENTS from Canterbury attended the
MPI Mission Sustainable 2020 event

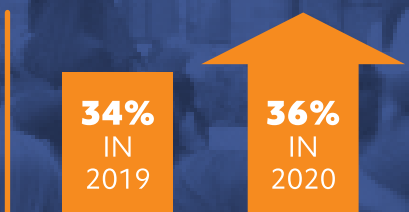
41 STUDENTS
from the Waikato attended the Rangatahi Business Challenge

2125 junior secondary students participated in a **YES FEEDER PROGRAMME**

DESPITE LOCKDOWN WE
FACILITATED **24 bp BUSINESS
CHALLENGES** ACROSS THE
COUNTRY

DESPITE THE DISRUPTIONS
CAUSED BY COVID19 **YES
PARTICIPATION GREW BY 105
STUDENTS**

Completion
rate of YES
continued
to increase
from



5 **YES companies**
participated in the Global
Kaitiakitanga Project

20 STUDENTS
were selected for our **first ever
domestic programme** sponsored
by Latin America Centre for
Asia-Pacific Excellence

OVER 70

**organisations from across
Aotearoa** sponsored YES
contributing to student success
and connecting with future
entrepreneurs and leaders



80 STUDENTS
from across the country
attended the first ever dual city
Entrepreneurs in Action weekend

A RECORD applications were submitted
210 for the **University of Waikato
Equity Seed Funding**



**100
STUDENTS**
ATTENDED 1
OF 2 EXTREME
EXPERIENCES

251 **TEACHERS DOWNLOADED
A YES RESOURCE**

Feeders.

Sparkling Curiosity

Our feeder programmes for Year 9-11 students are designed to ignite curiosity and help prepare students for the world of work, becoming work ready and in demand. For many students, our feeder programmes provide a stepping stone and the inspiration to do YES in senior secondary school which is a key part of our pipeline.

The TEC report 'Drawing the Future' (2019) recommends that workplace awareness should start by 5 years old. Studies show that students who have participated in entrepreneurship experiences have an easier time securing a job and demonstrate higher levels of self-confidence than their peers.

One of the most comprehensive reviews of entrepreneurship education to date, published by the [European Commission](#) (2015), concluded that *benefits are greater when students participate in consecutive entrepreneurship experiences throughout their studies, beginning at primary school*. This is where our feeder programmes come in.

Our **Innovation Challenge** programmes connect students to industries, nurturing the entrepreneurial mindset skill of 'opportunity recognition' in an engaging and practical way. Within the challenge, students come up with creative ideas to solve real-world problems in the relevant sector.

These programmes are experiential, hands on and practical. They connect what students are learning at school with real industry issues, from which the students make their own connections and discover opportunities through their own learning and curiosity.

The **bp Business Challenge** and **Rangatahi Business Challenge** take this a step further, with students using design thinking principles to come up with a business idea. There is a strong focus on employability skills, and connecting students with business, industry, and community.

FEEDER PROGRAMMES OBJECTIVES:

01.

Connect students with business, industry and community

02.

Expose students to career and pathway opportunities

03.

Develop key employability skills

04.

Help students to be work ready and in demand



OF GROWINGNZ
INNOVATION CHALLENGE
LIVE & ONLINE
PARTICIPANTS SAID
THEY NOW FEEL MORE
AWARE ABOUT
**THE DIFFERENT
OPPORTUNITIES TO
USE THEIR SKILLS
IN THE FOOD AND
FIBRE SECTION**



65

TEEN PARENTS ATTENDED
BUDGETING AND ENTERPRISE
WORKSHOPS ACROSS THE COUNTRY

41

STUDENTS
in Waikato attended the
Rangatahi Business Challenge

72

STUDENTS FROM 9 SCHOOLS
attended MPI: Mission
Sustainable 2020

2125

**STUDENTS FROM
62 SCHOOLS**
participated in a YES feeder
programme

1725

**STUDENTS FROM
34 SCHOOLS**
participated in a
bp Business Challenge

*"The students left feeling confident about what
they can achieve in a range of areas"*

- HENDERSON HIGH DEPUTY PRINCIPAL ON bp BUSINESS CHALLENGE



Teachers rated the
MPI mission Sustainably Day
4.8/5 STARS

BROUGHT TO YOU BY:



**MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT**
HIKINA WHAKATUTUKI



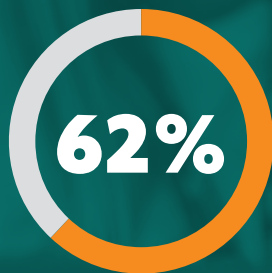
Ministry for Primary Industries
ManaIO Ahu Matua



Te Puni Kokiri
MINISTRY OF MĀORI DEVELOPMENT

The Lion Foundation Young Enterprise Scheme.

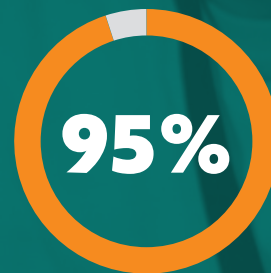
END OF YEAR SURVEY RESULTS



said they **FEEL BETTER PREPARED TO MAKE DECISIONS ABOUT THEIR FUTURE** because of YES



said YES **INCREASED THEIR RESILIENCE**



said they **FEEL MORE CONFIDENT ABOUT WHAT THEY CAN ACHIEVE** because of YES

Wow, what a big year it was for our YES students!

We saw over 4000 students create 1038 new businesses in one of the most challenging business environments this world has ever seen. What is even cooler is that nearly 11% of these students plan to continue their business after leaving school. That's potentially 114 new businesses launched into the NZ start-up eco-system. Although not all our YES companies continue beyond the YES year, our end of year student survey found that 56% of students are more interested in starting their own business because of YES. We think that's pretty neat!

Over 70% of YES students surveyed in May said they chose to continue with the programme even when faced with additional challenges of Covid-19 because they saw it as a great learning experience for their future. We had an increase in participation of 105 students from the previous year and even better yet, YES completion rates increased from 34% in 2019 to 36% in 2020. We were continuously blown away by the resilience and dedication shown by our students during the YES year and it gave us all the a sense of pride that students saw the YES programme as beneficial to their future success.

We didn't just have more students involved, they were more engaged than ever! We received over 200 applications for seed funding, double the amount received in 2019. 6% more YES companies submitted their first challenge on time, despite the deadline occurring during Level 4 lockdown. As one student said

"it is a good learning experience to be starting up a business in such strange circumstances. It shows how we shouldn't give up even when times get tough."

We're proud of the support our YES whanau offered around the country. We developed a dozen new resources to help students and teachers navigate the changing business environment, facilitated ongoing regional Zoom catch ups, and ran multiple virtual Trade Fairs to allow students to interact and sell with others from around the country. As a result, our teacher NPS increased by 19 points and our student NPS increased by 11 from 2019!

4140

students from 188 schools
SET UP 1038 YES COMPANIES

***Tomorrow belongs
to today's students***

National Award Winners.





1st place: The Lion Foundation Young Enterprise Scheme Company of the Year

SLICNZ Pakuranga College

SLICNZ (Sign Language Interactive Cards) is a social enterprise with the vision to have everyone in New Zealand learning sign language. Their mission is to educate, promote and raise awareness of New Zealand's third nationally recognized language through the interactive card game. The cards incorporate Te Reo Māori and various aspects of New Zealand culture. Having sold over 700 packs of cards, SLICNZ have reached kiwi homes and schools all over New Zealand.

The colourful cards have been illustrated by local artist and former Pakuranga College student Shervonne Grierson. The result is a pack of 52 standard playing cards, but with a twist. There are 13 designs included in the pack, with each design showing a character doing an NZSL sign, and the relevant translation in English below. SLICNZ have successfully launched a number of different decks including a School Edition, Te Reo Edition and Te Reo Jumbo Cards, receiving national media exposure.



The Sir John Todd Memorial Award for 2nd place

Abalro Bayfield High School

Abalro recognised a gap in the market, so began importing barberries into New Zealand to create their natural barberry supplement powder. High in antioxidants and vitamins, the Iranian super food has been found to reduce acne by up to 43% a month when taken daily. Abalro are the only company selling any type of barberry-based product in New Zealand.

The barberries are sourced from Iran and once imported to Dunedin are dehydrated and crushed into a powder form. Consumers can easily add the barberry powder to food and drink such as smoothies and muesli. \$1 from each sale is donated to the Children of Persia charity as the Abalro team believe in the importance of giving back to the community where their berries are sourced. The barberry powder is now stocked in Health 2000 stores across Dunedin.





The Todd Foundation Award for 3rd Place

Remojo Tech Aotea College

Remojo Tech exists to create a sustainable solution to e-waste problems while also enabling device accessibility amongst students in schools. Donated computing devices from corporates and the community are refurbished by the team before being donated to students in need. Throughout the year the business has expanded to cover three main segments including consultancy, bulk community refurbishment and laptop sales which allows the company to remain viable.

Through the company's refurbishment segment, they train fellow students on skills to repair laptops. The day before New Zealand's Level 4 lockdown, over 30 devices were repaired and distributed to students to support distance learning. The team have been featured on Stuff, RNZ, CNN's 'Great Big Story', The Breeze, and Scoop and has successfully built strong partnerships with large corporates such as Spark Foundation.



National Excellence Award for CEO of the Year

Malaga Aukusotino The Hustle Bishop Viard College

Malaga has demonstrated fa'aaloalo (respect) and mafana (warmth) through his leadership. Malaga did not have direct access to the internet or chrome book going into Level 4 lockdown. Despite this, he knew he had to lead by example and remain resilient, empowering others to do the same. A strength of Malaga's is allowing others to take the lead on different areas of the business, highlighting their individual strengths. Through Malaga's leadership, the team has seen great success and have been given the courage to dream big. "Tautua nei mo sou manuia a taeao | Serve now for a better tomorrow"

BP Award for Social Enterprise **SLICNZ | Pakuranga College**

With a vision to have everyone in New Zealand learning sign language, SLICNZ created an interactive card game incorporating Te Reo Maori and New Zealand culture. The company sold over 700 packs of cards and were featured on the AM Show.



Gallagher Award for Smart Technology **Cloud Mass | Glendowie College**

Cloudmass was founded with the mission of encouraging freedom for dementia-sufferers and their families. They've created the Ara, a miniature, wearable real-time tracking device which pairs with a mobile application.



National Excellence Award for Rangatahi Entrepreneurs & HSBC Award for Environmental Sustainability **Te kete ō Tangaroa | Havelock North High School**

With a vision to shift the fisheries sector away from single use polystyrene bins, Te kete ō Tangaroa seeks to create a sustainable export alternative drawing inspiration from the mātauranga, the traditional environmental knowledge and practices of his Ngāti Tahu tupuna.



Chartered Accountants Australia and New Zealand Award for Accounting and Finance & National Excellence Award for Sales and Marketing

Eco Base | Timaru Boys' High School

Ecobase is challenging the cosmetic industry. The company brought to market Ecobalm; lip balm which is packaged in biodegradable cardboard tubes to eliminate plastic waste in our environment.



Ministry of Youth Development Award for Resilience

HBRP Give & Take | Hawke's Bay Regional Prison

HBRP Give & Take's vision is to improve the public perception toward those in vulnerable circumstances. The team are tackling issues surrounding homelessness by providing care packages of essential comfort and hygiene products to the community's rough sleepers.



Ministry of Business, Innovation and employment Award for Innovation & NZ Aid Programme Award for Solving a Developmental Problem

Remojo Tech | Aotea College

Remojo Tech exists to create a sustainable solution to e-waste problems while also enabling device accessibility amongst students in schools. Donated computing devices from corporates and the community are refurbished by the team before being donated to students in need.



National Excellence Award for Pasifika Business

The Hustle | Bishop Viard College

Incorporating Samoan culture into their business venture was vital to The Hustle. After recognising a gap in the market for the representation of Samoan History and language, the team began creating drink bottles to showcase their cultural identity.

Te Arahanga Primary Industries Award Pathways to Primary | Waimea College

Pathways to Primary felt students were not aware of the career options within the primary industries in NZ. To combat this, the team created an interactive card game that focuses on the horticulture industry and gives insight into job prospects.



Sir James Fletcher Award for Most Inspiring Teacher

Nyssa Poffley | Otumoetai College

Nyssa has been teaching YES since 2006 and is currently the business studies teacher at Otumoetai College in Tauranga. Nyssa was nominated by her students through her 'unconditional support and devotion' to help students reach their potential.

Tourism Industry New Zealand Trust Award for Tourism

Kiwication | Otumoetai College

Kiwication has created a kiwiana themed boardgame. Kiwi Quest highlights New Zealand's history and culture through education and entertainment.



Extreme Experiences.

"My experience has completely changed my mindset of business and where it can take me in life. I have gained invaluable experiences that will truly impact my life in such a positive way. It helped me see what parts of business I liked and showed me how broad and diverse business as a whole is."

- LIVY SLAUGHTER, EIA 2020, TEAM SPARK



of attendees said EIA **INCREASED THEIR CONFIDENCE TO WORK WITH OTHERS**



said they are **MORE ENTREPRENEURIAL MINDED** after participating in EIA

NET PROMOTER SCORE FROM STUDENTS SURVEYED AT ENTREPRENEURS IN ACTION **WAS 90**



Our Entrepreneurs in Action (EIA) weekend is affectionately referred to YES meets Start-up Weekend on steroids, and is an annual highlight for both YES students and staff. A fast pace three days of two back-to-back business challenges aims to increase participants knowledge of teamwork, challenging students to come up with innovative solutions to real world problems.

It would not be 2020 without some last-minute pivoting. With a shift back into Alert Level 2 for the country and Alert Level 3 for Auckland, we quickly redesigned EIA to be held as a dual-city event in both Auckland and Wellington simultaneously.

Challenge One: New Zealand Trade and Enterprise tasked the teams to provide business development advice to the fictional company, Kainui on exporting their food products and production services into the United Arab Emirates. Team Sharesies took out the day one challenge by impressing the judges with their thorough plan and pitch on Friday night.

Challenge Two: Go with Tourism challenged the students to inspire young people to choose a career in tourism and develop a business plan for their solution. As a relevant topic in a changing industry, the teams recognised industry challenges to shape solutions. The teams blew the judges away with their innovative solutions to breaking down the current stigma which exists around studying and pursuing tourism. Team Air New Zealand were the Challenge Two winners with their proposed in-school tourism initiative called Hāpai, a theoretical and practical based course to educate students on the nine sectors of the tourism industry.

EIA weekend would not have happened without our awesome host companies who gave up their weekend to coach and support students through the tough 48 hours. A huge thank you to our 2020 host companies. The greatest mentors and cheerleaders we could have asked for.

2020 HOST COMPANIES:



SPONSORED BY:



Domestic Programme.

Closed borders couldn't stop us from offering an immersive business and cultural experience to our YES students. In October, 20 highly engaged YES students were selected for our first ever domestic programme; The LatAm Biz: Entrepreneurship in Latin America Domestic Programme courtesy of our partners Latin America Centre for Asia-Pacific Excellence.

Over the course of the week, students developed their entrepreneurial mindset while learning about trade between New Zealand and Latin America and delving the Latin American culture all while completing set business and cultural activities. The group started in Hamilton before moving south to Wellington and ending in Dunedin, visiting 15 companies and pitching to industry experts.



would recommend the **LATAM BIZ VENTURE** to their peers

said their **INTERCULTURAL COMPETENCE SKILLS** as a result of the trip



"I was fortunate enough to be offered life-changing experiences through YES including the LatAm Biz Venture. This experience taught me so many skills in communication and leadership through a lot of public speaking. Connecting with businesses across several industries solidified my interest in studying finance and entrepreneurship at University. I have developed life skills and gained friendships from across the country thanks to my participation in YES. For some 2020 wasn't a great year but for me it was and I thank YES for that."

- CHLOE DERRY, YES 2020 STUDENT



Latin America
Centre of
Asia-Pacific Excellence

Global Kaitiakitanga Project.



EXPO
2020
DUBAI
UAE



NEW ZEALAND

OFFICIAL PARTICIPANT

In 2019, we partnered with NZ at Expo 2020 to launch the Global Kaitiakitanga Project – a 14-month programme of mentoring and international collaboration for five YES companies who demonstrated a focus on care for people and place (kaitiakitanga). The winning company intended to travel to Expo 2020 in Dubai to showcase their business at the New Zealand Pavilion (however, COVID-19 had other plans).

Throughout the 14 months, the selected teams received expert mentorship, developed their businesses and validated their concept internationally. A member of each YES company attended one of four NZTE led workshops and travelled to Thailand (sponsored by the Southeast Asia Centre of Asia-Pacific Excellence) to engage in foreign business.

In September, all their hard work culminated in a finale pitch event which was held via zoom to determine the programme winner. Tauhara College student Brooke Moore took out first place with her venture Wrapt, an edible, biodegradable, allergen-free plastic food wrap alternative. Due to the postponement of Expo 2020 Brooke received \$1000 cash prize towards continued research and development of Wrapt.

As we like to say there are always some #silverlinings. With the postponement of Expo 2020, the Global Kaitiakitanga Project will be back for a second cohort in 2021!

Five companies who participated in the GKP:

- **Wrapt** - an edible, biodegradable, allergen-free plastic wrap alternative. Brooke Moore, Tauhara College, Taupō.
- **Top That!** – a range of gourmet allergen-friendly meal toppers, carefully crafted to enhance the healthy eating experience. Olivia Moore, Tauhara College, Taupō.
- **Te Kete ō Tangaroa** – working towards creating a polystyrene bin alternative, to combat the unsustainable use of polystyrene for exporting seafood. Sam Wixon, Havelock North High School, Havelock North.
- **Te Tuitui Mautauranga** – is concerned with maximising the return from the land using innovative technology. They have produced drought tolerant seeds. Louis Gaffney, Marcus Ambrose and Bradley Campbell, St John's College, Hastings.
- **CloudMass** - has developed a miniature tracker for dementia sufferers. Sean Gibbs, Matthew Bilby and Adam Jonkers, Glendowie College, Auckland.

.....

**NPS for
the Global
Kaitiakitanga
Project was**



Students described the programme as **transformational, pivotal** and **eye-opening**.

Inspiring Students. Unleashing Leaders.

We have an incredible network of alumni who have participated in YES over the past almost 40 years!

Alumni Advisory Group

Originally established in 2019, the Alumni Advisory Group (AAG) was back and better than ever in 2020. The AAG is important for us to support thoughtful development and gain valuable insight to ensure we continue to create authentic life-changing experiences. Who better to provide insight than our very own alumni? The AAG was incredibly valuable in 2020, when we found ourselves needing to quickly pivot, redevelop our programmes and provide support to our students and teachers. The AAG helped us re-imagine projects such as our overseas experiences, EIA weekend, delivery of the YES programme and created the Alumni Sharing Space.

A big thank you to our 2020 members:

YES Class of 2013

Ezekiel Rau
Sunny Hwuang

YES Class of 2014

Adrian Els
Ezekiel Rau
Manny Pohl
Grace Reid
Phoebe Havill
Quinn Moffat

YES Class of 2015

Ezekiel Rau
Grace Reid
Jeriel Sajan
Matt Billington
Phoebe Havill
Quinn Moffat

YES Class of 2016

Horace Lee
Jeriel Sajan
Matt Billington
Tanmay Patel
Zach Monk

YES Class of 2017

Horace Lee
Jack Dalton
Matt Billington

YES Class of 2018

Katie Rose
Cameron Hooper
Daniel Tolmie
Yonni Kepes

YES Class of 2019

Anna Faulkner
Bella Scott
Eddie Hogan
Kylan Walters
Lambrini Phillips
Ryan Hooper-Smith
Samuel Parry
Sarisha Classen
Shannon McLean

Wall of Companies.

Our Alumni have gone on to do some pretty epic stuff! Whether that be continuing their own start up journey, contributing to their community, or being valuable intrapreneurs. Check out a small selection of companies which were all founded by YES Alumni. A full Wall of Companies can be found on our website.



Silver Linings of YES through COVID-19.



of 2020 YES students said they chose to **continue with the programme even when faced with the additional challenges of Covid-19** because they saw it as a great learning experience for their future.

.....

of YES 2020 teachers said the support they received from their **Regional Coordinator, Roaming Teacher and YES HQ through lockdown was great.**

DESPITE LOSING 449 STUDENTS THROUGH LOCKDOWN **PARTICIPATION OF YES 2020 WAS STILL 105 STUDENTS HIGHER THAN IN 2019.**

11 NEW RESOURCES WERE DEVELOPED TO FURTHER SUPPORT STUDENTS AND TEACHERS IN THE NEW ENVIRONMENT OF LEVEL 4 LOCKDOWN.

ZOOM MEETINGS WERE INTRODUCED TO INCREASE SUPPORT FOR OUR STUDENTS AND TEACHERS.



THE FIRST EVER NATIONAL YES MARKET WAS **HELD VIA ZOOM TO PROMOTE SOCIALLY DISTANCED SALES** FOR OUR YES COMPANIES.

.....

WE MOVED QUICK TO GET MULTIPLE RE-IMAGINING PROJECTS UNDERWAY TO PIVOT OUR EXISTING PROGRAMMES AND INITIATIVES, THIS MEANT WE WERE ABLE TO OPERATE AND BE EFFECTIVE IN THIS NEW ENVIRONMENT - ALUMNI, KEY STAKEHOLDERS, TEACHERS AND YES STAFF WERE ALL INVOLVED.

Our position in the eco-system.

Bringing financial literacy and education into the classroom across the Pacific Islands

We have worked closely with the Pacific Financial Inclusion Project and United Nations Development Project to establish financial literacy and education campaigns since 2016. In 2020 this work involved introducing financial education into Australian Pacific Training Coalition (APTC) Curriculum and Mobility Track and assisting in the digitalization of resources to create micro credential for APTC students.

Our work within the ENO-Net (Entrepreneurship Nurturing Organisations Network)

We're working with the University of Otago Centre for Innovation to carry out a study to further develop an understanding of the entrepreneurial mindset of high school students. The study involves the internationally recognised ASTEE (assessment tools for enterprise education) measurement tool and asks students to self-reflect on their mindset, connectedness to education and their entrepreneurial skills.

In 2020 students who participated in our bp Business Challenges were invited to participate in the study by completing the ASTEE survey before and after their participation in the programme. We're looking forward to sharing the results with you all soon. In 2021 we will seek to continue the study with our YES students.

As a self-described pipeline into the eco-system, it's important we establish ourselves and our position within this space, both nationally and internationally, to ensure we can effectively support our students through their YES experience and beyond.

Guiding the development of enterprise programmes in Australia

In early 2020 our Chief Excitement Officer Terry jumped across the ditch to work with the Logan City Council to provide guidance on the development of their enterprise skills-development programme, engage with a number of key stakeholders identified by the council, and produce a report with prioritised recommendations for the council moving forward.

Te Moana Nui.



Rangatahi development is fundamental for Young Enterprise and in 2020 we were privileged to see the growth of 700+ rangatahi Māori entrepreneurs. 2020 also brought with it a range of new opportunities, including the appointment of our new Head of Māori Engagement aka our Manavator, Ian Musson (Ngāti Porou) and the introduction of Te Moana Nui, our dedicated strategy to support Māori excellence.

Te Moana Nui is built with reference to Te Moana Nui-a-Kiwa, the great ocean of Kiwa and the poetic name for the Pacific Ocean. Many Polynesian cultures tell stories of an ancestor named Kiwa, famed as a great ocean explorer and navigator. The overarching theme for Te Moana Nui is to support our rangatahi to embody the great navigator Kiwa in their own pursuit across a great ocean, learning from the experience of those before them while crafting new pathways into the unknown of innovation and enterprise.

Looking forward:

In 2021, Young Enterprise is breathing life into Te Moana Nui. Our initiatives for 2021 have been redeveloped for the ambitions of our rangatahi and include an emphasis on the synergies between ecological technologies and contemporary innovation, as well as place-based, cultural-based, and whenua-based learning. Our Rangatahi Business Challenge is returning, and we are introducing a new series of short online workshops for both rangatahi and whānau to kick-start their enterprise journey through the sharing of pūrākau.

Many more new initiatives are being introduced for 2021, and we are excited to provide an ever-growing platform to benefit and create opportunities for rangatahi Māori.

Equity.

Providing an accessible learning experience to everyone is essential to our vision of boosting prosperity for Aotearoa. We are always looking at ways to create equity within Aotearoa, engaging our Te Moana Nui strategy, continuing to target and grow Māori and Pasifika participation and delivering programmes digitally and outside of the school curriculum.

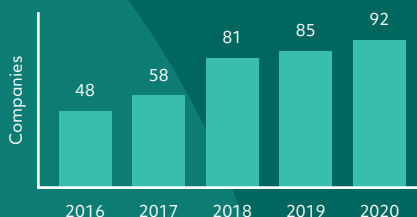
(Pacific YES companies have 50% or more of it's members identifying themselves as Pasifika)

More ways we are supporting equity:

- Did you know it costs us \$400 per student who participates in YES? Yet we only charge \$35 as financial status should never be a deciding factor for participation in YES.
- Our focus is on personal development and skills learnt through our programmes, rather than academic performance. We understand every individual learns in their own way and success shouldn't solely be placed on academic success.
- Partnering with the Ministry of Pacific Peoples to develop a role based on supporting our Pasifika students.
- In 2020, 210 applications were submitted for the University of Waikato Equity Seed Funding. A record number of applications resulting in a share of \$10,000 being granted to 30 YES companies.

"Pacific students have a natural ability to innovate and come up with great ideas. It is so rewarding being in a role that supports them to turn those ideas into a reality and experience success within YES, NCEA and business. This role is crucial because not only do you help the pacific student in front of you at the time to experience and learn business skills, but those skills, abilities and passion gained, can be seen, shared, and have a ripple effect on the whole pacific community"

– Sian McMillan, Roaming Teacher – Pasifika.



Growth in Pacific YES Companies



Increasing Rangatahi participation

Looking forward to 2021:

We are continuing to develop our Te Moana Nui, looking to increase Rangatahi participation in Extreme Experiences. We have created a new YES Region with our delivery partner Tai Poutini Polytechnic, catering to needs of one of the most remote regions, the West Coast. As we look to the future, we are committed to reaching demographic groups and regional areas in which we can offer opportunities.

Meet the team.

YES across the regions: We're lucky to have a talented, committed, and passionate team of YES staff. While HQ is based in Wellington our team of Regional Coordinators aka Student Wranglers and Roaming Teachers aka Arrangers of Awesome are spread across the country providing support to our students and teachers on the ground in their regions.

We also have a team of Programme Facilitators working across the country to excite and engage students at our events – we like to call them the shabooya Squad!

Wayne Prince
Jesse Armstrong
Erica Austin
Ezekiel Rau
Mid Thomas-Savelio





Lucy Wymer
Remote Roaming
Teacher

NELSON/MARLBOROUGH
Trina Zimmerman
Regional Coordinator



Madison Barnett
Regional
Coordinator



AUCKLAND
Yasmin Gray
Roaming
Teacher



Sian McMillan
Pasifika Roaming
Teacher



SOUTH ISLAND
Regan Powell
Roaming
Teacher



GISBORNE
Colette Mintoft
Regional Coordinator &
Roaming Teacher



CANTERBURY
Idoia Alday
Regional
Coordinator



ROTORUA/TAUPO
Atawhai Gillies
Regional
Coordinator



SOUTH CANTERBURY
Stacey Gallagher
Regional Coordinator



HAWKE'S BAY
Lisa Uncles
Regional
Coordinator



OTAGO
Sarah Rickerby
Regional
Coordinator



Cara Bradley
Regional
Coordinator



SOUTHLAND
Joanne O'Connor
Regional Coordinator



2020 Regional Delivery Partners.

Our Regional Delivery partners are passionate about local economic development and youth education. They create connections and collaborate between YES teams and local business, deliver regional activities such as pitch events, competitions, and selling opportunities. Thank you to our 2020 Regional Delivery Partners for helping us make YES the experience that students love all across the country.



AUCKLAND
Auckland Business
Chamber



BAY OF PLENTY
Venture Centre



CANTERBURY
Ara Institute of
Canterbury



HAWKE'S BAY
Hawke's Bay
Chamber of
Commerce



MANAWATU
The Factory



**NELSON/
MARLBOROUGH**
Nelson Tasman
Chamber of
Commerce



OTAGO
Otago Chamber
of Commerce



**ROTORUA/
TAUPO**
Toi Ohomai
Institute of
Technology



SOUTHLAND
Southland
Chamber of
Commerce



**SOUTH
CANTERBURY**
South Canterbury
Chamber of
Commerce



TARANAKI
Taranaki Chamber
of Commerce



**WAIKATO/KING
COUNTRY**
Smart Waikato
Trust



We look forward to welcoming Tai Poutini Polytechnic as our new Regional Delivery partner for the new YES West Coast region in 2021.

Who's who in HQ.

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



**Terry
Shubkin**

CEO aka Chief
Excitement
Officer



**Yvona
Hased**

CFO aka First
Lady of Finance



**Elizabeth
Pittman**

Head of YES aka
Chief Student
Wrangler



Carla Steed

Head of
Partnerships
and Marketing
aka Creator of
Raving Fans



Paul Newsom

Head of Feeder
Programmes
aka Curator of
Curiosity



Dan Khan

Chief Digital
Officer aka Geek
in Chief



Ian Musson

Head of Māori
Engagement
aka Manavator



Alex Bullo

Operations
and Events
Coordinator aka
Head of Random
Stuff



**Jessikah
Cresswell**

Comms &
Marketing
Advisor aka Chief
Cheerleader



Louis Ivory

Operations
Coordinator
aka VP of
Miscellaneous
Stuff



Nitha Vashti

Finance &
Operations
Coordinator
aka Number
Cruncher



Lola

Office Doggo
aka Chief
Happiness
Officer

Patron & Board.

Board

Our Board of Trustees are passionate about youth development and believe that developing enterprising young people is critical to New Zealand's future. All of our trustees generously give their time and expertise to provide strategic direction and governance for Young Enterprise Trust.



**Norm
Thompson**

ONZM Chairman



**Phil
Muir**



**Sheena
Henderson**



**David
Downs**



**Mark
Eglington**



**Rachel
Taulelei**

MNZM



**Andy
Symons**



**Jeriel
Sajan**



Governor-General

The patron of Young Enterprise Trust is Her Excellency The Right Honourable Dame Patsy Reddy, Governor-General of New Zealand. Her Excellency was sworn in as New Zealand's 21st Governor-General for a five year term on 28 September 2016. Her Excellency has previously worked in governance and management roles for public and private sector companies throughout New Zealand and has contributed to the governance of many creative and charitable organisations.

Supporters Council.

Our Supporters Council was formed in 2004 and is made up of respectful leaders from a range of business and community organisations. The members act as advocates and representatives of the stakeholders who are important to our operation.

ANDREA DAVIES Registrar, Massey University
GRAHAM SHAW Director, Pushpay Holdings Limited
JENNY JAGO Strategy and Investment Portfolio Manager, DairyNZ
ANDY SYMONS Innovation Partner, PWC
REBECCA TURNER Deputy Chair, Todd Foundation Ltd
ANGUS FLETCHER Chairman, The Fletcher Trust
JOHN GALLAGHER (CNZM. JP) Director, Glenice & John Gallagher Foundation
SHEENA HENDERSON Managing Director, Cluster Consulting Group
STEFAN LEPIONKA Director, Lepionka & Company
NICK HILL Chief Executive, Auckland Tourism, Events and Economic Development
KIRSTEN PATTERSON Chief Executive, Institute of Directors
RUSSELL SHAW Chief Executive, Top Energy
PETER SHIRTCLIFFE (CMG) Chairperson, The Margaret and Peter Shirtcliffe Foundation
CECILIA TARRANT
RACHEL TAULELEI (MNZM) Chief Executive, Kono NZ LP
KEN WILLIAMSON Director, Crombie Lockwood Limited
PAUL BAINES Director, Finchley Holdings Limited
JOHN FISK Partner, PWC
SARAH WICKENS Founder, Trilogy

DAVID IRVING (ONZM) Independent Director
MURRAY READE CEO, The Lion Foundation
JOHN SHEWAN Independent Director
NORM THOMPSON (ONZM) Independent Director
MARK VIVIAN Partner, Movac Limited
PAULINE WINTER Chief Executive, Ministry for Pacific Peoples
TIM GRAFTON Chief Executive, Insurance Council of New Zealand
JERIEL SAJAN
RICHARD JAMES Director, Gallagher Group Ltd
TIM ALPE Chief Executive, Jucy Group
MICHAEL BARNETT (ONZM) Chief Executive, Auckland Chamber of Commerce
LILIAS BELL Independent Advisor, Leadership and Executive Search
SHARON BRYANT Angel Investor/Company Director
TONY CAUGHEY (ONZM) Ambassador
SIR. EION EDGAR (KNZM) Chairman, Forsyth Barr Group
MARK EGLINTON Chief Executive, NDA
TONY FALKENSTEIN Chief Executive, Just Water
NIGEL GOULD (ONZM, JP) Director, Byrd Services
MAVIS MULLINS (MNZM) Professional Director
STAN GREGEC Chief Executive, Tauranga Chamber of Commerce
DEBI BOFFA Managing Director, BP New Zealand Ltd

2020 Financial Summary.

The Trust made an operating loss for the 2020 year of \$6,179. A gain of \$36,883 was made as a result of the revaluation of our share portfolio, giving total comprehensive revenue and expenses of \$30,704.

- Corporate Sponsorship reduced slightly and is at 28% (2019 = 30%). We are privileged to have several corporate sponsors who have supported us for many years, and in some instances, decades, we hope that post COVID the corporate sponsorship can return to pre-covid rates.
- Government Agencies funding increased to 35% (2018 = 31%). This funding allows us to deliver specific programmes and initiatives, such as our Rangatahi Business Challenges and Roaming Teachers.
- Community Grants have dropped to 14% (2019 = 18%). The Lion Foundation continues to be our largest single funder but due to COVID-19 the amount of funds they had to distribute were limited and our funding dropped from \$500k in 2019 to \$320k in 2020. We are grateful for still receiving such a significant grant in these challenging times.
- International contracts were able to proceed due to majority of the work for our committed contract with UNDP having been delivered before lockdown. International contracts continue to help to subsidise our shortfall in domestic income and in 2020 these contracts returned a gross margin excluding salaries of \$81,643.
- Fees and sales are a combination of the nominal fee we charge each YES student to participate in the Young Enterprise Scheme. The delivery cost of the programme far exceeds what we charge students. The remaining cost is funded via sponsorships, donations, and grants.

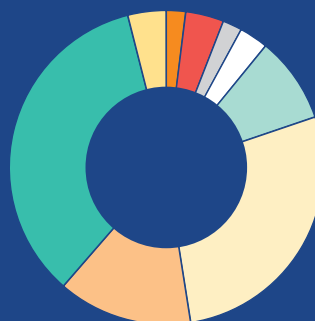
Like many organisations in New Zealand, we would not have been able to survive the lockdown period, especially with so much financial uncertainty without the first wage subsidy from government.

How we bridged the income drop gap

While the Trusts income dropped close to \$495,000 (\$600,000 prior to the wage subsidy) the Trust managed to reduce expenditure by \$400,000. The reduction in cost came in the following areas:

- A reduction to events and programme expenses of approximately \$270,000. This came about due to cancelling 13 feeder programmes (9 BP Business Challenges, 4 Rangatahi Business Challenges, and 1 GrowingNZ Innovation Challenge).
- Reducing travel \$93,000. This was done across all programmes and including the reduced number of visits by roaming teachers, and facilitators not attending the 13 feeder programmes.
- Other expenses of \$50,000 was a mix including but not limited to having six weeks rent free, a reduction in printing and photocopying, reduced staff development, like us a number of other training providers switched courses to online or did not hold courses, and general IT costs.
- Reduction in HR costs including the cancellation of planned April salary increases, a voluntary salary decrease from the CEO and a hold on planned recruitment.

How we are funded:



- Government Agencies **35%**
- Wage Subsidy **4%**
- Individuals **2%**
- International Contracts **4%**
- Interest and Dividends **2%**
- Private Grants **3%**
- Fees and Sales **8%**
- Corporate Sponsorship **28%**
- Community Grants **14%**

Independent Auditors Report.

To the Trustees of Young Enterprise Trust Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Young Enterprise Trust ('the Trust'), which comprise the statement of financial position as at 31 December 2020, and the statement of comprehensive revenue and expenses, statement of changes in net assets and statement of cash flows for the year then ended, and notes to the financial statements, including significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Trust as at 31 December 2020, and its financial performance and its cash flows for the year then ended in accordance with Public Benefit Entity Standards Reduced Disclosure Regime ('PBE Standards RDR').

Our report is made solely to the Trustees of Young Enterprise Trust, in accordance with the Trust Deed. Our audit work has been undertaken so that we might state those matters

which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Trustees of Young Enterprise Trust, for our audit work, for our report or for the opinions we have formed.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ('ISAs (NZ)'). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Trust in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants ('IESBA Code'), and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained

is sufficient and appropriate to provide a basis for our opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, Young Enterprise Trust.

Emphasis of Matter

We draw attention to Note 13 of the financial statements, which describes the effects of the COVID-19 pandemic on the Trust. Our opinion is not modified in respect of this matter.

Responsibilities of the Trustees for the Financial Statements

The Trustees are responsible on behalf of the Trust for the preparation and fair presentation of the financial statements in accordance with PBE Standards RDR, and for such internal control as the Trustees determine is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible on behalf of the Trust for assessing the Trust's ability to continue as a going concern, disclosing, as applicable, matters

related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the Trust or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of the auditor's responsibilities for the audit of the financial statements is located at the External Reporting Board's website at:

<https://xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-8/>



**BAKER TILLY STAPLES
RODWAY AUDIT LIMITED**
Wellington, New Zealand
25 March 2021

Statement of Comprehensive Revenue and Expenses

For the Year Ended 31 December 2020

	Note	2020 (\$)	2019 (\$)
REVENUE			
Donations	5	35,668	16,530
Grants		1,249,664	1,399,225
COVID 19 wage subsidy		105,444	0
Sponsorship		633,420	895,848
Sponsorship In-Kind		408,006	363,620
Income from Offshore Contracts		100,564	88,051
Total revenue from non-exchange transactions		2,532,766	2,763,274
Revenue from exchange transactions			
Fees and Sales		206,408	407,540
Interest Revenue		35,078	52,583
Dividends Received		2,815	3,581
Total revenue from exchange transactions		244,301	463,704
TOTAL REVENUE		2,777,067	3,226,978
EXPENDITURE			
Audit fees		11,800	11,980
Bad debts		15,518	426
Depreciation	7	14,087	11,657
Events and Programme direct expenses		212,897	484,723
Offshore contract expenditure		18,930	34,568
Other Expenses		177,829	227,835
Personnel expenses		1,504,713	1,528,485
Regional Partners		261,329	262,022
Sponsorship in-kind Expenses		408,006	363,620
Travel		153,529	246,580
Trustee expenditure		4,608	10,929
Total expenditure for New Zealand operations		2,783,246	3,182,825
TOTAL EXPENDITURE		2,783,246	3,182,825
TOTAL SURPLUS FOR THE YEAR		(6,179)	44,153
Gain on revaluation of available-for-sale assets	6	36,883	22,685
TOTAL COMPREHENSIVE REVENUE AND EXPENSE		30,704	66,838

The accompanying notes form part of and are to be read in conjunction with these financial statements

Statement of Changes in Net Assets

For the Year Ended 31 December 2020

	Note	2020 (\$)	2019 (\$)
Opening Accumulated Funds		1,086,412	1,042,259
Surplus for the Period		(6,179)	44,153
CLOSING ACCUMULATED FUNDS		1,080,233	1,086,412
Opening Asset Revaluation Reserve		67,153	44,468
Movement in Asset Revaluation Reserve	6	36,883	22,685
CLOSING ASSET REVALUATION RESERVE		104,036	67,153
CLOSING EQUITY		1,184,269	1,153,565

The accompanying notes form part of and are to be read in conjunction with these financial statements



Statement of Financial Position

As at 31 December 2020

	Note	2020 (\$)	2019 (\$)
CURRENT ASSETS			
Cash at Bank		373,622	228,811
Short Term Investments		1,400,000	1,400,000
Receivables from Non-Exchange Transactions		72,468	55,500
Interest Receivable		2,280	13,705
GST Receivable		12,033	19,331
Prepayments		8,402	14,048
Total current assets		1,868,805	1,731,395
CURRENT LIABILITIES			
Trade Creditors		88,447	110,224
Employee Entitlements		59,202	44,330
Income in Advance		694,270	512,398
Accrued Expenses		26,212	14,714
Total current liabilities		868,131	681,666
WORKING CAPITAL		1,000,674	1,049,729
NON-CURRENT ASSETS			
Fixed Assets	7	17,671	21,583
Intangibles (Work in progress)	7	46,788	-
Investments	6	119,136	82,253
Total non-current assets		183,595	103,836
NET ASSETS		1,184,269	1,153,565
Accumulated Funds		1,080,233	1,086,412
Asset Revaluation Reserve		104,036	67,153
TOTAL EQUITY		1,184,269	1,153,565

The accompanying notes form part of and are to be read in conjunction with these financial statements

Approval of Financial Statements

The Board of Trustees have pleasure in presenting the Financial Statements of Young Enterprise Trust for the year ended 31 December 2020.

The Board of Trustees of Young Enterprise authorised these financial statements on 25 March 2021.

For and on behalf of the Board.



Norman Thompson
Chairman



Mark Eglinton
Trustee

Statement of Cash Flows

For the Year Ended 31 December 2020

	Note	2020 (\$)	2019 (\$)
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash was provided from:			
Donations, Grants and Other Receipts		2,189,100	2,765,262
Fees and Sales		306,972	407,541
Interest Income		46,503	48,983
Dividend Income		2,815	3,581
GST		7,298	2,634
		2,552,688	3,228,001
Cash was applied to:			
Payments to Suppliers		(893,840)	(1,504,086)
Payments to Employees		(1,457,074)	(1,319,106)
		(2,350,914)	(2,821,462)
NET CASH INFLOWS FROM OPERATING ACTIVITIES		201,774	404,809
CASH FLOWS FROM INVESTING ACTIVITIES			
Cash was provided from (applied to):			
Maturity of Short Term Investments		-	-
		-	-
Cash was applied to:			
Net cash flow (to) from Term Deposits		-	(425,000)
Net purchases of Property, Plant and Equipment		(10,175)	(9,976)
Net purchase of Intangible Assets		(46,788)	-
		2,552,688	3,228,001
NET CASH OUTFLOW FROM INVESTING ACTIVITIES		(56,963)	(434,976)
Net increase/(decrease) in cash and cash equivalents		144,811	(30,167)
Cash and cash equivalents at the Beginning of The Year		228,811	258,978
Cash and cash equivalents at the End of The Year		373,622	228,811

The accompanying notes form part of and are to be read in conjunction with these financial statements

Notes to the Financial Statements

For the Year Ended 31 December 2020

1. REPORTING ENTITY

Young Enterprise Trust ("the Trust"), previously Enterprise New Zealand Trust, was established under a trust deed dated 18 November 1986. The original trust deed was replaced by a revised deed effective 1 December 2003, with a further revision in December 2008. The Trust is registered under the Charitable Trusts Act 1957 and the Charities Act 2005 and was granted donor organisation status by Inland Revenue in August 2010.

The financial statements of the Trust are presented for the year ended 31 December 2020.

These financial statements and the accompanying notes summarise the financial results of activities carried out by the Young Enterprise Trust. The Trust delivers programmes to students in the areas of enterprise and financial education and provides support to their teachers.

These financial statements have been approved and were authorised for issue by the Board of Trustees on 25 March 2021.

2. STATEMENT OF COMPLIANCE

The financial statements of Trust are general purpose financial statements and have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand ("NZ GAAP"). They comply with Public Benefit Entity International Public Sector Accounting Standards ("PBE IPSAS") and other applicable financial reporting standards as appropriate that have been authorized for use by the External Reporting Board for Not-For-Profit entities.

For the purposes of complying with NZ GAAP, the Trust is a public benefit not-for-profit entity and is eligible to apply Tier 2 Not-

For-Profit PBE IPSAS on the basis that it does not have public accountability and it is not defined as large.

The Board of Trustees has elected to report in accordance with Tier 2 Not-For-Profit PBE Accounting Standards and in doing so has taken advantage of all applicable Reduced Disclosure Regime ("RDR") disclosure concessions. This decision results in the Trust not preparing a Statement of Service Performance for both reporting periods.

The financial statements have been prepared on the assumption that the entity will continue to operate in the foreseeable future.

3. CHANGES IN ACCOUNTING POLICIES

There are no changes to accounting policies applied this year.

4. SUMMARY OF ACCOUNTING POLICIES

The significant accounting policies used in the preparation of these financial statements as set out below have been applied consistently to both years presented in these financial statements.

4.1 BASIS OF MEASUREMENT

These financial statements have been prepared on the basis of historical cost, with the exception of certain items for which specific accounting policies have been identified.

4.2 FUNCTIONAL AND PRESENTATIONAL CURRENCY

The financial statements are presented in New Zealand Dollars (\$), which is Young Enterprise Trust's functional currency. All financial information presented in New Zealand dollars has been rounded to the nearest dollar.

4.3 REVENUE

Revenue is recognised to the extent that it is probable that the economic benefit will flow to the Trust and revenue can be reliably measured. Revenue is measured at the fair value of the consideration received. The following specific recognition criteria must be met before revenue is recognised.

4.3.1 Revenue from non-exchange transactions

A non-exchange transaction is where the Trust receives value from another entity without directly giving approximately equal value in exchange.

When non-exchange revenue is received with conditions attached, the asset is recognised with a matching liability. As the conditions are satisfied the liability is decreased and revenue recognised.

When non-exchange revenue is received with restrictions attached, but no requirement to return the asset if not deployed as specified, then revenue is recognised on receipt.

4.3.2 Revenue from exchange transactions

Contract revenue is recognised in accordance with the payment terms of the contract.

Revenue from fees and sales is recognised when invoiced or received, whichever might be applicable.

Interest revenue is recognised as it accrues, using the effective interest method.

4.4 FINANCIAL INSTRUMENTS

Financial assets and financial liabilities are recognised when the Trust becomes a party to the contractual provisions of the financial instrument.

4.4.1 Financial Asset

Financial assets within the scope of NFP PBE IPSAS 29 Financial Instruments; Recognition and Measurement are classified as financial instruments at fair value through surplus or deficit, loans and receivables, held-to-maturity investments or available-for-sale financial assets. The classifications of the financial assets are determined at initial recognition.

The category determines subsequent measurement and whether any resulting income and expense is recognised in surplus or deficit or in other comprehensive revenue and expenses.

Financial assets are classified as financial assets at fair value through surplus or deficit, loans and receivables or as available for sale financial assets. Young Enterprise Trust's financial assets include cash and cash equivalents, short term deposits, receivables from non-exchange transactions, receivables from exchange transactions and investments.

All financial assets except for those at fair value through surplus or deficit are subject to review for impairment at least at each reporting date. Financial assets are impaired when there is any objective evidence that a financial asset or Trust of financial assets is impaired. Different criteria to determine impairment are applied for each category of financial assets, which are described below.

Financial assets at fair value through surplus or deficit

Financial assets at fair value through surplus or deficit include items that are either classified as held for trading or that meet certain conditions and are designated at fair value through surplus or deficit upon initial recognition.

Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial recognition, these are measured at original cost less any allowance for impairment. The Trust's cash and cash equivalents, receivables from exchange transactions and receivables from non-exchange transactions fall into this category of financial instruments.

Available for sale financial assets

Available-for-sale assets are non-derivative financial assets that are either designated to this category or do not qualify for inclusion in any of the other categories of financial assets. The Trust's investment in ordinary shares is classified as an available for sale financial asset.

4.4.2 Impairment of financial assets

The Trust assesses at the end of reporting date whether there is objective evidence that a financial asset or a Trust of financial assets are impaired. A financial asset or a Trust of financial assets is impaired and impairment losses are incurred if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a "loss event") and that loss event has an impact on the estimated future cash flows of the financial asset or the Trust of financial assets that can be reliably estimated.

For financial assets, if there is objective evidence that an impairment loss on loans and receivables has been incurred, the amount of the loss is recognised in the surplus or deficit for the reporting period.

In determining whether there is any objective evidence of impairment, the Trust first assesses whether there is objective evidence of impairment for financial assets that are individually significant, and individually or collectively significant for financial assets that are not individually significant. If the Trust determines that there is no objective evidence of impairment for an individually assessed financial asset, it includes the asset in a Trust of financial asset with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment for impairment.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed by adjusting the allowance account.

If the reversal results in the carrying amount exceeding its amortised cost, the amount of the reversal is recognised in surplus or deficit.

4.4.3 Financial liabilities

The Trust's financial liabilities include trade and other creditors.

All financial liabilities are initially recognised at fair value and are measured subsequently at amortised cost.

4.5 CASH AND CASH EQUIVALENTS

Cash and cash equivalents are short term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

4.6 SHORT TERM INVESTMENTS

Short term investments comprise term deposits which have a term of greater than three months and therefore do not fall into the category of cash and cash equivalents.

4.7 FIXED ASSETS

Fixed assets are stated at cost less accumulated depreciation.

Depreciation is provided for on a straight-line basis at a rate of 33%, a rate calculated to allocate the assets' cost or valuation less estimated residual value, over their estimated useful lives.

4.8 INTANGIBLES

Intangible assets are non-physical assets that will provide benefits to the Trust over more than one year. Intangible assets are initially measured at cost. Cost includes expenditure that is directly attributable to the acquisition of the asset. Intangible assets are subsequently measured in accordance with the cost model, being cost less accumulated amortisation and impairment.

The Trust currently has no intangible assets available for use (2019: Nil), but is in the process of developing a mobile student application. The costs associated with this application is recorded as work in progress in the statement of financial position. Once the application is in use it will be reviewed for impairment and the capitalised costs will be amortised on a straight-line basis over its estimated useful life. The expected straight-line amortisation rate for applications is 33% of cost.

The accompanying notes form part of and are to be read in conjunction with these financial statements

4.9 INCOME IN ADVANCE

Revenue is recognised in the Statement of Financial Position as a liability when the revenue has been received but does not meet the criteria for recognition as revenue in the Statement of Comprehensive Income.

4.10 SIGNIFICANT JUDGEMENTS AND ESTIMATES

In preparing the financial statements, the Board of Trustees is required to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the end of the reporting period. The uncertainty from these assumptions and estimates could result in outcomes that may result in a material adjustment to the carrying amount of the asset or liability.

The Trust bases its assumptions and estimates on parameters available when the financial statements are prepared. However, existing circumstances and assumptions about future developments may change due to market changes or circumstances arising beyond the control of the Trust. Such changes are reflected in the assumptions when they occur. The key significant judgements and estimates used in the preparation of these financial statements are as follows:

Income in Advance from non-exchange transactions

An estimate is made at each balance date of the extent to which services are deferred under funding arrangements with conditions attached, with the amount of the unexpired revenue retained on the balance sheet as income in advance.

4.11 TAXATION

Young Enterprise Trust is registered as a charitable entity under the Charities Act 2005. Any surplus from activities is exempt from income tax.

The Trust is registered for Goods and Services Tax (GST). The Trusts statement of comprehensive revenue and expense is prepared so that all components are stated exclusive of GST. All items in the statement of financial position are stated net of GST, with the exception of receivables and payables, which include GST invoiced.

5. DONATIONS

Donations received during each reporting period are made up of the following:

	2020 (\$)	2019 (\$)
Individuals	35,668	16,530
Corporate	-	-
Total	35,668	16,530

6. INVESTMENTS

The Trust holds an investment in Infratil shares at the reporting date. The funds are classified as an available for sale financial asset. The market value of the investment as at 31 December 2020 was \$119,136 (2019: \$82,253).

The movement of \$36,883, (2018: \$22,685) in the Asset Revaluation Reserve represents the unrealised gain based on the market value as at 31 December 2020.

7. PROPERTY PLANT AND EQUIPMENT AND INTANGIBLE ASSET

Fixed Assets

	2020 (\$)	2019 (\$)
Original Cost	92,027	101,279
Accumulated Depreciation	(74,356)	(79,696)
Net Book Value	17,671	21,583

Reconciliation of the carrying amount at the beginning and end of the period:

	2020 (\$)	2019 (\$)
Opening Balance	21,584	23,265
Additions	10,174	9,975
Depreciation	(14,087)	(11,657)
Net Book Value	17,671	21,583

Intangible Asset

	2020 (\$)	2019 (\$)
Original Cost	-	-
Work in progress	46,788	-
Accumulated Depreciation	-	-
Net Book Value	46,788	-

The asset is currently not in use and has not been impaired or amortised.

8. RELATED PARTIES

Key Management Personnel:

The key management personnel, as defined by PBE IPSAS 20 Related Party Disclosures, are the members of the governing body which is comprised of the Board of Trustees, Chief Executive Officer, Chief Financial Officer, Head of Partnerships, Head of YES, School Engagement Manager, and Head of Impact, which constitutes the governing body of the Trust. No remuneration is paid to members of the Board of Trustees.

The Head of Partnerships left the Trust during the year and was not replaced.

The aggregate remuneration of key management personnel and the number of individuals, determined on a full-time equivalent (FTE) basis, receiving remuneration is as follows:

	2020 (\$)	2019 (\$)
Total Remuneration (\$)	694,748	630,678
Full Time Equivalent Employees	5.77	5.53

For a period of six months the Chief Executive reduced her salary by FTE of \$12,000.

9. LEASES

As at the reporting date, the Board of Trustees has entered into the following operating lease commitments:

	2020 (\$)	2019 (\$)
No later than 1 Year	37,967	41,195
Later than 1 Year and no later than 5 Years	20,474	38,680
Total Leases	58,441	79,875

Payments on operating lease agreements, where the lessor retains all the risks and rewards of ownership of an asset, are recognised on a straight-line basis over the lease term.

10. CATEGORIES OF FINANCIAL ASSETS AND LIABILITIES

The carrying amounts of financial instruments presented in the statement of financial position relate to the following categories of assets and liabilities:

	2020 (\$)	2019 (\$)
Financial Assets - Receivables		
Cash and cash equivalents	373,622	228,811
Short term deposits greater than three months but less than one year	1,400,000	1,400,000
Receivables from non-exchange transactions	72,468	55,500
	1,846,090	1,684,311
Available for sale financial assets		
Investments	119,136	82,253
Financial Liabilities – at Amortised Cost		
Trade and Other Creditors	88,447	110,224

The accompanying notes form part of and are to be read in conjunction with these financial statements

11. CAPITAL COMMITMENTS

There were no capital commitments at the reporting date (2019: Nil).

12. CONTINGENT ASSETS AND LIABILITIES

There are no contingent assets or liabilities at the reporting date (2019: Nil).

13. IMPLICATIONS OF COVID

The Trust has considered the impact of Covid-19 on both its operations and funding and while Covid-19 has had a direct impact on the Trust through a drop in income through careful management it has also reduced its expenditure through the reduction of travel cancelling a number of events and or moving events to online or in the case of Entrepreneurs in Action hosting in two locations.

The Trust continued to operate effectively while New Zealand was in lock down with all staff able to work from home and all processes being managed remotely. As New Zealand transitioned to Level 1, staff were able to return to work whilst observing all recommended safe-working practices. It is anticipated if and when Wellington or the rest of New Zealand return to higher alert levels, that the Trust will continue to function albeit online and therefore limiting the networking and educational environment that the Trust takes pride in.

14. EVENTS AFTER THE REPORTING DATE

The Board of Trustees and management is not aware of any matters or circumstances since the end of the reporting period, not otherwise dealt with in these financial statements that have significantly or may significantly affect the operations of Young Enterprise Trust (2019: The Trust disclosed the potential COVID-19 impact, this is now reflected in note 13).



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Sponsorship Opportunities.

We are grateful to have a family of generous and passionate sponsors, without who it would not be possible for Young Enterprise to support New Zealand youth to realise their potential and inspire the next generation of entrepreneurs.

Partnership can take many forms, so we welcome discussions with any organisations with an interest in supporting young New Zealanders, creating a pipeline of entrepreneurial-minded young people and/or boosting the prosperity in Aotearoa.



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