

Company of the Year

Purpose

This award will recognize the company that achieved the best overall performance in all areas of operations.

Minimum Criteria to Apply

- ROI must be 1% minimum. Reminder that $ROI = (\text{Current Value of Share} - \text{Initial Cost of Share}) / \text{Initial Cost of Share}$ for example I purchased a share in your company at the beginning of the program for \$20. At the end of the program, after selling your products, you have calculated your share value is now worth \$25. Therefore, $ROI = (\$25 - \$20) / \$20 = 25\%$
- The Company's Business Plan must have been previously submitted
- Shareholders' Report must be submitted by deadline (April 18)
- Fixed Costs and JA Taxes (if applicable) must be paid
- Companies selected as finalists will have their financials audited and any discrepancies may affect team standings

Application Requirements

Please submit the following requirements in one PDF document:

- Company Overview
- Balance Sheet and Income Statement
- Responses to Questions

*Entire submitted document should not exceed 10 pages maximum including any visuals

*Use Arial, 12 pt font, 1.5 spacing

*Document must be clear, concise and easy to read

***Documents that do not follow the above guidelines, including font size and spacing, will be disqualified.**

How to Apply

- Complete the Application Requirements.
- After completing the application, have one of your Advisors read your answers to ensure they are complete and accurate.
- Copy and paste the Agreement below and have your President sign off
- Copy and paste the Advisor Review below and have your Advisor sign off
- Submit the entire 10-page document in **PDF** format at <https://www.surveymonkey.com/r/CPAwards2019> no later than **Thursday, April 4th, 2019 by 11:59pm**. An application without all required sections completed will not be considered. **No email applications will be accepted.**

Application Tip: Make sure you start writing your application well in advance of the deadline to account for editing, reviewing, advisor responses and any unforeseen circumstances. Try not to submit your answers last minute!

Award Interviews

Short-listed candidates will be interviewed by a panel of judges chosen by JA Central Ontario. Interviews will be held at the offices of Dentons LLP (Downtown Toronto) between 6:00 p.m. and 9:00 p.m. on Wednesday, April 24th, 2019. Specific instructions will be sent to all finalists. To be eligible for an award, students **MUST** attend Interview Night in person. No phone/video interviews will be permitted.

The award winner will be selected on the basis of their combined written responses and interview scores.

The award winner will be announced at ventureON on May 15, 2019 at UofT Convocation Hall.

New this Year Finalists may be asked to present their 5-minute presentation at ventureON on May 15th. This presentation will not be judged at the event.

Company of the Year – Application Questions

1. Company Overview - (Maximum one Page)

In the company overview, please include:

- Product/Service Description
- The vision/mission and how it plays a role in the operations of your business
- How your product/service solves a problem/need
- Additional information you wish to share

2. Balance Sheet and Income Statement - (Maximum one Page Each)

Ensure your balance sheet and income statement is included in your application

3. Company Responses

In your report, please include your responses to the following team and department specific questions. Ensure you are providing concrete examples when answering.

a. **Team Questions** - Please include a section on each of the following topics in your report. Please comment and reflect on these as a team (max 1000 characters each):

- Teamwork
- Leadership
- Communication
- Challenges

b. **Department Questions** - Please answer the following questions for each department.

- **President:** How did you lead your team to success? (1500 characters max with spaces)
- **CSR:** Describe the alignment of your CSR strategy with your business and how this benefitted your company. Discuss how the CSR strategy made a long-term impact on people, communities and/or the environment? (1500 characters max with spaces)
- **Finance:** State the Initial Share Value and Dividend Declared (final share price). How did you work with different departments to manage the budget and remain profitable? (1500 characters max with spaces).
- **HR:** How did you ensure employee engagement and morale throughout the program? Did you lean on your advisors in a tough situation? (1500 characters max with spaces)
- **IT:** How did IT contribute to the overall company operation, including communication? (1500 characters max with spaces)
- **Marketing:** Please discuss the creativity and innovation in the marketing of your product/service. Describe the competitive analysis and your marketing strategy. (1500 characters max with spaces)

- **Production:** How did you determine your sources, delivery methods, resources required and product cost? Discuss the creativity and innovation in the design and production of your product/service. (1500 characters max with spaces)
- **Sales:** Discuss your sales strategy and objectives, achievement of targets (1500 characters max with spaces)

4. Copy the statements below and include them at the end of your report (not included in the 10 pages):

Advisor Review

I have read and understand the application requirements of the Company of the Year Award. I agree to comply with these requirements and with any further requirements established by JA Central Ontario.

To the best of my knowledge, all information contained in the company overview and application form is complete and accurate.

Date:

Advisor Name:

Advisor Signature:

Agreement

I have read and understand the application requirements of the Company of the Year Award. I agree to comply with these requirements and with any further requirements established by JA Central Ontario.

To the best of my knowledge, all information contained in my company's application form is complete and accurate. If selected as an award finalist, I agree to the use of my name and photograph for promotional purposes.

Date:

President's Name:

President's Signature:

Company of the Year – Preliminary Judging Rubric

	CRITERIA	SCORE
COMPANY OVERVIEW	Product/Service Fills a Need	/10
	Vision/Mission plays a role in the operation of the business	/10
	Company is a viable business that could be sustained in the real world	/10
SKILL DEVELOPMENT	Strong teamwork skills - have teams worked collaboratively and cooperatively within their departments and as a whole?	/10
	Strong leadership skills – have teams demonstrated leadership by taking initiative and ownership through their business operations and development?	/10
	Strong communication skills – have teams developed methods of communication to run the business smoothly and effectively with all departments?	/10
LEARNINGS	Team overcame challenges and reflected on their learnings	/10
DEPARTMENTAL OVERVIEW	President – solved problems creatively, led the team effectively, communicated with all departments	/10
	CSR – developed long-term strategies to help people, planet, communities and their own company. Strategy aligned with the company vision and mission.	/10
	Finance – demonstrated collaboration and team work in managing the budget effectively and being profitable	/10
	HR – demonstrated creative initiatives to maintain team engagement and morale; demonstrated ability to take feedback from advisors and in managing difficult HR challenges	/10
	IT – used technology to benefit the team (i.e. online communication tools), and the company (i.e. online sales)	/10
	Marketing – demonstrated creativity and innovation in their brand and marketing strategy. Strongly defined their competitive analysis.	/10
	Production – minimized costs and negotiated effectively; creativity and innovation displayed in the design and production of your product/service	/10
	Sales – strong and diverse sales strategy based on target market, achieved sales goals	/10
	TOTAL	/150