

2010

AWARDS



Youth Business Excellence

BUSINESS REPORT

(already in business)

BUSINESS REPORT



WHERE TO START

Some students run errands, cut grass, shovel snow, raise chickens, sell eggs or fresh vegetables, provide childcare or a recycling service, teach music, sports, martial arts, or design websites. What do you do to earn money? Follow the **BUSINESS REPORT Guide** or format your own report about your business. As a competitive advantage you may want to include: a sample product, business card, advertisement, pictures, and a sales record.

HOW TO ENTER

1. Complete the **APPLICANT INFORMATION Form**.
2. Follow the **BUSINESS REPORT Guide** or create your own format.
3. Include a **PHOTOGRAPH OF YOURSELF**
4. Mail, fax, email or deliver your submission by **Wednesday, March 31, 2010** to:

Community Futures Northwest
761 C 106th Street
North Battleford, SK S9A 1V9

Tel: 446 - 3200
TF: 1 - 877- 446 - 2332
FX: 445 - 8076
EM: info@northwestcf.com

AWARD CATEGORIES

Grade 6,7,8	Business Plan (new idea)		Business Report (existing biz)		Special Achievement
	1 st	2 nd	1 st	2 nd	
Student Award	\$100	\$50	\$100	\$50	\$50 x 2
School Award	\$50		\$50		

Grade 9, 10, 11, 12	Business Plan (new idea)		Business Report (existing biz)		Special Achievement
	1 st	2 nd	1 st	2 nd	
Student Award	\$300	\$150	\$300	\$150	\$50 x 2
School Award	\$150		\$150		

YBEX is an on-line event. Students, Educators and Spectators view the competition over the Internet at the YBEX competition centre: www.northwestcf.com. Entries are posted as they arrive at the Community Futures office in North Battleford, Saskatchewan. Adjudication results are posted each weekday from April 12 to 15, 2010. Winners are declared and names are posted on our website April 20, 2010. Community Futures will deliver Awards the week of April 26, 2010. YBEX winner's permission will be requested prior to publishing names and pictures in local print media.

APPLICANT INFORMATION FORM



1. **ENTRY** - please check one

INDIVIDUAL entry _____ GROUP entry _____

2. **SCHOOL**

Name of School: _____

School location: _____ Tel: _____

If you have been mentored by a teacher-advisor please complete:

Name of Teacher-Advisor: _____

Tel: _____ Fax: _____ Email: _____

3. **STUDENT(S)**

Name: _____	Address: _____
Town: _____	Postal Code: _____
Home Tel: _____	Age: _____ Grade: _____

Name: _____	Address: _____
Town: _____	Postal code: _____
Home Tel: _____	Age: _____ Grade: _____

Name: _____	Address: _____
Town: _____	Postal Code: _____
Home Tel: _____	Age: _____ Grade: _____

BUSINESS REPORT
Guide



1. THE BUSINESS

- What is the name of your business?
- What product or service do you sell?
- Why did you choose this product/service?
- Where is the business located: at-home, on the web, storefront, other?
- How long has the business been operating?

2. THE PRODUCT OR SERVICE

- Describe your product or service.
- What is special or unique about your product or service?

3. START-UP

- How much money did you need to start this business?
- What did you need for start-up: Building, equipment, tools, supplies, furnishings, inventory, etc. and what was the cost?
- Where did you get the start-up money?
- Did you pay it back? How and when?

4. OPERATION

- How many employees does your business have?
- Briefly explain how you manage and operate the business: production, selling, bookkeeping, hours of operation, time out for homework, sports, family, friends, etc.
- What special skill do you need to run a business such as yours?

5. INNOVATION

- Did you need to build, construct, invent or create anything for your business?
- Do you use a computer for your business? For what purpose?
- Do you use the Internet or email in business operations?
- Do you have a website or are you planning to have one?
- Do you or could you use Internet research to help grow your business, find new product or service ideas, access suppliers, network with similar businesses?

6. FINANCE

- What are your average sales per month? Sales in the past year?
- What does it cost you per month to operate your business?
- What do you pay yourself and your employees?
- What is your total profit in the past year? What do you do with the profit?

7. PRICING

- How do you price your product (by the piece, by your cost, labor, per hour)?

- What is your selling price and how did you arrive at this price?
- How many units of product or service have you sold in the past year?

8. THE MARKET

- Describe your typical customer: age, gender, income, etc.
- Are other businesses selling a product or service similar to yours?
- What is different about your product or service?



10. MARKETING

- How do you advertise and sell your product or service?
- Do you have a business card? Logo? Slogan?
- Do you have any new or different ways of selling your product or service?

11. COMPETITIVE ADVANTAGE

- What "service after sales" do you provide? Home-delivery, guarantees, money-back policy, replacement or repair, etc.
- What is your customer service policy?

12. RISKS AND REWARD

- Did anything unexpected happen to cause business problems (low sales, weather conditions, equipment breakdown, etc)? Could you have prevented it from happening?
- Did anything unexpected happen to help your business (unexpected sales, extra help, unusual conditions, new customers, etc)?
- Do you like being "your own boss"? Why or why not?

13. SUCCESS

- How will you know if your business is successful?
- What does success mean to you? Fame? Cash? Early Retirement? Independence? Travel? Possessions?

14. If you could change something to make it easier for young people to start-up their own business what would it be?