



Business Studies on Approved Subject List for 2012

Feature: We interview enterprising teacher, Steve Aldhamland

Resources for Personal Financial Management standards

Coming soon: FED resources for Primary

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TALKING ABOUT ENTERPRISE

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Cover picture: Students at the FedEx Express/JA International Trade Challenge and Global Enterprise Challenge

Welcome to our new and fresh Enterprise Matters e-magazine. The electronic format allows us far more flexibility to communicate news, events, stories and successes and we look forward to receiving your feedback. As we begin Term 3, I look back at what has been a busy and exciting first half of the year.

We ran a number of surveys of schools at the start of the year to better understand your views on enterprise education and financial literacy. Thanks to the many schools who took the time to complete the survey. We were able to identify that the key reasons for participating in our programmes are that the school believes in the need, feels it is aligned with the curriculum and most importantly it engages the students.

Schools also told us that it depends on whether they have a teacher available, that more training would help and that the lack of Achievement Standards and an approved subject status can be a barrier to getting students interested. We continue to look at ways of helping new schools and teachers come up to speed quickly.

We also are having regular conversations with NZQA about UE requirements, and are excited by the announcement that Business Studies will be added to the approved subject list in 2012. Following the introduction of Level

1 and 2 Achievement Standards, Business Studies will have Level 3 Achievement Standards from 2012.

We are pleased to continue with two new initiatives piloted in 2011 – the Community Enterprise Programme for Years 7 and 8, and the Enterprising Music Competition for YES companies. This year also sees the launch of the DairyNZ Get Ahead Challenge for Years 9 and 10 students participating in Enterprise Studies. Skint to Mint, the game of risk and reward, has proved popular with close to 300 schools attending the training and receiving free copies of the game.

Finally, 2012 marks the 30th anniversary of Young Enterprise Trust which was first incorporated in 1981 and began running what is now the Lion Foundation Young Enterprise Scheme (YES).

This is a great chance to celebrate all those teachers, schools, mentors and staff who have made a difference to so many students. It's also a chance for us to look back at where those students have gone and how YES has contributed to their path in life. We have recently launched a YES Alumni programme and are looking for past students to reconnect. Go to **www.yesalumni.co.nz** to register or see stories of success.

HEADLINE NEWS

Business Studies on Approved Subject List for 2012

Great news! NZQA have confirmed that Business Studies will be on the list of approved subjects for University Entrance in 2012. This will apply for those attending University from 2013 onwards.

This change reflects the recent development of Achievements Standards for Business Studies by the Ministry of Education, with Level 3 Achievement Standards available in 2012.

Young Enterprise Trust is delighted to see that there is a place for authentic and experiential learning such as the Lion Foundation Young Enterprise Scheme. With the Achievement Standards 2.6 and 3.6 (each carrying nine credits) focused on carrying out a business activity, YES is a perfect vehicle to deliver on a number of the new Business standards as well as providing a real experience of New Zealand business and international trade.

This change means that schools can now timetable Business Studies as a standalone or integrated subject without constraining students' subject choices for academic pathways. Learning about enterprise is just as relevant and important to a scientist, technologist, creative or trade apprentice as it is to those pursuing a business qualification. We are pleased to see that YES now has a wider assessment option with both Achievement Standards and the Young Enterprise Certificate available to schools keen to implement authentic enterprise education into their curriculum.



Meet our new team member

Paul Newsom has joined us as the Relationship Manager – Schools. Paul is here to help teachers introduce or expand enterprise and financial education into their school, and to work with teachers to increase student participation.

Paul has an enterprising business background including running his own education business for several years. You can contact Paul on 04 570 3984 or paul.newsom@yetrust.co.nz.



This year we celebrate 30 years of YES!

As part of honouring our history we wish to reconnect with past YES participants - we know there are about 50,000 of you out there! We want to learn and share your YES story, celebrate alumni success, facilitate connections between old team mates and seed new networking opportunities. If you are a past participant of YES, then please connect with us by registering here.

You can find us on Facebook too at www.facebook.com/alumni.yes



Trade Me online YES Trade Fair

This is an awesome opportunity! Thanks to support from Trade Me, YES companies are now able to register a business membership to list their auctions in the first dedicated YES online market.

Trade Me is NZ's largest auction & classifieds site, so encourage your students to make the most of this opportunity to profile their YES products and services as we head into a term of Trade Fair action.

To find out how to make a listing, go to the YES student resource folder at www.yetrust.co.nz.



Rodney Brunton of Auckland Seventh Day Adventist YES team SMT, meets with Jonty Mills, Manager Community Investment Programmes, BP.



BP forecourts stocking YES products ■ BP will soon be stocking YES products in their forecourt shops. Five teams have been invited to pitch their products, and an announcement is expected very soon on which products have been selected. We'll post this news on our website.

University Scholarships for YES students in 2012 ■ Several Universities have announced business scholarships available to Young Enterprise Scheme students in 2012.

**MASSEY UNIVERSITY
COLLEGE OF BUSINESS**

Young Enterprise Scheme \$2000 to each member of the winning team in the following regions: Northland, North Shore, Bay of Plenty/Coromandel, Hawkes Bay, Taranaki, Manawatu, Wanganui, Wellington, Nelson
Enterprise in Action \$3000 to each student selected to represent their school/region at the EIA competition in Auckland (semester one fees up to \$3000).
International Trade Challenge \$5000 to each member of the team chosen

to represent New Zealand in the FedEx/JA International Trade Challenge (first year fees up to \$5000).

AUT FACULTY OF BUSINESS AND LAW First year fees for members of the winning YES team, and top scholar in the YES case study exam.

OTAGO UNIVERSITY \$500 to each Director of the winning YES company from the Otago region.

UNIVERSITY OF CANTERBURY Up to \$5,000 to an outstanding student director participating in the Canterbury region.

Conditions apply in all cases. Please contact Robyn at robyn.borne@yetrust.co.nz for full details. ■

STUDENT SUCCESS



1.

1. Ernest Li, Teacher at Southland Girls High School receiving the DairyNZ Get Ahead Challenge early registration prize.



2.

2. Mt Aspiring College, Wanaka



3.

3. Nayland College, Nelson



4.

4. Kings & Queens College, Dunedin



3.

5. Students from Hutt Valley High School and Sacred Heart College answer the Dragons questions

BUSINESS NZ CHALLENGE
TRAVELS THE COUNTRY



A Young Enterprise programme

YES BUSINESS PLAN ORAL
PRESENTATIONS



5.



5.

ENTERPRISE IN ACTION: 74 STUDENTS – 2 CHALLENGES

FEDEX EXPRESS/JA INTERNATIONAL TRADE CHALLENGE and GLOBAL ENTERPRISE CHALLENGE



2



3.



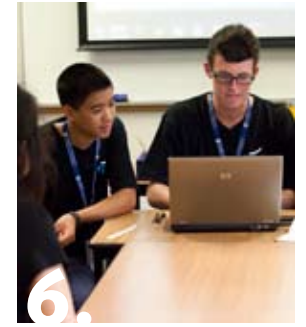
4



5.



1



6



8

Watch the NZ Herald video here 3m17s



7.

1. Team Beca
2. Team The Edge
3. Team PKF
4. Team Massey University
5. Team FedEx
6. Team Rise
7. Team Russell Investments
8. Team Action Mail



9.

9. Team Telecom, NZ representatives and 2nd place in the Global Enterprise Challenge
10. Students L to R: Jaden Milligan (Christchurch), Jake Mickleson (Rotorua), Ben Reynolds (Auckland), Tehya Reardon (Auckland), Sam Mackwell (Christchurch) and Lucy Campion (Auckland) will be representing New Zealand at the weeklong FedEx International Trade Competition in Bangkok in August. Centre: Lee Davies, Country Manager, FedEx Express New Zealand.



10.

INTERVIEW

We interview enterprising teacher **Steve Aldhamland**

We caught up with enterprising teacher, Steve Aldhamland, to find out how he provides his students with a structure to attain academic success and how they engage fully with the wider community and really experience the enterprise process.

This year, the Canterbury region has the highest growth of YES teams and the lowest attrition of teams dropping out part way through the year. Given the trauma and hardship of the earthquake ravaged region, they are showing amazing resilience. Well done Canterbury!

Steve Aldhamland is the Teacher in Charge of Business Studies at Christchurch Boys' High School.

Over the last few years Christchurch Boys have developed an enterprising culture within the Business Studies area with classes consistently completing the YES scheme and achieving regional and national prizes. In both 2010 and 2011, a Christchurch Boys' student has been selected by his YES peers and FedEx senior management for one of the six places in Team NZ to compete in the International Trade Challenge.

We caught up with Steve to find out how he provides his students with a structure to attain academic success, and how they engage fully with the wider community and really experience the enterprise process.



Steve Aldhamland, left, with CBHS students at the national awards, 2010

“Overall YES is an awesome programme and keeps me in the game.”

If anything is promoting enterprise in our young people it is YES.

EM: What keeps you coming back and delivering YES each year?

SA: My attraction to Business teaching is the opportunity to use YES as a vehicle to deliver the enterprise component of the course. There are a couple of reasons why it works so well:

Firstly, it adds an element of competition which is an important motivator for teams of young men. The teams compete for some awesome prizes with each other inside the class and also with the teams from other schools. Secondly, a major advantage of YES is

that the pupils come into contact with a range of quality role models from the business community who wish to be involved with these young entrepreneurs. I certainly could not deliver such an exciting programme if it were not for YES.

EM: How do you encourage the students to come up with product ideas during the early stages?

SA: We start by encouraging groups of team mates who share common values, goals or interests to form as companies. Then we spend some time debating common problems they would like to solve, and the passions they share. If the pupils are relatively close to each other, then the chances are they will discover a common problem or passion they want to solve or focus on. Then the groups brainstorm a product or service that might solve the shared problem or passion. It is important to give this time and make it clear that they are not committed to this one idea. Getting the right idea saves many tears later on.

The next step is to test their idea on some likely investors with a small napkin presentation. Another approach we have used is to have a panel of three accountants from KPMG look at the ideas. From this, the pupils feel the interest or not. If there is no interest then they go away and brainstorm other ideas until the right one sticks.

EM: How do you keep the students motivated and on track?

SA: They need an idea with traction and interest. If there are set backs they will then have less impact and be easier to bounce back from.

I also give them time to develop a set of Key Performance Indicators (KPI's) for each director to live up to. For example, for the Marketing Director this may be simply: coordinate market research, write a marketing plan, and plan the launch. When the teams do the two YES reviews I ask all directors to rate each other on

a scale of 1 – 10 on completion of their KPI's. This forms the basis of some of their grade for YES.

The other key here is giving realistic chunks of class time to complete tasks. For example, to make and launch the product, each company is required to do a plan of who does what and by when. They have four weeks to plan and produce. Every period I get round the companies to check how they are going with what they said they would do. The student check-sheet for the launch will not be ticked if a launch does not take place. Knowing that credits are at stake if set tasks are not completed motivates the students.

EM: What value does the experiential programme have for the students?

SA: I have no doubt students take Business Studies because it is real. They have the opportunity to be grown up, to take risks and to be successful. I have trouble convincing them not to take time off other classes to sell their product or meet their mentor. At 17 – 18 years old, many of our pupils are tired of being contained in a classroom and need this safe, but real, experience. The learning by doing suits our kinaesthetic learners, but I notice our oral and visual learners like the opportunities that YES offers also.

EM: How do you get the connections with local business and the mentors working well?

SA: Local business people are really useful, and it's not just local business people, but also national business people. One of my companies this year has been advised by the office of Dr. Alan Bollard.

I deliberately have my Business classes in a computer suite even during working time e.g. production to launch. This allows communication with anybody anywhere. Email and text is perfect for this. So allow the pupils to use text in your class if you can.

One word of caution - only use local

business people if they are suitable. Your pupils need to be inspired by them. If the person isn't really that enthusiastic, don't force it, but ask the team at YES for contacts for your pupils elsewhere.

EM: How do you find the mentors?

SA: I have tried three ways. The first was without mentors and that was a disaster. Only the really able companies will get through this. Despite the apparent confidence they do need direction especially when they lose focus, usually June.

My next approach was to use the same group of volunteers each year. This was a bit hit and miss, some connections worked, but many were not well matched and lost interest in each other.

I find the best approach is for the companies to find mentors from the E-day. I told our Regional YES coordinator, Juanita Reddish, that we were looking for mentors and by and large the mentors who attended offered to mentor the team whose ideas they liked.

Another approach we have just started is an Alumni style of approach where some of last year's class are invited back to help mentor a team. You would need to think about the mix but it is worth considering. Also if a team and mentor draw apart there is no reason that a company could not seek mentoring from a range of their suppliers, parents or customers.

EM: And a thought to close?

SA: Overall YES is an awesome programme and keeps me in the game. If anything is promoting enterprise in our young people it is YES.



PROGRAMME NEWS

PRIMARY:

Coming Soon - Financial Education resources for Years 2- 4

■ New and exciting Financial Education resources for Primary Year levels 2- 4 will be available to schools at the start of term 4, 2011.

It's important to start early with educating children about money, and what better way to do this than by using fun, interactive resources that can be integrated easily into classroom numeracy, literacy and social science programmes.

The Young Enterprise Trust Financial Education resources include a series of lessons, games, and stories. They are supported with comprehensive teaching and learning materials, and assessment tasks.

All New Zealand primary schools will receive information about the resources during term 3, 2011. For further information contact: support@yetrust.co.nz

Integrating Financial Capability, Enterprise Education and the Social Sciences

■ At the start of 2012, Young Enterprise Trust will have available to schools a social sciences module for the Primary Enterprise Programme (PrEP) that will integrate financial education and enterprise with the social sciences learning area. This new module will deliver on the vision, principles, values and key competencies of the New Zealand Curriculum, in a fun and engaging way.

This ties in nicely with the new online and PDF curriculum support materials for the

teaching of financial capability currently being developed by the Ministry of Education. <http://nzcurriculum.tki.org.nz>

The Primary Enterprise Programme (PrEP) has for many years been a very successful vehicle for curriculum integration in schools, as attested by many teachers and principals.

Graeme Lind, Principal at Greenpark School in Tauranga, comments "PrEP gives young New Zealanders an excellent insight into financial management, collective responsibility and collaborative working processes". For further information contact: Sharron.buer@yetrust.co.nz

Early lessons in financial literacy are invaluable.

■ NZ Herald columnist Diana Clements' article in the Weekend Herald on 23 July stresses how important it is for children to be forming good financial habits during their primary school years.

The article makes reference to Sunnynook Primary, where financial education lessons are built into numeracy, and contains several ideas of practical ways this can be done. There are also references to websites and resources that will be helpful to teachers and parents alike. You can read the full article www.nzherald.co.nz/personal-finance/news/article.cfm?c_id=12&objectid=10740260





ENTERPRISE STUDIES:

Students working towards

Achievement Standard 90842 (1.6)

could win an ipad! ■ The BP Innovation Competition encourages students to use their innovation and enterprising skills while working in teams. If your students are working towards A/S 1.6 then this is a great competition that will engage your students and they can enter to win some fantastic prizes, including ipads for the winning team.

Your innovation should help to

spread 'road happiness'. ■ Driving is not as fun as it used to be. The road can be a stressful place - with more cars on the road, more traffic stops, more road works, more pot holes, and more aggressive drivers. Drivers can be lost, hungry or fed up - it's becoming a battle ground. BP would like to spread "road happiness", so how can we help make the road a safer, happier place to be?

The criteria for this year's competition is: 'Does the students' business activity demonstrate innovation that spreads road happiness?' For ideas on how your students' product might fit with this competition theme please contact Yolande Rosario on 04 570 3391 or email yolande.rosario@yetrust.co.nz . Competition entries close on Monday 21 November 2011.



BUSINESSNZ CHALLENGE:

Will the BusinessNZ Challenge come to your school in 2012? ■

Year 11 students from 55 schools are participating this year in the BusinessNZ Challenge. Formerly known as SELL, this three day programme is sponsored by BusinessNZ, in association with Employers' Chamber of Commerce Central, EMA, Employers' Otago Southland and Canterbury Employers' Chamber of Commerce. Unitec, David Levene Foundation and NZICA also provide generous sponsorship.

The BusinessNZ Challenge is a unique experiential learning experience that develops skills, understandings and attitudes about how a successful business operates and connects the students with their local business community.

If you would like to register your interest for the BusinessNZ Challenge to come to your school in 2012 then please call Yolande Rosario on 04 570 3391 or email support@yetrust.co.nz

Here's a few comments from principals and teachers from schools around the country:

The students found the programme challenging and rewarding. While there has been concern from some schools about student's being out of class, I feel the outcomes are well worth the commitment. The programme also fits the key competencies managing self and relating to others very nicely.

Grant Jones, Principal, Newlands College

This kind of event keeps me energised, charged and stimulates my interest in keeping the classroom environment realistic and up to date. (It keeps me in teaching!)

Jane Watson, HOD Commerce, Tawa College

The BusinessNZ Challenge enables and demands innovation, creativity, collaboration, accuracy, excellence and effective communication. The students thrive on the challenge. I see the programme as a highlight for Year 11 Students.

Wayne Bosley, Principal, Mt Aspiring College ■



This is an amazing opportunity for our future business entrepreneurs to showcase the immense musical talents housed within their own schools’.

Mike Chunn, Play it Strange.



LION FOUNDATION YOUNG ENTERPRISE SCHEME:

Business is music to the ears of students ■ Former Split Enz rocker Mike Chunn encourages Young Enterprise Scheme students to start a music business using the talents within their own schools.

While many people can only dream of working in the music industry, secondary school students are turning dreams into reality by recording albums under their own music label.

From Kaitaia to Hauraki Pains and Waikato to Dunedin, students are searching out original song writing talent in their own school, overseeing production and bringing the music to market through the Enterprising Music Competition (EMC).

This exciting programme is a joint initiative between Mike Chunn, now CEO of Play It Strange Trust, and the Young Enterprise Trust. Chunn has encouraged song writers for many years through Play It Strange competitions and the partnership



‘The Enterprising Music option for Young Enterprise has been a fabulous way to engage Business students in a product that they felt truly represented them and their peers.’

with the YES programme shows how enterprise can be applied to any area of passion. “This is an amazing opportunity for our future business entrepreneurs to showcase the immense musical talents housed within their own schools,” says Chunn. “We piloted the Enterprising Music last year with Rangitoto College’s Advanced Generation winning both ROCKSHOP album of the year and the EMC.”

The music industry is in a time of immense change with download, Youtube and recording options like Garageband. Just how the students interpret the role of the music company is down to their enterprise and entrepreneurship.

Kelly Easton, teacher at Rangitoto College comments, “The Enterprising

Music option for Young Enterprise has been a fabulous way to engage Business students in a product that they felt truly represented them and their peers. It made the link to the ‘business world’ a digestible step for them, instead of feeling like they were stepping into the unknown with a product that they had no affection for. I would highly recommend other schools getting involved with Play It Strange and the Enterprising Music Competition.”

Students embarking on the musical business challenge are eligible for the Young Enterprise Scheme national competition, a new excellence award for the best EMC music business as well as the ROCKSHOP Album of the Year prize.



FINANCIAL EDUCATION:

Personal Financial Management Standards part of NZQA qualifications

■ Two NZQA qualifications now include Personal Financial Management (PFM) standards:

- Two PFM standards are now compulsory for the National Certificate of Employment Skills (0231).
- The National Certificate in Mathematics, levels one (1079), and two (1080), offer a maximum of five elective PFM credits at each level.

Young Enterprise Trust makes this easy for you to teach. We provide teaching and learning packages, including a workbook and assessment, for all level one and two PFM standards except 24701, and 24702.

These packages are tailored especially for use in the secondary school classroom environment, where students are in front of you for 3 – 4 periods a week. Teaching material is incorporated into the workbook, which has a student version (no answers) and a teacher version (with answers). Assessment is mostly in the format of a classroom test or assignment, and answers and a judgment statement are provided for teachers. All materials are downloadable (word format) from a CD, giving teachers the flexibility to alter and/or update material. For the complete list of standards required for these certificates, contact support@yetrust.co.nz or go to the NZQA website [here](#).

MONEY DAY IS BACK!

Following the success of the first Money Day in 2010, the event will be held again in Wellington during term 4. Funded by the Macarthy Trust, the full day event gave year 10 students the opportunity to test and improve on their knowledge, skills, values and mindsets about dealing with money. Fifty students from two Wellington secondary schools took part.

Activities ranged from a fun quiz with prizes, exploration of how compound interest impacts on savings, debt repayments and KiwiSaver, personal discovery of their own money personalities and money values, and a financial game.

Student comments:

‘Very well structured and great resources’
‘At this day you can learn a lot of priceless, useful information.’

‘I would love to do this day again and again.’

The 2011 Money Day promises to be a great occasion. Date and venue will be advised towards the end of term 3. To register your interest now for your year 10 students to attend, please contact Lyn at lyn.morris@yetrust.co.nz

INTERNATIONAL PROGRAMMES

Cook Islands energised by an enterprise curriculum

■ Young Enterprise Trust has recently completed a contract working with the Cook Islands Ministry of Education to embed enterprise and financial education into their education system.

According to the National Small-Medium Enterprise Strategy (SMEs), the Cook Islands Government hopes to build a ‘culture of enterprise’. The document states that the aim is to improve attitudes to enterprise so that many more people feel they can use their talents to start and grow businesses and in particular that young people will

be made aware of their potential to be enterprising and encouraged to exploit this later in life. The Government’s vision embodied in the SME strategy is that “young people are the future and that Government efforts to put in place activities around enterprise aspiration and motivation to encourage many more young people to start businesses are needed”.

(Jeff Liew/Lyn Morris, 2010 *Enterprise and Financial Education in Curriculum (EFEC) in the Cook Islands Draft Report*, 2010 p1)

To meet this objective, a new curriculum document has been prepared for enterprise and financial education across all school years. The Cook Islands Enterprise and Financial Education Adviser has been trained in all the Trust’s programmes prior to contextualizing them for the Cook Islands’ environment.

“It is far sighted of the Cook Islands to create an essential learning area, entitled Enterprise,” says Lyn Morris, International Contracts Manager for the Trust. “This new curriculum comprises four strands - enterprise knowledge, process and practice, enterprise in society and financial education for financial capability.”

The Cook Islands Curriculum Framework document describes Enterprise as “a learning area, which focuses on encouraging students to become active participants in activities that contribute in the social, economic, cultural and spiritual development of their nation. This is the life-long process that begins when children first start handling money, making plans, organizing and managing time, working on projects, interacting with others, and making decisions.”

Progress towards strengthening enterprise and financial education in the curriculum stemmed from the Pacific Ministers of Education Forum Meeting in Tonga, March 2009. ■

CONNECTING BUSINESS WITH SCHOOLS

YES Awards Update

Thanks to our sponsors, there's a couple of exciting changes to the YES awards this year. For details of all the awards, visit the YET website. www.yetrust.co.nz

CALLING ALL YES MANAGING DIRECTORS



The New Zealand Institute of Chartered Accountants is delighted to announce its new award for the Lion Foundation Young Enterprise Scheme.

NZICA Young Managing Director of the Year Award ■ This Award is for excellence in leadership and is presented to the Young Managing Director of the Year at the NZICA Leadership Awards in November and also at the National

Awards Competition and Gala Dinner.

To win this award there are four components

- Overall Regional Competition mark (this is made up of the following: oral presentation 30%, coordinator's marks 40%, and annual report 30%)
- Nomination from YES team members
- Endorsement of nomination from your YES teacher or YES mentor
- Video Clip or statement of leadership style and behaviour with examples of leadership styles (Up to 2 minutes to explain your leadership style and how that has been successful in managing the team)

CRITERIA

The NZICA Young Managing Director of the Year Award is designed to recognize the YES Managing Director who most

effectively demonstrates leadership and who contributes to the success of their company.

The Managing Director will need to demonstrate constructive leadership behaviour and be able to provide examples in a video clip or statement.

THE PRIZE

A cash prize of \$1000 and a trophy, plus... Get your glam dress or suit ready, you and your finance director will also win an all expenses paid trip to the swanky NZICA Leadership Awards in Wellington on 30 November. Mingle with some of New Zealand's biggest employers and experience the live music, amazing food, and meet celebrity guests.

To apply For information on application criteria, the application form and more information go to nzica.com/yes. This award replaces the NZICA award for Best Business Management. NZICA also sponsor the YES Most Profitable Business award.

New Zealand Aid Programme Excellence Award ■ Does your YES company have a product or service that would help a developing country?

The New Zealand Aid Programme has launched a new national award

for a YES business that helps to solve a development problem. The winning YES team will receive a cash prize of \$1000.00.

New Zealand Aid Programme representative, Chris Day, says:

“The focus of the New Zealand Government’s Aid Programme is on sustainable development in developing countries, in order to

reduce poverty and contribute to a more secure, equitable and prosperous world.

Within this objective there is a core focus on sustainable economic development and Pacific countries. Support to private sector development, in particular small-medium business, is a key component of the economic development spectrum.

The New Zealand Aid Programme is very pleased to be associated with this award linking business entrepreneurship with development.” ■



Thanks to our fantastic sponsors and supporters. None of what you have seen in this magazine would be possible without them. If you would like to know more about how you can help, please go to www.yetrust.co.nz

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IMPORTANT DATES

YES regional trade fairs **August**

(Check with your regional co-ordinator for date in your region)

DairyNZ Get Ahead Challenge Teacher PD **August**

Wellington	12th August
Auckland	16th August
Northland	17th August
Hamilton	18th August
Invercargill	23rd August
Hawkes Bay	25th August
Christchurch	29th August
Otago	30th August
Manawatu /Wairarapa	31st August

YES Examination 17th August

BP Community Enterprise Comp registration closes 26th August

BP Community Enterprise entries close 30th September

YES annual reports due 5th October

Primary Community Enterprise entries close 10th October

YES Regional Awards **October**

(Check with your regional co-ordinator for date in your region)

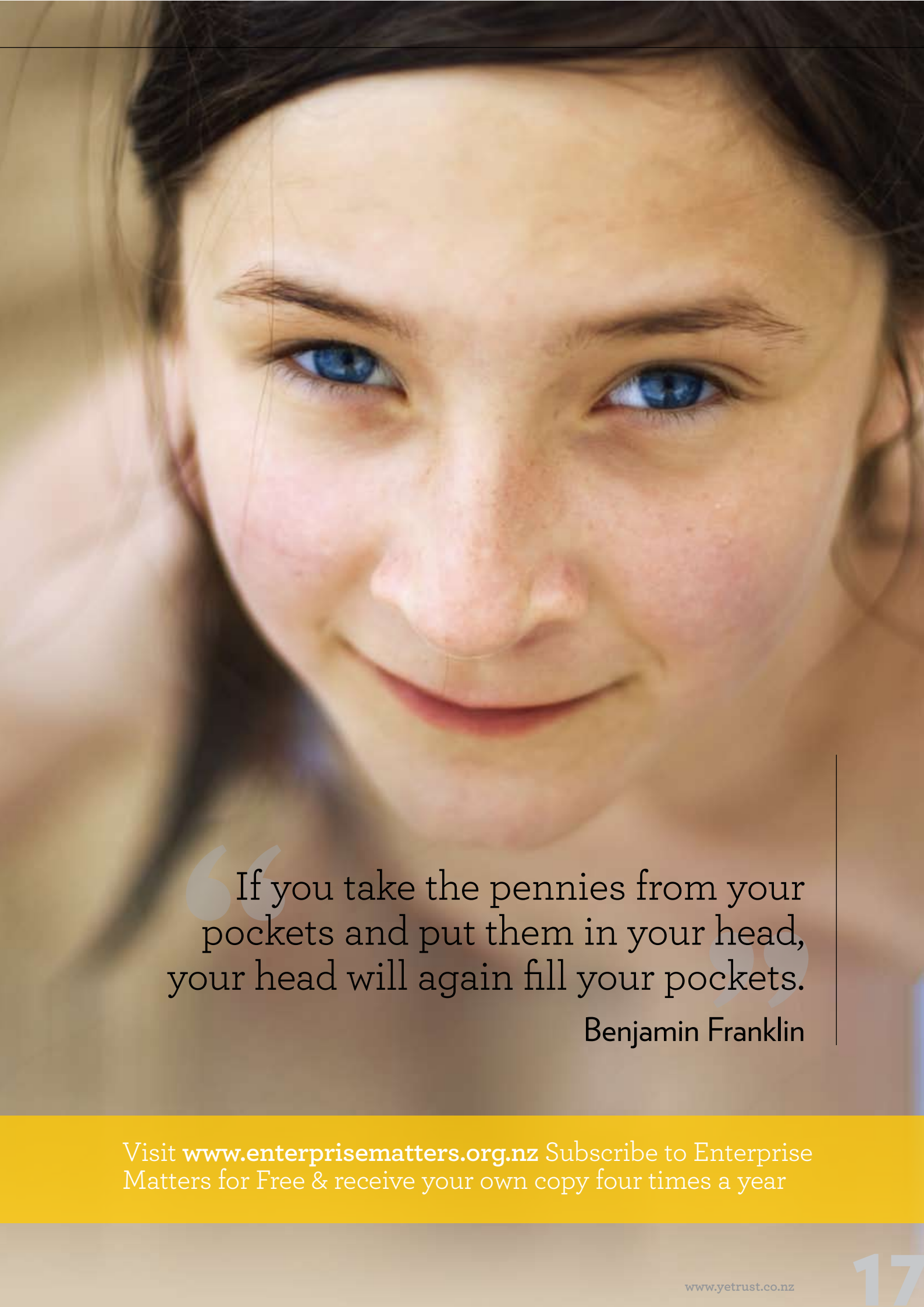
DairyNZ Get Ahead Challenge entries close 11th November

BP Innovation Comp entries close 21st November

YES company tax returns due 25th November

PrEP competitions nominations close 25th November

YES & ES National Awards 1st December



“If you take the pennies from your pockets and put them in your head, your head will again fill your pockets.”

Benjamin Franklin

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