

JA Company Program® helps student entrepreneurs launch an actual business from idea generation, product development, capitalization of the venture, marketing and sales strategies, supply chain, and financial reporting all with the mentorship of a JA business volunteer.

Junior Achievement of East Central Ohio is providing local JA Company Program Teams with the opportunity to secure up to \$600 investment funding from the JAECO Board of Investors. In the new JA Company Program, raising capital beyond traditional selling of stock is encouraged. Through JA Company Investment Pitch Day! local business leaders can engage and support these business start-ups at the beginning of the process. A key value-add to all Junior Achievement programs is mentorship from business partners to connect what is learned in the classroom to the real business world.

The Judging Process:

JAECO Board Members/Local Business Persons will take on the role of an "Investor" with money to lend (JAECO money).

Students will pitch their idea with Power Point Presentation (up to 5 minutes to present)

Sample Product Idea is Welcome but not required

Students will pitch for funding ranging from \$100-\$600 and describe the investment return.

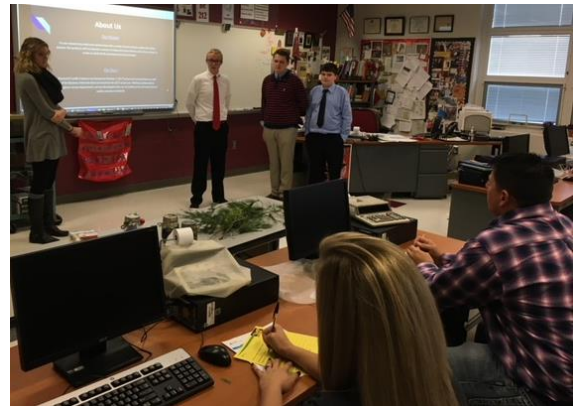
Investors will have opportunity to ask questions (3-5 Minutes)

Investors will evaluate the merits of "the ask", preparation of the students, investment risk, viability of the idea, etc.

Investors will have authority to make investments up to \$600 per JA Company Team

Investors can fund at lesser amount than requested and can make counter offers and set expectations for product modifications to receive an investment. Each JA Company has the right to accept, negotiate or decline final offers.

This is not a guaranteed investment. . . each JA Company must earn it!



The Contract Process:

A). Investments are startup capital and through the authentic learning experience must be paid back by April 12th. If a circumstance prevents repayment, a written payback plan must be in place in order for the JA Company to be eligible to compete in the annual NextGen Entrepreneurs' Challenge. Any prize money awarded at the competition, may be subject to a lien against the outstanding balance of the capital investment accepted by the JA Company. Terms are agreed upon within the signed contract.

B). JAECO President or representative will facilitate terms of the investment agreement (ie % return, ownership in the company, date of expected repayment, any other qualifiers that come from the agreement). JAECO President will enter into a contract with JA Company Team's President and Financial Officer to acknowledge the terms of accepting the investment. There is no teacher, school, or volunteer signature required. Teachers, school administrators, boards, nor associated JA volunteers are not liable to pay back any of the award amount.

C) Upon receipt of the signed contract, JAECO will electronically deposit into the JA Company's Bank Account with the agreed investment amount within five (5) business days. (JA Company Program banking accounts are managed through Huntington National Bank (JAECO has oversight control – JAECO President is a signor all accounts).