

Manitoba High School New Venture Championships



Friday, May 25, 2018



UNIVERSITY
OF MANITOBA



Stu Clark
Centre for Entrepreneurship

ASPER SCHOOL OF BUSINESS

The Manitoba High School New Venture Championships

- All high school students in Manitoba are eligible
- Individually or as a team, students create a unique product or service or business idea:
 - DigiParent (app to limit internet use by kids)
 - Urbin Solutions (self-sorting waste bin)
 - Gourmet Marshmallows
 - Water vending machine with flavour shots
- Judges are local business professionals
- Students can apply to compete in one, two, three or all of the events!



What is an Entrepreneur?

Local Entrepreneurs

- Skip The Dishes – bought out for \$110 million with \$90 million more coming their way if they meet targets
- Green Carrot Juice – ex CFL player Obby Khan who also owns Shawarma Kahn



PRIZES



Trophy



Scholarships & Cash Prizes

Trade Show

- The team's product or service is presented as a tabletop display
- Judges evaluate students on their table display and concept pitch
- Students are allowed to sell their product to judges and spectators so don't forget to bring extra!



Idea Pitch

- 1 – 2 students from each team pitch their venture to judges
- Teams will have 2 minutes to explain their venture followed by Q & A from the judges
- No visual aids or props are allowed



Logo & Branding Competition

- A logo is the company's single most visible representation within their target market
- A strong logo can establish your brand identity
- Teams will have 1 minute to explain their logo followed by a Q & A from the judges



Business Plan Competition

- 10 minute presentation
- 10 minute question & answer
- 5 minute feedback session
- 5 divisions compete in Opening Round
- Winner of each division qualifies to compete in the Championship Round



Executive Summary

Topics to included in your 1 – 2 page executive summary:

- Magnitude of the Problem
- Brief outline of the Solution
- What market validation has been completed?
- What are the financial projections
- How scalable is the idea?

What does a Business Plan contain?

Business Plan

Expand on the topics of your executive summary along with:

- Business Overview
 - Type of business, description of product or service
 - Overview of the current market
- Market Research
 - Is there a need for your product or service?
 - Competitive analysis (how your idea is better than others!)
- Marketing Plan
 - Product, price, place, promotion
- Financial Plan
 - Start-up budget
 - Required funds
 - Expected sales

**All scholarships can be used towards any post secondary institution in Manitoba.*

Awards

- **Business Plan Competition:**
 - **First Place:** \$2,000 scholarship per student
 - **Second Place:** \$1,000 scholarship per student
 - **Third Place:** \$500 scholarship per student
 - **Fourth Place:** \$250 scholarship per student
- **Trade Show Winner:** \$500 per group
- **Logo Competition Winner:** \$500 per group
- **Idea Pitch Winner:** \$500 per group
- **Best School:** \$1,000 and trophy
- **Other great prizes!**



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Important Dates

- Online applications and executive summaries due: **Friday, April 20, 2018**
- Teams advised of acceptance: **Monday, May 4, 2018**
- Business Plans due (for select teams): **Friday, May 18, 2018**



Contact Information & Social Media

Further resources and support can also be provided by contacting Amy



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[@stuclarkcentre](https://www.instagram.com/stuclarkcentre)



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