

ANNUAL REPORT 2006/2007



world **skills**™
Calgary 2009 



IT'S BIG

WorldSkills Calgary 2009 Ltd. is a not-for-profit organization, established to plan and host the 40th WorldSkills competition in September, 2009.

WorldSkills is a growing, global movement of agencies and committed individuals, focused on developing and promoting high performance among young people in key skills and technologies that are vital to economic and social success.

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Vision

The desired future for the organization... WorldSkills Calgary 2009 Ltd. is the benchmark for future WorldSkills competitions, leaving a lasting community impact.

Mission

The distinctive identity or purpose which the organization seeks... Engage the passion of our youth to pursue satisfying trades and technology career pathways that result in a motivated and highly skilled workforce.

Goals

Ideal states to be achieved at some unspecified time in the future:

- Build regional and global community capacity that creates and supports excellence in trades and technology careers.
- Create a high level of societal value and respect for careers in trades and technology.
- Increase participation and support for the trades and technology career pathways.
- Build awareness and participation of WorldSkills globally, and the Americas specifically.
- Create a positive, lasting memory of Calgary's western hospitality.
- Celebrate and support diversity throughout the competition.
- Create lasting legacies for trades and technologies, WorldSkills and future international events based in Alberta.
- Be cost effective in all undertakings.



Chairman's Report

I am very pleased to report significant progress on all of our key priorities. Our involvement in the recruitment of new WorldSkills members from the Americas took a significant leap forward this past year and WorldSkills Calgary 2009 continued to contribute to the international organization at the operational level in the areas of competition planning, scheduling, commercial marks and the WorldSkills Brand. We were able to use our position as the first fully branded WorldSkills Competition to encourage other member countries to adopt a consistent brand image.

Our relationship with our partners at the City of Calgary, SAIT Polytechnic and the Calgary Stampede Park continues to grow as we share our plans for the Competitors' Village, pageantry and venue logistics. The agreement for the contribution of \$16 million from the Government of Alberta toward the Alberta Equipment Legacy Program will ensure that the competition and Alberta educational institutions will benefit from the procurement of state-of-the-art tools and machinery. This brings the Province of Alberta's commitment to WorldSkills to \$22.4 million and confirms its leadership position with respect to youth, trades and technology and the development of human capital.

Currently, the Government of Canada's agreement to invest is \$6.1 million and we are preparing documentation to present to Minister of HRSD and the Prime Minister's Office for additional funding. We established the National Advisory Committee for WorldSkills to assist in promoting our mission and vision across the country and were very pleased to have Mr. Ralph Klein agree to assume the role of Chair. Pat Nelson, Eric Newell, Dan Miller, Mike Harris and Diane Francis have all agreed to join the NAC and we look forward to their contributions.

In summary, the activities of Fiscal 06/07 were centered on positioning WorldSkills Calgary 2009 so that we can deliver on the commitments made in the Bid and the Memorandum of Understanding with WorldSkills International. I am very pleased to submit for your consideration, the 2006/07 WorldSkills Calgary 2009 Annual Report.

E.H. Guy Mallabone, Chair, Board of Directors



President and CEO's Report

This year has been pivotal for WorldSkills Calgary 2009. We contributed significantly to WorldSkills International and began to deliver on our promises as laid out in our 2004 Bid document.

Marketing and Sponsorship activities were launched this year with the completion of the Sponsorship Package and the adoption of the global standard for sponsor management. We were very pleased to receive confirmation of the Alberta Equipment Legacy Program. This program will assist in the purchase of critically needed equipment for the event while establishing a process to move the equipment into Alberta education institutions once the event is completed.

At year-end we look forward to our participation in the 2007 WorldSkills competition in Japan. Canada will have more than 200 delegates and competitors present in Japan and we will use the event to focus attention on the plans and preparations for WorldSkills Calgary 2009.

I am very pleased to submit the enclosed report and I look forward to 2007/2008 as a very exciting year for WorldSkills Calgary 2009.

Richard L.H. Walker, President and CEO



Year in Review

WorldSkills Calgary 2009 was active on several fronts during the fiscal year. Important work was completed with WorldSkills International that begins to address the commitments made during the Bid process and starts to set the stage for significant changes in advance of September 2009. In addition, work on-site at Stampede Park and SAIT Polytechnic continues to move our venue and logistical plans forward. The following pages briefly highlight the priority activities of Fiscal 06/07 and present a snap shot of our preparations for the 40th International WorldSkills Competition in September 2009.

1. WorldSkills International

We continue to enjoy an excellent working relationship with WorldSkills International and have made significant progress on several deliverables from our 2004 Bid Package and the 2005 Memorandum of Understanding.

Operational Assistance to WorldSkills International – WorldSkills Calgary participated in several international meetings during Fiscal 06/07.

- The WorldSkills International General Assembly (Melbourne)
- WorldSkills International Executive Committee and Executive Committee Working Group (London)
- WorldSkills International Technical Committee and Technical Working Group meetings (Tokyo)
- WorldSkills International Strategy Committee and the WorldSkills International Marketing Working Group (Rotterdam)

In addition, staff was active on specific assignments to assist WorldSkills International in the improvement of the competition and organizational preparations leading up to 2009. The completed assignments represent part of the legacy of WorldSkills Calgary 2009.

Sponsorship Program – WorldSkills Calgary 2009 senior staff was instrumental in the creation of a program format for sponsorship at WorldSkills International and assisted in the development of the Global Sponsors Partners group. WorldSkills Calgary 2009 also led the RFP (Request for Proposals) for the sponsorship management system software and selected and engaged a Canadian firm, AM/PM Software Systems Inc. to provide sponsorship prospect management for WorldSkills International, WorldSkills Calgary 2009 as well as provide WorldSkills London 2011 with a demonstration system to test. This

new system allows for the effective coordination of multiple sponsorship platforms – local, national and global between WorldSkills International, WorldSkills Calgary 2009 as well as Skills/Compétences Canada.

The WorldSkills International Global Sponsor Partners (GSP) are currently comprised of four corporations: Fluke, Festo, Cisco and Snickers Workwear. Indications at the end of Fiscal 06/07 are that there are several additional partner corporations poised to join the GSP in the new year.

Commercial Marks – Difficulties exist in WorldSkills International with the on-site recognition of sponsors for nations, teams, the host country or WorldSkills International. Conflicts between rival corporations who are sponsoring activities in the same area during a competition have resulted in logo management issues and dissatisfied sponsors. To remedy the situation and improve the capacity of WorldSkills International to appropriately recognize sponsors, WorldSkills Calgary 2009 proposed a Commercial Marks Policy. The new WorldSkills International Commercial Marks Policy and associated guidelines clearly delineate the regulation of



commercial marks at WorldSkills International events. The report from WorldSkills Calgary 2009 sets forth the size and number of sponsor logos (commercial marks) that can be displayed by various groups involved in WorldSkills Competition – Teams, Host Country/Venue and WorldSkills International.

This Commercial Marks Policy was adopted by WorldSkills International and will be fully implemented after Shizuoka 2007 in preparation for WorldSkills Calgary 2009.

Pictograms – WorldSkills Calgary 2009 developed a system of internationally recognized pictures that can be displayed at a competition to assist in the communication between individuals of different language groups. Competitors can now use the Pictograms to indicate the need for an expert, an additional tool(s), medical assistance or other non verbal requests. In addition, globally recognized pictograms will be used throughout the city/venue to indicate the location of services, areas of information or interest, or emergency notification. WorldSkills Calgary 2009 partnered with SENAI from Brazil to create a booklet of pictograms for competitors and experts so that communication need not always be dependant on the availability of translators.

WorldSkills Brand Audit – WorldSkills Calgary 2009 and WorldSkills London 2011 jointly committed to the completion of a Brand Audit for WorldSkills. The audit is intended to assess the current usage of the WorldSkills International logo and commercial brand, determine the extent to which the brand is being adjusted or edited for use, the existing brand value and the value proposition associated with WorldSkills International brand, and the potential to enhance brand use, awareness and value. At the end of Fiscal 06/07 WorldSkills Calgary 2009 and WorldSkills London 2011 were reviewing an RFP for consulting assistance.

Recruitment of the Americas – WorldSkills Calgary 2009 in association with our colleagues in SENAI Brazil and FESTO Didactic, a WorldSkills International Global Sponsor Partner coordinated a recruitment event in Recife, Brazil, during the Brazilian National Skills Competition. Seven South American countries participated in the three day event. Recruitment of the Americas was a commitment made to WorldSkills International by WorldSkills Calgary 2009 during the bid process. As a result of our efforts, three countries have indicated interest in pursuing WorldSkills membership.

WorldSkills VIP Program – WorldSkills Calgary 2009 and WorldSkills London 2011 jointly proposed the creation of a VIP tour for Japan in November 2007. The concept centered around the belief that promotion of the events

was best accomplished by exposing business, government and educational institutions to the event itself. To that end, Canada and the United Kingdom agreed to coordinate the first-ever WorldSkills VIP Experience. At the end of the Fiscal 06/07 preparations for the launch of the promotional campaign were underway.

WorldSkills Champions on the World Stage – By far, the most significant contribution to WorldSkills International was the creation of the WorldSkills Champions on the World Stage initiative. WorldSkills Calgary 2009 proposed to reduce the amount of time between the last day of competition and the Awards Presentation/Closing Ceremonies. By removing two days traditionally set aside for marking and excursions, the WorldSkills Competition became a continuous six day package that was more attractive to media and the general public. The changes require experts and judges to adjust their marking regiment to a daily routine and prepare the final results in time for the Awards presentation on the sixth day. In addition, WorldSkills Calgary 2009 proposed that daily reports would be made available to the media and



spectators so as to increase on-going interest in the competition. Finally, WorldSkills Calgary 2009 proposed to host all 900 competitors as well as the 900 experts and officials at the Canadian Football League Labour Day Classic Football Game. The event will focus attention on the international competitors through the broadcast across Canada and around the world via satellite link. WorldSkills Organizations in all 49 countries can “pull-down” the television signal from the satellite and rebroadcast the event inside their country.

The WorldSkills Champions on the World Stage initiative will be a significant legacy of WorldSkills Calgary 2009. It represents the first significant change to the format of WorldSkills competitions and a movement toward increased local and international media attention. Increased exposure by the global media will result in significantly improved awareness of WorldSkills and potentially greater interest by sponsors and the general public.

2. Partnerships with Governments and NGO's

WorldSkills Calgary 2009 continues to develop strong working relationships with the Government of Canada and the Province of Alberta as well as government representatives, Ministers and ministerial representatives in British Columbia and Saskatchewan. Strong government support is critical to the success of WorldSkills Calgary 2009 and meetings with Department of Education and Advanced Education officials will continue.

WorldSkills Calgary 2009 is a partner with Skills/Compétences Canada (S/CC). Over the past year, WorldSkills Calgary 2009 has participated in S/CC regional and national meetings as well as the Annual General Meeting and several National Board meetings. Our relationship with S/CC is strong and we benefit significantly from their experience and network in the skills universe.

In Fiscal 06/07 WorldSkills Calgary 2009 made several presentations and/or participated in congresses held by The Canadian Apprenticeship Forum (CAF) in Montreal and The Association of Canadian Community Colleges (ACCC) in Calgary. These forums give WorldSkills Calgary 2009 an opportunity to raise the awareness of business and government to the need for increased emphasis on skilled trades, apprenticeship and employability training. In addition, WorldSkills Calgary 2009 participated in the Skills Canada Alberta Provincial Skills Competition, the Ontario Provincial Skills Competition as well as the Canadian Skills Competition in Halifax.

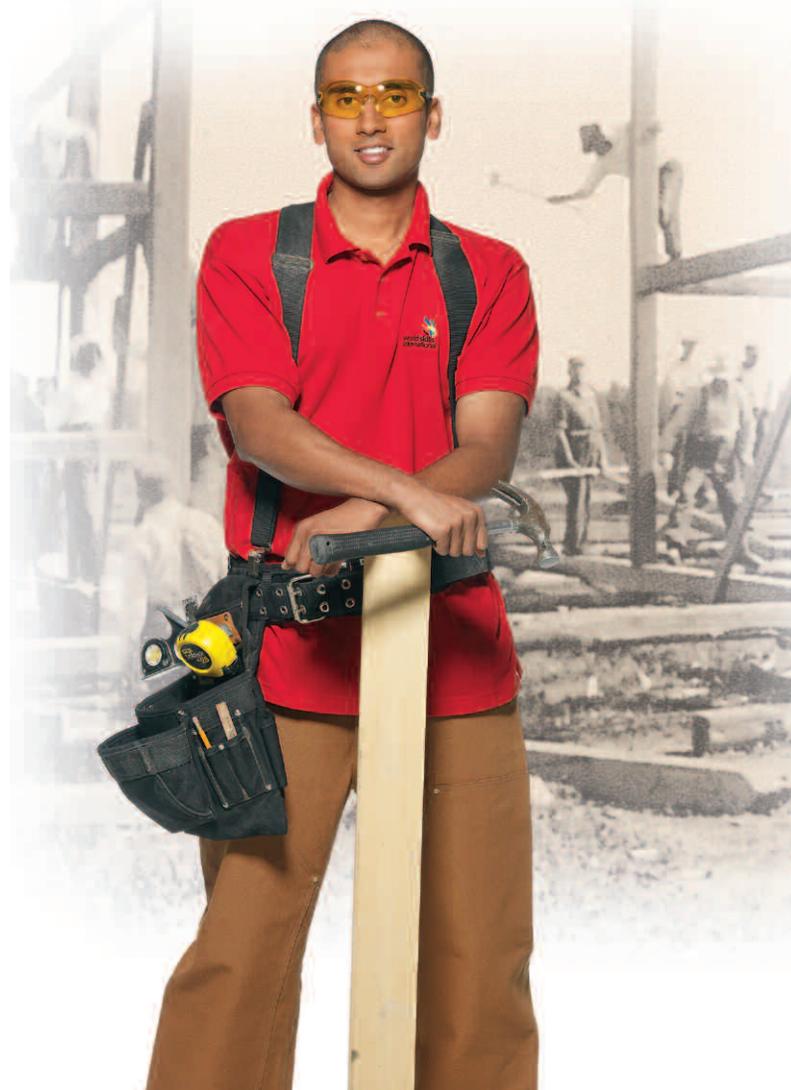
3. Finance and Administration

WorldSkills Calgary 2009 went through significant changes in Fiscal 06/07. Staff increases and the hiring of a Chief Financial Officer and Vice President of Finance contributed the much needed financial expertise to the operation.

4. Marketing, Promotions and Sponsorship

Recruitment of a Director of Sponsorship and the development of a template (WireFrame) for the cultivation of potential sponsors were important developments during the year. The successful application to the Government of Alberta for \$16 million in funding to support equipment purchase and the approval by the government of the Alberta Equipment Legacy Program was a significant event for WorldSkills Calgary 2009 and placed the Government of Alberta in a leadership role for the financial support of WorldSkills Calgary 2009.

During the year, WorldSkills Calgary 2009 was able to complete the development of a new promotional DVD



and to secure global exposure of our video through placement on YouTube. In addition, we were very pleased to have Member of Parliament and Parliamentary Secretary to the Minister of HRSDC, Lynne Yelich launch our new WorldSkills Calgary 2009 website from the Library of the Parliament Buildings in Ottawa. Marketing and promotional activities continued throughout the year with the cultivation of potential media partners dominating the year end.

- <http://www.worldskills2009.com>
- http://www.youtube.com/watch?v=_sloxEWuxyl

5. Operations, Venue and Logistics

An agreement is in process of negotiation with Calgary Stampede Park for the lease of the entire venue as well as the creation of a draft site plan for Stampede Park were highlights of the year. Meetings with cargo expeditors and global shipping companies and the creation of an infrastructure plan for Stampede Park ensured that preparations for 2009 were well underway.

A Technical Advisory Committee was created to support WorldSkills Calgary 2009 with the selection of key technical volunteers for the event in 2009. Members of the committee include, WorldSkills Calgary 2009, Skills/Compétences Canada, Skills Canada Alberta, and Apprenticeship and Industry Training. The committee formalized the Workshop Supervisor role and worked collaboratively to ensure that advertising and recruitment for 40 Workshop Supervisors was well underway at the end of the year.

WorldSkills Calgary 2009 met with WorldSkills International to discuss the mutual need for a revised electronic version of the Infrastructure Lists used for each event. WorldSkills Calgary 2009 proposed its needs as the Host Organizing Committee to WorldSkills International who agreed to develop a new (centrally managed) web based model, which will be customizable at several levels, and make it available for implementation towards the end of 2006/2007.

6. Staffing and Human Resources

WorldSkills Calgary 2009 continues to benefit from the ability to recruit and retain outstanding employees. In June 2006 we were fortunate to secure an AIESEC intern. ENCANA contributed the funding and logistical support for the placement of Ms. Christina Tappauf, a student from Graz, Austria. Ms. Tappauf assisted in the creation of the first sponsorship materials, participated in marketing

and promotion activities and was instrumental in the completion of our WorldSkills Calgary 2009 website in time for the February 21st launch.

Mr. Lou Keresztes joined WorldSkills Calgary 2009 on contract to assist in the creation of the education and youth awareness initiatives. Mr. Keresztes' position at WorldSkills Calgary 2009 was supported through the duration of the event by a \$300,000 grant from Alberta Advanced Education. The grant allowed WorldSkills Calgary 2009 to fully implement the Education Secretariat and begin the process of raising awareness of youth, those who influence youth and Alberta's educators.

Dr. Sibylla Lane joined WorldSkills 2009 as the Chief Financial Officer and Vice President, Finance. Dr. Lane's background in advanced education and her experience in finance and accounting are a perfect compliment to the other members of the Executive Team and provide much needed financial analysis and reporting.



Auditor's Report

We have audited the statements of financial position of **WorldSkills Calgary 2009 Ltd. as at March 31, 2007 and 2006** and the statements of operations for the years then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Association as at March 31, 2007 and 2006 and the results of its operations for the years then ended in accordance with Canadian generally accepted accounting principles.

June 22, 2007
Calgary, Alberta

Kennedy Mack Slusarchuk Stewart LLP

CHARTERED ACCOUNTANTS



**KENWAY
MACK
SLUSARCHUK
STEWART_{LLP}**

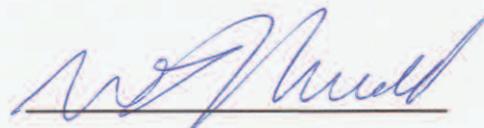
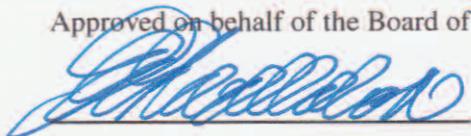
Chartered Accountants
www.kmss.ca

WorldSkills Calgary 2009 Ltd.

Statement of Financial Position

As at March 31,	2007	2006
Assets		
Current assets		
Cash	\$ 101,875	\$ -
Accounts receivable	9,148	438,291
Prepaid expenses	18,881	-
	<hr/>	<hr/>
	129,904	438,291
Restricted assets (note 5)	815,381	180,761
Website development (note 3)	43,132	-
	<hr/>	<hr/>
	\$ 988,417	\$ 619,052
Liabilities and Net Assets		
Current liabilities		
Bank indebtedness (note 4)	\$ -	\$ 375,212
Accounts payable and accrued liabilities	129,901	63,076
	<hr/>	<hr/>
	129,901	438,288
Deferred cash contributions (note 5)	815,381	180,761
Deferred capital contributions (notes 3 and 6)	43,132	-
	<hr/>	<hr/>
	988,414	619,049
Commitments (note 7)	3	3
	<hr/>	<hr/>
Share capital (note 8)	\$ 988,417	\$ 619,052

Approved on behalf of the Board of Directors



See accompanying notes to financial statements.

WorldSkills Calgary 2009 Ltd.

Statements of Operations

Years ended March 31,	2007	2006
Contributions	\$ 1,212,838	\$ 903,158
Expenditures		
Salaries and related benefits	823,215	517,956
Advertising and promotion	142,998	100,855
Travel	100,896	155,289
Office and miscellaneous	67,760	44,947
Rent	21,630	16,500
Amortization	21,566	-
Consulting Fees	10,165	29,980
Professional fees	9,955	15,112
Equipment rental	5,568	4,571
Board meetings	4,316	3,116
Insurance	3,707	2,800
Interest	1,062	12,032
	<u>1,212,838</u>	<u>903,158</u>
Excess of contributions over expenditures	\$ -	\$ -

See accompanying notes to financial statements.

WorldSkills Calgary 2009 Ltd.

Notes to Financial Statements

March 31, 2007 and 2006

1. Nature of operations

WorldSkills Calgary 2009 Ltd. (the "Association") is a not-for-profit organization incorporated under the Companies Act of Alberta on October 29, 2004. The Association was formed to promote trade and technology skills in Canada on a nation-wide basis, through the hosting of the WorldSkills Calgary 2009 event.

WorldSkills Calgary 2009 (the "Event") is the 40th international competition of WorldSkills International, a global non-profit that promotes skills and vocational education. The Event features four days of competition with over 800 competitors in 40 skill categories. In addition 5,000 experts, judges and international delegates participate in non-competitive activities such as Global Leaders' Forum, arts and cultural events, a Global Village and several symposium and trade related events over 14 days.

16,665 hotel room nights are reserved and the entire Calgary Stampede Park has been booked for the various activities. The competition and related activities are expected to attract in excess of 150,000 spectators. Through support from both levels of senior government, 100,000 young people will be hosted during the competition making the Event a major educational event for Alberta and Canada.

The budget for all activities is currently estimated to be \$66 million. Existing commitments from the Province of Alberta total \$22M and Government of Canada total \$6 million with additional resources anticipated for the WorldSkills 2009 Equipment Legacy Program and the program for equipment support and rural community access. Sponsorship and corporate partnerships are being pursued to support educational and cultural activities as well as the legacy aspects.

2. Significant accounting policies

(a) Use of estimates

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the balance sheet date and the reported amounts of revenues and expenses during the year. Actual results could differ from those estimates.

(b) Cash equivalents

The Association considers all investments with maturities of three months or less and demand bank loans that are utilized periodically for day to day operations to be cash equivalents.

(c) Website development

Website development is recorded at cost. The Association provides for amortization using the straight-line method to amortize the cost of the website development over its estimated useful life of three years.

(d) Revenue recognition

The Association follows the deferral method of accounting for contributions.

Unrestricted contributions are recognized as revenue when received or receivable, if the amount to be received can be reasonably estimated and collection is reasonably assured.

Restricted contributions are initially deferred and recognized as revenue in the year in which the related expenses are incurred.

(e) Income taxes

The Canada Revenue Agency requires the Association to file an income tax return, however, the Association is not taxed due to its non-profit status. Therefore, no provision for income taxes has been made in these financial statements.

(f) Statement of cash flows

A statement of cash flows would not disclose any information which is not readily available from the existing financial statements. Therefore, no statement of cash flows is provided.

3. Website development

	2007		2006	
	Cost	Accumulated amortization	Net	Net
Website development	\$ 64,698	\$ 21,566	\$ 43,132	\$ -

4. Bank indebtedness

A demand operating loan has been authorized by the bank to a maximum of \$850,000 and bears interest at bank's prime lending rate plus 0.75% per annum and is secured by a general security agreement and an assignment of proceeds relating to property, inventory and equipment now or hereafter owned or acquired by the Association.

5. Restricted assets and deferred cash contributions

Restricted assets and deferred cash contributions represents unspent contributions received by the Association and restricted by the contributor for a specific purpose. The changes in the restricted assets and deferred cash contributions balance for the year are as follows:

	2007	2006
Opening deferred contributions	\$ 180,761	\$ 58,342
Contributions received from the Province of Alberta	1,310,000	295,445
Contributions received from the Government of Canada	560,357	-
Contributions recognized as revenue in year	(1,235,737)	(173,026)
Closing deferred contributions	\$ 815,381	\$ 180,761

6. Deferred capital contributions

Deferred capital contributions represent contributed capital assets and restricted contributions with which capital assets were purchased. The changes in the deferred capital contributions balance for the year are as follows:

	2007	2006
Capital contributions spent	\$ 64,698	\$ -
Amortization	(21,566)	-
Deferred capital contributions, end of year	\$ 43,132	\$ -

7. Commitments

The Association has entered into a lease for office premises and computers, which expires on March 1, 2008. Rental payments to the expiry of the lease are \$33,254.

The Association has committed to pay a Hosting Fee to Worldskills International as a condition of hosting the event. The amount to be paid is 25,000 Euro per year in the 4 years leading up to the Event. The first two installment towards this commitment have been paid.

The Association has reserved 16,665 room nights at six different Calgary hotels for the Event. If the Association reduces the number of room nights booked, cancellation penalties may apply. If the Association cancels the contract in its entirety before August 23, 2007, a penalty of 25% of the total lost guestroom revenue by the hotels would have to be paid (50% after August 24, 2007 and 75% after August 24, 2008).

8. Share capital

Authorized

10 shares without nominal or par value to be issued for a maximum of \$1 per share limited to 1 share per person

Issued

	2007	2006
Shares	\$ 3	\$ 3

The shares are restricted and are not entitled to any bonuses, dividends or other distributions of profits or property of the Association to the shareholders.

9. Financial instruments

Fair value

The Association's carrying value of cash, accounts receivable, accounts payable and accrued liabilities approximates its fair value due to the immediate or short-term maturity of these investments.

Board of Directors and Advisors to the Board

As of March 31, 2007

Guy Mallabone (Chair)
Vice President, External Relations
SAIT Polytechnic

Dave Bronconnier (Honorary Chair)
Mayor, City of Calgary

Abe Reimer, Vice-Chair
General Manager
PCL Intracon Power Inc.

Mary Ann Steen (Secretary)
Manager, Community Investment
EnCana

Bill Nield (Treasurer)
General Manager, Administration of the '88 Olympics

Ivan Bernardo
Barrister Solicitor
Chipeur Advocates

Terry Cooke
President, Skills/Competences Canada
(Former Dean of Business, NAIT)

Julien De Schutter
Vice President, Airport Marketing
Calgary Airport Authority

Special Advisors to the Board of Directors

Shirley Dul
Assistant Deputy Minister
Apprenticeship and Industry Training Division
Alberta Advanced Education

Dr. Gene Edworthy
Edworthy Vision Centre

Joe Fardell
President & CEO
Tourism Calgary

Doug Hawkins
Construction Labour Relations – Alberta

Earl Hjelter
Associate Executive Secretary
Alberta Teachers' Association

Orest Iwanylo
Facilities Marketing Manager
Calgary Exhibition & Stampede

Tim Richter
Director, Government Relations
TransAlta

Menno Vanderlist
Public Member (Former Student)

Denis Herard
MLA for Calgary-Egmont

Peter Wyatt
Business Representative
SMWIA Local 8

Karen Fetterly
Program Manager
Career Transitions/Career and Life Management
Curriculum Branch, Alberta Education



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