



JUMP MATH

Sector: Education

Location: 1 Yonge Street, Suite 1006
Toronto, ON M5E 1E5

Website: www.jumpmath.org

Charitable registration number: 86432 6814 RR0001

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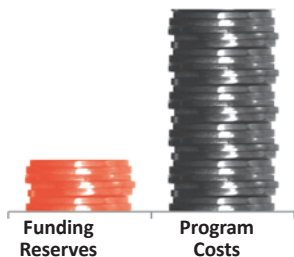
August 3, 2011

Financial Transparency



Audited financial statements for current and previous years available on the charity's website

Program Cost Coverage



Spending Breakdown



Full-time Staff # 8

Avg. Compensation \$75,262

Top 10 Staff Salary Range

\$350k +	
\$300k-\$350k	
\$250k-\$300k	
\$200k-\$250k	
\$160k-\$200k	
\$120k-\$160k	
\$80k-\$120k	1
\$40k-\$80k	7
< \$40k	

Information from most recent CRA Charities Directorate filings for F2010.

Mission Statement: "To enhance the potential in children by encouraging an understanding and a love of math in students and educators."

About JUMP Math: JUMP Math (JUMP) provides an improved approach to learning mathematics compared to traditional methods. It does this through an offering of methodologies and materials based on current trends in cognitive science.

JUMP was founded by mathematician John Mighton on the basis of his experience as a teacher of mathematics and as someone who himself initially struggled to learn mathematics. Believing that mainstream methods of teaching mathematics fail to show adequate regard for the specific strengths and weaknesses of the mind as identified by cognitive science, John devised a method that is better adapted to cognitive resources and limitations when learning. The success of this method through his early tutoring days formed the impetus for JUMP.

Social Results: The JUMP program now reaches 85,000 students in over 400 schools and in tutoring programs and homes. Evidence of program success has been gathered in a number of research initiatives. An unpublished study conducted by independent researchers at the Hospital for Sick Children, OISE and University of Toronto measures the efficacy of JUMP against a control group using standard school curriculum materials. The study showed that the math knowledge of children using JUMP Math grew twice as much as that of children using the usual methods of math instruction.

Financial Overview: JUMP has a unique financial position for a charity in that it has a strong core product offering that provides significant revenues from business activities. This product suite, comprised of core curriculum materials, has been produced to date at healthy margins of approximately 30% and has shown significant sales growth over the past few years, contributing more than 50% of total revenues in each of the past two years and affording JUMP considerable funding leverage over its current donation base.

Investment Highlights: JUMP has increasingly focused on developing strategic relationships as a means of extending the program offering to targeted members of the community. By partnering with schools and other organizations that teach and provide free tutoring to youth directly, JUMP is able to provide a benefit to both the organization in the form of training and materials, as well as the existing community need which the organization aims to deal with. Additionally, JUMP has been improving its outreach capability by developing its online capability to allow training via the web and an e-learning platform for teachers.

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 Year ending June 30th

Program Data	2010	2009	2008
Program costs	1,254,749	1,041,826	727,200
Program hours	n/a	n/a	n/a
Total volunteers	n/a	n/a	n/a
Total volunteer hours	n/a	n/a	n/a
Volunteer turnover rate (%)	n/a	n/a	n/a
Clients served – students	85,000	48,000	44,000
Clients served – teachers	2,100	1,400	1,100
Program costs / hour	n/a	n/a	n/a
Program costs / student	14.76	21.70	16.52

Charity Analysis	2010	2009	2008
Revenues (less interest income)	1,343,815	1,250,324	1,040,795
Value of donated time	n/a	n/a	n/a
<u>Donated goods & services</u>	-	-	-
Charity value	1,343,815	1,250,324	1,040,795
Community support (\$)	561,677	602,943	635,386
Community size (population)	n/a	n/a	n/a
Community ownership (local support \$ / pop.)	n/a	n/a	n/a
Scope of service (clients as % of pop.)	n/a	n/a	n/a
Administrative costs (as % of charity value)	7.1%	8.7%	5.2%
Fundraising costs (as % of donations)	-	-	-
Program cost coverage (%)	25.6%	38.4%	33.6%

Audited Financial Statements	2010	2009	2008
(All figures in \$)			
Donations	561,677	602,943	635,386
Government funding	-	2,819	-
Business Activities	777,523	644,562	403,669
Interest income	476	4,425	1,031
<u>Special events and other</u>	4,615	-	1,740
Total revenues	1,344,291	1,254,749	1,041,826
Program costs	1,278,225	1,110,768	977,116
Administrative costs	95,629	109,206	54,245
<u>Fundraising costs</u>	-	-	-
Operating cash flow	(29,563)	34,775	10,465
Capital expenditures	-	-	2,082
Funding reserves	327,480	426,245	328,142

Management: John Mighton remains a central figure in the organization. He currently focuses on development of strategic relationships. Former management consultant Scott McMeekin is in his second year as CEO. Ewart Newton has joined the management team as director of development. Other key personnel include the writers of the curriculum materials, as well as teacher support and outreach managers who train and support teachers and tutors.

Funding Need: Given recent success in scaling the program, JUMP has plans for significant expansion across Canada and the US over the next 3-5 years. Though business activities produce significant organic funding for growth, donation levels are still at this stage a critical determinant of program extension. Likewise, additional funding would support investment in the online capabilities which are critical to JUMP's scalability, and could afford JUMP the opportunity to add to current levels of teacher support and outreach personnel. Over the medium term, other investable funding priorities will likely follow growth as JUMP is scaled into different languages and more remote locations.

Investment Risks: JUMP has plans for rapid expansion into new markets which would typically give rise to some financial and operational risks. Because the core product offering of JUMP is inherently scalable, there is less risk of program quality being compromised through the rapid growth phase, though risks related to cost management and organizational focus might still factor in.