

# The Hass Report



**Wealth Management  
Dominion Securities**

*A Newsletter for the friends and clients of Shawn Hass & Dustin Leniuk*

## Summer 2018

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## Lemonade Stands Get 'Legal-Ade'

This past quarter we bought shares of Kraft Heinz (as their share price has struggled over the past year) providing us with an attractive entry point. It was comforting to stumble upon this article which speaks to the values and character of their management team. Ensuring the companies that we own profess and live out a culture of community is a leading indicator of well-run and respected companies.....

Kids getting busted and fined by cops for running neighborhood lemonade stands without permits could come to an end this summer—thanks to food giant Kraft Heinz.

The brand's Country Time Lemonade unit announced that it will personally defend and pay for any fines that children get for trying to sell the summertime drink.

"We recently came across a story of a kid getting her lemonade stand shut down for legal reasons, which had to be an urban myth. After looking into it and seeing even more instances, we realized these weren't myths, they were real stories," Adam Butler, general manager for beverage and nuts for Kraft Heinz, told Fox Business.

Just last week, three brothers, ages 2 to 6, from Stapleton, Colorado, got their lemonade stand shut down by Denver cops after several vendors at a nearby arts festival called the police to complain the kids were undercutting their prices.

The brothers, who didn't have a temporary vending permit, were told that they were violating city policy and needed to shut down their business. The boys were trying to raise money for a nonprofit child-advocacy ministry

called Compassion International that supports children in poverty.

"I was very surprised and shocked that all this was necessary for a child's lemonade stand," the boy's mother told The Denver Post. "When I think back to my childhood, I had lemonade stands all the time. It never occurred to me that it wouldn't be OK for my kids to do the same."

But according to Butler, this summer will be different.

The fifth-largest food and beverage company in the world with a market cap of \$71 billion said it has created a "Legal-Ade" unit that is on hand to help kids and their parents fight any legal woes or fines associated with their lemonade stands.

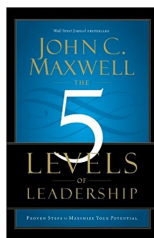
"Any child fined for running a lemonade stand without a permit can have his or her parent apply for reimbursement. To apply, simply upload the image of your child's permit or fine along with a description of what your lemonade stand means to your child, in his or her own words," the company said in a statement.

Each submission will then be reviewed by Country Time Lemonade's team and if it complies with the terms, the company will cover the permit fee or fine, up to \$300. Additionally, it will donate up to \$500,000 to help kids with their entrepreneurial pursuits next year and beyond.

"Go ahead, kids. Run your lemonade stands. Country Time Legal-Ade is on your side and will protect you. When life hands you outdated laws, make lemonade, and get Legal-Ade," the company said.



# A Book an App & Website



## Book: 5 Levels of Leadership

#1 *New York Times* bestselling

author John C. Maxwell

explains how true leadership works and makes it accessible

to everyone. Leadership does not come from

your title. In fact, being named to a position is only the first and lowest of the five levels every effective leader achieves. To become more than a boss people are

required to follow, you must master

the ability to inspire and build a team

that produces not only results, but also

future leaders.



## App: Planes Live

Ever curious where that jet stream that just cut through the sky above your backyard is going?

Now you can find out with this simple yet powerful flight status radar that lets you track planes online and get up-to-date information on

any flight worldwide all in one app. It's a great tool if you're heading to the airport to pick someone up and want to see their exact arrival time.

## Website: [translate.google.com/](https://translate.google.com/)

Google's free service instantly translates words, phrases, and web pages between English and over 100 other languages.

## Community

These past few months, we were proud to support various organizations throughout Southern Alberta. In particular, we were the lead sponsor in the Streets Alive Coldest Night of the Year. This program provides our community with clothing, personal hygiene items, emergency food pantry, life-recovery skills training, trusteeships and support measures not provided by other agencies in the community. We also supported the following great causes:



- SIM Canada
- Focus on the Family
- Coaldale Kinettes
- Lethbridge College Student Award
- Alberta Women's Institutes
- Chinook Regional Hospital Foundation—Care from the Heart
- Lethbridge Soup Kitchen
- Taber Food Bank
- Coaldale Minor Hockey

## Eastern Tour

This past May I was invited to attend a 3 day tour of some of the most respected investment firms in the eastern Canadian cities of Montreal, Ottawa and Toronto. We were able to spend a half day with each firm and get a full behind-the-scenes look at how they are structured and an in depth understanding of why they do what they do. The trip provided me with several insights that we will be able to implement on not only the investment side but also the planning and service side of our business. This unique sharing of best practices allows the participating firms to sharpen their approach and improve on a continual basis. As one of the largest discretionary investment teams in Southern Alberta, it is our commitment to constantly be in search of fresh and innovative practices that we can use to serve our client families better.

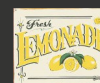
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## Signs around town...



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