This is a time for celebration, and a time of reflection. We are looking back at 25 years of life-changing education, from YE’s start as an eight-week program taught in a single classroom to a yearlong curriculum with robust continuing education programming and community outreach programs in 41 schools across Kansas and Missouri. Today, our story begins a new chapter.

Through the formation of Youth Entrepreneurs Foundation, we’re taking our unique, hands-on education nationwide. This upcoming school year, our curriculum will be taught in nearly 90 schools, including 59 in our own Central Region. Hundreds – eventually thousands – more students will learn what it means to be an entrepreneur.

An entrepreneurial mindset isn’t just about starting a business. It’s about creating value, making our lives and the lives of those around us better. We believe we can create this mindset by reinforcing basic business skills with essential human values such as respect and integrity. We want to inspire students to find their passions and to create their own opportunities in pursuit of their dreams as we lead them on the path to successful, fulfilling lives.

This upcoming year, our focus here in the Central Region remains on our students. We will continue to experiment with new methods of delivery, new local partnerships and expanding the opportunities available to our alumni – all made possible because of your support.

This is an exciting time for all those connected to YE, and as we turn the page on a new school year, we can’t wait to see what comes next.

Elizabeth Koch
Youth Entrepreneurs Founder and Chairman

Phoebe Bachura
Executive Director, Central Region
INTRO TO PHILOSOPHY

OUR VISION
To engender self-reliance among youth by introducing, through entrepreneurship, the values and skills necessary for them to lead successful, fulfilling lives as contributing members of society.

OUR GOALS
› Provide students with the knowledge and skills necessary to start their own businesses.
› Teach students how to apply entrepreneurial skills to become better employees.
› Encourage students to seek post-secondary education.

WRITING SUCCESS
For a quarter of a century, YE has inspired thousands of high school students to begin writing the first chapter of their own entrepreneurial tales. As you flip through these pages to review this momentous year, we invite you to read some of those student successes, and we look forward to sharing the stories to come.
Over the past 25 years, YE has inspired students across Kansas, Missouri and Georgia to write stories of personal and professional success. With our upcoming expansion, we’re looking ahead to a brighter future for youth across the U.S.

1990
Liz and Charles Koch share their entrepreneurial spirit with the city of Wichita when they bring the National Foundation for Teaching Entrepreneurship (NFTE-Wichita) to a classroom at North High School.

1993
The organization expands from 19 to 145 students, teaching entrepreneurship in eight locations.

1994
With 265 students, NFTE-Wichita changes its name to Young Entrepreneurs of Kansas (YEK). Students participate in the first Smith Barney Summer Partnership and trip to New York City.

1995
1997
Boasting 1,300 graduates, YEK announces 501(c)(3) status to become a public non-profit, and moves its office to Devlin Hall at Wichita State University.

YEK becomes Youth Entrepreneurs of Kansas, unveiling a new logo. Scholarships become available to YEK graduates.

2000
The Business for Breakfast series begins in Wichita, Topeka and Kansas City.

2001
The inaugural State Business Plan Competition is held and yeks.org launches.

2002
The first Biz Bang fundraiser nets $113,000 to support programming for 13 high schools in Topeka and Wichita. This year, YE serves 541 students and boasts 4,500 alumni.
Facebook and Twitter accounts launched, plus a new e-newsletter.

2007
YEK moves its Wichita office to Koch Industries.

2006
The first edition of the YEK alumni newsletter is published. YEK student Abby Lewis wins first place and $10,000 at NFTE’s National Business Plan Competition.

2008
YEK unveils a new logo.

2009
YE’s unique education launches in southwest Kansas and the introduction of a robust digital curriculum broadens student opportunities.

2010
YE Academy is launched as a method to continue alumni involvement.

2011
YEK celebrates its 20th anniversary, and growth into Missouri inspires a name change. Youth Entrepreneurs (YE) is born.

2012
The YE curriculum is now taught in four Topeka high schools, and the area receives its first full-time staff person.

2014
The YE curriculum is now taught in four Topeka high schools, and the area receives its first full-time staff person.

2015
Kansas City celebrates 10 years.

2016
YE posts 1,152 new graduates, raising its alumni count to 16,000, and the program kicks off a nationwide expansion with development into six new states.

2015
With more than 2,000 alumni and growing, YE Georgia celebrates 10 years of inspiring education.
“There are other programs with business training, but the kinds of connections a teacher can get for students through YE allow you to make such a difference.

What we teach, the way we teach it, the support, the training, the way the program constantly evolves – it still excites me even after 25 years. It’s given me a way to connect with students in a way I wouldn’t have otherwise, and I get more excited every year.”

› Has taught YE since the inaugural class in 1991
› Excited to see YE Academy’s rapidly-expanding opportunities
PARTICIPATING SCHOOLS AND ORGANIZATIONS

Our schools, organizations and instructors help create a pathway to prosperity for students through innovation, experiential learning and technology in the classroom.

ANDOVER, KS
Andover Central High School
Sherri Goforth
Andover High School
Hollie Ricke

AUGUSTA, KS
Augusta High School
Kellee Roberts

CANTON, KS
Canton-Galva High School
Brenda Vogts

CLEARWATER, KS
Clearwater High School
Cheryl Meyer

DODGE CITY, KS
Dodge City High School
Terri Larson

GARDEN CITY, KS
Garden City High School
Jacy Holloway

HAYSVILLE, KS
Campus High School
Zac Kliwer

HUTCHINSON, KS
Hutchinson High School
Clayton Evans

INDEPENDENCE, MO
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Erica Hart
Van Horn High School
Elizabeth McGruder
William Chrisman High School
Sheri Wheaton

KANSAS CITY, KS
Bishop Ward High School
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F.L. Schlagle High School
Lydia DeGarmo
J.C. Harmon High School
Sue Rollins
Stephanie Graham
Washington High School
Edward Tate
Wyandotte High School
Tiffany Jasper

KANSAS CITY, MO
Center Alternative High School
James Bridgeford
Hogan Prep Academy
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University Academy
Cindy Heiman

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Lansing High School
Dustin Myers

LIBERAL, KS
Liberal High School
Tasha Miller

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Little River High School
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NEWTON, KS
Newton High School
Lisa George

SCOTT CITY, KS
Scott Community High School
Kevin Reese

SILVER LAKE, KS
Silver Lake High School
Loren Ziegler

TOPEKA, KS
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Hope Street Academy
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WICHITA, KS
East High School
Brandon Reith
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Whitney Wilson
Kapaun Mt. Carmel High School
Jim Vanek
North High School
Jon Berseth
Matt Silverthorne
Northwest High School
Jeff Darr
Chris Lambert
South High School
Adam Klausmeyer
Southeast High School
Valerie Most
West High School
Janet Hartley

WAMEGO, KS
Wamego High School
Travis Graber

WINFIELD, KS
Winfield High School
Jayna Bertholf
The purpose of the Youth Entrepreneurs Advancement Council is to support and further the mission of YE, and to provide input and direction to the promotion and development of the organization.

**KANSAS CITY, KS**

Ben Anderson  
CBIZ

Eric Buer  
Tradebot Systems

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Ernst & Young

Abe Cole  
BKW

Barrett Evans  
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Martha Bartlett-Piland  
MB Piland Advertising and Marketing

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YE Alumna, Washburn University Student

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Seward County Community College

Katie Eisenhour  
Scott County Development Committee, Inc.

Randy Lucas  
Sam’s Club

Anthony Lyons  
Dodge City Community College

Gene McKinley  
American Implement

Troy Nanninga  
Western Motor

Kim Unruh  
EmbroidMe

Anna Wynn  
The Buckle
“YE gave me a foot in the door of the business world that high school doesn’t generally give you. When I went back to volunteer in 2009, I was just so impressed with how far the program has come. It sets students up for success.”

- A student in Matt Silverthorne’s first full-semester class in 1991
- 2009 YE volunteer of the year
BOARD OF DIRECTORS & OFFICERS

We recognize these leaders for their passion in educating the next generation of business leaders, and growing economies across the heartland.

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Youth Entrepreneurs
Central Region

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YOUTH ENTREPRENEURS FOUNDATION

TRACEY ANDRIST
Chief Operations Officer

KYLIE STUPKA
President
“Watching this dedicated team of professionals and volunteers make a difference with so many young people is incredibly gratifying and rewarding. In today’s world, that is so important. This has kept me motivated to apply my time and resources to help these students achieve earned success. As these young men and women experience successes, failures, and grow, it can only help make our community stronger.”
The donor list reflects cash or in-kind gifts received during YE's fiscal year 2015 (06/01/2015 - 05/31/2016). If we have incorrectly listed your name, please contact the Youth Entrepreneurs office at 316.828.3910.

**CATALYST – $100,000+**
Anonymous
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**Champion – $50,000+**
Tradebot Systems, Inc.

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Corey and J.J. Johnson
Liz and Charles Koch
Karen and Jim Mahoney
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The Flint Hill Group at Morgan Stanley
Foulston Siefkin LLP
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Grant Thornton LLP
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Linda and John T. Stewart III
Surecy Vision
The First Place
Mrs. Sterling Varner

**Entrepreneur – $2,500+**
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**Investor – $1,000+**
American Implement
Phoebe and Jaime Bachura
Polly and Walter Berry
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Jamie and Dr. Remy Blanchaert

The donor list reflects cash or in-kind gifts received during YE’s fiscal year 2015 (06/01/2015 - 05/31/2016). If we have incorrectly listed your name, please contact the Youth Entrepreneurs office at 316.828.3910.
It’s important to raise entrepreneurs that also make their values a key part of the business. It’s not just the things you have to do as a business owner to be successful, but how important it is to integrate those values into your business.

“YE is for everybody. Students feel welcome to own their ideas, and they aren’t going to be excluded from opportunities because they aren’t the top student in the class.”
“I’ve seen YE go from a dream to a huge reality. Over the years, it has morphed into this community-based program that can truly benefit any student. As the program has expanded and grown, I feel confident that my money is in the right place.”

› Whether on the first board of directors, as a classroom mentor, speaker or an event sponsor, Anita is one of YE’s biggest supporters.
› Firmly believes teaching youth to be contributing members of society sets them up for success.
› Still in touch with students she has mentored, even those she met 20 years ago.
INVESTOR – $1,000+
(continued)
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Buck Alley Rentals
Building Solutions
Jim & Pam Caplinger, Jr. Family Foundation
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(continued)
YE is generously supported by corporations, foundations and individuals. Our donors give their time, talent and treasure to make our organization better.

We are enormously grateful.

**YE ANNUAL DONORS**

**IN-KIND DONORS – $500+**

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The Flint Hills Group at Morgan Stanley  
Trash Mountain Project  
Tumbleweed Festival Garden City  
Warren Theaters  
Westar Energy  
WindRiver Grain

**MENTOR – $100+**

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Wichita State University Foundation  
Wilson Foundation  
Elizabeth and Adam Young

(continued)
“Nothing else even comes close to this class. It really transformed my life.”

BRETT LEETH
Wichita High School Northwest, YE Alumnus 1998

“If not for Brett, I would never have taken YE, and I’m so glad I did. The class teaches that everyone has a good idea and it was so open to independence and creativity. Add in hard work and you really get a lot out of it. I use something YE gave me every day.”

SHELDON WHITE
Wichita High School Southeast, YE Alumnus 2013
“I had a mentor in my father who was a business person, but not every student has that. If there is a young person who needs that support system, I want to be that person. YE comes in at that time when young people are trying to figure out their future. There is a tool out there – this class – that will help them figure it out.”
Teams at schools across Kansas and northwest Missouri took the opportunity to run their own mini-business for a day, selling their products to fellow students and earning real profit. “Students not only saw their hard work pay off, they also gained experience that will better equip them for future academic and career success,” said Phoebe Bachura, Youth Entrepreneurs executive director.

At the 2015 Business for Breakfast series, nine distinguished business leaders gave an inside look at what it takes to achieve entrepreneurial success. The events in Wichita, Topeka and Kansas City raised more than $100,000.

Join us for our 2016 Business for Breakfast Events:
› Topeka – September 15
› Kansas City – November 16

Visit YouthEntrepreneurs.org for latest information or sponsorship opportunities.

YE 2016 FINANCIALS

PROGRAM
$2,491,505

DEVELOPMENT
$531,253

ADMINISTRATIVE
$212,220

TOTAL EXPENSES
$3,234,978

*Unaudited financials for fiscal year ending May 31, 2016.
THE ART OF STATISTICS

YE

PROVIDED CURRICULUM TO

1,152 NEW STUDENTS

&

648 ALUMNI

Student tours to

49

various companies

and college campuses

This class has made me decide to pursue a career in business.

YE has influenced my career choices and affected my future positively.

10%

Reported starting a business by May 2016.

45 CLASSROOM TEACHERS

295 VOLUNTEERS

74 Alumni interned with

32 various companies
during Summer Partnerships
94% Said YE positively changed their future education and career goals.

30% Reported getting a job as a result of their YE experience.

95% Find YE more valuable than other high school classes.

**YE ACADEMY**

1,000 PARTICIPANTS

1,118,181 POINTS ACCUMULATED

$214,850 Awarded to fund students’ education, business and professional pursuits.

**MARKET DAY RESULTS**

STUDENTS AVERAGED $339 IN EARNINGS

104% ROI

TOTAL SALES: $160,602

TOTAL NET PROFIT: $73,719

**STUDENT SURVEY RESULTS**
LIFETIME GIVING

DIAMOND – $1,000,000+
Ewing Marion Kauffman Foundation
Charles Koch Foundation
Fred C. and Mary R. Koch Foundation
Koch Industries, Inc.
Liz and Charles Koch

EMERALD – $500,000+
Anonymous
USA Funds

RUBY – $250,000+
Mrs. Sterling Varner

OPAL – $200,000+
The Bank of America Foundation
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John W. & Effie E. Speas Memorial Trust, Bank of America, N.A., Trustee
Tradebot Systems, Inc.

JADE – $150,000+
BKD, LLP
Capitol Federal Foundation
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Kathy and Dave Robertson

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Martha and Bob Buford
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GARNET – $50,000+
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Sheri and Brad Razoook
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Spirit AeroSystems
State Farm Insurance
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Steve Tatum
Telextron Aviation
Patty and Tom Willis

TOPAZ – $25,000+
Advisors Excel
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