This has been a monumental year for all those connected with Youth Entrepreneurs®. Over the past 12 months, we launched a new website, expanded our regions, unified nationally and entered 36 new schools. Our mission has never been more alive.

The knowledge, skills and values taught in YE classrooms are real. They are applicable. They are the foundation on which students will build their future successes. But there is work yet to be done if we are to provide more students with the tools necessary to achieve their dreams.

Building something big doesn’t happen in a day. It takes many hands and many hearts, driven together by a single purpose. Thankfully, never have so many supporters stood with our students, ready to help them draw up their plans – to prepare them for their time to build.

Together, we continue to help more students ignite passions, develop their innate talents and find the path to fulfillment. And we are honored to stand by your side.

Elizabeth Koch
Founder and Chairman

Kylie Stupka
President
YOUTH ENTREPRENEURS EQUIPS YOUNG PEOPLE WITH THE VALUES AND VISION TO PURSUE THEIR DREAMS.

- 96 Teachers
- 92 Schools
- 53 Staff Members
- 9 States
- 118 Classes
- 250+ Volunteers
- 2,570 Alumni
60% of ye students have started a business or would like to in the future.

81% of ye students plan to seek higher education.

90% would recommend the class to another student.

94% feel confident introducing themselves to new people.

78% of ye students say ye changed their future education and career goals.
WE STRIVE TO CHANGE THE MINDSETS OF YOUNG PEOPLE, SO THEY BELIEVE IN THEMSELVES AND WHAT THEY CAN ACCOMPLISH.

ROGER RAMSEYER  
Vice President & Tulsa Market Leader, Cox Communications  

“As one of the judges for The Big Idea competition, I truly believe each student took home a gift of knowledge, and I look forward to hearing about their endeavors in the future.”

ROBIN MACY  
Founder, Vin-T Bikini  

“I have a passion for what YE is doing in our community. Sharing my time not only supports these students, but it has helped me grow as well.”

ALBERT EDWARDS  
Managing Director, Corporate Environmental Risk Management, LLC, Atlanta, GA  

“After YE launches in Tulsa this fall, it will be my goal to involve many of Cox Communications’ 500 employees as volunteers so they can enjoy the same opportunity I have had to witness students develop their skills and help guide them to a platform for long-term success.”
THE BIG IDEA

Students pitched their boldest ideas to a panel of expert judges for a chance to make their dreams a reality.

“Participating in YE The Big Idea has been essential for meeting and connecting with new people. That is something that isn’t happening at any other high school event.”

**Long Nguyen** – Garden City High School, Garden City, KS
$1,800 award at The Big Idea Finals for his computer business, Zen Tech
MARKET DAY

At Market Day, students applied classroom knowledge to run their own pop-up businesses.

“Market Day created a buzz around our school, and the students really took ownership of their businesses. They realized that they could make money and have fun doing it, but that it also requires work and sometimes overcoming challenges.”

Jason Filie – YE Instructor, Cornerstone Leadership and Business High School, Detroit, MI

<table>
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<tr>
<th>STUDENTS AVERAGED</th>
<th>ROI</th>
<th>TOTAL NET PROFIT</th>
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<td>$125 in earnings</td>
<td>87%</td>
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ENTREPRENEURS IN RESIDENCE

In Atlanta, YE alumni took an entrepreneurial deep dive during the Entrepreneurs in Residence program. The alumni explored local startups, then received one-on-one mentorship and guidance to develop a business plan. The annual summerlong experience culminated in a business plan competition where the top participants pitched for venture capital to a panel of esteemed judges.

“This experience teaches you about life. It’s a leap, and you have to believe that the leap you are taking is worth it.”

Havilah Driver – 2016 business plan competition winner
BIZ BANG 2016

The biennial gala in Wichita, Kansas, raises money to support the YE program.

$1,339,000 NET REVENUE

Illusion Productions planned the event
Seth Konkel, Campus High School Haysville, KS, 2001

Xclusive Events made the drinks
Crystal McDonald, South High School Wichita, KS, 2000

Funky Monkeys Shaved Ice served cool treats
JD Young, Dodge City High School Dodge City, KS, 2011

The most valued auction item was lunch with Charles Koch.

Mark your calendar for the next Biz Bang, coming August 2018.

900+ ATTENDEES

BEYOND THE CLASSROOM

The UNCF Koch Scholars Program awards scholarships to support continuing education, as well as mentoring opportunities, networking and more.

20 ALUMNI ATTENDED THE UNCF/KOCH SCHOLARSHIP SUMMIT IN D.C.

“Companionship and community is something we lack in today’s society. Koch Scholars gives us that opportunity.”

Sage Williams – Northwest High School, Wichita, KS

ENTRE-X

We’re excited to announce Entre-X, a digital education hub that will provide YE programming and resources to teachers nationwide. For free.

“Entre-X will allow teachers everywhere to access our unique educational model, and in turn, thousands more students will be exposed to the values and skills we teach.”

Scott Brown – East Region Executive Director
WE INSPIRE YOUNG PEOPLE TO OVERCOME BARRIERS AND SEIZE OPPORTUNITIES FOR GOOD.

“During my senior year, I came up with Mobile Car Tune in my YE class. My teacher, Mr. Berseth, said he thought my business idea could really work and encouraged me to try it. A year later when I was laid off from a job, I decided to try it. Our business has now serviced nearly 200 customers, and without YE, it would have never happened. YE brought people who are following their dreams into the classroom. It changed the way I thought about business, and helped show me that I could make my dreams a reality.”

LUIS CISNEROS
North High School, Wichita, KS
Founder, Mobile Car Tune
“My YE teacher has been the best coach – both academically and with my web design business. I’m definitely more confident at pitching my ideas, better at networking, and I even made some great business contacts. In class, the thing that struck me most is the Foundational Value, “Win-Win Focus.” Deals aren’t one-sided, and little successes add up. I’m looking forward to adding to my own successes as my knowledge and business continue to grow.”

YE students are inspired to reach for their dreams. For alumna Lina Saulters, those dreams are made of sweat, grit and generous doses of Icy Hot®. The Junior Olympic Boxing silver medalist spends her days and nights in the gym, fighting for her spot with Team USA at the 2020 games in Tokyo. The gym hours are grueling and intense, but each session is one step closer to her ultimate goal. Lina’s idea for B.G. House, a boxing gym that inspires and encourages females to take the ring, began in her YE classroom. “My business idea is alive and well,” Lina says. “Boxing is opening doors for me, and I want to give other women the confidence and the opportunity to get out there and fight.”
When someone suggested that Jaren Hemphill sell his artwork at Market Day, he laughed. Then, he made a decision that transformed his life: he reluctantly agreed. Weeks later, after scoring a remarkable 300% ROI on his hand-designed prints of comic and movie characters, the high school senior-turned-businessman presented his work at the prestigious Phoenix Comicon. “It’s a dream come true. I’ve put a lot of work into this and I’m getting out everything I put in.”

“You need a support system, a group that helps you and believes in you. It’s necessary in the culture we’re living in right now, and YE fulfills that. YE instilled so much confidence in me. I want other students to feel that anything is possible.”
LEADERSHIP

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Bill Hanna
Retired President, Koch Industries, Inc.

Elizabeth Koch
YE, Founder & Chairman

Annie Koch
Community Volunteer

Leslie Rudd
CEO, LRICo.

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YE Founder & Chairman

**Cheryl McAfee**  
CEO, McAfee 3 Architects

**G. Scott Uzzell**  
President and Founder, Johnson Research and Development Co., Inc
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Clearwater Community Foundation
Coffeyville Area Chamber of Commerce
Myra and Tom Devlin
Foulston Siefkin LLP
Deann and Dr. Aly Gadalla
Polly and Jeff Gentry
Georgia Power Foundation, Inc.
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Teresa and Jeff Provost
Mary Ann and Ron Rabe
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Spirit AeroSystems
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The First Place
Topeka Community Foundation
Trott Foundation
Nestor Weigand
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Advisors Excel
All Metal Recycling
Atlanta Tech Village
Kim Duggar Attwater and Paul Attwater
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CrossFirst Bank
Davis-Moore Auto Group
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Helen Galloway
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Patty and Dawson Grimsley
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Harold M Becker Memorial Fund & S Becker

**Investor – $1,000 +**
American Implement
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Mickey Armstrong
Phoebe and Jaime Bachura
Berry Foundation
Bombardier Learjet, Inc.
Gail Buchanan
Tara and Eric Butcher
Hinkle Law Firm LLC
Karen Houghton
Ashley and Tien Huynh
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Mindy and Hal McCoy
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Michelle and Mark Suchinski
V Wealth Management
Paula K. Varner
Kathy Walters
Walton Electric Trust, Inc.
Western Kansas Community Foundation
Western State Bank
Wichita Community Foundation

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C.E.R.M.
CeWyon Chandler-Ward  
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Christine and Jay Voncannon  
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Wheatland Electric  
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Ruthie and Steve Williams  
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Winter Livestock  
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Janice and Don Zerbe

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Allen Gibbs & Houlik LLC  
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BA Designs  
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Timothy Barton  
Sherri Becker  
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GE Aviation  
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Janelle and Jeff Darr
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Randy Doerksen
David Douglas
Sue and Thomas Dower
Tracey and Ron Draper
Molly Edwards and Steve Workman
Greg Ek
Howard W. Ellington
Sabrina and Nick Esterline
Mandy and Lance Fleming
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Robbie and Terry Freund
Jinny and John Garvey
Jenny and Derek Grandfield
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Tasha Gulick
Katie and Matt Hall
Lindsay Hall
Teresa Hanna
Amy and Steve Hardin
Rhonda and Steve Harkins
Jennifer and Francis Hitschmann
Brooke and Chris Howell
Aaron and Kara Hunt
Stephen J. Irsik, Jr.
Rachel Janes
Jeffrey Jones
Kate Keller
Rachel Kennally
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Darlene and Ric Knorr
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Carolyn and Richard Koll
Lauren and Zach Lahn
Amanda and Spencer Levin
Lewis, Hooper & Dick LLC
Julia and Matt List
David Long
Errol Luginbill
Glen Malan
Kent Matlock
Susan and David May
Dawna McCabe
Mindy and Clayton McPheeters
Cindy McSwain
Lynda Carrier-Metz and
Mark Metz
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