Dear Friends of YE,

We're happy to report it’s been another year of unprecedented growth and transformation for Youth Entrepreneurs®. It’s hard to imagine that just 27 years ago, we were a single elective class in Wichita, Kansas. In our 2017-18 school year, 3,500 students were served nationwide in classrooms and beyond.

Accompanying the growth of YE students is our focus on those who have the most direct and influential impact on them – educators. Through new training programs and online resources, we are equipping educators with more tools to cultivate themselves and, in turn, the abilities of their students.

The support we experienced this past school year is what has allowed this all-encompassing evolution. Thanks to your continued support, we are able to help transform more individuals each year. And we have no plans of slowing down.

Together, we can help the lessons and values of responsibility, integrity and mutual benefit reach further than ever before. Let’s get to work.

Elizabeth Koch
Founder and Chairman

Kylie Stupka
President
YOUTH ENTREPRENEURS TRANSFORMS ALL

YE equips more than just students with the skills and knowledge to pursue their dreams – it transforms the educators, supporters and communities YE alumni call home.

3,487
STUDENTS

62%
INCREASE
FROM 2017

182
EDUCATORS

42%
INCREASE
FROM 2017

>126<
SCHOOLS

2%
INCREASE
FROM 2017
86% of YE students said they improved their knowledge about business skills, including marketing and finance.

It gave us confidence that we didn’t have before. Our economic background doesn’t matter. Our passion and drive are going to get us to where we need to be.

MARIO BECERRA
Cross Keys High School
Atlanta, GA

76% of YE students said they have greater self-awareness regarding setting goals and recognizing opportunity.
I want to help out the community through my business. If they see enough to invest in me, I want to turn around and invest in them.

KADEN CLASSEN
Liberal High School | Liberal, KS

90% of YE students indicated they anticipate using what they learned in the YE class in the future.

90% of YE students said they plan to continue their education.

STUDENT SURVEY RESULTS

<table>
<thead>
<tr>
<th>I HAVE CONFIDENCE IN:</th>
<th>PRE YE</th>
<th>POST YE</th>
</tr>
</thead>
<tbody>
<tr>
<td>My business knowledge and skills</td>
<td>42%</td>
<td>67%</td>
</tr>
<tr>
<td>Networking</td>
<td>70%</td>
<td>85%</td>
</tr>
<tr>
<td>Speaking publicly</td>
<td>61%</td>
<td>73%</td>
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</table>
Youth Entrepreneurs continues to grow within each state we call home. Find out what states have already gone green since August 2018 at YouthEntrepreneurs.org.
YE ACADEMY

YE Academy now provides educators with the training, resources and freedom to customize lessons and activities that will benefit their students most. This online resource, featuring free lessons, allows all educators to access the YE curriculum.

Our education needs to encompass more than the traditional skills that have been taught since the industrial revolution. Empathy, self-teaching and research, ethics, people skills, logical thinking and business concepts are some of the most critical skills to acquire, regardless of the era. That is the YE curriculum.

ALYSSA BAIR
Owner, Elevation Solar
Donor and Big Idea Judge

See it for yourself at YEacademy.org.
Students pitch their boldest ideas to a panel of expert judges for a chance to make their dreams a reality.
YE helped me realize that entrepreneurship is more than having a business. It actually solves problems. Being an entrepreneur helps you express yourself and do something you love.

ZARIA FARLEY
Tucker High School | Atlanta, GA

I think even as adults, we experience a lot of self-doubt. But seeing a young person with no experience achieve success through force of will makes me think, ‘Am I doing everything I can? Am I listening to my own lectures and my own lessons? Am I walking the walk or am I just talking?’ I think that’s probably the most valuable lesson these YE students have taught me.

ADAM POWER
YE Mentor | Mission Heights Preparatory High School
Casa Grande, AZ
YE’s commitment to educators manifested in training sessions across the country. During the summer of 2017, more than 110 educators attended different sessions that discussed the YE curriculum, Foundational Values and tips on how to engage students.

I have always known I should be a teacher. It’s part of who I am and I love it. YE fits in with my personal teaching style of getting kids interested, moving and having them interact with the subject rather than just speaking at them.

MANDI BOLINGER
YE Educator
Sun Valley High School | Mesa, AZ
MARKET DAY

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

Will netted $1,430 on Market Day from birthday cards he embossed and designed. His net profit and ROI (650%) were the highest by a student nationwide.

Market Day helped me realize that I had a knack for speaking to others. I had to sell myself just as much as I had to sell the cards. I really enjoyed talking to people about something I believed in.

WILL CULLOTY
Corsicana High School
Corsicana, TX

STUDENT GROUPS 753
TOTAL REVENUE $196,484
AVERAGE ROI 93%
A total of 41 YE students spent their spring break in Dallas and Phoenix learning about innovation, economics, networking and problem-solving.

"I like networking, but I’m kind of reserved. YE taught me to put myself out there more and I’ve made some connections.

NAMYA SMITHERS
Cornerstone Technology High School | Detroit, MI
YE 2018 FINANCIALS

**TOTAL EXPENSE**
$8,462,679

**DEVELOPMENT**
$1,457,980

**PROGRAM**
$6,292,256

**ADMINISTRATIVE**
$712,443


“I’m going to retire in the world that they run and I want it to be amazing. The more people that are creating more value through businesses and jobs, the better.”

LEE BENSON
CEO, Execute to Win
YE Donor
THANKS

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As a YE supporter, you have confirmed your commitment to youth education that transforms our communities. Our new planned giving options provide you the opportunity to continue that mission in a way that is customized to you and your family’s long-term goals. Contact PlannedGiving@YouthEntrepreneurs.org.

Thank you to the inaugural members of the YE Legacy Society.
Kim Duggar Attwater and Paul Attwater
Sandy and Peter Earl
Kent and Missy McCarthy

I do not have to hope that my gift will make a difference. I know that it will make a difference. My legacy gift will serve my purpose after I am no longer here.

PAUL R. ATTWATER III
Senior Vice President-Wealth Management
Morgan Stanley Wealth Management
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See the full list at: YouthEntrepreneurs.org.