IGNITING the spark

2019 ANNUAL REPORT
Dear Friends of YE,

Good news! It’s been another spectacular year at Youth Entrepreneurs. We’ve made big changes and created exciting opportunities both in and beyond the classroom for our students and educators — stoking their passion to pursue their dreams.

This year’s upward trajectory didn’t just happen. It has been built on 28 years of momentum. Since our launch in 1991, YE has reached over 35,000 students nationwide. It’s been quite an adventure. But we’re even more focused on our future.

You deserve much of the credit. Your belief and continued support in YE’s mission is the fuel we use to ignite the passion, integrity, responsibility and opportunity in our students and educators. Together, we can change attitudes and ethics — freeing young people to realize their worth to society and themselves.

ELIZABETH KOCH
Founder and Chairman

KYLIE STUPKA
President
Let Sparks Fly.

For both students and educators, YE provides an environment where talents can be recognized, dreams can be ignited and mindsets can be transformed.
“YE coaches you through life. It gives you life skills you can use in and out of the workplace. It gave me that extra little nudge I needed to be more confident and pursue what I’ve always wanted to do.”

Dylan McConnell
YE Student
Cornerstone Health and Technology High School | Detroit, MI

Impact

STUDENTS

82% believed YE improved their understanding of Principled Entrepreneurship™.

78% stated YE helped them to think differently about their talents and how to apply them.

78% reported YE had an impact on their future goals.
Unemployment rate

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<th>YE ALUMNI</th>
<th>NON-YE STUDENTS</th>
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<td>1.5%</td>
<td>4.4%</td>
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Felt prepared to enter college, a skilled-trade program or the workforce

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<tr>
<th>YE ALUMNI</th>
<th>NON-YE STUDENTS</th>
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<tr>
<td>83%</td>
<td>67%</td>
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The YE Difference

“I feel so much more energized to come to work knowing that I get to give students opportunities they wouldn’t get elsewhere. That really ignites my passion as a teacher.”

Kasey Winegar
YE Educator
Fredonia High School | Fredonia, KS

EDUCATORS

95% believed teaching YE is valuable to them.

91% felt YE is transforming their students’ lives for the better.

88% reported their students leave YE with a greater sense of the importance of self-fulfillment and self-confidence.
Youth Entrepreneurs continues to grow within each state we call home. Find out what states have already gone green since May 2019 at YouthEntrepreneurs.org.

**Growth**

*June 2018 – May 2019*

- **240 Educators**
  - 32% increase over 2018

- **293 Classes**
  - 64% increase over 2018
“YE has meant more to me than any other class. Before YE, I just had this idea in the back of my mind of who I wanted to be but there wasn’t really anything to bring it out. It’s helped me realize all I was capable of doing.”

Sara Nambo
YE Student
The Independent School | Wichita, KS
The Big Idea

The 2018 business pitch competition included YE students from across the nation. Top students from their region advanced to a nationwide final, where each pitched their boldest ideas to a panel of expert judges for a chance to make their dreams a reality. This spring, YE partnered with Amazon Web Services and challenged some opportunity-obsessed students to help shape the future of YE through digital innovations. Many of these concepts are being considered for future applicability at YE with one concept currently in development.

“YE teaches that if you have a vision, go get it. The hardest part is just getting up and doing it. Once you can repeat that action, bigger and better things are coming.”

Deandre Nelson
YE Student & Big Idea Competitor
South Gwinnett High School | Snellville, GA
Biz Bang

The biennial gala raises money to support the YE program. In August 2018, the event moved to INTRUST Bank Arena in the heart of downtown Wichita, Kansas. With a record number of attendees and money raised, the event was a super success.
YEedu

YEedu 2018 provided nearly 250 educators a chance to recharge and focus on both their personal and professional growth. Amidst fun activities, panels and knowledge shares, educators got the chance to express honest thoughts in an open forum, celebrate each other’s triumphs, reveal their biggest challenges and share ideas for best solutions.

“Every time I come into my classroom, I want to give my students my best. An opportunity like this helps me to be better for my students.”

Beth Stohlmann
YE Educator
Petra Academy | Bozeman, Montana

YE Academy is the online resource featuring free lessons, training and activities that educators can customize to benefit their students most. This year, more than 15,000 users accessed these free resources. See it for yourself at YEAcademy.org.
YE Summit

The 2018 YE Summit was the inaugural annual conference for top YE students across the nation. The engaging, weeklong program included networking opportunities with each other and business leaders, interactive tours, keynote speakers and learning activities across Wichita, Kansas, which is home to YE’s headquarters.

“I’ve never been exposed to anything like this before. YE has helped me because it showed me that there’s not only one pathway. There’s not only one doorway you can walk through.”

Craig Tiggle
YE Student & Summit Participant
Henry Ford Academy School for Creative Studies | Detroit, MI
Market Day

At Market Day, students applied classroom knowledge to a practical, market-based scenario by running their own authentic pop-up business. Some students and alumni have even turned those ideas into real, self-sustaining businesses.
"We need to start empowering young individuals within our society on how to integrate and create value not only for themselves, but to create the mindset of becoming successful. YE does that by inspiring young leaders to build the futures they dream of."

Bruce Lee
Founder & CEO, Keebeck Wealth Management
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Thanks
Legacy Society

As a YE supporter, you have confirmed your commitment to youth education that transforms communities. YE’s 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. For more information, visit Legacy.YouthEntrepreneurs.org.

Thank you to the members of the YE Legacy Society:
Kim Dugger Attwater and Paul Attwater
Sandy and Peter Earl
Missy and Kent McCarthy

“It is rewarding to collaborate with Youth Entrepreneurs, a program that transforms mindsets through experiential learning. Not only is it joyful to participate in the program, but it’s also comforting to know that I can trust Youth Entrepreneurs to continue impacting lives well beyond my lifetime.”

Sandy Earl
YE Legacy Society Donor
Thanks

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See the full list at:
YouthEntrepreneurs.org

*Participates in a gift-matching program.
“The values that you learn in YE are not just business values. They are life values. It’s played a really big role in my life. It’s helping me elevate to get to the next place.”

Toriya Smith
YE Alumna | Bill R. Johnson CTE Center | Crowley, TX

YouthEntrepreneurs.org