DEAR FRIENDS OF YOUTH ENTREPRENEURS,

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.
94% of students feel confident introducing themselves to new people.

78% of students say YE changed their future education and career goals.

90% would recommend the class to another student.

81% of YE students plan to seek higher education.

60% of YE students have started a business or would like to in the future.
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

“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.”

ROBIN MACY
Founder, Yin-T Bikini

“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.”

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

“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.”
OUR EXPERIENTIAL EDUCATION MODEL INSTILLS ENTREPRENEURIAL AND ECONOMIC PRINCIPLES BUILT FOR PROSPERITY.

THE BIG IDEA

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

142 STUDENTS PARTICIPATED

OVER $16,000 AWARDED IN GRANTS

“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

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<th>STUDENTS AVERAGED</th>
<th>ROI</th>
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<td>$125 IN EARNINGS</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.

**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.

**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 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

Photo Credit: Jonathan Henninger
WE INSPIRE YOUNG PEOPLE TO OVERCOME BARRIERS AND SEIZE OPPORTUNITIES FOR GOOD.

LUIS CISNEROS
North High School, Wichita, KS
Founder, Mobile Car Tune

“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.”
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.”

“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.”
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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Georgia-Pacific

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Koch Companies Public
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Koch Industries, Inc.

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YE, Founder & Chairman

Annie Koch
Community Volunteer

Leslie Rudd
CEO, LRICo.

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Marty Kwedar - Assistant Secretary
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Elizabeth Koch
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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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.
Grant Thornton LLP
Hall’s Culligan Water
Elizabeth and Duane Hawkins
INTRUST Bank, N.A.
Jacob Liquor Exchange
John and Mary Franklin Foundation
Lockton Companies
Karen and Jim Mahoney
McInnes Group, Inc.
Metro Courier
Milestones Ventures, LLC
Diane and Dr. Anthony Pollock
Teresa and Jeff Provost
Mary Ann and Ron Rabe
Scott Community Foundation, Scott Community Development, Scott County Commission
Spirit AeroSystems
Linda and John T. Stewart III
Nicki and Richard Swan
The First Place
Topeka Community Foundation
Trott Foundation
Nestor Weigand
Wells Fargo Foundation
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Ablah Enterprises, Inc.
Advisors Excel
All Metal Recycling
Atlanta Tech Village
Kim Duggar Attwater and Paul Attwater
Barton Foundation, Inc.
Bever Dye, L.C.
Bird’s Eye Holdings
BKD, LLP - Kansas City
Eric Borland
Susayn Brandes
Julie Brehm
Yolanda and Gene Camarena
Cerner Corporation
Clark Investment Group
Shannyn and Abe Cole
Commerce Bank - Garden City
Commerce Bank - Wichita
Cooper Clark Foundation
CrossFirst Bank
Davis-Moore Auto Group
Donald D. Sbarra Charitable Foundation
Drs. Frankenberry & Johnson DDS PA
Ernst & Young - Kansas City
Fidelity Bank
Christian Fischer
Gallicia Foundation, Inc.
Helen Galloway
Great Plains Ventures, Inc.
Susie and Chuck Grier
Patty and Dawson Grimsley
Laura and Nathan Hands
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Hinkle Law Firm LLC
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Mindy and Hal McCoy
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Nordson Corporation
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Security 1st Title
Chris and Tony Sementelli
Standard Beverage Corporation
Michelle and Mark Suchinski
V Wealth Management
Paula K. Varner
Kathy Walters
Walton Electric Trust, Inc.
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Western State Bank
Wichita Community Foundation
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Mickey Armstrong
Phoebe and Jaime Bachura
Berry Foundation
Bombardier Learjet, Inc.
Gail Buchanan
Tara and Eric Butcher
Cindy and Dr. John Carnahan
C.E.R.M.
CeWyon Chandler-Ward
Century Business Technologies
Kelly and Brian Clark
Cobb EMC Community
  Foundation Inc.
Jon Dalton
Beverly and Garrell Dombaugh
David and Andrea Dotson
David Duncan
Cynthia and Steve Dunne
Ann Estep
Mary Eves
FHLBank
Stella Galichia
Ilex and Michael Gelpi
Anne and Kevin Gentry
Sherry and Dale Gibbens
Marlene and Phil Glenn
Darcie and Bryan Green
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Scott Hatchett
High Plains Pizza Inc.
J.D. and Michele Hill
Patu and Basil Hourani
J. P. Weigand & Sons, Inc.
Coleen and Robin Jennison
Katherine and Tom Kirk
Jacque and Dr. Sammy Kouri
Shawna and Shawn Lancelot*
Heather and Brett Leeth
Michelle and John Lohmeier
Dr. Roger Marshall
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Nancy and Hal McCoy
Karen and Eric McCurley
Midwest Feeders
Anna and Belden Mills
Patty and Michael Minear
Rachel Moore
Mike Morgan
Movetes, LLC
Nelly and Dr. Nassim Nabbout
Gayle and Cy Nobles
NorthPoint Development
Carol Pavetto
Perfekta, Inc.
Piping & Equipment Co., Inc.
Carla and Dan Powers
Jill and Jeff Ramsey
Betsy and Scott Redler
Brenda and Lee Reeve
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Sam’s Club - Garden City
Amro M. Samy
Jack Schmidt
Lewjene Schneider
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Libby and Bud Spencer
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Becky and Patrick Tuttle
Lucy and John VanGelder
VeraCruz Advisory, LLC
Bonnie and Randy Voegeli
Michelle Meyers Voegeli and
  Casey Voegeli
Tracey and Ben Voegeli
Christine and Jay Voncannon
Western Motor
Wheatland Electric
Jan and Paul Wheeler
Ruthie and Steve Williams
WindRiver Grain LLC
Winter Livestock
Cindy and Jeff Yoakum
Janice and Don Zerbe

Shareholder – $500+
Ambur and Al Alfaro
Allen Gibbs & Houlik LLC
ASM Engineering
  Consultants, LLC
BA Designs
Erin and Dr. Will Baker
Timothy Barton
Sherri Becker
John Bips
Laurie and Rob Boorigie
Heather Bowman
Kim and Kurt Breitenbach
Scott Brown
Buckley Industries, Inc.
Dr. Noreen Carrocci
CBIZ - Kansas City
CFS Engineers
Commerce Bank - Kansas City
Dr. Sylvia and Dr. Pat Do
Sue and John Dunlop
Melodee and Martin Eby
Karla and Raffaele Fazio
Nancy Galyon
Connie and Gary Gamm
GE Aviation
Jacque and Mike Grant
Rodney Gorges
Dee and Dee Haag
Stacy and Steve Hall
Stacy and Joe Hand
Lisa and Tim Harms *
Sally and Bill Harris
Jane and Tom Harwell
Joan and Craig Highfill
Louise and Mark Holden
House of Schwan, Inc.
Michelle and Kevin Hunt
Mary Beth and Don Jarvis
James Garvey Family Charitable Trust
Jim & Pam Caplinger, Jr. Family Foundation
K & K Oil Co.
Laurie Kane
Keller-Leopold Insurance, Inc.
Key Staffing
Elizabeth and Don King
Klotz Sand Co, Inc.
Laham Family Foundation
Landmark Commercial Realty
Kari and Ryan Livermore
Karen and Walt Malone
Mariner Holdings, LLC
Sarah and Reagan Mathews
David Meyer
Priscilla and Matt McInnes
Gaylyn and Duane McGregor
Amanda and Mark Meyers
Eric Mies
Suzette and Bob Moore
Dr. James P. Newby
Rebecca and Mark Nichols
Terri and Bryan Orr
Linda Parks
Lindsey and Brandon Paulseen
Megan and Dustin Perry
Susan and Mike Pompeo
Jeanne and Kirby Quinn
Janel Razook
Jaclyn Reilly
Robinson Oil Company
Barbara and David Rolph
Simmons Bank
Linda Stowers
Coleen and Troy Tabor
TMH Hotels
Linh Tran
Transportation Partners and Logistics, LLC
VisionBank
Betty and Ted Vlamis
Susan and Tom Wagle
Thomas Walker
Washburn University Foundation
Nelie and Cole Wasinger
Claire and Brett Watson
Cynthia and Dave White
Zack and Leilah Farha Charitable Foundation

**Groundbreaker — $250+**
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Susie and Craig Anderson
Paula and Dan Alefs
Amy and Rick Allen
Sheri Allshouse
Keith Asplund
Francis Baalmann
Andrea and Jon Bachura
Brandon Baker
Sara and Jason Bayless
Mary and David Bengtson
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