Welcome to our 2018 Annual Report

<table>
<thead>
<tr>
<th>Content</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Letter from the CEO</td>
<td>4</td>
</tr>
<tr>
<td>Leading the Way</td>
<td>6</td>
</tr>
<tr>
<td>Impact Data</td>
<td>8</td>
</tr>
<tr>
<td>International Partners</td>
<td>12</td>
</tr>
<tr>
<td>BizWorld Programs</td>
<td>14</td>
</tr>
<tr>
<td>Celebrations</td>
<td>20</td>
</tr>
<tr>
<td>Supporter of the Year</td>
<td>22</td>
</tr>
<tr>
<td>Top Donors and Supporters</td>
<td>23</td>
</tr>
<tr>
<td>Meet our Board</td>
<td>24</td>
</tr>
<tr>
<td>Financial Summary</td>
<td>25</td>
</tr>
<tr>
<td>Get Involved</td>
<td>26</td>
</tr>
</tbody>
</table>
Letter from the CEO

Dear Friends:

Leading the way is core to our BizWorld DNA. We were founded over 20 years ago to teach children the basics of entrepreneurship, and to help them develop the relevant skill sets. Back then, our learn-by-doing, project-based teaching model was considered a dramatic departure from traditional approaches to education. BizWorld classes had educators around the country buzzing with excitement.

The excitement continues and in 2018, we made bold advancements in our continuous journey to prepare young people to create positive change in their lives, and around the world, through entrepreneurship.

We believe the best way to prepare students for success is by inspiring them with hands-on projects, giving them real-world experiences, and encouraging them to recognize and apply
This **equips** them to achieve the extraordinary. As we continue to **lead the way** in the youth entrepreneurship arena, we are fully committed to taking the next steps to support the vision, passion, and commitment of aspiring young entrepreneurs.

In 2019, we will launch the **BizWorld Young Entrepreneur Success (YES!) program**. YES! will expand the pathway to entrepreneurship by equipping students and young adults with practical business knowledge, mentorship, and access to capital.

**We are grateful for your continued support.** Your generosity and commitment to our mission is what makes our work possible.

Sincerely,

Thais Rezende, CEO

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**2018 Highlights**

We achieved a milestone **750,000 students reached** since founding, and offices in **12 countries** worldwide, making BizWorld the largest teacher-led youth entrepreneurship organization in the world.

We completed our first full year of providing educators access to the **new, blended-learning online tool**, BizWorldPRO.

We hosted the **3rd Annual Girlpreneur Contest**, a Silicon Valley entrepreneur competition that provides cash and other prizes to the winners.

We celebrated and honored a model entrepreneur, **Sukhinder Singh Cassidy**, President of StubHub, and gave Bay Area students a unique opportunity to sell their products and win money for their schools at our **15th Annual Education Riskmaster Luncheon**.
Leading the Way to Entrepreneurship

INSPIRE
Classroom, after school, and camp curriculum for elementary and middle schoolers.

EXPERIENCE
Meaningful opportunities to develop business and entrepreneurship skills for middle and high schoolers.
EQUIP
Business Plan development, mentorship, and access to capital and networks.

IMPACT
Prepare young people to create positive change in their lives and around the world through entrepreneurship.
Our Impact

2017-2018 School Year

- **875** Domestic Classes
- **1,407** International Classes
- **2,282** Total Classes
- **63,753** Students Reached 2017-2018
- **747,192** Students Reached Since 1997
- **+100** Countries Around the World
- **50%** Classes in the U.S. Are Low to Moderate Income*

*Low to moderate income schools are defined as those where 40% or more of students qualify for free or reduced meals (3 year avg).*
Students Improve Their Knowledge of Business Concepts

Our pre- and post-assessment data shows that students who participated in BizWorld 2013-2018 significantly increased their knowledge about business, entrepreneurship, finance, and money management.

<table>
<thead>
<tr>
<th>Concept</th>
<th>Pre</th>
<th>Post</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concept of Profit</td>
<td>41%</td>
<td>59%</td>
</tr>
<tr>
<td>Banks &amp; Interest Rates</td>
<td>51%</td>
<td>71%</td>
</tr>
<tr>
<td>Concept of Pricing</td>
<td>48%</td>
<td>59%</td>
</tr>
<tr>
<td>Investing in a Company</td>
<td>33%</td>
<td>64%</td>
</tr>
<tr>
<td>Importance of Tracking Finances</td>
<td>49%</td>
<td>62%</td>
</tr>
<tr>
<td>Buying &amp; Selling Stock</td>
<td>37%</td>
<td>68%</td>
</tr>
<tr>
<td>Calculating Profit</td>
<td>28%</td>
<td>71%</td>
</tr>
<tr>
<td>Concept of Revenue</td>
<td>25%</td>
<td>55%</td>
</tr>
<tr>
<td>Marketing</td>
<td>47%</td>
<td>60%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>25%</td>
<td>59%</td>
</tr>
</tbody>
</table>

Classrooms improved their knowledge of business, entrepreneurship, and financial concepts after participating in BizWorld.
Students Build 21st Skills

Results of assessments from the 2013-2018 school years show students' self-assessment of their own 21st century skills after completing BizWorld.org programs. These findings are consistent with a randomized field experiment conducted on 2,751 school children who participated in the BizWorld program in the Netherlands in 2012.*


<table>
<thead>
<tr>
<th>Skill</th>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Collaboration</td>
<td>86%</td>
<td>Students reported excellent teamwork and collaboration skills, such as listening to other people's ideas.</td>
</tr>
<tr>
<td>Real World</td>
<td>84%</td>
<td>Students reported understanding the connection between school lessons and the real world, such as the importance of math.</td>
</tr>
<tr>
<td>Critical Thinking</td>
<td>79%</td>
<td>Students reported advanced critical-thinking skills, such as analyzing the effects of decisions.</td>
</tr>
<tr>
<td>Communication</td>
<td>78%</td>
<td>Students reported strong communication skills, such as confidence speaking in front of others.</td>
</tr>
<tr>
<td>Leadership</td>
<td>75%</td>
<td>Students reported important leadership skills, such as being able to motivate others.</td>
</tr>
</tbody>
</table>

Student Career Exploration

- 81% Students reported that the BizWorld program increased their knowledge of real-world career options.
- 70% Students reported that the BizMovie program increased their interest in STEM careers.
Teacher Feedback

BizWorld.org continually strives to improve programs by incorporating valuable feedback from our educators. We ask educators to help us determine the effectiveness of our programs by completing a program evaluation.

98% of teachers agree that the programs effectively teach students about business, entrepreneurship, and finance.

94% of teachers agree that the programs develop students' leadership skills.

97% of teachers agree that the programs connect academic content to the real world.

97% of teachers agree that the programs help students learn to work together to solve problems.
International Partners

**Europe:**
- Denmark
- Ireland
- Netherlands
- United Kingdom

**Asia:**
- China-Beijing
- Hong Kong
- Jordan
- Taiwan
- UAE

**North America:**
- HQ
- USA
- Mexico

**Africa:**
- HQ
- Egypt
- Nigeria
We at TLS Centre are privileged to be appointed as BizWorld’s first international partner from Africa and BizWorld Nigeria’s theme is ‘preparing children for their entrepreneurship journey.’ We are indeed proud to bring BizWorld’s powerful, high-impact programs to our students, nurturing their entrepreneurial spirit and life skills, whilst preparing them to thrive in their world.”

BizWorld Taiwan conducts its first BizWorld Impact Challenge!

Congratulations to BizWorld Ireland for reaching students in every county in Ireland for the first time!
“BizWorld challenges my students to think and learn differently. They’ve rapidly shown increased ability to problem-solve, communicate clearly, present work to an audience, and collaborate with each other. The program is giving them confidence they wouldn’t find in a textbook-based classroom. I truly believe that they will now be better employees, business owners, and citizens in the future.” - Emily Knight, 7th grade teacher, OH

BizWorld Programs

Blended learning, project-based entrepreneurship

Tech-based entrepreneurship encouraging STEM careers

Two-day camp on corporate premises for underserved classrooms

Corporate Camps
Nationwide classroom entrepreneurship competition benefiting social causes

Silicon Valley, CA based entrepreneurship competition for teen girls

Teen and young adult bootcamp and competition for funding
BizWorldPRO is the next generation blended-learning toolkit for teaching our project-based entrepreneurship program, BizWorld. It provides educators and their students with a turnkey, fully guided curriculum, and a variety of digital tools to make it easier than ever to bring the entrepreneurship experience to the classroom.

We made BizWorld more accessible to teachers and students, enriched the content to reflect the most up-to-date trends, and enabled educators to provide more individualized, deeper, and more expansive learning.

- Allows students to access assignments digitally
- Increases student engagement and individualized learning
- Incorporates latest entrepreneurship trends and knowledge
"I’ve been facilitating ... BizWorld for about 5 years and I can honestly say it is one of the most meaningful real world experiences I can give my students. From the real world math, to the exploration of career options, to the focus on collaboration – it is a priceless unit..."

- M. Anderson, 4th grade teacher, WI

"I think this business program stood head and shoulders above other programs that I’ve used. Thank you again, for everything. Not only would I be delighted to continue using the BizWorld curriculum in my classroom, but I would wholeheartedly endorse it for any school." - Ryan H. 5th grade teacher, CA
The BizWorld Girlpreneur Competition advances our mission to educate students on entrepreneurship, finances, and the life skills that come from actively participating in entrepreneurship programs. It was specifically designed to sprout the spirit of entrepreneurship among girls. The contest was hosted in our headquarters region in the Silicon Valley. Five finalist companies pitched their business ideas to our judges.

First place winners Karina and Melissa impressed the judges with their winning business, SolPower. These long-time friends leveraged the knowledge gained through their high school STEM programs to develop prototypes for their battery-charging phone cases powered by both solar and indoor light. Their business was inspired by their desire to fulfill an everyday personal need in a new, more efficient way. These aspiring entrepreneurs have created a winning team!

"It was inspiring to see a competition for girls because it encourages us to get into the field of business. As of now, we are saving the money we won to help us fund future prototypes." -Melissa M. and Karina M., Girlpreneur Winners
People's Choice Winner

The People's Choice winner, voted as an audience favorite, was Lizzie A., founder of Team Celebrate. Team Celebrate is a non-profit that mobilizes volunteers and partners to create birthday boxes for foster youth, with a mission of bringing the youngsters joy and love on their special day. Lizzie has been running her organization for over 2 years and has reached over 1000 children with personalized birthday celebrations.

Thank you to all of our wonderful contestants and our panel of expert judges for making this event such a great success!

Girlpreneur Judges

Nuria Santamaria Wolfe
CEO and Co-founder, Encantos (Nick Jr.)

Edan Enriquez
Global Girls Power Tech campaign, Cisco

Theresa Strickland
Chief Executive Officer, BrandWave

Mary Theroux
Senior Vice President, Independent Institute
Celebrations

15th Annual Education Riskmaster Luncheon

Our annual Riskmaster Luncheon honors entrepreneurs of all ages for their pioneering and innovative spirit. This year, we celebrated Sukhinder Singh Cassidy, President of StubHub, for her leadership in founding and scaling companies.

2018
SUKHINDER SINGH CASSIDY
PRESIDENT, STUBHUB

2017
STEVE HUFFMAN
Co-Founder & CEO, Reddit

2016
PETER GOTCHER
Chairman, Dolby Laboratories

2015
ERIC MIGICOVSKY
Founder & CEO, Pebble Technology

2014
BRIAN ARMSTRONG
Co-Founder & CEO, Coinbase

2013
AARON LEVIE
Co-Founder & CEO, BOX

2012
VIVEK RANADIVÉ
Chairman, Founder and CEO, TIBCO Software Inc.

2011
JENNIFER JOHNSON
COO, Franklin Templeton Investments

2010
RON CONWAY
Special Advisor, SV Angel

2009
ELON MUSK
Co-Founder, SpaceX, Tesla, and Neuralink

2008
TOM SIEBEL
CEO of C3 Energy (Founder, former Chairman and CEO, Siebel Systems)

2007
CHAD HURLEY
Co-Founder, YouTube; CEO, AVOS Systems

2006
RICHARD ROSENBLATT
Former Chairman, MySpace

2005
MARC BENIOFF
Chairman and CEO, Salesforce.com

2004
ERIC SCHMIDT
Executive Chairman, Google

Melissa and Karina, 2018 Young Entrepreneurs of the Year, Tim Draper, BizWorld, Founder; Sukhinder Singh Cassidy, President of StubHub, Thais Rezende, BizWorld, CEO.
The highlight of this event is always the BizWorld students from various schools who come and showcase their products and compete for sales. Each participating school team competes to win $1000 for their school. They are judged on revenue, product design, sales pitch and negotiating skills.

This year, the Nature Buddies team from La Entrada School in Menlo Park, CA, took home the prize. Congratulations Vienna, Ava, Rubie, Olivia and PJ!
Supporter of the Year

We are proud to support BizWorld and the extraordinary work they do to empower our future leaders. By engaging children in entrepreneurship education and teaching them how to run a business, they are inspiring under-served elementary and middle school students to become creative, critical thinkers with the confidence to tackle real-world problems. BizWorld is integral to allowing Bay Area youth to achieve their highest potential, and for that we are thrilled to call them our partners.”

Evan Schwartz, Warriors Community Foundation
Top Donors & Supporters

“We believe in improving the educational and economic opportunities for youth and their families. We support BizWorld’s innovative programs. The organization is making a big impact on youth!” US Bank

Individuals

Andy Chase
Anish Patel
Cathy Ellis
Cree Edwards
David Ahrens
Edith Cooper Taylor
Elaine Wherry
Eric Facas and Cheryl Juliano
Gaurang Desai and Nancy Paxton
Harry Gould
Jared Silver
Jay Allardyce
John Naughton
Karen Mostes-Withrow
Lawrence Bancroft
Michael and Carla Foster
Michele Hanson
Paul Hoffman
Sarah Lewis
Stephen Mayne
Steve Huffman
Stuart Horne
Tim and Melissa Draper
William Draper

Corporations

BBVA Compass
Blackrock, Inc.
Comerica Bank
Dodge & Cox
Foster Employment Law
Greenstein, Rogoff, Olsen & Co LLP
Manatt, Phelps, & Phillips LLP
RBC Capital Markets
State Farm Insurance Companies
Stephen Silver Fine Jewelry
UMPQUA Bank
US Bank
Wells Fargo Bank

Foundations

Caldwell-Fisher Charitable Foundation
Charles Schwab Foundation
Draper Foundation
The Independent Institute
McMurtry Family Foundation
Warriors Community Foundation
Meet our Boards

National Board of Directors

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EVP and Head of Corporate Development Partnerships and International Growth Uptake

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Partner
O’Melveny & Myers LLC

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Managing Director Corporate Venture Investments & Commercial Development GE Ventures

Kristina DeYoung
Senior Director
VISA

Timothy C. Draper
Founder
Draper Associates & DFJ

Harry Gould
VP, WorldWide Alliances & Channels
SailPoint

Jennifer Johnson
Executive Vice President & COO
Franklin Templeton Investments

John McClure
Managing Director,
Electronics Investment Banking
RBC Capital Markets

Michael Lacorazza
Executive Vice President,
Head of Integrated Marketing
Wells Fargo

Rhonda Parouty
COO
Asure Software

Thais Rezende
CEO
BizWorld.org

Stephen Silver
Chairman & CEO
Stephen Silver Fine Jewelry

Steve Singer
Partner
Greenstein, Rogoff, Olsen & Co, LLP

Tracy Tuens
Managing Director
Boston Private

Finance Chair: Maya Lis Tussing
Principal
Alesco Advisors, LLC

Advisory Board

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Marketing Strategy
Workday

Grazia Bennett
Realtor
Sotheby’s International Realty

Gary Cookhorn
Managing Director
Fortress Investment Group

Eric Facas
CEO
Media Cause

Marina Gracias
General Counsel
Varo Money, Inc.

Marcus Guerro
Client Development Executive
Accretive Solutions

Michele Hanson
Head of US Asset Management
Hanover Global Executive Search

John Lin, CFP
Senior Vice President Wealth Management and Senior Portfolio Manager
Cypress Group, Morgan Stanley Smith
Financial Statement

Revenues

- 38% Corporate
- 37% Individual and Family Foundations
- 17% Earned Income
- 8% Foundations

Expenses

- 86% Program
- 10% Development
- 4% Management & Administration

Summarized Statement of Financial Position (FY ends August 31) 2017-2018

<table>
<thead>
<tr>
<th>Category</th>
<th>2017-2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Cash and Short Term Investments</td>
<td>$952,199</td>
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<tr>
<td>Accounts Receivable</td>
<td>$38,007</td>
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<tr>
<td>Inventory</td>
<td>$25,504</td>
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<tr>
<td>Prepaid Expenses</td>
<td>$1,260</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>$1,016,970</td>
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<tr>
<td><strong>Noncurrent Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Deposits</td>
<td>$2,100</td>
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<tr>
<td>Property and Equipment</td>
<td>$50,464</td>
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<tr>
<td><strong>Total Noncurrent Assets</strong></td>
<td>$52,564</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$1,069,534</td>
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<tr>
<td><strong>Liabilities and Net Assets</strong></td>
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</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
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<tr>
<td>Accounts Payable</td>
<td>$11,139</td>
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<tr>
<td>Accrued Expenses</td>
<td>$9,145</td>
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<td><strong>Total Current Liabilities</strong></td>
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<td><strong>Net Assets</strong></td>
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</tr>
<tr>
<td>Unrestricted</td>
<td>$379,250</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$875,000</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$1,049,250</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$1,069,534</td>
</tr>
</tbody>
</table>

Earned Income

- 17%

Program Expenses

- 86%
Get Involved

There are lots of ways you can help us expand our impact and reach our goals.

Join us at our events

Sponsor a BizWorld Camp and host BizWorld students at your company

Sponsor schools and classrooms anywhere in the U.S. or around the world

Become a mentor for the YES! Program

Stay connected for future events and activities!

Follow us at @BizWorld.org
BizWorld is an international entrepreneurship program that teaches young kids the ins and outs of business and encourages them to embrace the tenets of finance - not just in their heads, but in their hearts.”

Tim Draper,
BizWorld Founder

Help us lead the way

Donate to BizWorld
Mail your tax-deductible gift to BizWorld.org
555 12th Street, 5th floor
Oakland, CA 94607

You may also donate online at BizWorld.org/donation

Matching Gifts
Double your contribution with your employer’s matching gift program. Simply obtain the matching gift from your employer, fill it out, and send it to BizWorld with your contribution.

Bequest Gift
Leave a lasting legacy for youth education directly through your will, or by establishing a charitable gift annuity. Contact us to learn more at 1-888-424-9543 or support@bizworld.org
Our Mission

To empower children to become 21st century thinkers by awakening their entrepreneurial spirit, inspiring them to become the architects of their futures, and giving them the confidence to transform their world.