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OUR MISSION

To EMPOWER students 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.
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.
Sport Supplies

- Notebooks
- Bookmarks
- Bracelets
- Rings
- Necklaces
- Note tracker

One Free!
INSPIRE

We believe that developing an entrepreneurial mindset at an early age empowers youth to be creative and resourceful when facing challenges.
Through the partnerships with classroom educators, after-school programs, and our own BizWorld Camps, the BizWorld curriculum strengthens essential skills -- such as math, reading, and critical thinking-- while developing 21st-Century skills, and significantly improving student’s financial literacy.
In 2020 we hosted our first BizWorldCONNECT classes as a summer camp course. Students joined two-week sessions for grades 3rd-5th, and 6th-8th designed to follow the BizWorld experience virtually. Elementary students created bracelets and sold them through a website, and middle school students designed apps to meet a challenge given to them.

Shown here are examples of student work from our middle school students.
EXPERIENCE

We believe that active learning promotes individual accountability and connecting formal education to essential soft-skills is critical for career preparedness.
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 ignite the spirit of entrepreneurship among girls.
In partnership with the 4th Annual WorldWideWomens Girls Festival we held our 4th Girlpreneur Competition where McKenna Hopla won with her company Her-Rah First Bra, and Natalie Lim, Diana Lim, and Sage Sanderson secured the People’s Choice Award for their app idea High School Connect.

John Ciocca, Founder of YouBelong, 2019 Young Entrepreneur of the Year is pictured with host Dion Lim of ABC7 News, guest August de los Reyes, and 2019 Riskmaster Honoree Colin Walsh, CEO of Varo Money.
EQUIP

We believe that an entrepreneurial education creates opportunities for lifelong success and aids youth from all socioeconomic backgrounds promoting equity.
The BizWorld Young Entrepreneur Success Program (YES!) is designed to provide the necessary tools and resources to accelerate businesses created by high potential young entrepreneurs.
In 2019 we launched our newest program YES! designed for young entrepreneurs ages 16-22. Through our 12-week program, YES! participants receive technical assistance, mentorship, networking opportunities, and access to capital to create thriving businesses. All phases of our program are free, removing barriers that prevent young entrepreneurs from achieving their dreams. Young Entrepreneurs are mentored by top global business experts who guide them through the process of completing a viable business plan.
IMPACT

We work to inspire and educate youth in entrepreneurship to promote career preparedness and economic growth in our communities.
## Our Impact

**Combined 2019-2020 School Years**

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Classes</td>
<td>598</td>
</tr>
<tr>
<td>International Classes</td>
<td>2,135</td>
</tr>
<tr>
<td>Total Classes</td>
<td>2,733</td>
</tr>
<tr>
<td>Students Reached</td>
<td>70,545</td>
</tr>
<tr>
<td>Student Reached Since 1997</td>
<td>818,110</td>
</tr>
<tr>
<td>International Offices</td>
<td>10</td>
</tr>
<tr>
<td>Classes in the U.S. are low to moderate income*</td>
<td>51%</td>
</tr>
<tr>
<td>Classes improved their knowledge of business concepts</td>
<td>98%</td>
</tr>
<tr>
<td>Reported the program increased their knowledge of real-world career options</td>
<td>84%</td>
</tr>
</tbody>
</table>

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

Our pre- and post-assessment data shows that students who participated in BizWorld 2019-2020 significantly increased their knowledge about business, entrepreneurship, finance, and money management.

<table>
<thead>
<tr>
<th>Skill Measured</th>
<th>Pre</th>
<th>Post</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concept of Profit</td>
<td>39%</td>
<td>55%</td>
</tr>
<tr>
<td>Banks &amp; Interest Rates</td>
<td>60%</td>
<td>80%</td>
</tr>
<tr>
<td>Concept of Pricing</td>
<td>47%</td>
<td>73%</td>
</tr>
<tr>
<td>Investing in a Company</td>
<td>29%</td>
<td>60%</td>
</tr>
<tr>
<td>Importance of Tracking Finances</td>
<td>47%</td>
<td>72%</td>
</tr>
<tr>
<td>Buying &amp; Selling Stock</td>
<td>37%</td>
<td>73%</td>
</tr>
<tr>
<td>Calculating Profit</td>
<td>28%</td>
<td>77%</td>
</tr>
<tr>
<td>Concept of Revenue</td>
<td>25%</td>
<td>60%</td>
</tr>
<tr>
<td>Marketing</td>
<td>44%</td>
<td>70%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>24%</td>
<td>53%</td>
</tr>
</tbody>
</table>

Teacher Feedback

BizWorld.org continually strives to improve our 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.

97% of teachers agree that the programs connect academic content to the real world.
Students Build 21st Century Skills

Results of assessments from the 2019-2020 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>
</tr>
</thead>
<tbody>
<tr>
<td>Collaboration</td>
<td>86%</td>
</tr>
<tr>
<td>Critical Thinking</td>
<td>81%</td>
</tr>
<tr>
<td>Real World Skills</td>
<td>80%</td>
</tr>
<tr>
<td>Communication</td>
<td>77%</td>
</tr>
<tr>
<td>Leadership</td>
<td>76%</td>
</tr>
</tbody>
</table>


We programs by incorporating valuable feedback from our educators. We ask the following questions:

- **Collaboration:** Students reported excellent teamwork and collaboration skills, such as listening to other people's ideas. 86%
- **Critical Thinking:** Students reported advanced critical-thinking skills, such as analyzing the effects of decisions. 81%
- **Real World Skills:** Students reported advanced critical-thinking skills, such as analyzing the effects of decisions. 80%
- **Communication:** Students reported strong communication skills, such as confidence speaking in front of others. 77%
- **Leadership:** Students reported important leadership skills, such as being able to motivate others. 76%

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

97% of teachers agree that the programs help students learn to work together to solve problems.
2019 YES! Program Results

Students of our inaugural YES! cohort participated in three month, six month, and one year evaluation reports following the program.

$20,000        3          10
Seed Funding Awarded  Youth Businesses Funded  Young Entrepreneurs Participated

264          36          43
Hours of technical learning assistance  Mentors Participated  Applications to Program
83%
Still in business or pursuing business 1 year post

72%
Youth from Low-Moderate Income Households

54%
Minority Owned Businesses

45%
Women-owned businesses

80%
Continuing education programs

100%
Graduated the YES! Program with Business Plan
Our Top Supporters

**Individuals**

Altai Chuluun  
Amanda Benincasa  
Arun Shrestha  
Cathy Ellis  
Cree Edwards  
David Ahrens  
Debra Dolch  
Eduard Still  
Eduardo Casteneda  
Eric Facas and Cheryl Juliano  
Gaurang Desai and Nancy Paxton  
Harry Gould  
Heather Kernahan  
Jared Silver  
Jay Allardyce  
Jerome Edwards  
Karen Mostes-Withrow  
Marina Gracias and Bernard Martis  
Paola Santana  
Sara Lewis  
Steven Singer  
T. Hale Boggs III  
Tim and Melissa Draper  
Tracy Tuens  
William Draper

**Corporations**

BBVA Compass  
Blackrock, Inc.  
CERTENT  
Comerica Bank  
Dodge & Cox  
Draper Foundation  
eBay  
Franklin Templeton Investments  
Greenstein, Rogoff, Olsen & Co LLP  
Manatt, Phelps, & Phillips LLP  
RBC Capital Markets  
Stephen Silver Fine Jewelry  
TPG Capital, L.P.  
UMPQUA Bank  
US Bank  
Union Bank  
Wells Fargo Bank

**Foundations**

Caldwell-Fisher Charitable Foundation  
Charles Schwab Foundation  
Conway Family Foundation  
Draper Foundation  
The EACH Foundation  
The Independent Institute  
McMurtry Family Foundation  
Warriors Community Foundation  
Wood Family Fund
## Financial Reports

### Summarized Statement of Financial Position (FY ends August 31) 2019-2020

#### Assets

**Current Assets**
- Cash and Short Term Investments: $926,118
- Accounts Receivable: $10,116
- Inventory: $26,056
- Prepaid Expenses: $8,740
  - **Total Current Assets**: $971,030

**Noncurrent Assets**
- Deposits: $2,100
- Property and Equipment: $64,387
  - **Total Noncurrent Assets**: $66,487

**Total Assets**: $1,037,517

#### Liabilities and Net Assets

**Current Liabilities**
- Accounts Payable: $19,718
  - **Total Current Liabilities**: $19,718

**Net Assets**
- Unrestricted: $347,799
- Temporarily Restricted: $670,000
  - **Total Net Assets**: $1,017,799

**Total Liabilities and Net Assets**: $1,037,517

### Expenses

- 84% Program
- 12% Development
- 4% Management & Administration

### Revenues

- 44% Corporate
- 44% Individual and Family Foundations
- 7% Foundation
- 5% Earned Income

### COVID-19 Impact

- **70%** Reduction in classes taught
- **71%** Decrease in Earned Revenue
Our Boards

National Board of Directors

Jay Allardyce
Managing Director of Strategic Growth
Google Cloud

Chairman: T. Hale Boggs, III
Partner
O'Melveny & Myers LLC

Lisa Coca
Managing Director Corporate Venture Investments &
Commercial Development
GE Ventures

Timothy C. Draper
Founder
Draper Associates & DFJ

Harry Gould
VP, WorldWide Alliances & Channels
SailPoint

Jennifer Johnson
Executive Vice President & COO
Franklin Templeton Investments

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

Diana Moy
Senior Vice President,
Head of Wealth Management Digital
US Bank

Stephen Silver
Chairman & CEO
Stephen Silver Fine Jewelry

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

Tracy Tuens
Managing Director
Boston Private

Advisory Board

David Ahrens
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
Get Involved!

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

Join us at our events

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
Help us lead the way

Donate to BizWorld
Mail your tax-deductible gift to BizWorld.org
344 Thomas L Berkeley Way, Suite 111
Oakland, CA 94612

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

“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