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Our mission is 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.
Dear Friends,

We celebrated a major milestone in 2017: BizWorld’s 20th anniversary of leadership in youth education and entrepreneurship. When it started as a grassroots educational program in the Silicon Valley, BizWorld was a 21st century response to a 19th century educational system. What was true then is still true today – the world needs the next generation to be more skilled than ever at critical thinking, creativity, and problem solving. BizWorld is here to answer that call, along with educators all over the country, and the world, who partner with us to bring our programs to their classrooms.

This past year was very exciting for us. We reached a record number of children, 68,000, bringing our total reach to over 683,000 children. Thanks to your support, 52% of our students here in the US were from low-and moderate-income schools whose students would not have otherwise experienced our learning programs.

Today, we are keenly focused on creating the foundation for the next 20 years of educating and inspiring young minds. We developed and launched our most exciting innovation yet, BizWorldPRO, a tech-based tool for educators and students that has enabled us to integrate educational best practices and innovations into our programs. We have also expanded our international footprint to include 12 countries outside the US.

We greatly appreciate your commitment and support, which has enabled us to expand our positive impact on children all over the world.

Thais Rezende
CEO of BizWorld.org
**BizWorld.org** prepares students for brighter futures through entrepreneurship education.

**ENGAGE**
We provide students with hands-on projects where they create and build businesses.

**EMPOWER**
We help students discover their ability to change the world.

**EXPERIENCE**
We help them learn and practice critical life skills like collaborating, taking initiative, creative problem solving, managing finances, and leading others. We help them see the relevance of academics, and feel confident in their new skills.

**TRANSFORM**
We encourage students to recognize their own power to positively impact their own lives.
Since 1997, we've reached 683,439 students in 100+ Countries.

2016-2017 School Year:
- Domestic Classes: 1,043
- International Classes: 1,404
- Total Classes: 2,447
- Students reached: 68,027

Who We Serve:
- 52% of classes in the United States 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 in the 2016-2017 school year significantly increased their knowledge about business, entrepreneurship, finance, and money management.

<table>
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<tr>
<th>Pre- and Post-Assessment Data</th>
<th>Before</th>
<th>After</th>
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<tbody>
<tr>
<td>Manufacturing</td>
<td>31%</td>
<td>69%</td>
</tr>
<tr>
<td>Marketing</td>
<td>44%</td>
<td>56%</td>
</tr>
<tr>
<td>Concept of Revenue</td>
<td>32%</td>
<td>68%</td>
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<tr>
<td>Calculating Profit</td>
<td>30%</td>
<td>70%</td>
</tr>
<tr>
<td>Buying &amp; Selling Stock</td>
<td>34%</td>
<td>66%</td>
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<tr>
<td>Tracking Finances</td>
<td>43%</td>
<td>57%</td>
</tr>
<tr>
<td>Investing in a Company</td>
<td>33%</td>
<td>67%</td>
</tr>
<tr>
<td>Concept of Pricing</td>
<td>42%</td>
<td>58%</td>
</tr>
<tr>
<td>Banks &amp; Interest Rates</td>
<td>42%</td>
<td>58%</td>
</tr>
<tr>
<td>Concept of Profit</td>
<td>44%</td>
<td>56%</td>
</tr>
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</table>

99% Classroom improved their knowledge of business, entrepreneurship, and financial concepts after participating in BizWorld.
Results of assessments in the 2016-2017 school year 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.*

**Student Career Exploration**

80%

Students reported that the BizWorld program increased their knowledge of real-world career options.

59%

Students reported that the BizMovie program increased their interest in technology-related careers.

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**Collaboration**

86%

Students reported excellent teamwork and collaboration skills, such as listening to other people’s ideas.

**Real World Skills**

85%

Students reported understanding the connection between school lessons and the real world, such as the importance of math.

**Critical Thinking**

79%

Students reported advanced critical-thinking skills, such as analyzing the effects of decisions.

**Communication**

77%

Students reported strong communication skills, such as public speaking.

**Leadership**

75%

Students reported important leadership skills, such as being able to motivate others.

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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. 96% of teachers agree that the programs develop students' leadership skills.

97% of teachers agree that the programs connect academic content to the real world. 98% of teachers agree that the programs help students learn to work together to solve problems.

239 teachers surveyed
Around the world with BizWorld

Netherlands

India

China

Mexico

Rwanda

Jordan

Taiwan

Ireland

Denmark
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.

**Innovations: BizWorldPRO**

- Allows students to access assignments digitally
- Increases student engagement and individualized learning
- Incorporates latest entrepreneurship trends and knowledge
Voices from the Classroom

Innovations: BizWorldPRO

With BizWorldPRO, it’s so easy to prep, plan, and teach entrepreneurship since all the tools are right at your fingertips. I love how engaged students are. The new content, coupled with a variety of digital tools, prepares our students for doing business in the 21st century. Not only do they build resumes, apply for jobs, and interview for their positions, they also design and create a variety of products and build websites as part of their marketing campaigns. It helps us reach all types of learners.

Janet Lee, BizWorld Education Manager

THANK YOU to our sponsors Cisco and US Bank for supporting the creation of BizWorldPRO.
We hosted our 2nd Annual Girlpreneur Competition in Northern California Bay Area. Five girls were selected to present live during the event. These girls ranged in ages from 11 to 15. They ALL had fantastic and very viable business ideas, and, more importantly, all of them developed a vision for their products and companies that impressed the judges.

Girlpreneur Contestants

**Congratulations, Ester!**

Ester, from Madison Park Business & Art Academy in Oakland, and her business, **Beadphones**, earned a loud cheer from the audience when her name was announced as the Grand Prize winner. Ester’s product is practical, creative and a great example of knowing your market and fixing a common problem. Ester’s school and BizWorld have been working together for over 10 years, so we were not surprised that a Madison student was selected as the winner by our judges. They have been planting and nourishing the seeds of entrepreneurship at Madison for a long time.
Classroom Voices

Samantha Pruett, 5th grade teacher, NV

"BizWorld provides many opportunities for students to solve problems. From creating a business plan, to designing the best product, to critically thinking about how to set the price to make the most revenue possible."

Anne Strange, 8th grade teacher, IN

"Having students responsible for a 'job,' made each one practice leading their company. They had to determine what string to buy, what type bracelets to make, how much string to buy, amount of string for each type bracelet, etc. Each decision for each part took problem-solving, and I allowed the students to be on their own with minimal assistance."
Ann Louis Alger, 3rd grade teacher, NV

"Each student had an indispensable role in the program which gave them all the responsibility of making their team work well. My students were really taken aback when they had to work with classmates they weren't 'besties' with. They learned cooperation skills and how to solve problems when they didn't see eye-to-eye. Seeing the students' enthusiasm was a highlight, but the entire program was a joy to watch unfold in our classroom."

Kiyoko Reynolds, 4th grade parent, CA

"Thank you so much for all your hard work, inspiration and support. Erika has been fortunate to experience wonderful business opportunities through BizWorld. The BizWorld Impact Challenge taught her many things, such as the importance of teamwork and hard work, how to be flexible and develop unique ideas, patience, having goal-oriented mindset, and kindness."
14th Annual Education Riskmaster Luncheon

We honored Steve Huffman, Co-Founder and CEO of Reddit with the Riskmaster Award for his pioneering and innovative spirit.

Dr. Gina Ulrich (right) 2017 Educator of the Year

Steve Huffman (middle) 2017 Education Riskmaster

BizWorld Student Contestants: Venetia Valley, Madison Park, Roots International Academy
Our new friends and our seasoned supporters helped us celebrate 20 years of innovative programs and positive impact on young lives around the globe. Young BizWorld alumni from local schools got a chance to demonstrate their learning, hone their skills, and mingle with guests. Most importantly, we raised enough funds to provide BizWorld programs to 15,000 deserving students in the US.
Supporter of the Year

Thank you WELLS FARGO!

Support and partnership come in many forms, and we are grateful for the variety of ways Wells Fargo has aided our organization in improving young people's lives. Their employee volunteerism for BizWorld was significant in 2017, helping us expand and improve our donor outreach capabilities and strengthen relationships with local schools. Their meaningful financial support, combined with their generous donation of resources, made them an obvious choice for this year’s Supporter of the Year.

Thank you WELLS FARGO!
Top Donors & Supporters

**Individuals**

Andy Chase  
Andy Pritchard  
Arnoldo Avalos  
Brian Patterson  
Cathy Ellis  
Darren Adkinson  
David Ahrens  
Diana Parker  
Don Elledge  
Douglas Roth  
Eduard Still  
Thais Rezende  
and Eduardo Castaneda  
Eric Facas and Cheryl Juliano  
Gaurang Desai  
and Nancy Paxton  
Gerard Brossard  
Grazia Bennett  
Harry Gould  
Jay Allardyce  
Joan Porter  
John and Julie Lin  
Joydip and Muge Das  
Karen Mostes-Withrow  
Kathryn Vizas  
Kristina DeYoung  
Laura Ambroseno

Lisa Coca  
Amit and Lorena Chatterjee  
Loy Sheflott  
Margot Micallef  
Marie Gotcher  
Marina Gracias  
Martha Ryan  
Michael and Carla Foster  
Michael Lacorazza  
Michael Righi  
Mona and Ed Zander  
Nick Halsey  
Patricia Lee-Hoffman  
Paul Dyusen  
Paul Markovich  
Roberto Malpica  
Roman Leal  
Shane Toohey  
Stephen and Linda Mayne  
Stephen Silver  
Steven Singer  
Tim and Melissa Draper  
Tracy Tuens  
William and Phyllis Draper

**Corporations**

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Accenture  
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Citi Bank  
Comerica Bank  
Dodge & Cox  
Edgile, Inc.  
Foster Employment Law  
Franklin Templeton Investments  
Greenstein, Rogoff, Olsen & Co., LLP  
Manatt, Phelps & Phillips, LLP  
Salesforce  
State Farm Insurance Companies  
Stephen Silver Fine Jewelry  
UMPUQA Bank  
Union Bank  
US Bank  
Wells Fargo Bank

**Foundations**

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VP, WorldWide Alliances & Channels  
SailPoint

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Franklin Templeton Investments

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Executive Vice President, Head of Integrated Marketing  
Wells Fargo

Rhonda Parouty  
EVP, Channel Management Solutions  
Brandmuscle

Thais Rezende  
CEO  
BizWorld.org

Michael Righi  
Regional President  
US Bank

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Chairman & CEO  
Stephen Silver Fine Jewelry

Steve Singer  
Partner  
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Ascent Private Capital Management

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Advisory Board

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Chief Marketing Officer  
Tradeshift

Grazia Bennett  
Realtor  
Sotheby’s International Realty

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Managing Director  
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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

Elizabeth Parrott  
Director  
Evalueserve
**Summarized Statement of Financial Position (FY ends August 31)**

### Assets

**Current Assets**
- Cash and short term investments: $965,680
- Accounts receivable: $45,000
- Inventory: $24,521
- Prepaid Expenses: $1,961

**Total Current Assets:** $1,037,162

**Noncurrent Assets**
- Deposits: $2,100
- Property and Equipment: $48,618

**Total Noncurrent Assets:** $50,718

**Total Assets:** $1,087,880

### Liabilities and Net Assets

**Current Liabilities**
- Accounts Payable: $14,152
- Accrued Expenses: $33,156

**Total Current Liabilities:** $47,308

**Net Assets**
- Unrestricted: $340,572
- Temporarily Restricted: $700,000

**Total Net Assets:** $1,040,572

**Total Liabilities and Net Assets:** $1,087,880

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### Revenues

- **Revenues:** 46% Individual and Family Foundations, 38% Corporate, 6% Curricula, 7% Licensing Agreements, 3% Foundations

### Expenses

- **Expenses:** 86% Program, 9% Development, 5% Management & Administration

**Net Income:** $57,843
We continue to be energized by your enthusiastic support and commitment. With your help, we can do more!

Donate Now!