

bizworld.org[®]



ANNUAL REPORT





Welcome to our 2018 Annual Report

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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

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

	Pre	Post
Concept of Profit	41%	59%
Banks & Interest Rates	51%	71%
Concept of Pricing	48%	59%
Investing in a Company	33%	64%
Importance of Tracking Finances	49%	62%
Buying & Selling Stock	37%	68%
Calculating Profit	28%	71%
Concept of Revenue	25%	55%
Marketing	47%	60%
Manufacturing	25%	59%

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.

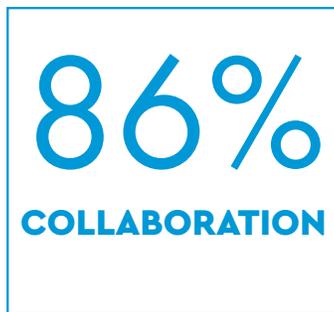
99%

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.*

* Huber, L.; Sloof, R. & Van Praag, M. (2012). *The Effect of Early Entrepreneurship Education: Evidence from a Randomized Field Experiment*. <http://ftp.iza.org/dp6512.pdf>



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



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



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



Students reported strong communication skills, such as confidence speaking in front of others.



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

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.

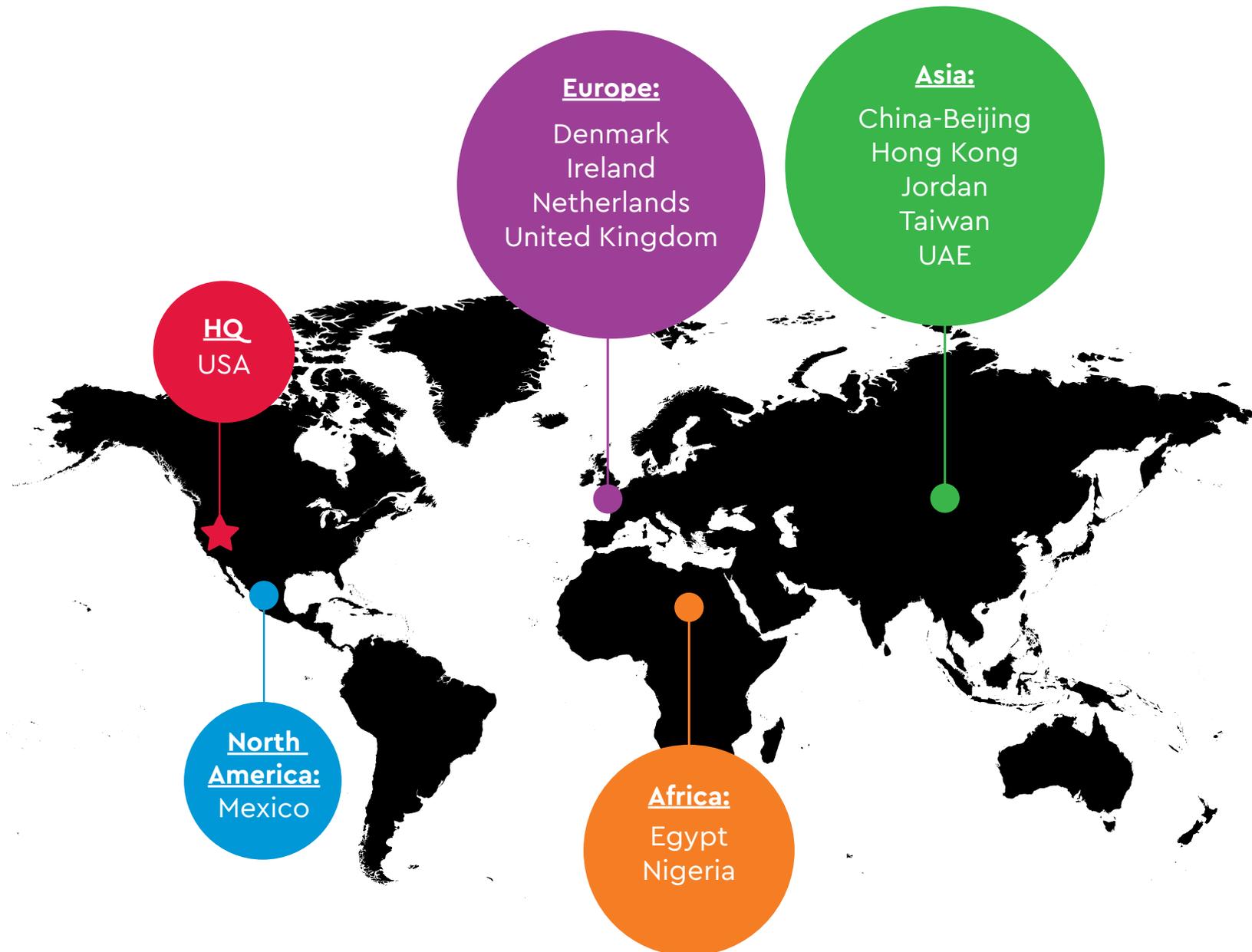
98% of teachers agree that the programs effectively teach students about business, entrepreneurship, and finance.

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



“

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."



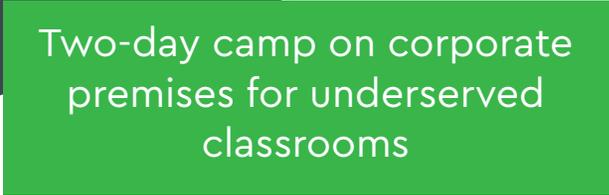
BizWorld Taiwan conducts its first BizWorld Impact Challenge!



Congratulations to BizWorld Ireland for reaching students in every county in Ireland for the first time!

BizWorld Programs

"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

The logo for bizmovie, featuring the word "bizmovie" in white lowercase letters inside an orange circle with a white pointer pointing downwards.An orange rectangular box containing the text "Tech-based entrepreneurship encouraging STEM careers".A red rectangular box containing the text "Blended learning, project-based entrepreneurship".The logo for bizworld Corporate Camps, featuring the text "bizworld.org" in white lowercase letters above "Corporate Camps" in white uppercase letters, all inside a green circle with a white pointer pointing downwards.A green rectangular box containing the text "Two-day camp on corporate premises for underserved classrooms".



bizworld.org
GIRLPRENEUR

Nationwide classroom entrepreneurship competition benefiting social causes

Silicon Valley, CA based entrepreneurship competition for teen girls



2019
bizworld.org
Yes!
Young Entrepreneur Success

Teen and young adult bootcamp and competition for funding

BizWorldPRO



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



3rd Annual Girlpreneur Competition

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.



Melissa and Karina, 2018 Young Entrepreneurs of the Year, Tim Draper, BizWorld, Founder; Sukhinder Singh Cassidy, President of Stubhub, Thais Rezende, BizWorld, CEO.

- 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

“ We want to thank Bizworld for all the work they do in teaching young people about entrepreneurship. We know from experience that these real-world opportunities can be life-changing.”

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

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John Lin, CFP

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and Senior Portfolio Manager
Cypress Group, Morgan Stanley Smith

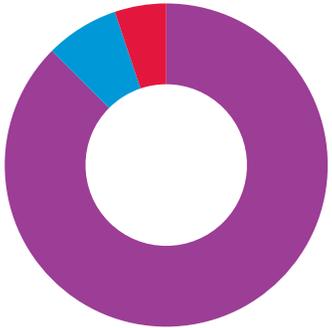
Financial Statement

Revenues

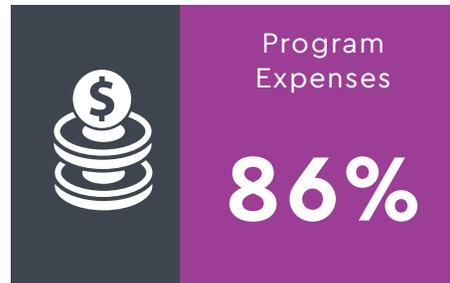


- 38% Corporate
- 37% Individual and Family Foundations
- 17% Earned Income
- 8% Foundations

Expenses



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



Summarized Statement of Financial Position (FY ends August 31)

2017-2018

Assets

Current Assets

Cash and Short Term Investments	\$952,199
Accounts Receivable	\$38,007
Inventory	\$25,504
Prepaid Expenses	\$1,260
Total Current Assets	\$1,016,970

Noncurrent Assets

Deposits	\$2,100
Property and Equipment	\$50,464
Total Noncurrent Assets	\$52,564

Total Assets **\$1,069,534**

Liabilities and Net Assets

Current Liabilities

Accounts Payable	\$11,139
Accrued Expenses	\$9,145
Total Current Liabilities	\$20,284

Net Assets

Unrestricted	\$379,250
Temporarily Restricted	\$875,000
Total Net Assets	\$1,049,250

Total Liabilities and Net Assets **\$1,069,534**

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](https://www.instagram.com/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](https://bizworld.org/donation)

2x

Matching Gifts

Double your contribution with your employer's matching gift program. Simply obtain the matching gift from 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.

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