

2017

**Annual
Report**

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Table of **CONTENTS**

Letter from the CEO	05
Entrepreneurship Education	06
Our Impact	07
Teacher Feedback	10
International Partners	11
Innovations	13
Classroom Voices	16
Celebrations	18
Supporter of the Year	20
Top Donors and Supporters	21
Board of Directors	22
Financial Summary	23

**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.**

Letter from the CEO

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.



A handwritten signature in black ink that reads "Thais Rezende". The signature is fluid and cursive.

Thais Rezende
CEO of BizWorld.org

Entrepreneurship Education

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.

Our Impact

Since 1997,
we've reached



683,439
students in



100+
Countries

2016-2017 School Year



1,043
Domestic Classes



1,404
International Classes



2,447
Total Classes



68,027 students reached

Who We Serve

52%

Classes in the United States are low to moderate income*

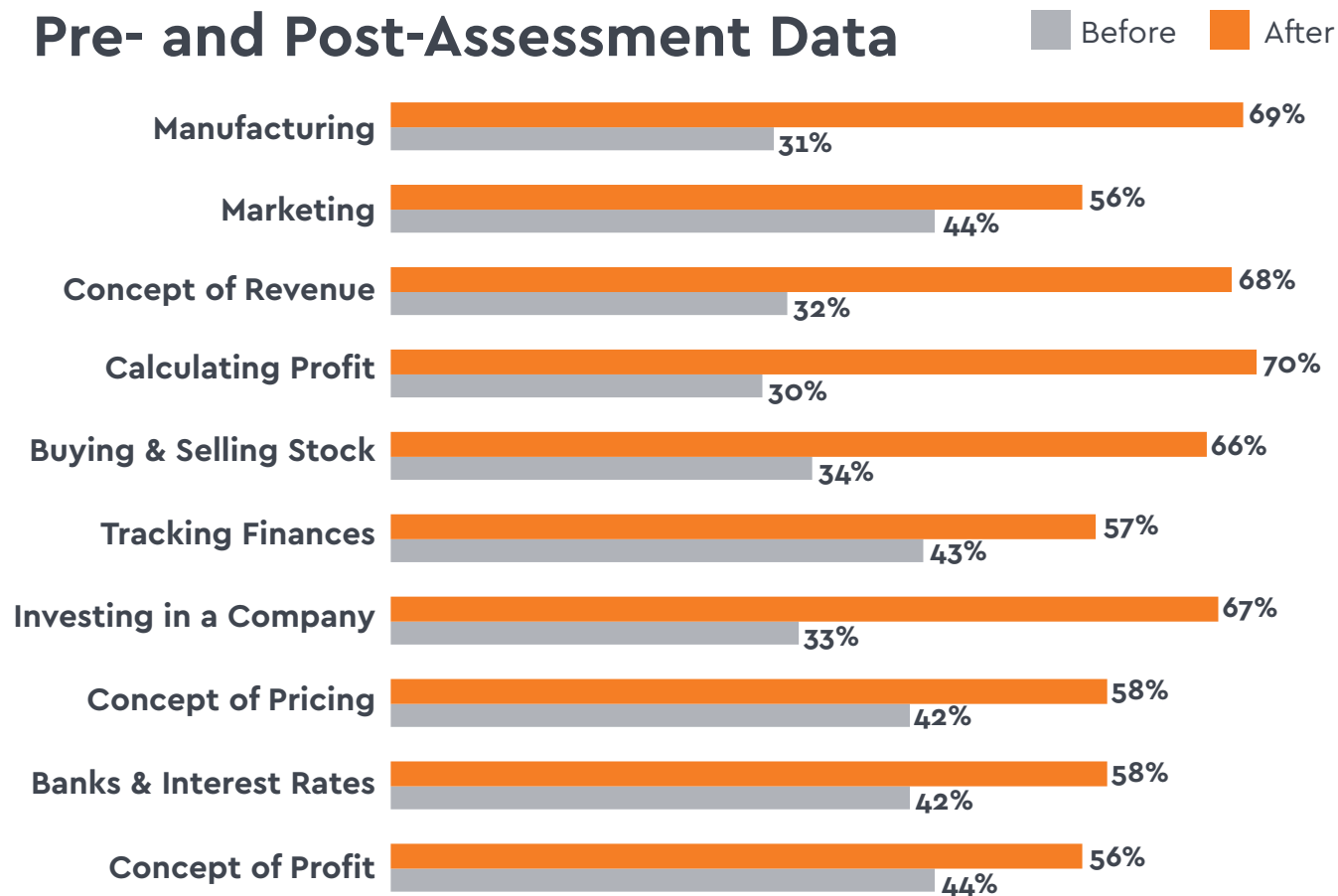
*Low to moderate income schools are defined as those where 40% or more of students qualify for free or reduced meals (3 year avg).

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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.

Pre- and Post-Assessment Data



99%

Classrooms improved their knowledge of business, entrepreneurship, and financial concepts after participating in BizWorld.

Students Build 21st Century Skills

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.*

86%

COLLABORATION

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

85%

REAL WORLD SKILLS

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

79%

CRITICAL THINKING

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

77%

COMMUNICATION

Students reported strong communication skills, such as public speaking.

75%

LEADERSHIP

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

Student Career Exploration

80%

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

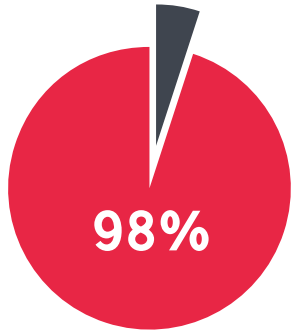
59%

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

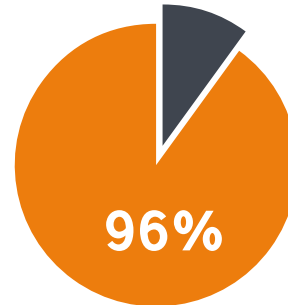
* Huber, L.; Sloof, R. & Van Praag, M. (2012). *The Effect of Early Entrepreneurship Education: Evidence from a Randomized Field Experiment*. <http://ftp.iza.org/dp6512.pdf>

Teacher Feedback

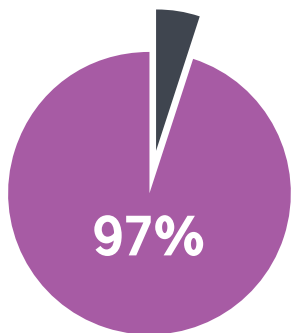
BizWorld.org continually strives to improve programs by incorporating valuable feedback from our educators. We ask educators to help us determine the effectiveness of our programs by completing a program evaluation.



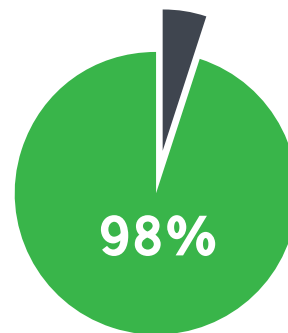
98% of teachers agree that the programs effectively teach students about business, entrepreneurship, and finance.



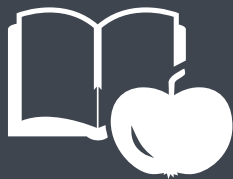
96% of teachers agree that the programs develop students' leadership skills.



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

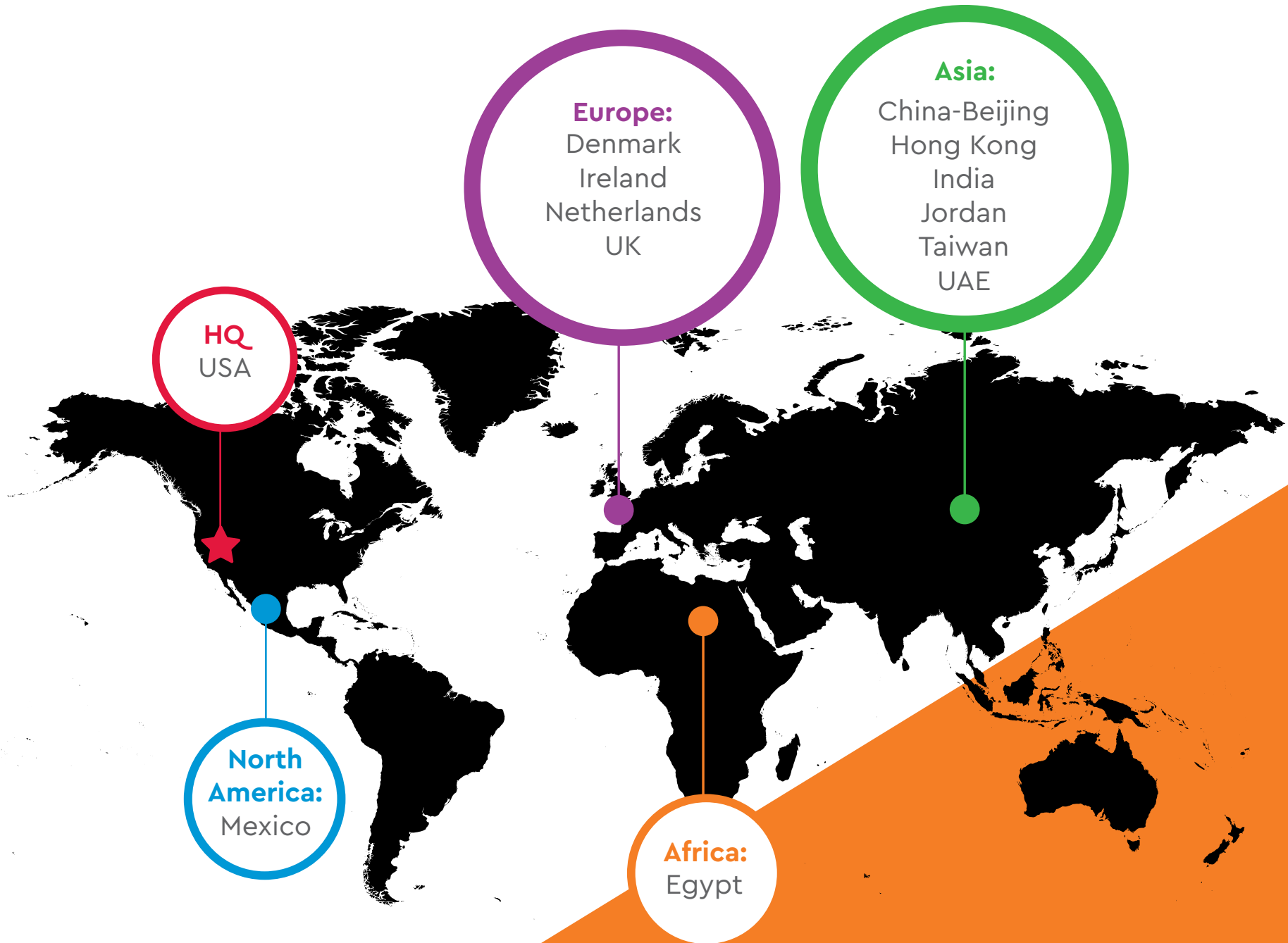


98% of teachers agree that the programs help students learn to work together to solve problems.



239
teachers surveyed

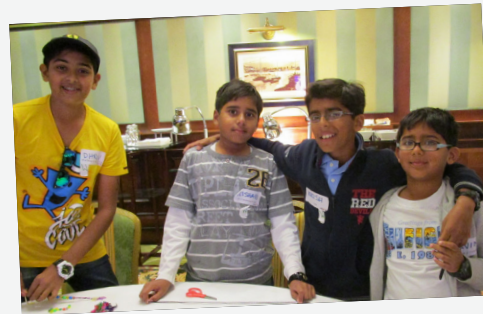
International Partners



Around the world with BizWorld



Netherlands



India



China



Mexico



Rwanda



Jordan



Taiwan



Ireland



Denmark

Innovations: 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

Innovations: BizWorldPRO

**THANK
YOU**

to our sponsors **Cisco** and **US Bank** for supporting the creation of **BizWorldPRO**.



Janet Lee, BizWorld Education Manager

“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.”



Innovations: Girlpreneur

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.

Samantha Pruet, 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."



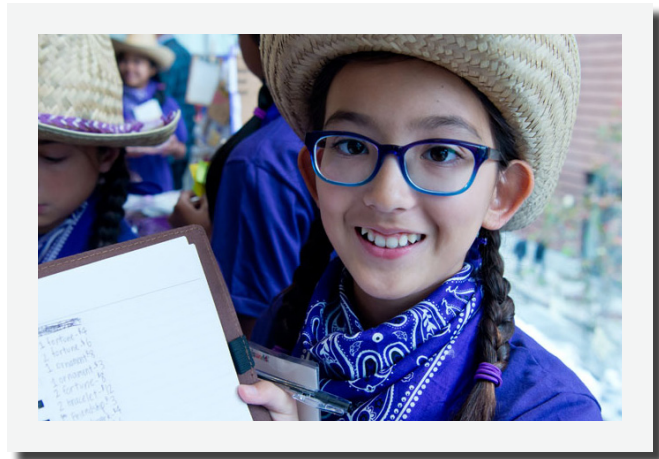
Ann Louis Alger, 3rd grade teacher, NV

"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 mind[set], and kindness."



Celebrations

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*

- 2017**

STEVE HUFFMAN
Co-Founder & CEO,
Reddit

2010

RON CONWAY
Special Advisor,
SV Angel
- 2016**

PETER GOTCHER
Chairman,
Dolby Laboratories

2009

ELON MUSK
Co-Founder,
SpaceX, Tesla, and
Neuralink
- 2015**

ERIC MIGICOVSKY
Founder & CEO,
Pebble Technology

2008

TOM SIEBEL
CEO of C3 Energy
(Founder, former
Chairman and CEO,
Siebel Systems)
- 2014**

BRIAN ARMSTRONG
Co-Founder & CEO,
Coinbase

2007

CHAD HURLEY
Co-Founder,
YouTube; CEO, AVOS
Systems
- 2013**

AARON LEVIE
Co-Founder & CEO,
BOX

2006

RICHARD ROSENBLATT
Former Chairman,
MySpace
- 2012**

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

2005

MARC BENIOFF
Chairman and CEO,
Salesforce.com
- 2011**

JENNIFER JOHNSON
COO, Franklin Templeton
Investments

2004

ERIC SCHMIDT
Executive Chairman,
Google

20th Anniversary Celebration Dinner

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.

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**WELLS
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Top Donors & Supporters

Individuals

Andy Chase
Andy Pritchard
Arnoldo Avalos
Brian Patterson
and Christina Villareal
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
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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 Duysen
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

ALOM
Accenture
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BBVA Compass
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
UMPQUA Bank
Union 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



Board of Directors

National Board of Directors

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Manatt, Phelps & Phillips LLP

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Managing Director Corporate
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Development
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Kristina DeYoung

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Draper Associates & DFJ

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Head of US Asset Management
Hanover Global Executive Search

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Senior Vice President Wealth Management and
Senior Portfolio Manager
Cypress Group, Morgan Stanley Smith

Elizabeth Parrott

Director
Evalueserve

Financial Summary

Summarized Statement of Financial Position (FY ends August 31) 2016-2017

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



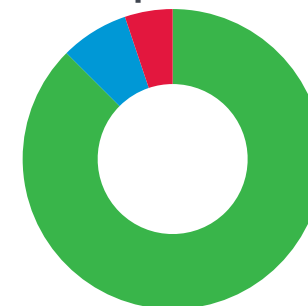
Net Income: \$57,843

Revenues



- 46% Individual and Family Foundations
- 38% Corporate
- 7% Licensing Agreements
- 6% Curricula
- 3% Foundations

Expenses



- 86% Program
- 9% Development
- 5% Management & Administration

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We continue to be energized by your enthusiastic support and commitment. With your help, we can do more!

Donate Now!



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