



ANNUAL REPORT

2021



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.

WELCOME

Dear Friends,

In my 9 years at BizWorld I've had the privilege to work closely with hundreds of educators, community partners, and students from all over the country. I've seen firsthand how our programs transform students into leaders, problem solvers, and forward thinkers.

This past year we launched two cohorts of our Young Entrepreneur Success Program to further ensure that young people are supported and equipped to be the innovative leaders of our future. The YES! Program represents the pinnacle of the entrepreneurial pathway we have created since the inception of Bizworld 24 years ago.

Thanks to your support, to date we have been able to provide \$50,000 in seed funding to 8 companies, started by entrepreneurs as young as 16. These businesses not only continue to operate, but have been able to leverage the support they received to build new technology, launch new products, and grow their markets.

As we look to the future, we are committed to continuing to build an ecosystem that promotes entrepreneurship and leadership for generations to come.

“Instilling an entrepreneurial mindset early allows us to expand the boundaries of education to prepare young people to recognize their value, seek opportunities for self-advocacy, and meet the demands of future societal needs.”



**Charlene Vaca
CEO, BizWorld.org**

Our Impact

2020-2021 School Year

98%

Classes improved
their knowledge
of business
concepts

16,343

Students
Reached

84%

Students improved
knowledge of career
options

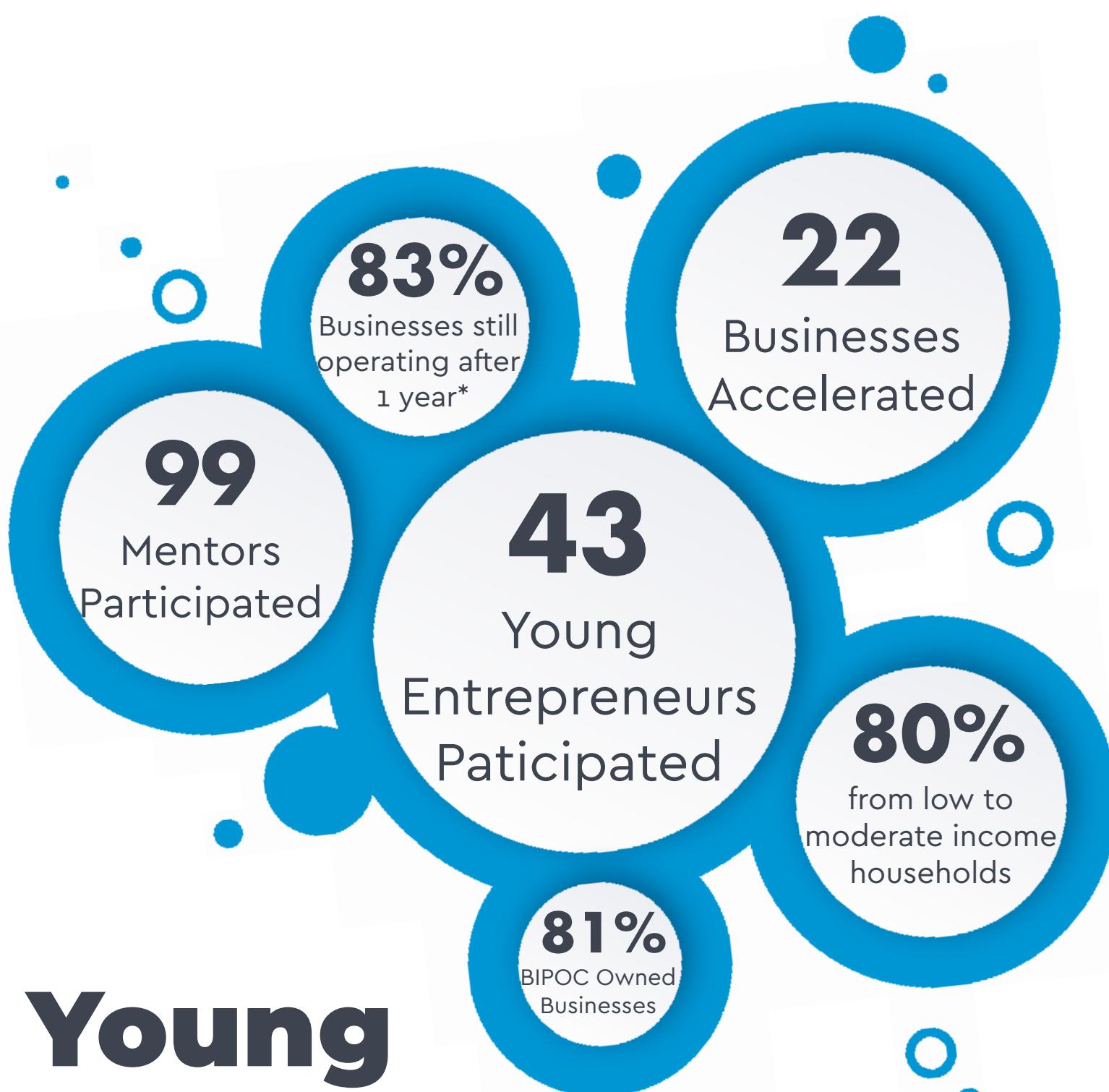
51%

Classes in U.S. public
schools 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

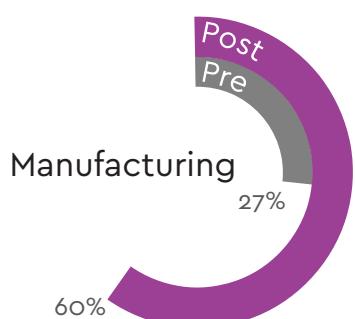
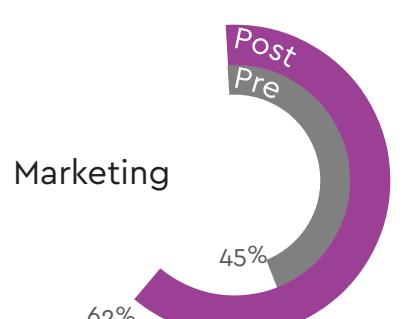
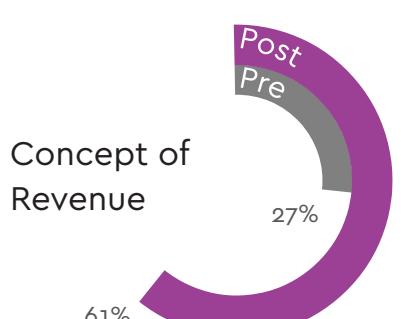
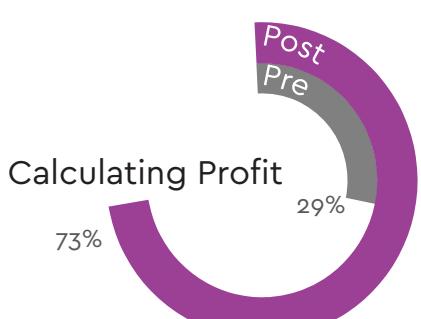
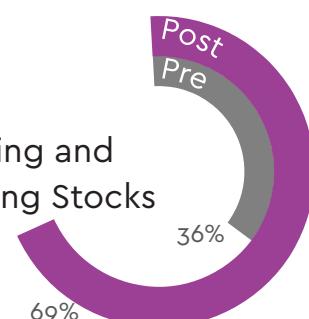
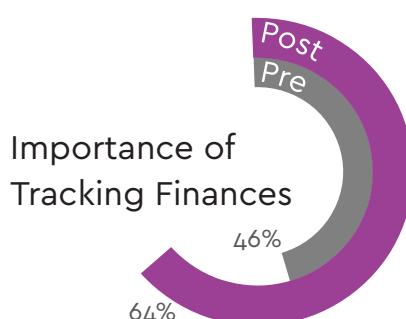
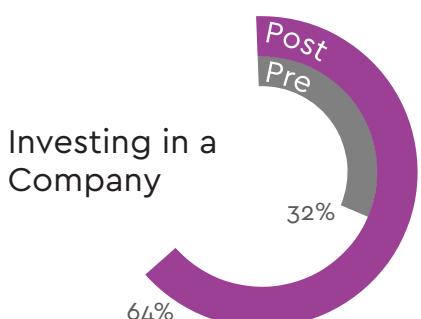
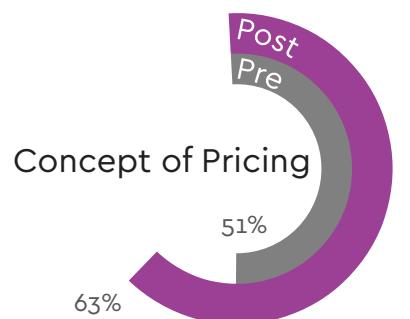
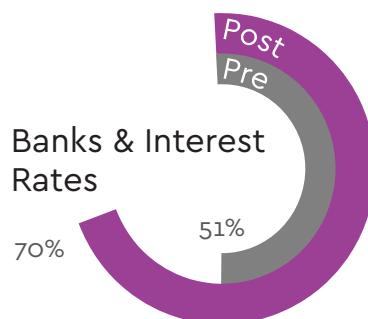
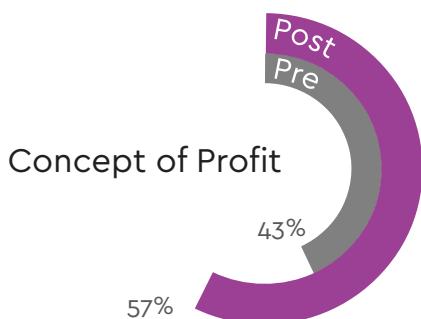
Young Entrepreneur Success Program

Winter & Summer 2021 Cohorts



Students Improve Their Knowledge of Business Concepts

Our pre- and post-assessment data shows that students who participated in BizWorld over the last 5 years significantly increased their knowledge about business, entrepreneurship, finance, and money management.



Students Build 21st Century Skills

We measure the results of assessments from 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.*



In 2021 we launched two cohorts, Winter and Summer, of our Young Entrepreneur Success Program (YES!). YES! helps high-potential youth aged 16-22 bridge the gap from entrepreneurial vision to business reality by providing the necessary tools and resources to create their own start-ups. Through our virtual 12-week program, YES! participants receive technical assistance, mentorship, networking opportunities, and access to capital to create thriving new enterprises.



bizworld[®]
Yes!
Young Entrepreneur Success

Global business experts act as mentors helping young entrepreneurs develop viable business plans through individual coaching and tailored workshops. All phases of the YES! program are free and inclusive of businesses from any industry or stage of development.

At the conclusion of each cohort the top businesses are selected to pitch at our YES! Demo Day for the opportunity to receive seed funding. In 2021, we awarded \$30,000 in funding to youth-run businesses with the help of a panel of expert judges including:

Tim Draper

Founder,
BizWorld.org,
Draper Associates
& Draper Venture
Network

Erika Cramer

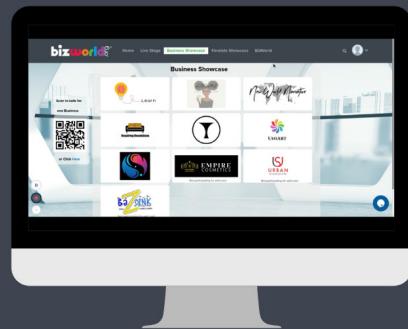
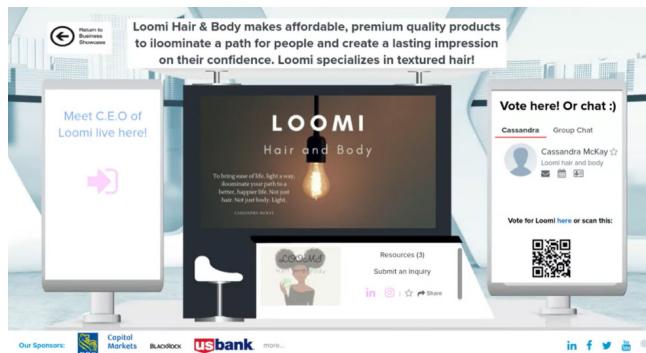
Managing Member
& General Partner,
How Woman Invest

Mergen Chuluun

Managing Partner,
Exponential Partners
Founder, Growth
Summit Global

Jared Yellin

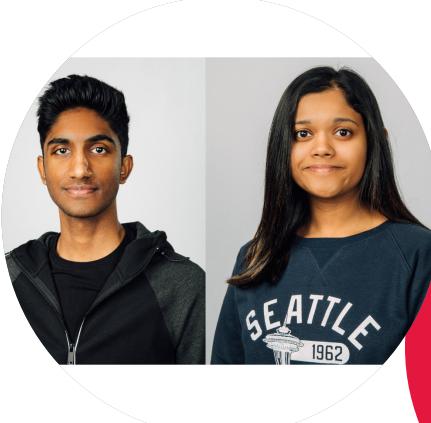
CEO & Co-Founder,
Project 10k



2021

Funded Companies

Amity Connections is a health-based technology company that offers a mobile platform that connects family members with the health of their elders by aggregating real-time health data from smart medical devices onto a single mobile platform.



AmityConnections
Karthik (18), CEO
Kushi (17), CEO



Her-Rah! 1st Bra was founded to help girls celebrate the milestone of buying their first bra by creating fun, exciting, and customizable first bra options!



Her-Rah 1st Bra
McKenna(16), Founder





Kiyner Corp
Kyle (17), CEO



Kiyner Corp - owned by Kiyler Gardner - is a Florida startup trying to disrupt the baby pacifier market with an innovative multi-utility product (patent pending) that should transform the product category and its benefits and help establish a brand new revenue model for the industry with a potential to grow it by 20X.



Doughkeeper
Nitya (16), Founder



Doughkeeper is a financial management app specifically designed for kids.



Akki's Cupcakery
Akeila (16), CEO



Akki's Cupcakery & Tea is an online bakery that distributes freshly made Vegan, Keto, Paleo, and Gluten-free Cakes and Cupcakes using healthier organic ingredients.

Our Alumni

"Being a part of the YES! program gave me the confidence to pursue my business", said John Ciocca. "Not only did I have access to some incredible mentors throughout the program, but I also had the continued support of the entire Bizworld community. After Demo Day, the seed funding allowed us to launch Purple, and I was beyond thrilled."

Since 2019, John Ciocca reports that his team has nearly doubled the number of youBelong users and has a 51% retention rate of members on his platform. After completing BizWorld's YES! program, he said, "We expanded to work on Purple so that we could successfully build financial products that enable people with disabilities to spend, save and invest for a better life."

Read the full case study [here](#) or by scanning this QR code:



John Ciocca
Founder
youBelong & Purple
2019 YES! Alumni



Itzel Delgado
BaZoink
2021 YES! Alumni

"I am in college right now and I am a junior. I'm getting a bachelor in business but I think during my business classes and my marketing classes, we go through the surface of a lot of terminology, and ways of doing things, but what I have really liked about what I have learned through the YES program, especially with talking with a lot of the professionals, is you're going into a much deeper level even than what I am getting in my college classes... It's just really practical instead of just reading from a textbook. It's an experience I don't know how to attach a price tag to"



Hear more from Itzel [here](#) or by scanning this QR code:



**Want to hear from more
Alumni? Listen to testimonials
from our 2021 YES! Cohorts
[here](#):**



Mentorship in Action

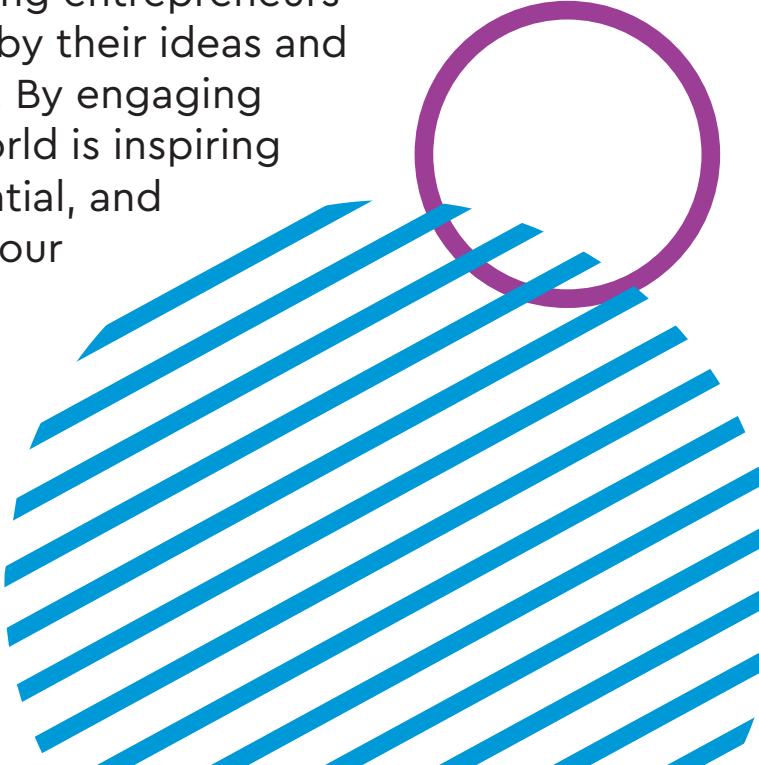
**Small Business
Financial
Management:
Banking Workshop
Advisors**



"We are proud to support BizWorld and the extraordinary work they do to empower our future leaders.

Our team thoroughly enjoyed spending time with the young entrepreneurs in the cohorts- we were so inspired by their ideas and commitment to their business ideas. By engaging students in the YES! Program, BizWorld is inspiring youth to achieve their highest potential, and for that, we are thrilled to call them our partners."

-Sandy Walia, Managing Director,
Regional President at Union Bank.



Eric Facas
CEO
MediaCause
2021 YES! Business Coach



"For me, and probably for most entrepreneurs, probably the biggest reward is to be able to help others and especially those who are just getting started and that's why I signed up to be business coach. To share a little bit about what I've learned over the last decade plus of

being an entrepreneur with someone else who is just getting started feels great and you're really helping people along."

"I really appreciated how (Eric) took the time to understand what New World Narrative is about ... starting out can be very daunting and confusing for a young entrepreneur but after the accelerator program I definitely feel like I left knowing a little bit more than what I came in. More specifically I felt more confident in calling myself an entrepreneur because I was equipped with the technical things like how to create a business plan, how to create a budget for the business, but I think what was most rewarding for me is knowing that I can convey my message to other people in a very confident and passionate way.



Yabundu Conteh
Founder
New World Narrative
2021 YES! Alumni

Hear more from their interview [here](#):



Celebrating Entrepreneurship

In 2021 we were once again able to hold our Annual Education Riskmaster Luncheon where we celebrated the entrepreneurs, educators, and youth central to our mission.

2021 RISKMASTER HONOREE

Marco Zappacosta

CEO & Co-Founder, Thumbtack

Marco Zappacosta is the co-founder and CEO of Thumbtack, a technology leader building the all-in-one home care platform helping customers find and hire skilled professionals. Marco is a self-taught entrepreneur who started Thumbtack right out of college based on the belief that he could help solve an age-old problem — why is it so hard to hire a plumber? Or any local professional?

Through the Thumbtack app, homeowners can effortlessly manage their greatest asset confidently knowing what to do, when to do it, and who to hire. Today, Thumbtack spans every county in the U.S. and covers hundreds of local service categories.

Marco has been recognized on Forbes' 30 Under 30 list and has been featured in media outlets including The New York Times, Fortune, The Wall Street Journal and CNBC.



2004

ERIC SCHMIDT
Executive Chairman,
Google

2005

MARC BENIOFF
Chairman and CEO
Salesforce.com

2006

RICHARD ROSENBLATT
Former Chairman
MySpace

2007

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

2008

TOM SIEBEL
CEO, C3 Energy
(founder, former
Chairman and CEO, Siebel Systems)

2009

ELON MUSK
Co-Founder & CEO,
Tesla Motors

2010

RON CONWAY
Special Advisor, SV Angel
CEO, C3 Energy

2011

JENNIFER JOHNSON
COO,
Franklin Templeton
Investments

2012

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

2013

AARON LEVIE
Co-Founder & CEO,
BOX

2014

BRIAN ARMSTRONG
Co-Founder & CEO,
Coinbase

2015

ERIC MIGICOVSKY
Founder & CEO,
Pebble Technology

2016

PETER GOTCHER
Chairman
Dolby Laboratories

2017

STEVE HUFFMAN
Co-Founder & CEO,
Reddit

2018

SUKHINDER SINGH
CASSIDY
CEO,
Stub Hub

2019

COLIN WALSH
Co-Founder & CEO,
Varo Money

2021 EDUCATOR OF THE YEAR

Wendy Tibbs

Educator, Alabama

Wendy Tibbs has been teaching BizWorld for nearly 20 years to her 4th through 6th grade students. She has been a strong advocate of bringing entrepreneurship education to her students - participating in our Bizworld, BizMovie, and Impact Challenge programs.

In her acceptance speech she outlined the "Top 10 reasons why Bizworld should be a part of every student's education" and thanked the audience saying "I need to say thank you to each of you here today, for your part in supporting this organization, which has brought so much depth and complexity to my classroom, other classrooms, for so many years. What a difference you've made in the lives of so many students!"

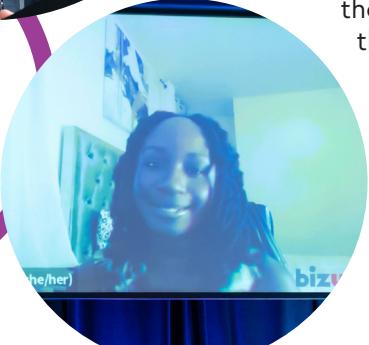


With elementary and middle school youth unable to join the luncheon this year due to COVID-19 precautions, we invited Alumni from our YES! program to join us in person, via ZOOM, and through recorded sessions.



Mateo Galvez of LottaWorldWide, Alumni of YES! 2019, joined to moderate discussion with his fellow Alumni and remark on his journey thorough YES!

Valentina Quijano and Miranda Odio of Learn, Alumni of YES! Summer 2021, joined via ZOOM to chat with their Business Coach Michele Hanson about their experience during the program.



Yabundu of New World Narrative sat down with Business Coach Eric Facas in a pre-recorded session to reflect on their mentoring experience.



Left to right: Tim Draper, Marco Zappacosta, Wendy Tibbs, and Charlene Vaca

BizWorld Around The World

BizWorld provides entrepreneurship education not only across the United States, but also in 11 countries across the globe.



Welcome

bizworld^{org}® JAPAN

In 2021 BizWorld expanded to Japan. Sayuri Tanaka, CEO of BizWorld Japan, is leading the new entity operated by IKIRU LLC.

BizWorld Japan hopes to foster an entrepreneurial "mindset" that is

not widely spread in Japan yet. According to a survey by the Global Entrepreneurship Monitor (GEM), Japan ranks 50th out of 50 countries in terms of "business knowledge and skills".

"Just as BizWorld has 20 years of history, entrepreneurship education for primary education in Japan has 20 years of negative history", says Sayuri Tanaka, CEO of BizWorld Japan.

"We are very happy to have joined the BizWorld family. The introduction of a full-fledged entrepreneurship education is both innovative, exciting and needed. BizWorld will finally open the door for this critical type of primary education in Japan, and I am very grateful to BizWorld for giving us such an opportunity."

BizWorld Japan's goal is to restore the self-esteem of all children through the BizWorld program.



Our Top Supporters

Individuals

Akeila Tejwani
Amparo Leyman Pino
Andy Chase
Bernard Moon
Bill Ausfahl
Chris Tachiki
Christopher Wagner
Colin Walsh
Cree Edwards
David Ahrens
David Mapgaonkar
Diana Moy
Ed Chandler
Eduardo Castaneda
Ellen Jamason
Eric Dowon
Eric Facas

Erika Cramer
Gary Cookhorn
Grazia Bennett
Gregg Holzrichter
Harry Gould
Jay Allardyce
Jessica Isley
Karen Mostes-Withrow
Kiki Tidwell
Lisa Lambert
Lital Cohen
Maryam Ziaeи
Nick Hungerford
Parker Graham
Pierluigi Zappacosta
Polly Draper
Potter Li

Rebecca Draper
Rick Weinstein
Robert Phares
Royal Farros
Sarah Trissel
Scott Solomon
Stephen Silver
Steven Singer
T. Hale Boggs III
Tim Draper
Tracy Tuens
Weiti Liu
William Draper
Xin Yan

Corporations

Dodge & Cox
eBay
Franklin Templeton Investments
Greenstein, Rogoff, Olsen & Co LLP
RBC Capital Markets
Stephen Silver Fine Jewelry
US Bank
Union Bank
Wells Fargo Bank

Foundations

Charles Schwab Foundation
Conway Family Foundation
Draper Foundation
The Independent Institute
McMurtry Family Foundation

Financial Reports

Summarized Statement of Financial
Position (FY ends August 31)

2020-2021

Assets

Current Assets

Cash and Short Term Investments	\$802,325
Accounts Receivable	\$174
Inventory	\$23,005
Prepaid Expenses	\$557
Other Assets	\$8,306
Total Current Assets	\$834,367

Noncurrent Assets

Property and Equipment	\$33,512
Total Noncurrent Assets	\$33,512

Total Assets

\$867,879

Liabilities and Net Assets

Current Liabilities

Accounts Payable	\$17,333
PPP Loan	\$133,800
Total Current Liabilities	\$151,133

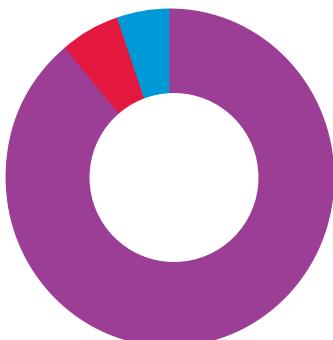
Net Assets

Unrestricted	\$46,746
Temporarily Restricted	\$670,000
Total Net Assets	\$716,746

Total Liabilities and Net Assets

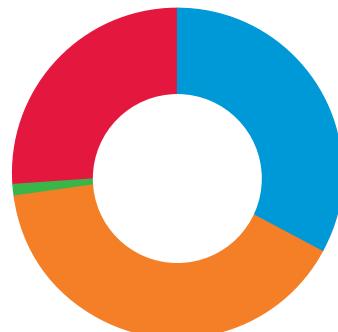
\$ 867,879

Expenses



- 88% Program
- 6% Development
- 5% Management & Administration

Revenues



- 40% Corporate
- 33% Individual and Family Foundations
- 1% Foundation
- 26% Earned Income

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

Timothy C. Draper

Founder
Draper Associates & DFJ

Harry Gould

VP, WorldWide Alliances & Channels
SailPoint

Jennifer Johnson

Executive Vice President & COO
Franklin Templeton Investments

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

Jared Yellin

Founder
Project 10k

Advisory Board

David Ahrens

Marketing Strategy
Workday

Grazia Bennett

Realtor
Sotheby's International Realty

Gary Cookhorn

Managing Director
Fortress Investment Group

Eric Facas

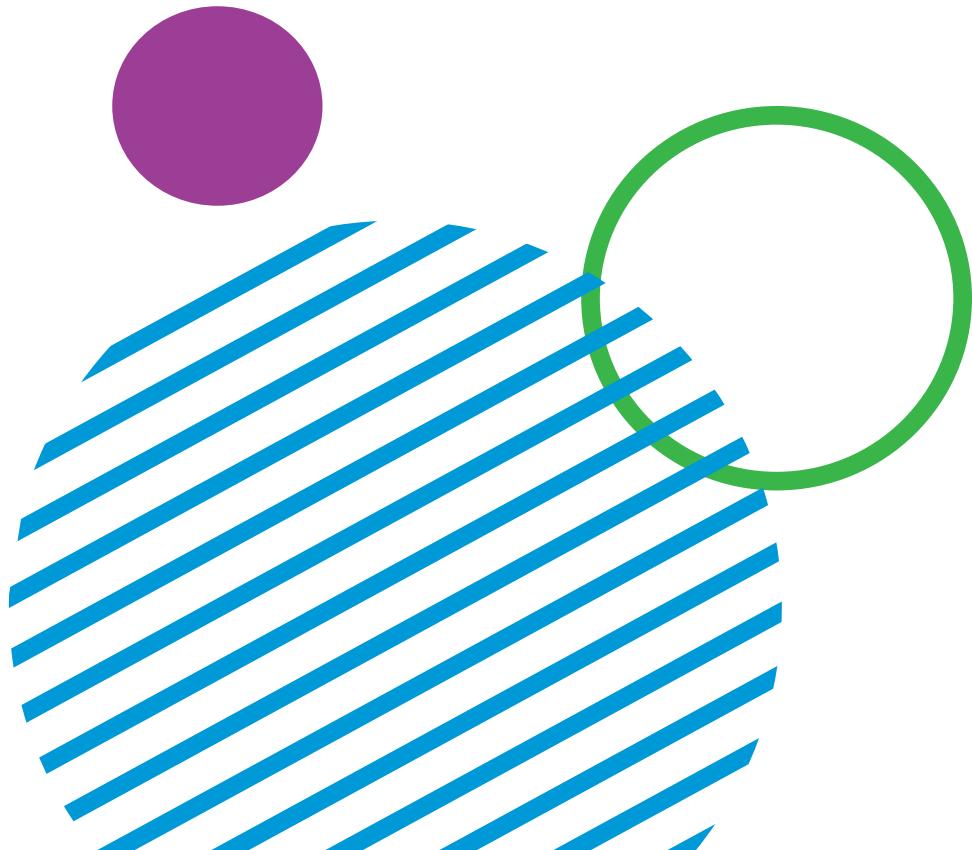
CEO
Media Cause

Marcus Guerro

Client Development Executive
Accretive Solutions

Michele Hanson

Head of US Asset Management
Hanover Global Executive Search



Help Us Support Young Entrepreneurs

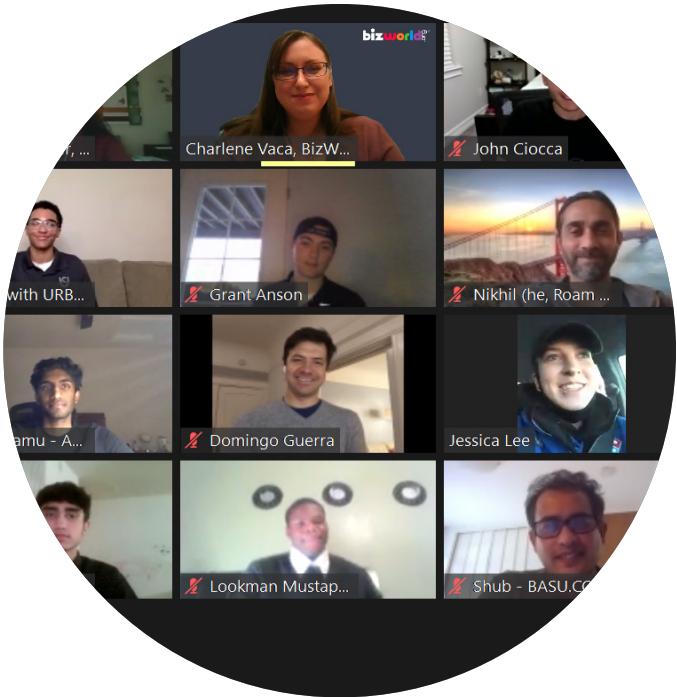
Get Involved!

Become a
YES! Mentor



Our YES! Program could not exist without the contribution of entrepreneurs and business leaders willing to invest their time and knowledge at this critical starting point for young entrepreneurs. There are several ways you can contribute:

- **Business Coach:** 12+ hours of 1:1 virtual coaching with a YES! Business – you will witness the development of a business idea into reality over a period of 12 weeks
- **Business Advisor:** 1-2 hours of virtual advice to a YES! business on a topic in your field of expertise
- **Workshop Advisor:** Present at, or be part of a panel of advisors, during a YES! virtual workshop



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



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



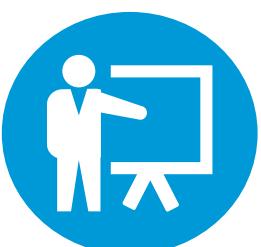
Matching Gifts

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.



Sponsor BizWorld In A Classroom

Find out how you can sponsor a classroom or teach BizWorld to your own child's classroom.

Contact us to learn more at 1-888-424-9543 or support@bizworld.org

Stay connected for future events and activities!

Follow us at [@BizWorld.org](https://www.bizworld.org)

