



2019-2020

DREAM

PLAN

DID!



CALIFORNIA REPUBLIC

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bizword
aking entrepreneurship fun



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.

WAY ENTREURSHIP

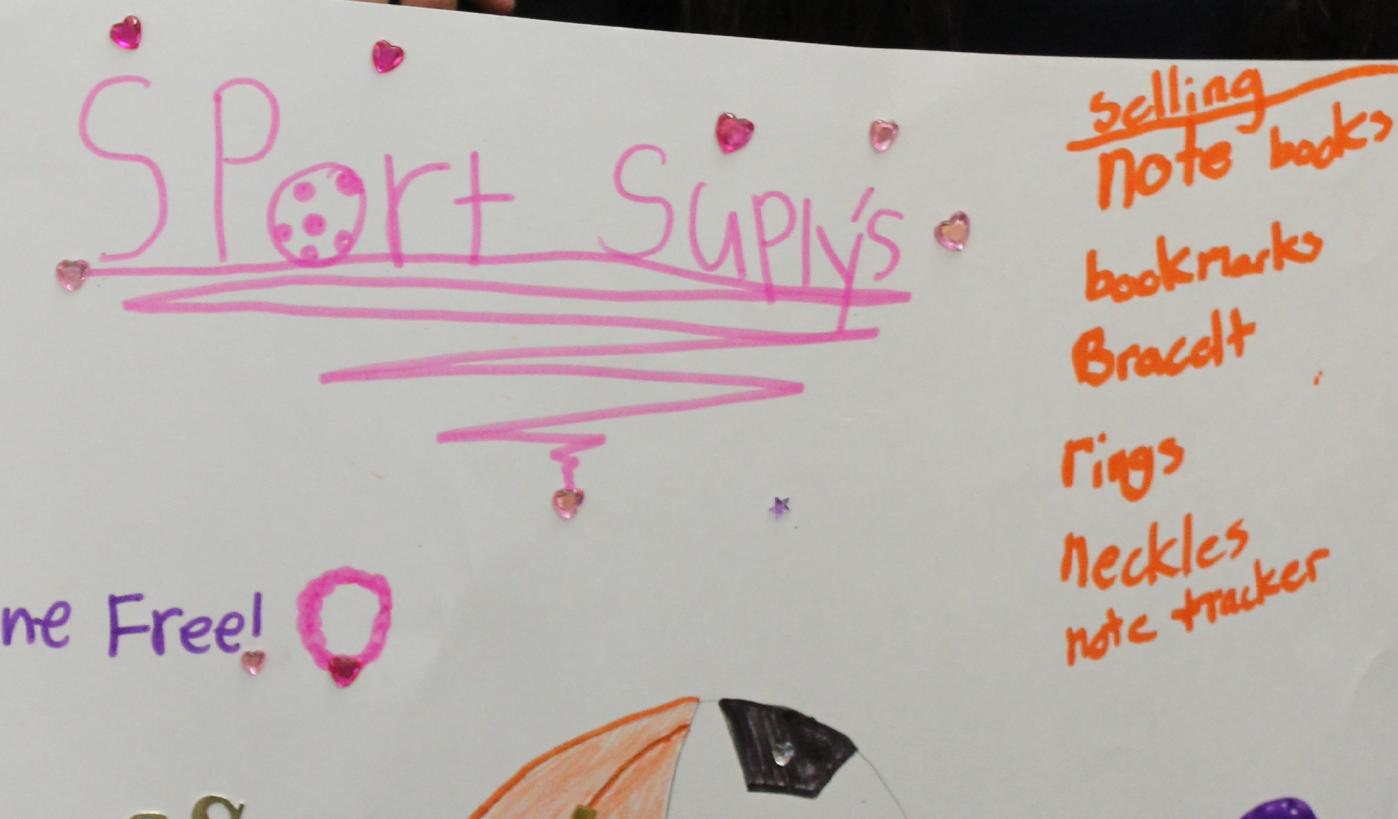


EQUIP

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.**

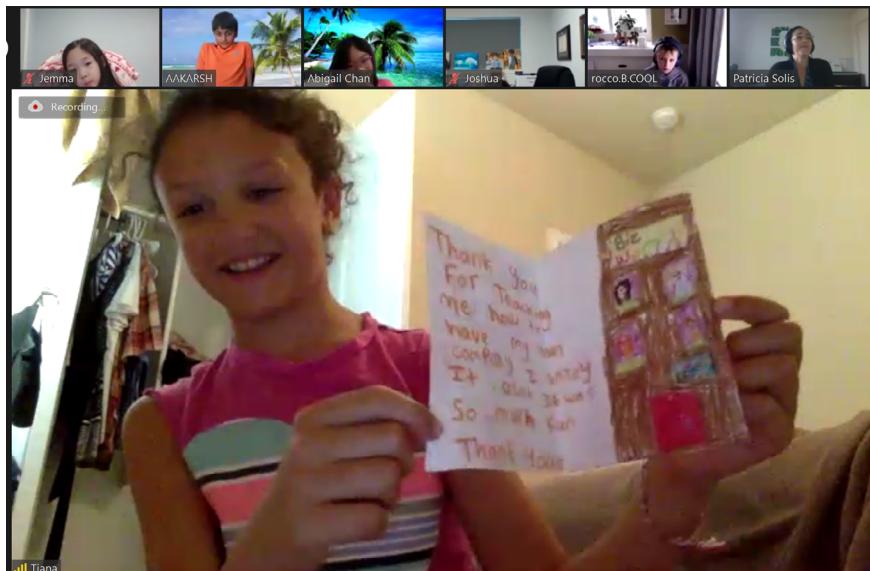


INSPIRE

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.





2020 Virtual Summer Camp

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.

LOCKZ
LOCKER MANAGEMENT MADE EASY

FRIEND
FINDER

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.





2019 Girlpreneur Competition

In partnership with the 4th Annual WorldWideWomens Girls Festival we held our 4th Girlpreneur Competition where McKenna Hopla won with 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.

2019 Education Riskmaster Luncheon



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.**





2019 YES! Program Launch

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

598

Domestic
Classes

2,135

International
Classes

2,733

Total
Classes

70,545

Students
Reached

818,110

Student Reached
Since 1997

10

International
Offices

51%

Classes in the U.S.
are low to moderate
income*

98%

Classes improved
their knowledge of
business concepts

84%

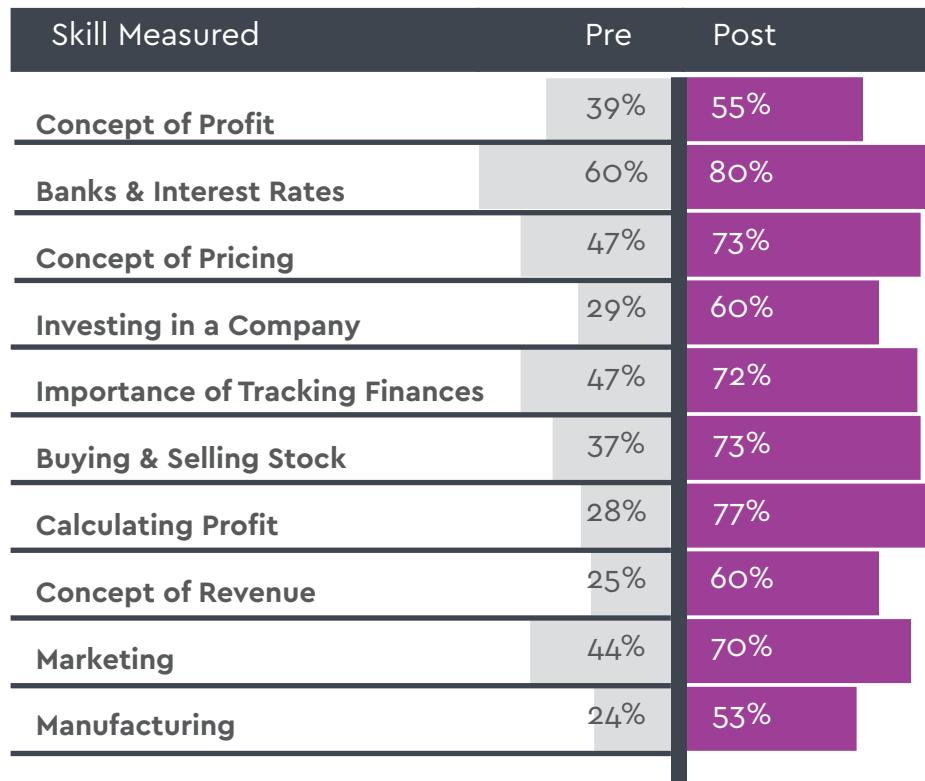
Reported the program
increased their
knowledge of real-
world career options

*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.



Teacher Feedback

BizWorld.org continually strives to improve our programs based on feedback from educators to help us determine the effectiveness of our work.

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.*

86%

Collaboration

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

81%

Critical Thinking

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

80%

Real World Skills

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

77%

Communication

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

76%

Leadership

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

ive programs by incorporating valuable feedback from our educators. We ask effectiveness of our programs by completing a program evaluation.

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

Seed Funding
Awarded

3

Youth Businesses
Funded

10

Young
Entrepreneurs
Participated

264

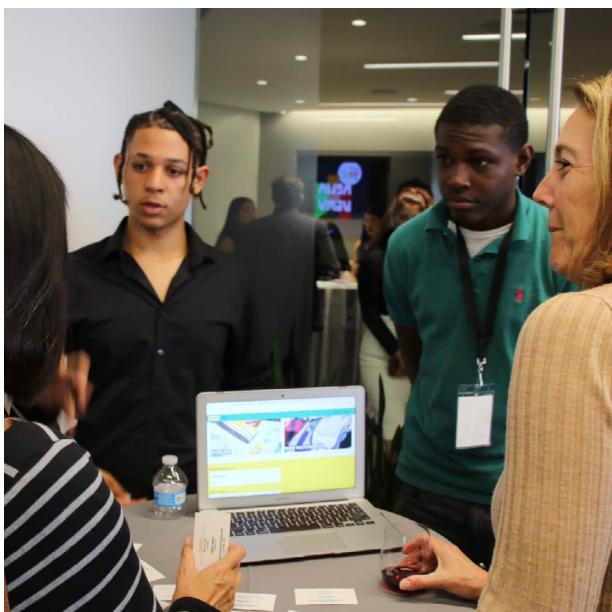
Hours of technical
learning assistance

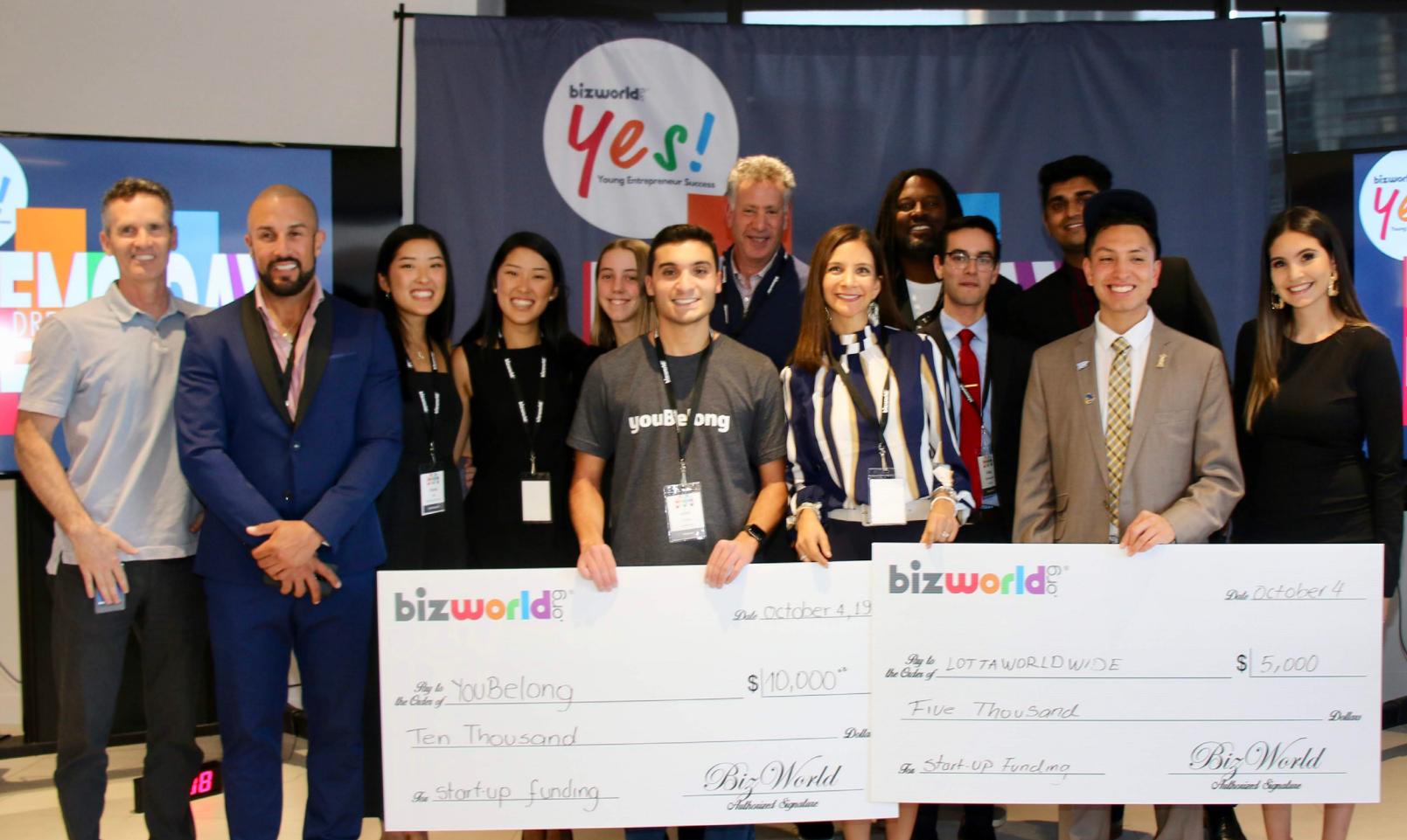
36

Mentors
Participated

43

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

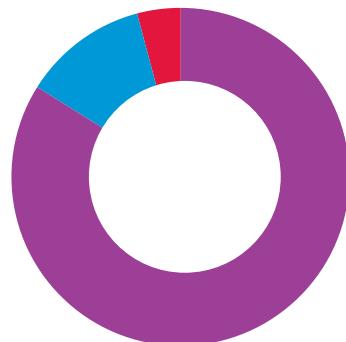
Current Liabilities

Accounts Payable	\$19,718
Total Current Liabilities	\$19,718

Net Assets

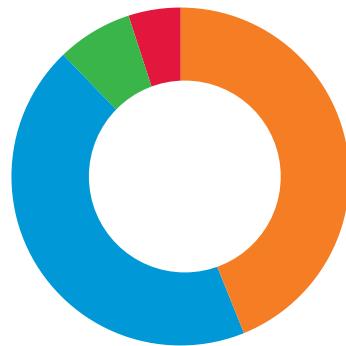
Unrestricted	\$347,799
Temporarily Restricted	\$670,000
Total Net Assets	\$1,017,799
Total Liabilities and Net Assets	\$ 1,037,517

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 Allardycé

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**



Stay connected for future events
and activities!

Follow us at [@BizWorld.org](https://www.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
344 Thomas L Berkeley Way, Suite 111
Oakland, CA 94612

You may also donate online at
BizWorld.org/donation

2x



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

