



The Walmart Foundation Awards \$34,000

We're pleased to announce that The Walmart Foundation recently awarded Youth Entrepreneurs with a \$34,000 grant through its State Giving Program.

"Youth Entrepreneurs is a natural fit for the Walmart State Giving Program," said John Bisio, Senior Manager, Walmart Public Affairs and Government Relations. "By addressing the educational needs of students and providing job readiness and entrepreneurial skills, Youth Entrepreneurs helps meet our mission of creating opportunities so people can live better."

Earmarked for Kansas classrooms, the grant from The Walmart Foundation allows Youth Entrepreneurs to continue providing exceptional education through teacher training, curriculum supplies and

Dare to Dream, our one-day professional workshop offering experiential learning.

The Walmart Foundation State Giving Program awards grants starting at \$25,000 to nonprofit organizations serving a particular state or region. Its focus on education and workforce development/economic opportunity aligns with Youth Entrepreneurs's mission and purpose.

This grant reaches 36 Kansas classrooms," said Kylie Stupka, executive director. "We are grateful that The Walmart Foundation is helping us provide important resources to our future business leaders."



Celebrate with us at Dreams to Dividends

Join us in May as we celebrate our 20th anniversary and the 2010-2011 school year at Dreams to Dividends. We invite our students, alumni, parents, donors and volunteers to join us for this annual event.

May 9 - Southwest Kansas, Hoover Pavilion - Dodge City Wright Park

May 10 - South Central Kansas/Wichita, Abode Venue - Wichita

May 11 - Topeka/Lawrence, Topeka Ramada

May 12 - Kansas City Metro, River Market Event Venue



youth entrepreneurs®
CELEBRATING 20 YEARS OF ENTREPRENEURSHIP



Youth Entrepreneurs Students Take the Next Step with College Credit



Jaquez Adkins and Marquis Blair, Heights High School

Multitasking. It's an essential skill for any business professional. Now, through a partnership with Butler Community College, Youth Entrepreneurs (YE) students have the opportunity to receive college and high school credit simultaneously.

"This is a great way for students to get a head start on their college career," said Kylie Stupka, executive director. "Part of our ongoing mission is to promote higher education. This partnership with Butler gives us another opportunity to guide students on that path."

Butler is a public, two-year postsecondary institution with six campuses located though southeastern Kansas. Participants will be able to receive three hours of college credit for completion of the yearlong curriculum and semester-long online course. The online course consists of business related book reviews, current-event discussions, entrepreneur interviews and the submission of a business plan executive summary.

"Butler Community College is honored to partner with Youth Entrepreneurs in this endeavor," said Dr. Kori Gregg, senior executive director, economic development/corporate services for Butler Community College. "We believe strongly that entrepreneurship is the catalyst to economic growth and assisting in the development of our youth, not only as entrepreneurs but as college students, and is a venture we take seriously."

Change a life

This year, Youth Entrepreneurs will reach students in Kansas and Missouri, helping them turn their dreams into business plans.

Help us reach our annual campaign goal of \$175,000. Your donation will make a long-term difference in a student's life and go directly toward our hands-on entrepreneurial program.

With your support, we'll make it possible for aspiring business leaders to take responsibility for their future, earn their own money and help build a stronger economy.

Want a stronger tomorrow? Invest today! Give online at <https://yeks.org/donatenow> and contribute to a dream.



youth entrepreneurs®

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Calling all alumni

Share your memories and current endeavors with Youth Entrepreneurs students, donors and volunteers.

In celebration of our 20th anniversary we want to hear your memories. Funny, poignant or inspirational, share your teacher stories and classroom experiences with us on Facebook at <http://www.facebook.com/YouthEntrepreneursKansas> or on

Twitter using [#YEKansas](#).

Have you implemented your business plan, begun working for a great organization, or started college? Let us know what you are currently doing and how Youth Entrepreneurs helped you get there. And don't forget to update your information on http://yeks.org/contact_update.html to receive news and upcoming opportunities from our team.

WHO HAS INSPIRED YOU?

So many individuals have influenced Youth Entrepreneurs over the past 20 years. Now, we want to recognize those who have made our organization what it is today. Nominate someone you feel embodies the Youth Entrepreneurs spirit at <http://yeks.org/nominations.php>. It can be a Youth Entrepreneurs student, graduate, teacher or mentor. Nominations will be accepted through April 15 and awards will be announced at Dreams to Dividends in May.





A Magical & Motivational Dare to Dream

In January, students from 27 high schools participated in the Dare to Dream workshop, hosted in Wichita and Kansas City. This annual event teaches students valuable business skills and inspires them to succeed after high school.

During Dare to Dream, students got a dose of reality with interactive breakout sessions. The *Reality Game* gave students a job and credit score, and then asked them to make real-life purchasing decisions. Some realized how hard it was to make ends meet. "I didn't have a college education (in the reality game)," one Youth Entrepreneurs student said. "So it inspired me to go to college so I don't have to live like this."

Among the day's highlights was motivational speaker and magician Eric Anderson. He shared his inspiring message that *With the Magic of Attitude, Nothing is Impossible*.

The event also featured an etiquette lunch where students learned the proper manners to display at professional events. "Now when they're across the table from the investor that wants to invest in their business, they know exactly how to behave to land that deal," executive director, Kylie Stupka said.

To see video footage from the event, check out Youth Entrepreneurs alum, Justin Frazier's, YouTube video posted on Facebook at www.facebook.com/YouthEntrepreneursKansas.

A special thank you to our presenting sponsor, Wichita State University's W. Frank Barton School of Business, along with our other sponsors, including Walmart and State Farm Insurance.



Students get a dose of reality with interactive breakout sessions during the Dare to Dream workshop.



The annual Dare to Dream workshop taught students valuable business skills.



Summer Partnerships Offer Real-World Experience

Youth Entrepreneurs students and alumni looking to gain valuable on-the-job experience this summer can apply for Youth Entrepreneurs's summer partnerships. Similar to an internship, summer partnerships are offered with several local businesses in Kansas and Missouri. During a partnership, they gain an intimate look at a particular industry and participate in short-term projects.

Wichita Area: Alpha Bio Systems, Coleman Company, IMG, Kansas World Trade Center, Morgan Stanley Smith Barney, Vale Marketing Advertising and Public Relations

Southwest Kansas: Dodge City/Ford County Development Corporation, High Plains/Midwest Ag Journal, Main Street Dodge City

Kansas City: Crossfirst Bank, Essence Marketing Group, Fervor Marketing, KPRS 103.3, Morningstar Communications, Premier Studios, Propaganda3, Sporting Kansas City, Story Worx

Topeka: Dynamic Computer Solutions, Going to the Dogs Water Company Inc., Health Works, M-C Industries, Premier Employment Services, Stormont-Vail HealthCare, USD 501 - Administration, WIBW

Lawrence: Jayhawk Sports Marketing, Tallgrass Studios, Through a Glass Productions

Visit www.youthentrepreneurs.org for more details on each partnership and submit your applications. Don't wait. The deadline is April 15.

Mark Your Calendars

Upcoming Opportunities:

March 15 – Summer Partnership applications available

April 8 – College for a Day: Kansas State University

April 15 – Summer Partnership applications **DUE**

Regional Business Plan Competitions:

April 18 – Southwest Kansas

April 19 – South Central Kansas/Wichita

April 20 – Topeka/Lawrence

April 21 – Kansas City Metro

State Competition:

April 28 – Wichita

Dreams to Dividends:

May 9 – Southwest Kansas

May 10 – South Central Kansas/Wichita

May 11 – Topeka/Lawrence

May 12 – Kansas City Metro

Visit www.youthentrepreneurs.org for more information.

YOUTH ENTREPRENEURS CELEBRATES 20 YEARS OF ENTREPRENEURIAL EDUCATION

What were you doing 20 years ago? In 1991 people still listened to audiotapes, the Internet was in its infancy and Bieber fever wasn't even warm.

Back when Twilight was a time of day and tweeting was for the birds, Youth Entrepreneurs was just starting out as an after school program in a handful of Wichita schools. This year, we celebrate our 20th year of teaching entrepreneurship. And like Taylor Swift, who was a toddler in '91, we've come a long way.

Since Liz and Charles Koch founded the organization we've grown to encompass more than 900 students a year in 29 high schools throughout Kansas and Missouri.

Last year, we expanded to include three schools in Independence, Mo., marking our expansion across state lines.

"We are showing there are no limits for Youth Entrepreneurs," said Stupka. "We encourage our students to think in those terms when creating their business plans and preparing for their future."

To look back at our roots and see how much we've grown and evolved over the past 20 years is remarkable. Youth Entrepreneurs started in a home office, working with 19 students in Wichita. Now we reach students in two states. This type of progress really speaks to the dedication of our donors, volunteers, teachers and students. We are very grateful for the help they've given us in becoming the organization we are today and we look forward to our continued success in creating the entrepreneurs of tomorrow.

What are your favorite Youth Entrepreneurs memories from the last 20 years? Share them at www.facebook.com/YouthEntrepreneursKansas.

LEARN FROM THE PAST, BUILD FOR THE FUTURE



Kylie Stupka, Executive Director

Hitting a significant milestone isn't only about observing the past. It's a chance to use our momentum and look toward the future. We are not content to simply stay the course and rest on our success. As we celebrate 20 years of teaching entrepreneurship, we continue our steadfast dedication to teaching students how to think like and become entrepreneurs.

Now, at the beginning of an exciting stage in our growth, we find ourselves more energized than ever. More and more people recognize the importance of entrepreneurial education. The demand for Youth Entrepreneurs, which realized a 35 percent growth in student enrollment this year, is higher than ever. This rise is partially due to the Department of Education's recent adoption of the National Career Clusters Model, which has caused schools everywhere to seek entrepreneurship, economics and applied business classes. Through an increase in Youth Entrepreneurs instructor training, interactive distance technology and continued support from our generous donors, we are poised to help even more students take charge of their own future.

As we continue to grow, it is important to explore new and effective teaching methods, including virtual classroom technology. A digital curriculum gives students the opportunity to interact with other entrepreneurs virtually and apply knowledge in simulated experiences and ultimately reach students in a manner in which they currently learn. This type of technology also ensures core concepts are taught uniformly in all classrooms. Rural schools that may lack the ability to have an on-staff teacher dedicated to an entrepreneurial curriculum can take advantage of classes taught through virtual classroom technology.

Further, we are implementing a summer "Youth Entrepreneurs Academy" to allow our young graduates to apply and further explore the values and skills for prosperity.

By combining historical lessons and future resources we can continue to impact students across the region and help them achieve success and financial stability. Eleanor Roosevelt said, "The future belongs to those who believe in the beauty of their dreams." At Youth Entrepreneurs, we have seen thousands of our students find that beauty. The future belongs to our students.



Newton High School students

20 YEARS

WE'VE COME A LONG WAY, BABY!

Join us as we take a walk down memory lane. What started as an eight-week class has become a yearlong curriculum eligible for college credit. From the beginning of the organization to the present, we're looking back at our first 20 years and looking forward to the future of Youth Entrepreneurs.



"I was in the very first Youth Entrepreneurs class and it was such a fun program! That was the time in my life I truly started to believe I could be somebody. I gained the ability to recognize and accept realistic goals. As a Youth Entrepreneurs business plan advisor I impart that wisdom to the students I mentor to help give them the best chance to succeed."

DESIREE MURPHY
Customer Experience Manager,
Cox Communications,
North High School alum, 1991



"By my sophomore year, I understood how to draft a break-even analysis, write up a Profit and Loss Statement and knew what it meant to realize a return on investment. I understood all of this because I signed up for Youth Entrepreneurs. Outside of my faith and my family Youth Entrepreneurs had the biggest impact on my life. It opened up a whole new world. Ever since then I've been bitten by that business bug and it's a part of who I am. It's almost a part of my DNA."

VICTOR SCOTT
Business Manager, Westar Energy
Boys & Girls Club, 1992
Youth Entrepreneurs Board Member



"I love being an entrepreneur. Building a business and developing employees is what excites me. Currently, I'm the Managing Partner of Accell Mobile; we're an authorized T-Mobile dealer with 12 locations, 9 in Kansas and 3 in Missouri."

TIEN HUYNH
Managing Partner,
Accell Mobile
Northwest High School
alum, 1999



"Being a participant in the Youth Entrepreneurs program was the jumpstart I needed to promote future success. Youth Entrepreneurs has helped me take steps towards my future goals by introducing me to various experiences I did not have the opportunity or resources to explore on my own. I would like to thank Youth Entrepreneurs for helping me believe in myself even if the task(s) seemed out of my reach."

TAKIRAH CARTER
J.C. Harmon High School alum, 2009



**BETWEEN 1997 & 2000
YOUTH ENTREPRENEURS
DOUBLES IN SIZE.**

MILESTONES

- 91** The National Foundation for Teaching Entrepreneurship (NFTE) comes to Wichita thanks to the generosity of Liz and Charles Koch. NFTE-Wichita starts in a home-office, embodying the entrepreneurial spirit.
- 93** The organization grows from 19 students to 145, teaching entrepreneurship in eight locations.
- 95** With 265 students, NFTE-Wichita changes its name to Young Entrepreneurs of Kansas (YEK). In addition, the first Smith Barney Summer Partnership and NYC trip is completed.
- 96** YEK's name changes to Youth Entrepreneurs of Kansas and a new logo is born. Scholarships are now available to YEK graduates.
- 97** YEK announces 501(c)(3) status becoming a public non-profit. With 1,300 graduates YEK moves its Wichita office to Devlin Hall at Wichita State University.
- 99** Our first website, yeks.org is launched in March. We also hold the inaugural State Business Plan Competition.
- 02** The first Biz Bang Fundraiser nets \$113,000.
- 05** A second office is opened in Kansas City.
- 06** The first edition of the YEK alumni newsletter is published. YEK student, Abby Lewis wins first place and \$10,000 at NFTE's National Business Plan Competition.
- 07** YEK Moves its Wichita office to Koch Industries.
- 08** YEK unveils a new logo.
- 09** A new e-newsletter is launched along with a Facebook page and YEK Tweets.
- 10** A third office is opened in Garden City. Students are introduced to an online business plan builder and can now receive college credit through Butler Community College.
- 11** 20th Anniversary Celebration



"When I was a student, Youth Entrepreneurs brought in a great guest speaker, Mike Miller, CEO/Founder of Phantom Enterprises. He opened my mind and taught me, 'as a dreamer, you can make it reality.' With that perception, I produced, directed and premiered a film before I turned 18 and I now work in Hollywood fine-tuning films like *Titanic*, *Avatar*, *Cedar Rapids* and *Cinderella*."

SHAWN PARKER
CGI/Special Effects Artist,
Reliance Big Entertainment
Campus High School alum, 2005



"Youth Entrepreneurs teaches you to have an entrepreneurial mindset, and that is crucial in every aspect of life. You have to be innovative and passionate in everything you do. The things I learned at Youth Entrepreneurs will help me complete graduate school, begin my career and eventually start my own business."

EMEKA ANAZIA
Student, North Carolina
A&T State University,
Topeka High School alum, 2006

+ SCHOOLS

- 91** Wichita North High School
- 93** Wichita South High School
Wichita Southeast High School
Big Brothers Big Sisters
The Boys and Girls Clubs
Metro Boulevard
The Judge Riddell Boys Ranch
- 95** Wichita Heights High
- 96** Wichita East High School
Wichita West High School
- 97** Wichita Northwest High School
Campus High School
- 98** Augusta High School
Topeka High School
- 00** Highland Park High School
- 01** Lawrence High School
- 04** Newton High School
Kapaun Mt. Carmel High School
- 05** J.C. Harmon High School
F.L. Schlagle High School
Washington High School
Wyandotte High School
Valley Center High School
- 06** Clearwater High School
- 08** Topeka West High School
Andover High School
Andover Central High School
Winfield High School
- 09** Bishop Ward High School
- 10** Dodge City High School
Garden City High School
Truman High School
Van Horn High School
William Chrisman High School



youth entrepreneurs
CELEBRATING 20 YEARS OF ENTREPRENEURSHIP

LIZ KOCH MEASURES RESULTS



Liz and Charles Koch, Founders

When Liz Koch founded Youth Entrepreneurs 20 years ago through the Charles G. Koch Foundation, she knew if given the opportunity, high school students in her community and beyond could go further than they ever imagined. With an unwavering belief in the power of free enterprise fundamentals, Mrs. Koch set the foundation of Youth Entrepreneurs. Now, like many of its students, Mrs. Koch is realizing her dreams for the program.

How has Youth Entrepreneurs evolved over the past 20 years?

In the past twenty years we've come a long way in the classroom. We've gone from being an eight-week program to a year-long program. We have real business people telling real stories in the classroom - not just about their successes, but about their failures as well. We have venture capital money, college scholarship money and incentives all along the way to keep our students wanting to learn. The biggest experiment - and the most fun - has been figuring out what and how students learn; what turns them on.

Over the years, what makes you most proud?

I think the thing that makes me most proud about being a part of Youth Entrepreneurs is seeing results - measurable results in our students. The way they enter a classroom at the beginning of the year and the way they exit. How they feel about themselves, the improvement of their self-esteem, the understanding of the possibilities, and the opportunities that are out there waiting for them.

How do you see Youth Entrepreneurs changing teenagers' thinking?

When young people come into our classroom, many have no idea what they want from life and how they get to where they need to be. So our job is to turn them on to economic thinking and figure out a way to take what they have as a talent and turn it into a way to make money.

At the end of the day, we're looking for personal responsibility, self-reliance, facing the day with dignity and excitement, a great attitude, and a joy that comes from being productive.

What effect do you see experiential learning having on

teenagers and how do you see this growing in the future?

I think for our students we take a theory, and we turn it into practice. There's so much activity in a classroom that it's never static. You're never sitting and memorizing what you're reading in a textbook. You're actually doing it. You're listening to real people with real life experiences. It's something our students can understand, not just on paper. Our next phase is going to be digital learning, and that is going to open new possibilities for us. Things we haven't even thought of yet.

What makes Youth Entrepreneurs different than other organizations?

I can't think of very many programs that offer the depth of experience Youth Entrepreneurs offers in terms of scholarships, venture capital money, mentoring and summer internships where they're actually experiencing business as it really is. I don't know anyone who does it with as much depth.

Our administrative needs are met by the Charles Koch Foundation and the Fred and Mary Koch Foundation, so the money that comes from our donor base goes directly to our program and to our student events.

What excites you about the future of Youth Entrepreneurs?

That's a double edged sword. Things that excite me also scare me because it is the unknown. How well will we do with digital learning? How many more people can we reach and remain effective? Those are yet to be discovered. I'm excited about it, yet at the same time, you always fear what you don't know. Just as our students come into class, they fear what they don't know. But at the end of the day, the experience carries you through.

What is your vision for the future?

I wish I had a crystal ball, and I could give you a good answer, but every day is different. New things come up - new challenges to what we already know and what we already do. I think that would be very presumptuous of me to tell you I know exactly what is coming because I don't. The good news is that we have a broad base of support through our various communities, and we feel blessed to have such great relationships with our principals, our schools, our teachers, and our counselors; all the people who are behind our program and wanting the same outcomes we want.

One thing that won't change is that within our classrooms, we are always going to teach principled economics and business skills. We care desperately about the ethics of business. So given all those things, I know the best is yet to come.

To see a video of this interview, visit our web site at www.youthentrepreneurs.org



"Youth Entrepreneurs would like to thank Morningstar Communications for its support of the Spring 2011 newsletter. Morningstar Communications donated its team's copywriting skills to create this month's articles."



Youth Entrepreneurs donors

Donations received September 1, 2010 - January 31, 2011

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USA Funds

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Joanna Cho, East High School

If we have incorrectly listed your name, please contact the Youth Entrepreneurs office at 316.828.3910.