

Big Biz Bang fund-raiser a phenomenal success



by Valarie Florio, Development Director

The Youth Entrepreneurs of Kansas *Big Biz Bang* was a great success and raised more than \$285,000 for YEK students and programs. The event, presented by the Bank of America, was hosted by Charles and Liz Koch at their home Friday, Aug. 18, 2006.

The sell-out crowd of more than 450 guests enjoyed delicious food from Toni D's, wine and spirits courtesy of Standard Beverage Corporation, and Budweiser products courtesy of the House of Schwan. Freddy's Frozen Custard and margarita machines were also on hand to cool down guests who braved the 100+ degree summer heat. Wichita's own *Nouveau Quintet* provided dinner music, and guests danced to classic rock by *Zero260* from Dallas, Texas.

The live and silent auctions raised \$153,350. The live auction featured eight experiences, including a golf trip for four to Palm Desert; dinner for 20 people with Tom and Myra Devlin; a trip to Sarasota, Fla., with lodging at the Ritz Carlton; tours of the Rudd Winery in California; Atlanta Falcons tickets; a Richard Petty driving experience; and much more.

We sold 100 chances to win one of two grand prizes in our special box giveaways — a \$4,900 pair of diamond and sapphire earrings and a 4-month membership to Craig Allen's Men's Fine Grooming. The remaining 98 boxes

contained a wide variety of gift certificates to Wichita fine dining and entertainment establishments. Kathy Robertson was the lucky winner of the diamond and sapphire earrings and Jim Walters was excited to win the 4-month membership to Craig Allen's Men's Fine Grooming. In addition, there were 50 spots up for grabs to a special progressive luncheon in May 2007. The \$50 spots sold quickly and the attendees will be treated to a luncheon in the beautiful homes of Becky Clark, Paula Downing and Molly Shawver.

This fund-raising endeavor could not have been possible without the support of YEK's major sponsors, donors and party guests. We thank you for your dedication to instilling the entrepreneurial spirit in our Kansas youth!



(See photos on page 3)



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Jeff Valden, International Youth
Speaker/Author/MTV MADE "Life Coach"
"Touching Hearts... Changing Lives"
Feb. 1, 2007
7:00 - 8:30 p.m.
Hughes Metropolitan Complex
Open to the public at no charge

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YOUTH ENTREPRENEURS OF KANSAS
1845 Fairmount, Box 157
Wichita, KS 67260-0157



YEK Wire

THE NEWSLETTER OF YOUTH ENTREPRENEURS OF KANSAS

WINTER 2006-2007

Dreams, Determination, Destiny: YEK graduate wins \$10,000 national award

by Sally Harris

YEK student Abby Lewis returned to Kansas as the first Smith Barney/NFTE National Youth Challenge \$10,000 grand prize winner. Abby, a junior at Kapaun Mount Carmel High School in Wichita, encountered stiff competition from around the country as she presented her business idea and advanced through the preliminaries to the final round. The top three contestants presented their business plans, using PowerPoint graphics on stage, to a distinguished panel of judges and an audience of several hundred New York City business executives. The Scribbler, a nail polish applicator pen, which Abby designed, was the cornerstone of her business plan. Her thorough knowledge of the Scribbler's customer base and marketing strategy put her ahead of the competition.

Her unforgettable New York experience continued when she was interviewed the next day on "TheStreet.com." As the national winner, she has been contacted by several international cosmetics companies and potential angel investors who have shown great interest in her product.

The road to the national business plan competition began last April as Abby emerged as the KMC YEK class winner. She then went on to triumph in the citywide competition, where she competed against 18 other classroom winners. Abby's plan was selected as the top YEK business



Abby, left, was interviewed with the second place winner and Daniel Rabuzzi from NFTE, in the NASDAQ Fishbowl. The interview can be viewed at www.thestreet.com (search for Teens Mean Business.)



Abby Lewis, a junior at Kapaun Mt. Carmel in Wichita, won \$10,000 for her business plan presentation at the Smith Barney/NFTE National Youth Challenge in New York City. Abby (and her big check) toured the city the day after the event. Her idea, The Scribbler, is a nail polish applicator pen.

plan for 2006 in the combined Wichita, Topeka and Kansas City areas. Abby worked diligently throughout the summer, researching and identifying the market for her product and honing her business plan.

Abby attributes her success to a great idea, hard work, passion and a huge support network. Matthew Devries, Abby's YEK instructor, and Sheri Farmer, YEK program director, spent many hours coaching Abby as she polished her presentation skills and narrowed the focus of her business plan. John Dunlop and Kaci Tucker of the Wichita Smith Barney office also helped Abby with the financial aspects of her business plan.

On the national level, Citigroup, Smith Barney's parent company, sponsored the competition as part of its 10-year, \$200 million dollar commitment to financial literacy and financial education.

"The YEK program is very proud of Abby's accomplishments over the past year. We look forward to following her through a lifetime of successes," Farmer said upon returning from the national competition.

Abby plans to use the funds she won to pay for her patent (which is pending) and to begin manufacturing her product for retail sale. She intends to sell her product wholesale to retailers.

YEK Wire is published by Youth Entrepreneurs of Kansas, a nonprofit organization that works with public schools to teach business and entrepreneurial skills in the classroom.

YEK teaches free-enterprise fundamentals through hands-on experiences and strives to:

- 1) Provide the skills necessary for students to start their own businesses;
- 2) Enhance students' business skills for future career opportunities; and
- 3) Encourage students to continue into higher education.

Almost 700 students completed the program during the 2005-2006 school year. Since its first year of operation, approximately 7,000 students have graduated from YEK. YEK was established in 1991 by the Charles G. Koch Foundation. It is a licensed program of the National Foundation for Teaching Entrepreneurship, based in New York.



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For more information, contact:
Youth Entrepreneurs of Kansas
1845 Fairmount, Box 157
Wichita, KS 67260-0157

Phone: (316) 978-7935
Fax: (316) 978-7950

www.yeks.org

The Cessna Aircraft/YEK Summer Partnership

Each summer since the mid-1990s, Cessna Aircraft Company has hosted a summer partnership with YEK. The purpose of the partnership is to provide YEK graduates, as well as current students, the opportunity to integrate business knowledge with practical, hands-on experience.

The YEK students are given the opportunity to apply basic entrepreneurial training gained through YEK classes. Students are exposed to all facets of the company from sales and manufacturing to delivery and after-market service. After a week of observation, the students present their findings and observations to Cessna staff members (judges) in a competition for scholarship dollars.

YEK students also get the opportunity to fly in a Cessna plane to the Cessna Independence, Kan., facility and take a tour.

The partnership provides a once-in-a-lifetime opportunity for entrepreneurial students to see how big business operates from start to finish in just one week. Although the pace is fast, the student can walk away with an understanding of the complexities as well as the fulfillment of working in Corporate America.

Since I have been with Cessna for more than 20 years and have a truly biased opinion, I can't overemphasize just how great it is for a budding entrepreneurial student to get this level of exposure to the world of big business.

The Cessna team also greatly enjoys giving back to the community and they go all out to demonstrate what they do. The Cessna/YEK summer partnership is definitely a win-win scenario, and in business, that is always the best scenario.

From time to time, I get an opportunity to see some of the past participants in the partnership and they always tell me what an exciting and interesting experience they had. I would encourage any of the current YEK students to investigate how they can participate in the Cessna/YEK summer partnership.

Johnnie Cartledge

President, YEK Board of Directors

Quality Assurance Representative, Cessna Aircraft Company



Johnnie Cartledge



It requires a lot of volunteer hours to make the Big Biz Bang such a success. Just a few of the volunteers and staff at the Aug. 18 event were: front row, Sherii Farmer, program director; Lisa Yoder, instructor at Newton High; Priscilla Petrini, regional program manager (working in Topeka, Lawrence, and Kansas City); back row, Jeff Darr, instructor at Wichita Northwest; Matt Silverthorne, instructor at Wichita North; Matthew DeVries, instructor at Kapaun Mt. Carmel; Paul Biays, instructor at Wichita Heights; and Jon Berseith, instructor at Wichita South.



YEK students from Wichita Southeast participate in a ground beef market research study for Cargill Meat Solutions as part of the annual wholesale field trip during the fall semester. Food scientist Curtis Cundith explains the need for market research when creating a better quality product compared to your competitors.



Liz Koch, center, provided color commentary for the Big Biz Bang auction, while Jeff Johnson, right, served as auctioneer, and Shelly Chenoweth, YEK executive director, helped spot bidders. The combined live and silent auction raised \$153,350, bringing the evenings total to \$285,000. All of the funding will go directly to benefit students and teachers, thanks to the Big Biz Bang sponsors. (See the sponsor logos on the back page.)

Five new members join YEK Board of Directors



Michael B. Clark

Michael B. Clark is a Senior Benefits Consultant for The Haake Companies in Overland Park, Kansas. He is the former President and CEO of Delta Dental of Kansas, and he has worked with Aetna in Kansas City, San Francisco and Philadelphia. Michael is involved in many community organizations,

including the Leawood Rotary Club, the Leukemia & Lymphoma Society of Kansas, the Young Presidents Organization and many others. He was honored by the *Wichita Business Journal* as a member of the 2006 40-Under-40 class, and he was also chosen for Leadership Kansas in 2006. Michael is a third-generation graduate from The Ohio State University. He and his wife Andrea, have a 4-year-old son.

John Dunlop III is a Vice President with the investment firm Smith Barney and Branch Manager of the Wichita Smith Barney office. He graduated from



John Dunlop III

Western Kentucky University and started in the financial services industry in 1978, joining Smith Barney in 1983. John and his wife, Sue, moved to Wichita in 2005. Prior to coming to Wichita, John was with Smith Barney in Indianapolis. John and Sue have two children, Elizabeth, who is finishing her master's degree at the University of Denver, and Jay, a sophomore at Purdue University.

Jeri G. Hinkle, Hinkle Investments trustee, attended the University of Oklahoma, majoring in music and business. She performed and conducted at Carnegie Hall, and she is a former international flight attendant and international jewelry entrepreneur. She is the widow of Jack B. Hinkle and



Jeri G. Hinkle

has one son, George. Jeri's board affiliations include Botanica, the Wichita Symphony, the Salvation Army and the National Advisory Council at Wichita State University.



Malcolm E. Robinson

Malcolm E. Robinson is Senior Vice President and Assistant to the Chairman, President and CEO at Security Benefit in Topeka. Mal joined Security Benefit in June 1971. He received his BBA from Washburn University in Topeka in 1971. He is a Fellow with Distinction of the Life

Management Institute. Mal serves on the board of directors for AAA Kansas, ARTSConnect and Hayden High School. He is a trustee for the Hayden Foundation and the Most Pure Heart Foundation and is a member of the Capper Foundation Advisory Board and the Finance Council of the Archdiocese of Kansas City, Kan.

Victor R. Scott II is a Six Sigma Expert at Raytheon Aircraft Company in Wichita, where he has worked since graduating from Southwestern College with a degree in Operations Management and Human Resources Development. Victor was selected by the *Wichita Business Journal* for the 40-Under-40 award in 2006, and he is the president of the newly formed Urban Professionals, a group organized by the Urban League of the Mid-Plains. Victor is also the president of the Raytheon Black Employees Network and is a leader at the New Hope Missionary Baptist Church. Victor is newly married to Diana and is the first YEK board member who is also a YEK graduate.



Victor R. Scott II

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