



ANNUAL REPORT 2019

 **bestprep**
Inspire. Educate. Connect.



About Us

Our Mission: BestPrep prepares students with business, career, and financial literacy skills through hands-on experiences that inspire success in work and life.

BestPrep envisions a community in which every Minnesota student is college-prepared, work-ready, and career-bound. Our programs provide students with:

- 1 Business Skills:** BestPrep equips students with workplace skills that help them achieve success personally and professionally. Practicing interviews, learning to be a leader, and developing a personal brand are skills that all students can use in their future careers.
- 2 Financial Literacy:** BestPrep ensures that students can make sound money management decisions and take control of their financial future. Participating in stock market simulations, learning how to create a budget, and understanding credit and taxes gives students a real-world perspective on becoming financially capable.
- 3 Career Exploration:** BestPrep empowers youth to envision life after high school and understand steps they can take to prepare for success. Students are introduced to careers through in-class presentations, online mentors, and workplace tours that highlight career fields and paths.

Dear Friends,

We are delighted to share BestPrep's 2019 Annual Report. It has been an exciting time of growth and new partnerships. Some of the major highlights include:

Program growth in Cloud Coach – The Cloud Coach online mentoring program is now serving the entire 9th grade class at six partner high schools: Edison, North, and Washburn in Minneapolis and Como Park Senior, Highland Park Senior, and Washington Technology Magnet in St. Paul. The program helps students develop career aspirations and understand the value of graduating from high school on time.



Stock Market Game sees 25% participation increase – Nearly 11,000 students in grades 4-12 participated in the online investing program. Students increased their financial literacy while learning about the impact of investing, the importance of saving, and how current events impact our economic system.

New financial resources introduced – The Financial Matters program added new presentations to its curriculum, including “Paying for College” and “Career as a Financial Advisor”. Financial industry professionals deliver the presentations to students in classrooms.

Summer programs partner with the University of St. Thomas – For the first time in its 38-year history, the Minnesota Business Venture youth development program took place in the Twin Cities at the University of St. Thomas in partnership with the Schulze School of Entrepreneurship. A second week was also conducted at longtime host St. John's University. The Technology Integration Workshop, a professional development program for educators, was held in partnership with the University of St. Thomas Opus College of Business.

During the 2018-2019 school year, BestPrep's seven programs reached more than 58,000 Minnesota students. Making this significant of an impact requires the efforts and dedication of many. Whether you are a volunteer, donor, educator, or collaborator, please accept our heartfelt thanks for your commitment to the success of Minnesota's students.

A handwritten signature in black ink that reads "Roz Tsai".

Roz Tsai
Board Chair, Sept. 2019 - Aug. 2021
Thrivent

A handwritten signature in black ink that reads "Robert Kaitz".

Robert Kaitz
President and CEO
BestPrep



“BestPrep helped me learn that every action you do can affect your future. If I keep working hard, I can achieve my goals.”

– Edison High School student

School-Year Programs

CLASSROOM PLUS

Inspiring students to create a vision for the future through career exploration

About the Program: Classroom Plus offers classroom presentations, mock interviews, workplace tours, and career days at local companies.

2019 Program Highlights:

- We held Career Days at Cargill, UnitedHealth Group, and Xcel Energy, where BestPrep served 282 students from eight schools.
- We conducted Mock Interviews at 25 schools, impacting more than 2,100 students.
- We coordinated five workplace tours, giving 225 students the opportunity to experience the business world in action.

2019 Program Impact:

- Students: 13,477
- Teachers: 119
- Schools: 79
- Companies: 152
- Volunteers: 627
- Volunteer Hours: 3,507

FINANCIAL MATTERS

Motivating students to make sound money management decisions and become financially savvy

About the Program: Financial Matters offers classroom presentations focused on credit, budgeting, insurance, taxes, and more.

2019 Program Highlights:

- We rolled out a brand new presentation on Paying for College.
- In honor of Teach Your Children to Save Day, Financial Matters presentations impacted more than 600 students through the support of 26 Wells Fargo volunteers.
- Volunteers from four organizations impacted more than 2,000 eighth graders at the Minneapolis STEM Expo.

2019 Program Impact:

- Students: 12,798
- Teachers: 124
- Schools: 82
- Companies: 128
- Volunteers: 243
- Volunteer Hours: 1,947

THE STOCK MARKET GAME (SMG)

Teaching students about the global economy, business, and the power of investing

About the Program: Students in grades 4-12 work in teams to invest a virtual \$100,000 in the stock market, which teaches business, economics, investing, decision-making, and critical thinking skills.

2019 Program Highlights:

- The SMG experienced a 25% increase in student participation.
- We established a relationship with a new key partner, Charles Schwab and Charles Schwab Foundation, which allowed us to offer the SMG at no cost for schools.
- The SMG staff provided more than 30 program training and onboarding sessions to teachers and students, increasing engagement in the program.

2019 Program Impact:

- Students: 10,774
- Teachers: 193
- Schools: 191
- Volunteers: 143
- Volunteer Hours: 598



“My experience with BestPrep was the best thing that I have ever done in high school. It really helped motivate me.”

– Johnson High School student

School-Year Programs

eMENTORS

Empowering students with the knowledge and skills needed for success in school, career, and life

About the Program: eMentors pairs business volunteers with high school students to participate in an eight-week email mentorship.

2019 Program Highlights:

- We built and piloted the new eMentors online portal and used it with half of the connections in Fall 2019.
- Two new curriculums were created: eMentors for AVID and eMentors for Financial Literacy.
- We experienced significant growth in our eMentors partnerships with Schwan's and Target and created new partnerships with Bridgewater Bank, Cummins Power Generation, Land O'Lakes, Polaris, and Uponor.

2019 Program Impact:

- Students: 3,840
- Teachers: 124
- Schools: 77
- Companies: 59
- Volunteers: 3,092
- Volunteer Hours: 40,130

CLOUD COACH

Strengthening student motivation to succeed in school and beyond

About the Program: Cloud Coach is a research-based online mentoring program that partners an entire ninth grade graduating class with volunteer mentors from a local company. Each student is paired 1:1 with a mentor who walks them through a guided conversation aimed at helping students develop career aspirations and understand the importance of graduating high school.

2019 Program Highlights:

- Cloud Coach expanded its reach, adding Edison High School and two new companies: Allianz Life and U.S. Bank.
- 89% of students reported that because of Cloud Coach, they know their high school performance matters to their future.
- BestPrep surveyed 10th grade students who had participated in Cloud Coach the year before as 9th graders. 48% of those who responded said their goals or plans for the future changed because of their experience in the program.

2019 Program Impact:

- Students: 1,070
- Teachers & Administrators: 20
- Schools: 5
- Companies: 8
- Volunteers: 927
- Volunteer Hours: 14,562



“BestPrep taught me that values drive success. It isn’t about your background or experience. It’s about having an idea and dream and having the confidence to pursue it and make it a reality.”

– Rochester Mayo High School student

Summer Programs

MINNESOTA BUSINESS VENTURE (MBV)

Igniting students' passion to achieve success and develop career aspirations for the future.

About the Program:

MBV is a week-long camp providing Minnesota high school students with business, career, and financial literacy skills through activities including creating business plans, attending breakout sessions, participating in mock interviews, and other fun activities.

2019 Program Highlights:

- For the first time, the University of St. Thomas Schulze School of Entrepreneurship hosted MBV at its St. Paul campus for one camp session.
- Camp days were themed, including "Dare to Dream," "Financial Freedom," and "Youth Empowerment Day," shaping the content of the week.
- MBV was featured on local news station KSTP during the St. John's University session, which included interviews with students and a published video and print story on the program.

2019 Program Impact:

- Students: 355
- Schools: 100
- Companies: 94
- Volunteers: 205
- Volunteer Hours: 3,333

TECHNOLOGY INTEGRATION WORKSHOP (TIW)

Empowering educators with technology tools and business exposure to prepare students for today's workplace.

About the Program:

The TIW is a four-day workshop helping K-12 educators enhance their curriculum with new and emerging educational technology skills.

2019 Program Highlights:

- Program participation grew by 26% with 82 educators attending: this represents 16,064 Minnesota students.
- Edina Public School District's Sean Beaverson opened the workshop with an inspiring and thought-provoking keynote presentation: "The Nature of Our Work: Teaching and Learning in the Modern Age."
- A new sponsorship was received from Optum Technology, a division of UnitedHealth Group, allowing more educators to participate.

2019 Program Impact:

- Students: 16,064
- Teachers: 82
- Companies: 15
- Schools: 42
- Volunteers: 118
- Volunteer Hours: 635

Financial Statement

Assets

Cash and Cash Equivalents	\$724,946
Contributions and Fees Receivable	\$41,450
Certificate of Deposits	\$408,785
Prepaid Expenses	\$139,005
Net Fixed Assets	\$10,041
Total Assets	\$1,324,227

Liabilities and Net Assets

Accounts Payable	\$9,374
Accrued Expenses	\$49,541
Deferred Revenues	\$262,492
Without Donor Restrictions	\$605,576
With Donor Restrictions	\$397,244
Total Liabilities and Net Assets	\$1,324,227

Support and Revenue

Contributions	\$1,142,040
Sponsorships, Workshops and Other Revenue	\$104,329
Interest and Inkind	\$24,333
Teacher/Student Fees	\$38,914
Special Events	\$82,227
Net Assets Released from Restrictions	\$341,333
Total Support and Revenue	\$1,733,176

Expenditures

Program Services	\$1,389,907
Management and General	\$119,705
Fundraising	\$172,914
Total Expenses	\$1,682,526

Surplus/Deficit

\$50,650*

*Reporting on unrestricted funds only

BESTPREP BY THE NUMBERS

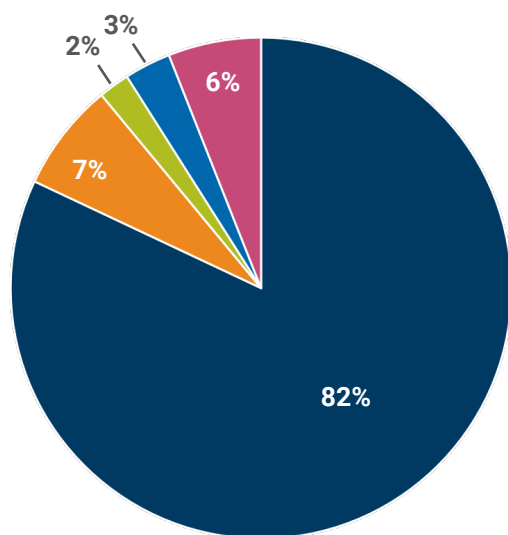


58,250
Students



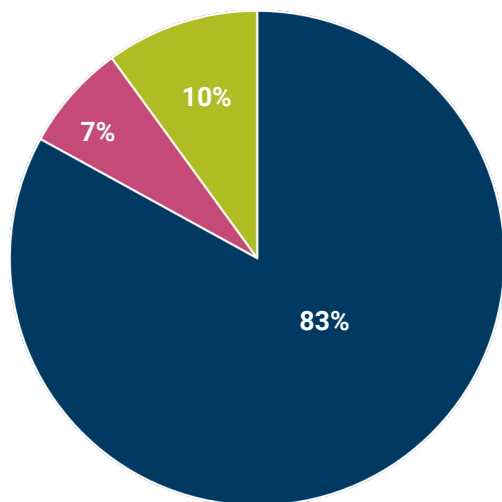
360
Schools

Financial Health



TOTAL REVENUE

- Contributions
- Sponsorships, Workshops & Other
- Revenue
- Interest and Inkind
- Teacher/Student Fees
- Special Events



TOTAL EXPENSES

- Total Program Services
- Managements and Administrative
- Fundraising

FULL-TIME STAFF

Julie Anderson

Program Manager

Samantha Funk

Director of eMentoring Programs

Jenna Gale

Program & Outreach Associate

Sarah Hammel

Program Manager

Shana Hoffer

Director of Development

Janneke Holzenthal

Program Associate

Bob Kaitz

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Tuesday Manthei

Communications and Events Coordinator

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John Schulte

Vice President of Finance & Technology

Bonnie Vagasky

Vice President of Educational Programs

Gemma Vennewitz

Executive Assistant

Alex Yang

Program Associate

PART-TIME STAFF

Peaches Avre

Kurt Diekman

Claire Goodrich

Kim Graff

Christine Hansen

Karla Lutz

Stephanie Malon-Rufi

Brooke Nelson

As of February 2020



5,150
Volunteers



69,000
Volunteer Hours



590
Teachers

A photograph showing three individuals seated on a stage for a panel discussion. On the left, a woman with dark hair, wearing a dark blazer over a pink top, holds a microphone and gestures with her right hand. In the center, a man with grey hair, wearing a dark suit and a patterned tie, looks towards the woman. On the right, another man with grey hair, wearing a dark suit and a blue tie, looks towards the center. A small floral arrangement sits on a table in front of the man in the center. The background is a plain, light-colored wall.

BestPrep 2019 Events

BIRDIES FOR BESTPREP

BestPrep raised more than \$68,000 on February 9, 2019 at the Radisson Blu Mall of America during the 20th annual Birdies for BestPrep event. Guests enjoyed a variety of food, beverages, and activities, including mini-golf and a silent auction. The highlight of the evening was hearing from Minnesota Business Venture (MBV) student alum, Khadra Othman, about her experience at MBV. Funds raised at Birdies helped provide MBV scholarships, allowing more students to gain leadership, financial literacy, and business skills that will prepare them for life. Wealth Enhancement Group was honored with the Humanitarian of the Year Award for its decade-long commitment to BestPrep in providing financial education to Minnesota youth.

ANNUAL LUNCHEON

On May 23, 2019, more than 525 BestPrep supporters attended the Annual Luncheon to celebrate the 2018-2019 school year by recognizing the great work of its most outstanding students, teachers, volunteers, and sponsors. Guests listened to keynote address “Fuel What Drives You” by President of Great Clips, Rob Goggins. New to this event was a Student of the Year Award, which was given to MBV student alum, Faith Goetzke. In a surprise moment, the Bunzel Volunteer of the Year Award was announced on stage and given to Charles Schwab’s Jay Robinson. The Carpenter Teacher of the Year was awarded to Jen Legatt at Hopkins North Junior High School.

EDUCATIONAL FORUM

More than 850 guests attended BestPrep’s biennial Educational Forum on October 7, 2019 at the Saint Paul RiverCentre, which helped raise \$125,000 for BestPrep programs. The evening dinner program included a welcome from St. Paul Mayor Melvin Carter and an uplifting reading from Cloquet High School essay contest winner, Benjamin Bauer. The event was highlighted by author Thomas Friedman’s thought-provoking keynote “The Big Trends Shaping the World Today” followed by a Fireside Chat with Executive Chairman of Best Buy, Hubert Joly, and emcee Roshini Rajkumar of WCCO Radio joining Friedman on stage. Guests left feeling inspired, informed, and more connected to their local communities.



Annual Luncheon 2019 Award Winners

Student of the Year Award

Faith Goetzke, *East Ridge High School*

Carpenter Teacher of the Year Award

Jen Legatt, *Hopkins North Junior High School*

Bunzel Volunteer of the Year Award

Jay Robinson, *Charles Schwab*

Leader of Vision Award

Dave Harkness, *Xcel Energy*

Board Member of Distinction Award

Andy Hennig, *3M*

Teacher of Excellence Award Winners

Lori Brumbaugh, *Champlin Park High School*

Caitlyn Cole, *College Possible*

Gina Gamnis, *Division AVID Center*

Kari Grawburg, *Monticello High School*

Phil Hatchner, *Brooklyn Center Secondary*

Ryan Knutson, *Lake Middle School*

Mollie Olson, *Roosevelt High School*

Colleen Parker, *Simley Senior High*

Kelli Potthoff, *North St. Paul High School*

Shannon Tenner, *Washburn High School*

Rashmi Vashisht, *Como Park Senior High School*

Elizabeth Wald, *Palmer Lake Elementary*

Angela Zappa, *Irondale High School*

BestPrep Service Award Winners

Greg Bourland, *Boston Scientific*

Shanda Franzen, *General Mills*

Maykao Fredericks, *Wells Fargo Foundation Minnesota*

Frank Hallowell, *Wipaire, Inc.*

Ronald Holloway, *Allianz Life*

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Heather Rosales, *RBC Wealth Management*

Tracy Salvati, *Ecolab*

Scott Snavely, *3M*

Adam Taylor, *Securian Financial*

Service Award Group Winners:

Shelly Byers, *UnitedHealthcare*

Laura Kalies, *UnitedHealthcare*

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Robb Reid, *UnitedHealthcare*



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Judy and Ed Kishel in honor of Bob Kaitz
Andrew Schori in memory of Art Kennedy Jr.
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Charitable Fund of The Minneapolis Foundation in memory of Art Kennedy Jr.

These lists represent contributions received September 1, 2018 to August 31, 2019. Please contact us at 763-233-6321 with any corrections or feedback.



“Through BestPrep, I learned a lot about planning for the future. I learned that if you’re successful in high school, you can do some good in life.”

– Como Park Senior High School student



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