



SUCCESS made simple with **YEA!**

The Young Entrepreneurs Academy “Go National” Startup Funds Application — Powered by The Deluxe Foundation

The Deluxe Foundation is pleased to launch a “Go National” campaign to help bring the Young Entrepreneurs Academy program to Chambers of Commerce in every state in America.

Deluxe is an invested champion for small business and is committed to bringing solutions to the table. The Young Entrepreneurs Academy is dedicated to strengthening long-term American competitiveness and educating young people on how the free enterprise system improves society and the economy.

YEA! students learn how to make a job, not just take a job!



Redefining Entrepreneurship Education in America

The Young Entrepreneurs Academy (YEA!) is a life-changing program that positively impacts the entire community. YEA! transforms middle and high-school students into real entrepreneurs. Students write business plans, conduct market research, pitch their plans to panels of investors and start their own legally-registered, fully-formed companies.

Bringing this powerful program to your area is easy. Create local buzz, become the center of action in your community and continue to celebrate the spirit of enterprise. Together, we can strengthen the next generation of America’s business leaders.

Chambers of Commerce can receive \$2,500 in Deluxe Foundation “Go National” Startup Funds to launch YEA! in your state.
FIND OUT HOW INSIDE



99%
of Academy graduates
enroll in college

49%
of YEA! students
are female

56%
of YEA! students are
underrepresented
minorities

19%
of YEA! students start
second businesses

Exactly What Your Community Needs

The YEA! program teaches young people the how to “make a job” philosophy, develops our future workforce, **builds a culture of innovation** and is fun and exciting! Additionally, Chambers of Commerce that run the YEA! program experience **increased member engagement**, business community commitment, positive media attention and **membership growth**.



Let's Go National!

The Young Entrepreneurs Academy aims to launch the YEA! program with Chambers of Commerce in every state in America. Today, the program is running in **31 states across the country**. With the Deluxe Foundation’s support, we will provide launch grants for Chambers in the **19 states** where we do not have a presence. One grant per state will be made available.



States where the YEA! program is not currently active: *Alaska, Connecticut, Delaware, Hawaii, Idaho, Kansas, Maine, Mississippi, Montana, New Mexico, Nebraska, Nevada, Oklahoma, Rhode Island, Vermont, West Virginia, Wyoming, Wisconsin, plus the District of Columbia.*

Deluxe Grants

The Deluxe Foundation is supporting the next generation of American business leaders by providing funding to Chambers of Commerce to launch this groundbreaking program. The Deluxe “Go National” Startup Funds will provide selected Chambers with \$2,500 to help launch the Academy in their local community.



Apply today and bring the Young Entrepreneurs Academy to your community!

Criteria: Deluxe “Go National” Startup Funds are for Chambers of Commerce who are led by motivated, enthusiastic, determined professionals who want to make positive difference in their communities. Funds will be awarded to Chambers who are committed to their community, believe in the power of entrepreneurship and the system of free enterprise.

How to Apply Complete the application form & essay questions. Print and mail, or print, scan & email the completed application.

**Email: info@yeausa.org or mail to: YEA!
155 Corporate Woods, Suite 120 Rochester, NY 14623**

After your application is reviewed, YEA! National will contact your Chamber to schedule a phone interview.

Dates and Deadlines: Grant applications are currently being accepted. YEA! will support new chapter launches in two waves:

YEA! Program	Wave 1 (Early Adopters)	Wave 2
Grant Application Deadline	by June 30, 2019	by August 31, 2019
Phone Interviews	Upon receipt of applications	Upon receipt of applications
Grants Awarded, Contracts Signed	by July 15, 2019	by September 15, 2019
Training and Program Planning	July, August, September	Sept, Oct., Nov., Dec.
YEA! Program Launch	> Launch October 2019	> Launch January 2020

YEA! Student Success Stories

Rachel Zietz, CEO, Gladiator Lacrosse, Greater Boca Raton Chamber of Commerce, FL

As a 13-year-old seventh-grade entrepreneur and lacrosse player, Rachel Zietz founded Gladiator Lacrosse in the Young Entrepreneurs Academy. Since Rachel's participation in YEA! she earned the endorsement of nationally-known Lacrosse star Casey Powell, has been featured in USA Today, the New York Times, Entrepreneur.com, and Seventeen Magazine, and appeared on the TV show Shark Tank! In 2017, she signed a \$10 million deal with Dick's Sporting Goods! www.gladiatorlacrosse.com

**SHARK
TANK**



Sujay Tyle, Co-Founder, Resight & Spirited Sweets, Rochester, NY Sujay Tyle joined YEA! as a middle schooler where he developed a personalized candy business called Spirit Sweets, and has since become a serial entrepreneur with a résumé that anyone would be proud of! After matriculating to Harvard University at the age of 15, he dropped out when he was named to the inaugural class of Thiel Fellows where he received a grant to skip college to focus on research and self-education. In 2012, he was named to Forbes Magazine's 30 Under 30 List, and in early 2018, he completed funding of over \$89 million for his newest venture that is looking to disrupt the used-car industry in developing countries, Frontier Car Group. www.frontiercargroup.com



**Forbes
Inc.**

Gabby Griffin, Gabby's Tortillas, South Baldwin, AL In 2012, high school freshman Gabby Griffin combined her passion for fighting child hunger, neglect and abuse with her talent for baking tortillas when she launched Gabby's Tortillas as part of the YEA! program. For every pack of tortillas sold, Gabby's Tortillas donates two tortillas to a local food bank and a portion of each sale goes to charities that fight child abuse and neglect. The business is thriving and Gabby continues to succeed. She has opened her own café and was awarded a full tuition scholarship to Faulkner Sate Community College to study culinary arts.



Tanner and Spencer Harrison, Co-CEOs, Campfire Industries, South Jordan, UT Tanner and Spencer Harrison turned their love for camping into a fun cooking and camping tool—the Wolf'em Stick. Since they graduated from YEA! their business has grown, and now you can purchase the Wolf'em Stick in over 200 retailers! The Harrison brothers participation in YEA! also highlights YEA!'s relationship with the Boy Scouts, as YEA! qualifies for 5 Merit Badges through the Boy Scouts of America. www.wolfem.com



100% of Academy graduates graduate high school on time

10,000 YEA! students nationwide have launched more than 7,000 real businesses in America





Deluxe "Go National" YEA! Startup Funds Application

Point of Contact:

Phone: _____ Email: _____

Name of Chamber of Commerce:

Name & Title of Chamber Leader: _____ Email: _____

Telephone Number: _____ Street Address: _____ State: _____ Zip Code: _____

Are you a member of the U.S. Chamber of Commerce? YES NO

Local School District(s): _____ Superintendent Name(s): _____

Local College / University: _____ College/University Contact Name: _____

Chamber of Commerce please answer the following questions:

1) Please tell us why you would like to launch the YEA! program, and why you will be successful.
(use additional paper if necessary)

2) Describe your strategy for outreach and securing relationships with volunteers and mentors from your local business community to serve as exciting entrepreneurial role models for students.

Selected Chambers of Commerce will be awarded a \$2,500 grant to be applied toward their YEA! program license. Training and support, along with a complete toolkit which includes lesson plans, classroom materials for students, and program managers guides, will be provided.



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