

Accomplished with
your help!

YES members résumés 2008

(*résumé* = French
for "summary")

Young Entrepreneurs Society 26 South Main Street, Orange, MA 01364
(978) 544-1869 / info@yes-inc.org

Objective

To help teens and young adults in the Franklin County and North Quabbin region find and follow their own paths to prosperity through entrepreneurship, job readiness and financial education.

Experience

YES BizCenter / CSI Orange, MA January-Present
26 youth served as Community Service Interns, gaining a collective 1,167 hours of training and work experience by helping 3,783 customers with their copy/fax/ship needs and generating \$65,000 in gross sales.

BizQuiz.org Franklin County/N. Quabbin, MA January-Present
73 youth from throughout the region took this 50-question on-line survey and assessed their entrepreneurial potential and career goals.

Odd Job Squad Orange, MA & Montague, MA January-Present
62 youth used this on-line and tabloid advertising service to find employment helping residents, businesses and organizations with odd jobs.

Teen Cyber Café Orange, MA January-Present
45 youth joined our weekday café in 2008, enjoying free computer and Internet use and refreshments, boosting cumulative membership to 262. Supporting partners: CCT, DIAL/SELF, Tapestry Health and Career Center.

North Quabbin Young Leaders Council N. Quabbin, MA January-Present
22 youth from 5 towns and many walks of life met every Monday evening at YES to plan service activities and attend youth policymaking meetings. They helped plan a day-long youth conference for 300, organize a youth career forum for 23, and ran shuttle parking for the Garlic & Arts Festival.

North Quabbin Time Bank N. Quabbin, MA January-Present
55 residents, including 13 YES members, are trading neighborly services using time — the Hour — as their currency in this YES-sponsored program.

Learn 2 Earn Orange, MA March-November
30 youth completed one of three 35-hour job-readiness programs held this year, and most completed an optional 40-hour internship at the BizCenter.

BizVenture! Orange, MA July
8 youth learned the nuts & bolts of planning, starting and operating their own business in this 54-hour entrepreneurship program.

YouthTube Orange, MA April-July
12 youth wrote, produced and exhibited their own digital stories in two 24-hour multi-media joint program with DIAL/SELF Teen Line/AmeriCorps.

MoneySmart Orange, MA January
8 teens and young adults completed this 12-hour financial literacy program for learners preparing for their GED at The Literacy Project.

Alumni Activities July
8 YES alumni traveled to NY, NY to buy products wholesale and sold them — and Antonio's Pizza — at Greenfield's July 4th celebration event.

Education & Training

- Stories that Move**, Orange, MA January
Trained 8 YES and DIAL/SELF staff to teach digital storytelling to youth.
- Community Wealth Ventures**, Leominster, MA April-September
8 YES staff, volunteers and board members completed 48 hours of social enterprise training, 6 hours of 1-1 assistance, and created and presented a business plan to expand YES BizCenter, now in its fifth year of operation.

Community Involvement

- Summer Meals Program:** YES members served lunch and snacks to over 300 hungry teens on 40 summer days under our new backyard tent.
- Teen Cyber Café hosted:** 2 EBay selling workshops for residents; 1 CCT conference planning group; 1 CCT parent focus group; 2 Community Action! low-income tax assistance sessions; and 1 North Quabbin Woods web calendar 'how-to' workshop.
- YES BizCenter gave discounts** and donations totaling \$410 to area organizations.

Awards & Recognition

- Paul Winske Access Award, Stavros Center for Independent Living November
State House Invitee, MA Office of Small Business & Entrepreneurship November
Compassion Capital Social Enterprise Grant Award September
Panelist, Pioneer Valley Sustainable Investment Summit June

Partnerships

- | | |
|--|--------------------------------------|
| Nat'l Foundation for Teaching Entrepreneurship | National Endowment for Financial Ed. |
| Amherst College | UMASS, Amherst |
| Brick House Community Resource Center | Dean's Beans |
| Franklin County CDC | Community Coalition for Teens |
| DIAL/SELF Youth & Community Services | Franklin Hampshire Career Center |
| United Way of Franklin County | North Quabbin Time Bank |
| Communities Collaborative | R.C. Mahar Regional High School |
| The Literacy Project | CTCNet VISTA Project |
| Commonwealth Corps | Orange District Court |
| Institute for Non-Profit Development | Community Scholars Program, MWCC |
| Community Action Youth Programs | Federal Work-Study Program |

Memberships

- | | |
|--------------------------------------|-----------------------------------|
| Franklin Hampshire REB Youth Council | North Quabbin Youth Policy Board |
| Franklin County Chamber of Commerce | North Quabbin Chamber of Commerce |
| North Quabbin Community Coalition | Orange Business Association |
| Franklin County CDC | MA Social Enterprise Network |

Staff

- | | |
|---|--------------------------------------|
| Tim Cohen-Mitchell, Executive Director | Christine McMahon, BizCenter Manager |
| Amber Ortiz, Learn 2 Earn/OJS Coordinator | Tom Borden, Federal Work-Study |
| Jeremy Parker, MWCC Community Scholar | Nate Johnson, Commonwealth Corps |
| Justin Varnet, Commonwealth Corps | Jim Basford, Commonwealth Corps |

Board of Directors

- | | |
|----------------------------|-----------------------------------|
| Philip Corrinet, President | Amber Ortiz, Treasurer |
| Amy Shapiro, Secretary | Jerry Whaland, President Emeritus |
| Richard Roth | Arjen Vriend |
| Jeanie Stone | Joshua Patriquin |

Supporters

Platinum Key

(\$2,500+)

U.S. Department of Health & Human Services (Compassion Capital Fund)
Commonwealth Corps
TD Banknorth Charitable Foundation
Project BREAD
Massachusetts Department of Housing and Community Development (CDBG)
United Way of Franklin County
The Literacy Project
U.S. Small Business Administration

Gold Key

(\$1,000-\$2,499)

Franklin-Hampshire Regional Employment Board (P21)
Massachusetts Department of Workforce Development

Silver Key

(\$500-\$999)

Roger B. Thurber
Anonymous

Bronze Key/

Sponsor's Circle*

(\$250-\$499)

Regis Johnston, Crocker Communications*
Arjen Vriend, Pioneer Gardens*

Supporter

(\$50-\$249)

Pam & Peter Nelson*
William McDonough
Pam Stobierski, Stobierski & Stobierski*
Bob & Rachel Cohen-Rottenberg
Paul Holtzman and Carol Steiker
Thomas Lehrer
Anonymous
Maggie Vidrine
Amy Shapiro
Catherine Pokorny and Barry Pokorny
Patricia Crosby
Mike and Aline Davis
Hannaford Supermarkets
Amy Shapiro

Friend

(\$0-\$49)

Judith Roberts & Jonathan LaGreze
Sandra Michelin
David and Ann McGonigle
Anonymous
Jeanie Stone
Morton and Susan Slavin
Dancing Star

In-Kind Donors

Kay Gleason (paper drill and shrink wrap machine)
Todd Chaisson (YES '01) (painting)
Sturbridge Coffee House (equipment)
Ben and Pam Bensen (computers, chest freezer)
Bement School (computers, misc. electronics)
Gregg Lyman (HVAC services, decorative windows)
Michael Drexler (computer)
Val LaBelle (printer)
Joe Mazzola (ping pong balls)
Lisa Vaughan (ping pong table)
Marilyn Armitage, grandmother of Nicole Hughes (YES '99) (pool table)
County Line Lumber and Building Center (at-cost supplies)
Valley Lists
Franklin County Community Development Corporation (classroom)
Franklin County Chamber of Commerce (membership)

Financials

Income Statements (1/1/08-12/31/08)	YES	BizCenter	Total
Income			
2000 · Donations Income	3,330.00		3,330.00
2100 · Special Events/Productive Enterprises	2,224.27	64,936.66	67,160.93
2300 · Grants (Private and Government)	25,365.33	7,000.00	32,365.33
3000 · Program Fees, Materials, Dues	35,447.25		35,447.25
4300 · Miscellaneous Revenue	409.40	(325.19)	84.21
Total Income	66,776.25	71,611.47	138,387.72
Expense			
5000 · Payroll Expenses	37,747.32	13,065.66	50,812.98
5200 · P/R Taxes & Mandatory Benefits	176.00	412.25	588.25
6000 · Outside Contractor/Consultants	9,436.34	5,183.62	14,691.96
6100 · Office Expenses	3,580.92	8,769.10	12,350.02
6200 · Occupancy	9,493.31	7,558.71	17,052.03
6300 · Insurance	2,011.39	1,645.65	3,657.04
6400 · Staff Travel/Conferences/Meetings	399.60	172.00	571.60
6500 · Dues and Subscriptions	25.00		25.00
6600 · Program Supplies	3,693.41		3,693.41
6700 · Client Assistance	5,848.61		5,848.61
7100 · Special Events/Productive Enterprises	2,358.11	35,075.62	37,433.73
7200 · Pass Through Expenses (NQ Time Bank)	1,920.50		1,920.50
Total Expense	76,690.51	71,882.61	148,573.12
Net Income/(Loss)	(9,914.26)	(271.14)	(10,185.40)

Balance Sheet (12/31/08)

Current Assets	
Checking/Savings & Cash Drawer	4,286.05
Accounts Receivable	6,289.23
Other Current Assets	(661.83)
Total Current Assets	9,913.45
Fixed Assets	
Buildings/Improvements	132,287.21
Equipment and Fixtures	44,029.42
Total Assets	186,230.08
Current Liabilities	
Accounts Payable	8,546.24
Credit Cards	19,099.53
Loan from Tim Cohen-Mitchell	1,999.00
Sales Tax Payable	64.82
Payroll Liabilities	1,289.83
Total Current Liabilities	30,999.42
Long Term Liabilities	
TD Banknorth Term Loan	2,267.42
TD Banknorth, Mortgage	89,464.98
Total Long Term Liabilities	91,732.40
Total Liabilities	122,731.82
Equity	
Retained Earnings	(3,396.47)
Opening Balance Equity	77,043.09
Net Income	(10,148.36)
Total Equity	63,498.26
Total Liabilities & Equity	186,230.08



NOTE: These financial statements are not audited. The Commonwealth of Massachusetts does not require audited statements from non-profit organizations with annual revenues under \$200,000 (effective 1/1/08).