



**FAMILY--FOCUSED
FREEDOM**

**A STRATEGIC PLAN
TO ADVANCE
LIBERTY NOW AND
INTO THE FUTURE**

MISSION

+ Mission

We change hearts, minds, and laws to create a freer future by building a national network of families who learn about and help defend the ideas of a free society.

+ Vision

We envision—and fight for—a world where families, entrepreneurs, and individuals thrive without barriers, empowered to peacefully create the lives they desire.

The Network



+ Changing Hearts, Minds, and Laws

Dear friend in freedom,

You invest in the cause of freedom because you care. You want your children and grandchildren to inherit a freer country than you've lived in. You hope that common sense will prevail and that the toxic political culture will give way to clearer minds—principled ones who respect our birthright of liberty.

I don't need to tell you how things are going. You know that we're losing. For every step forward our movement takes, we're forced to take three steps back.

So what if I told you there was an opportunity to shift the balance and better leverage your investments to effect change?

It boils down to this: I don't think we'll save our country in the Capitol—even though it's critical that we engage legislatively. And I don't think we'll save our country in the courtroom—even though it's critical that we litigate for freedom.

No—if our country is to be saved, it's at the family dinner table. It's helping parents and their children experience our ideas on a daily basis, empowering them with values and

concepts that can enrich their lives and engage them in the fight.

The freedom movement generally neglects families. We speak to atomized adult voters with our policy briefs, symposia, and marketing efforts. But by then it's typically too late—it's hard to change an adult's worldview. We have to start earlier.

That's where we come in—we reach and teach entire families, empowering them to learn about and help defend the ideas of freedom. While depressing news and defeats are all around us, *this* is hopeful work.

Politics is downstream of culture, sure—but culture is downstream of the family. If we want to increase freedom, we have to engage the rising generation and make our ideas meaningful and relevant to families today.

We're doing just that—and with your help, we'd love to go further, faster.

Connor Boyack
Founder and President



+ State of the Union

→ **America's college campuses are the epicenter of our country's problems.** We're witnessing the closing of the American mind in real time: attacks on free speech, support for Marxism, and dumbed-down academics.

49% of students express support for socialism

68% fear expressing their opinion on campus

72% oppose allowing controversial speakers



+ College outreach is too little, too late.

College campuses are not fertile ground for our ideas to thrive and take root. Because of social media, young people have already largely solidified their worldview by the time they step foot on campus.

→ **What if we could reach them at an earlier age in a friendlier environment?**

→ + **The Libertas Network offers a solution: reach and teach families with young children.**

Politics is downstream of culture, but culture is downstream of the *family*.



THE LIBERTAS NETWORK

+ **Strike the root—recruit families**

The freedom movement needs greater investment in its own future. For too long, funders have been focused on present battles without building the bench for the future. If we want systemic change, then building a network of informed and engaged families is how we do it.



“There are a thousand hacking at the branches of evil to one who is striking at the root.”



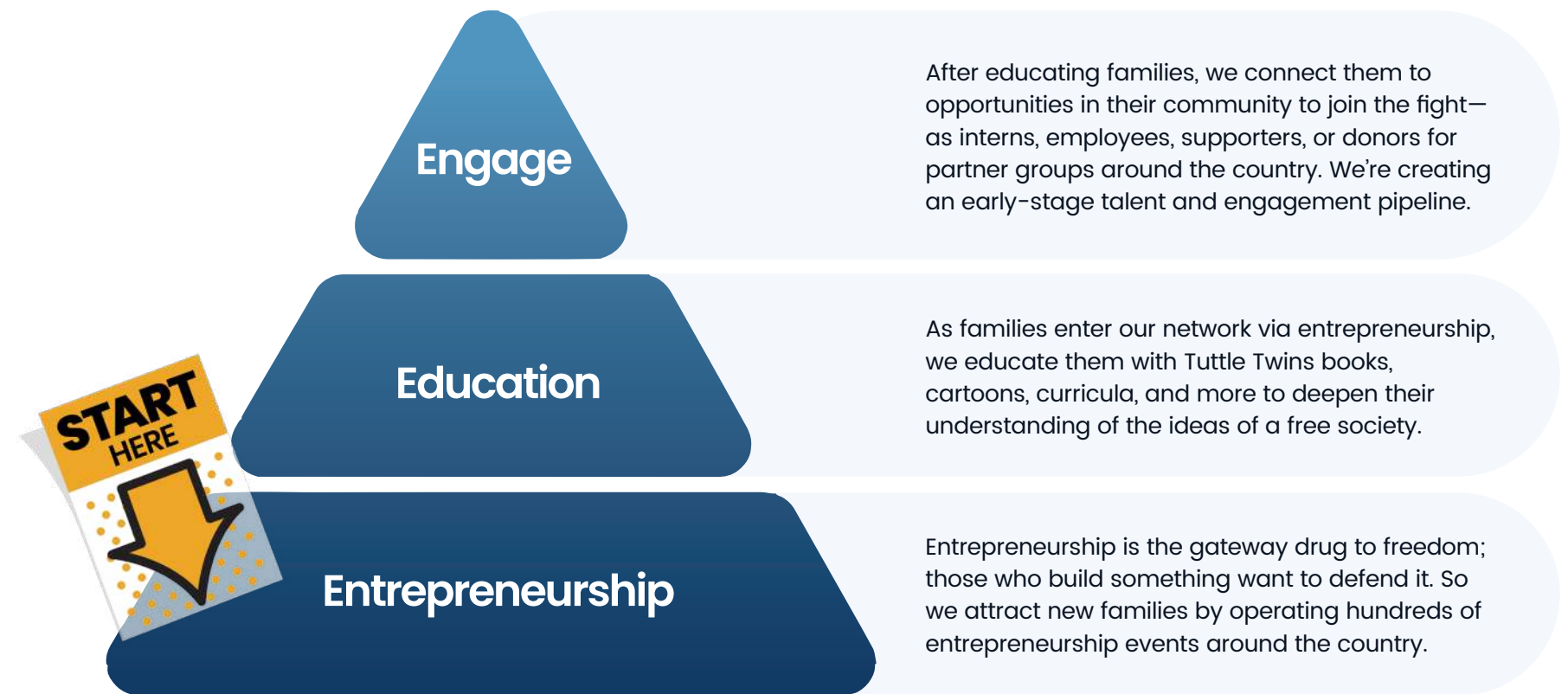
Henry David Thoreau

+ The Libertas Network moves the needle and achieves tangible impact by building a national network of families, enabling investors like you to have a long-term, transformational impact to educate and persuade people—children *and* their parents—to embrace and defend the ideas of freedom.



+ The Pyramid of Impact

Our network has three layers, each building on the prior one.
And each level is designed to reach, teach, and engage families.



PYRAMID

ENTRE

+ Entrepreneurship

is the gateway drug to freedom. It's apolitical, American, and awesome—and it's a great way to teach families about free enterprise. We operate hundreds of events nationwide to give youth an opportunity to start their own (very!) small business.

28,000 youth entrepreneurs in 2024

228 cities—and growing fast!



"My shy son has now come out of his shell thanks to your markets—he is way more motivated, talks to adults, and has discovered a new passion in life. I'm thrilled and grateful!"



Mom of Tucker, age 9 — Denver, CO



CHILDREN'S ENTREPRENEUR MARKET

We launch hundreds of markets each year where children age 5-17 sell real products for real money to learn about value creation, money, marketing, and free enterprise.

+ Fast Facts

- Median Age: 9 years old
- Avg. Revenue per Child: \$150
- Retention Rate (attend 2+ markets): 53%
- Net Promoter Score (satisfaction): 9.7/10



+ Launching Businesses

We support our youth entrepreneurs in growing beyond our market events, whether it's setting up an online store, going door-to-door, or attending other community events to scale up their operation.



Floss Cotton Candy

Siblings who began their gourmet cotton candy business at our markets have now expanded into four states and over 100 stores, creating 50+ unique flavors and a new Floss Cake product.

KC Chimes

Inspired by his grandmother's creation, KC's one-of-a-kind wind chimes have been a huge hit at our markets! This success led to an invitation to an antique show, where his creations quickly sold out.



The Bead Borough

After starting at our markets in Georgia, Sawyer expanded her jewelry business by selling wholesale to local boutiques, growing her online sales, and even selling at a concert in Paris!

350+ new businesses launched

CHILDREN'S ENTREPRENEUR MARKET

+ Scholarship Program

Teen entrepreneurs can receive seed funding to grow their business. They must demonstrate in-depth knowledge of their operations and provide follow-up reports on how the funding helped them grow.

\$85,000

in scholarships awarded

Alvarez Kids

Samantha

Sara & Parker

Layla

Jack

Zoe Douglas
\$500

Halle Bullajian

Luis Angel

Katelyn Blodgett
\$500

Kelsey Curtis
\$300

Aria

Bristol

Myles Cox
\$250

Jordan & As

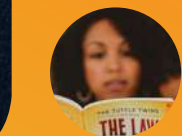


+ Education

→ **We make the ideas of liberty accessible to families.** With over three dozen books, curricula, a cartoon series, and more, the Tuttle Twins help the rising generation (and their parents!) learn how to be free.

6,000,000+ books sold

1,000,000+ families in our audience



Adria L.
Detroit, MI

"I'm blown away at how well my kids can understand 'grown-up' topics because of your books. They have learned so much... and frankly, I have too. Thank you!"



THE TUTTLE TWINS

+ Educating Entrepreneurs

→ **Each youth entrepreneur receives a book, curriculum, and more.**

Building on the first layer of our Pyramid of Impact, we help our young entrepreneurs learn about the ideas of free enterprise and how to live a prosperous life.



Scan to learn the story behind our books!

Beyond the markets, we reinvest our sales revenue to reach new families. As a nonprofit, our goal is to reach and teach as many people as possible. So excess revenue from book sales is used to promote them to new people, creating a virtuous cycle. The more we sell, the more we can reach and teach new families!

\$3,000,000+ in annual advertising to reach new families



+ School Outreach

Our materials equip educators to share the principles of freedom in diverse classroom environments.



520+ schools using our books

30,000+ books donated to schools and libraries

"Economics for eight-year-olds? I didn't think they would find it interesting, but I was wrong! This has been such a fun resource for our students."



Josephine H.
3rd grade teacher

Building on the books, we partnered with Angel Studios to produce a cartoon series to reach even more families.

250M+ views across all channels

3 seasons produced

TUTTLE TWINS



Scan to watch an episode!



+ Engagement

Education must lead to action.

We operate a think tank to put the ideas of freedom into action through innovative, state-level policy reforms across the country with the grassroots help of families in our network.

150+ laws changed

18M lives improved

24 first-in-the-nation reforms innovated



“Lawmakers like me need good ideas, effective strategy, and a supportive coalition to succeed. Thankfully, Libertas helps with all three! This passionate team of freedom fighters is doing excellent work.”



Indiana Rep. Jake Teshka

Nail It



We use our HQ state, Utah, as a policy incubator where we develop innovative reforms in a receptive legal environment. This increases the likelihood other states will adopt our reforms once someone else has taken the first step.

- + The only think tank in State Policy Network to win its top “Victory for Freedom” award twice.
- + 24 innovative policy reforms created that were the first of their kind in the country.
- + 87% of our policy proposals are successfully enacted into law.

Then, Scale It



We then partner with think tanks, grassroots groups, and elected officials across the country to help their states enact our reforms. The families in our network become advocates who drive the adoption of these reforms in their own states.

- + Eleven states have enacted fifteen of our policy reforms.
- + Over \$300,000 in grants awarded across 20 partner organizations to support their work.
- + We have developed partnerships with 150+ organizations around the country.



Scan to see our policy work



+ Talent and Engagement Pipeline

Building a national network of families enables us to create a pipeline into the freedom movement—a feature that has long been lacking in order to build the capacity and strength of hundreds of organizations.

Talent Pipeline

We connect the teens and young adults in our network to organizations in their state for:

- Internship and employment opportunities
- Youth leadership training and networking
- Professional development resources to learn how to be an effective advocate of freedom

Engagement Pipeline

We connect parents to organizations in their state for:

- Civic engagement and ways to get their families involved
- Training on how to create change in their community



+ Case Study: 13-year-old Aiden



#1 Aiden launched his business at our markets

Aiden lives near Phoenix, AZ, and sells a variety of 3D-printed objects. His colorful and awesome products attract a lot of attention, earning him over \$800 in revenue at each market!



#2 Aiden began reading The Tuttle Twins books

Like all our entrepreneurs, Aiden received a book at his first market. Curious to learn more, he asked his mom to buy the rest—enabling him and his siblings to learn about freedom.



#3 Aiden became politically active!

When Arizona's legislature considered our "Lemonade Stand Law" (to support young entrepreneurs), Aiden testified in committee about his experience—and the bill passed!

Our Vision

Imagine a world with a million more Aidens—children and their parents who are informed about their rights and actively engaged in defending them. With your help, that's the power this national network of families can create.

"Watching Aiden grow and succeed in his entrepreneurial journey makes me incredibly proud. It's amazing to watch him embrace these opportunities with such enthusiasm, and I'm very thankful to Libertas. They've given him experiences that empower him and encourage him to think deeply about freedom and responsibility. As a proud mom, it's a great comfort to know that Libertas is there to support and guide him as he grows."



Melanie E.,
Aiden's mom



+ Stories of Impact



Regulatory Sandboxes

Alex Carter's American dream was shut down by regulators who felt his innovative business violated the law. In response, we created the Regulatory Sandbox, allowing entrepreneurs like Alex to operate free from bureaucratic control—and now we've helped 20 other states pass similar laws.



Education Entrepreneurs

Ian Lindsey spent over \$150,000 battling his city trying to get permission to launch a microschool. The city wouldn't budge and Ian's legal bills added up. In response, we created the country's first microschool protection law to remove legal barriers faced by education entrepreneurs like him.



THE IMPACT OF THE LIBERTAS NETWORK

+ Youth Entrepreneurs

Young Abigail's lemonade stand was shut down for lacking a city permit, despite being only four years old. In response, we persuaded Utah's legislature to pass the first "Lemonade Stand Law," freeing young entrepreneurs from permit and license requirements. Now, over a dozen states have adopted this law with our help.

Recent Awards



We were honored with the prestigious **Peterson Prize for Venture Philanthropy** for our Children's Entrepreneur Markets.



We've won SPN's **Biggest Victory for Freedom** award twice, most recently for our Regulatory Sandbox reforms.



The **Montaigne Medal** was awarded to our *Guide to True Conspiracies* for being "the most thought-provoking book."



We were honored with the **Network Award** from SPN for helping get a school choice bill passed in our HQ state.

IMPACT

+ Opportunities for More Impact

+ Change Hearts and Minds

→ **Ready to invest in the future of the freedom movement?** Here are some active opportunities to make a large philanthropic impact you'll feel good about.



- Low-income, inner-city outreach
- Scaling to 200+ regions, 400,000+ kids
- National "Shark Tank" pitch event



- Distribution of materials to schools/libraries
- Develop additional books and curricula
- Translate our books into other languages



+ Change laws

→ **Your legacy: a long-term impact.**

Partnering together, we can leverage our network to pursue legal reform in your state and across the country.



- Incubate a new, first-in-the-nation policy reform
- Event sponsorships to spread word of our reforms
- Launch a new free market housing affordability project



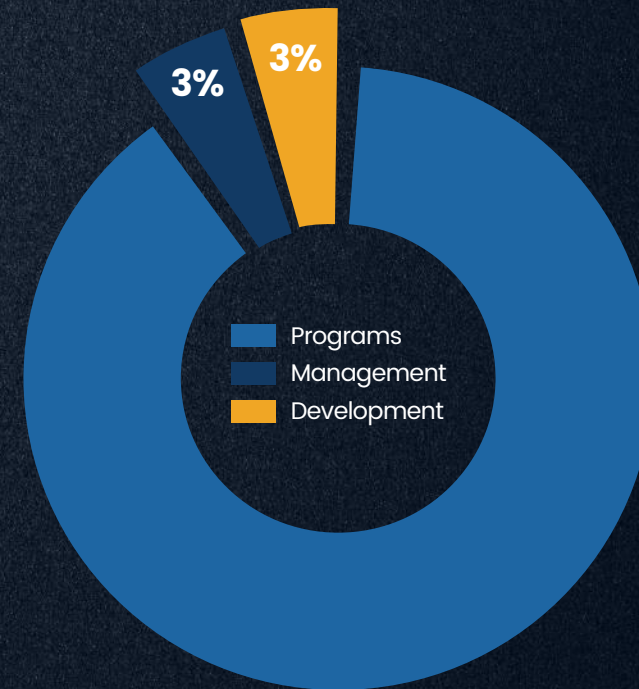
- "American Jobs" initiative to enact three entrepreneurial policies in other states
- Build the Talent and Engagement Pipeline to support movement organizations
- Create a fund for us to provide grants to partner groups
- Government affairs support to scale our staff and work in more states
- Networking funds to bring partners together to strategize and plan

+ 2023 Financials

With support from donors like you, we are actively scaling our work to achieve even greater impact.

	2023 (thousands)	2022 (thousands)
Revenue		
Contributions	\$5,207	\$3,420
Sales	\$8,613	\$10,841
Expenses		
Programs	\$11,136	\$11,575
Management	\$884	\$677
Development	\$919	\$1,418
12/31/23 (thousands)		
Cash and Investments	\$3,468	\$2,494
Inventory	\$1,364	\$1,294
Other Assets	\$4,150	\$1,398
Total Assets	\$8,984	\$5,188
12/31/22 (thousands)		
Liabilities	\$2,557	\$260
Net Assets	\$6,427	\$4,928

Expense Breakdown



2023 EXPENSES

Audited financial statements are available at [Libertas.org/audit](https://libertas.org/audit)

+ Testimonials

"I don't give to very many organizations, but I have been consistently impressed with the quality of work put out by the Libertas team. They're getting measurable wins in the fight for freedom, and that's not something many groups can say. Keep up the good work!"



GEORGE A. — Atlanta, GA

"My family is often approached about giving to various causes, and it's hard to decide which to support. The decision for us is easy when it comes to the Libertas Network. They are doing creative things to actually make a difference! Reaching youth is so especially important and I'm grateful they are leading the charge."



SUSAN L. — Naples, FL

"We need changemakers who are willing to put in the hard work and make a difference. The Libertas team is crushing it, and that's why I love supporting what they do. As an entrepreneur, I love to see their hustle and finding niches in the market that have been neglected. I'm an enthusiastic supporter of all they're doing!"



MARCUST. — Las Vegas, NV

Philanthropy, Meet Impact

It's important that your hard-earned dollars help you leave a legacy that makes a difference now and into the future. We're precisely the team to help you achieve your philanthropic goals. Let's partner together to strike at the root and change many more hearts, minds, and laws!

[Libertas.org/donate](https://libertas.org/donate)



Changing Hearts, Minds, and Laws to Create a Freer Future

Join us: [Libertas.org](https://libertas.org)

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