



“NFTE has opened so many doors for me. It altered my entire trajectory, propelled my professional career, and supplied me with the skills that have proven to be invaluable in life.”

*Kaina Lisibach  
Babson College*

## NFTE Impact Report

“By putting your innovative thoughts into actions, you can improve yourself and make money, and you can also give back to the community where you came from.”

*Timothy Perez  
Temple University*



Network for Teaching  
Entrepreneurship

# AT A GLANCE

2017-18 School Year

**382**

Teacher Corps Members

**1,882**

Schools and Community Partners

**949**

School- and Community-Based Programs

**52,493**

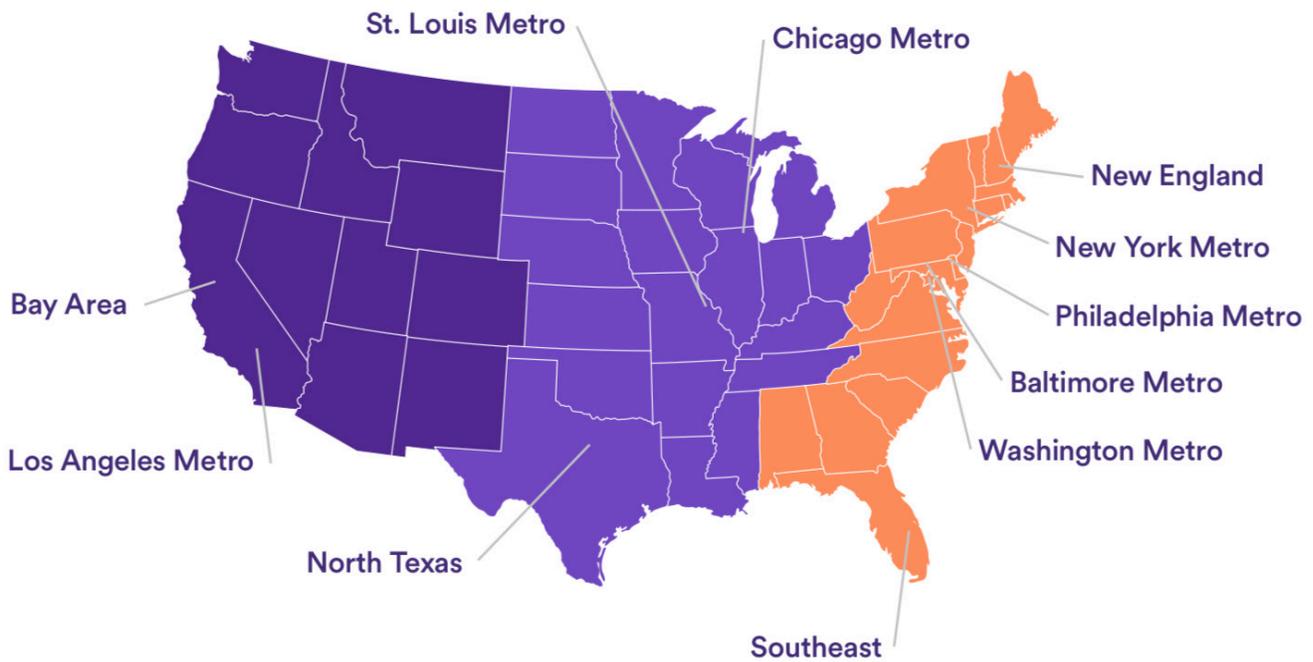
Students across the U.S.

## NFTE Across the United States

**West Region**

**Midwest Region**

**East Region**

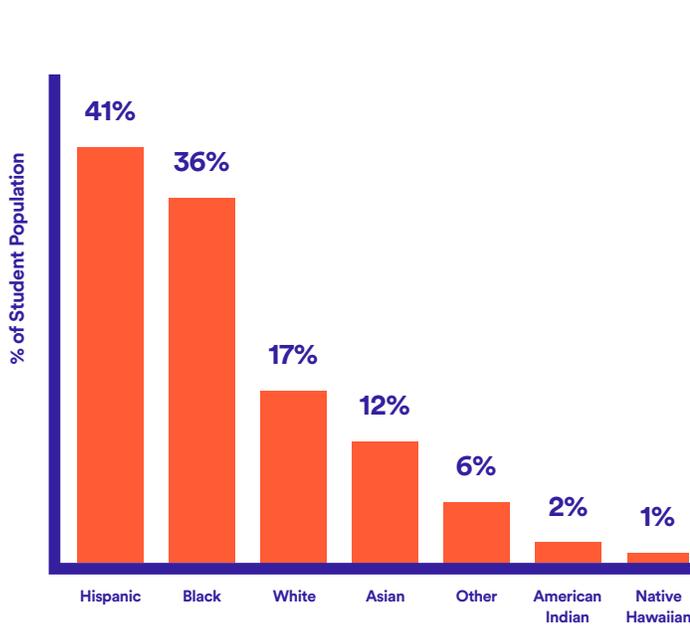


## NFTE Entrepreneurship Pathway

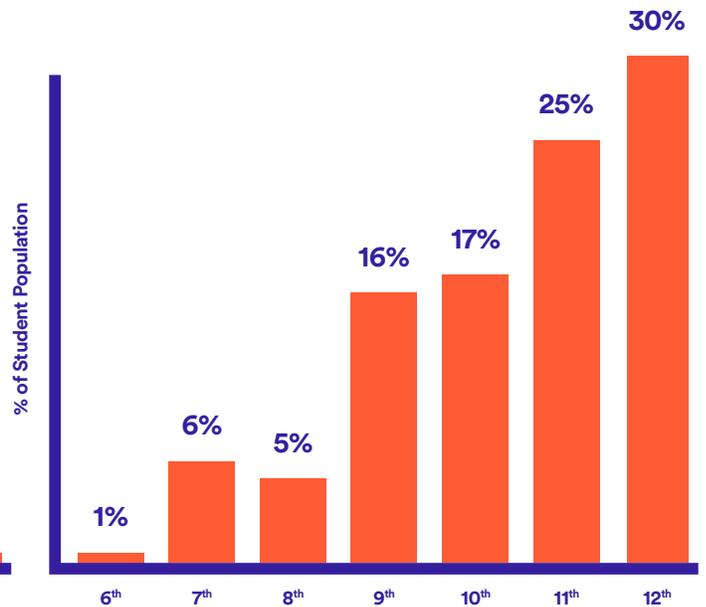


# U.S. STUDENT DEMOGRAPHICS

## Race/Ethnicity\*

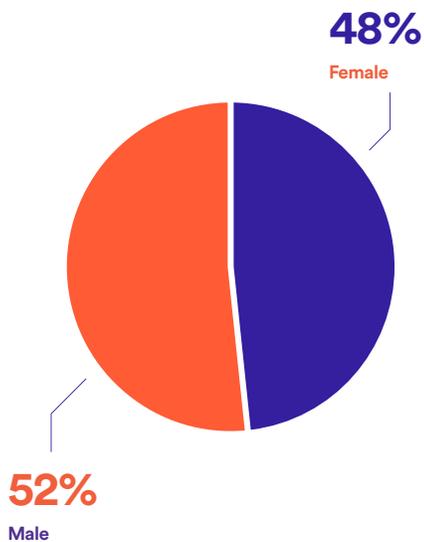


## Grade Levels

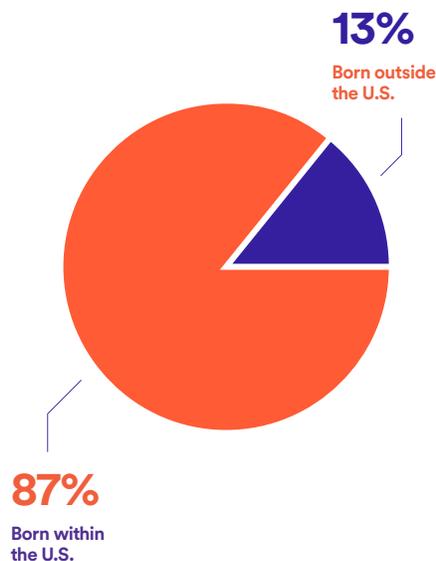


\*Please note that the total percentage across races/ethnicities is greater than 100, as students can identify as more than one race/ethnicity.

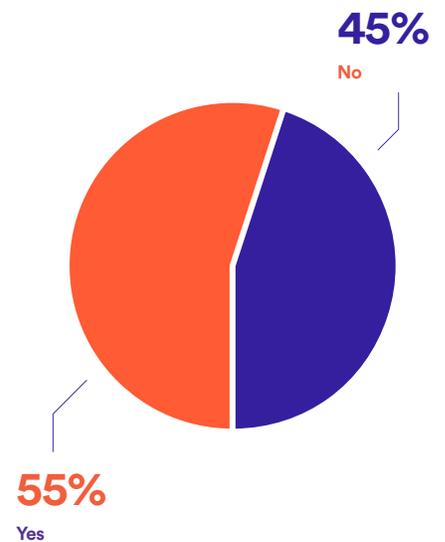
## Gender



## Country of Origin



## Multilingual



# PREPARING YOUNG PEOPLE FOR THE FUTURE OF WORK...

Many experts agree that we are at the beginning of a Fourth Industrial Revolution. Technological advances of all kinds—artificial intelligence, robotics, 3D printing, and more—are converging to create change on an order of magnitude not seen before. Smart systems—in homes, cities, regional power grids, agriculture, and elsewhere—are making significant advancements against business challenges like creating more sustainable supply chains and social challenges like feeding a growing population. And the rise of the sharing economy is allowing people to monetize everything—homes, cars, wardrobes, bicycles, and more.

**What does this mean for the future of work?** That is a question much debated today. While many theories abound about the future of work, a few dominant themes regularly arise.

**The future of work is uncertain.** A 2016 report from the World Economic

Forum made a startling point: 65% of young people entering primary school today will end up in jobs that do not even exist today.

**The future of work is independent.** The sharing economy is disrupting so many industries and letting anyone with a car or an extra bedroom earn additional income. And, by 2027, experts predict that 50% of the U.S. workforce will be freelancers.

**The future of work relies on skills.** And not just any skills. Yesterday's soft skills are the hard skills of the future. Communication, problem-solving, collaboration, and creativity are already in demand, and that demand will only continue to rise when we cannot even say with certainty what jobs will exist in the future. Developing these types of skills is the best way to get ready for the uncertain and independent future of work.

## The Future of Work is...

### UNCERTAIN

65%

of students starting school today will do jobs that don't exist yet

### INDEPENDENT

50%

of US workforce, experts predict, will be freelancers by the year 2027

### SKILLS DRIVEN

- Problem Solving
- Critical Thinking
- Creativity
- Ability to collaborate

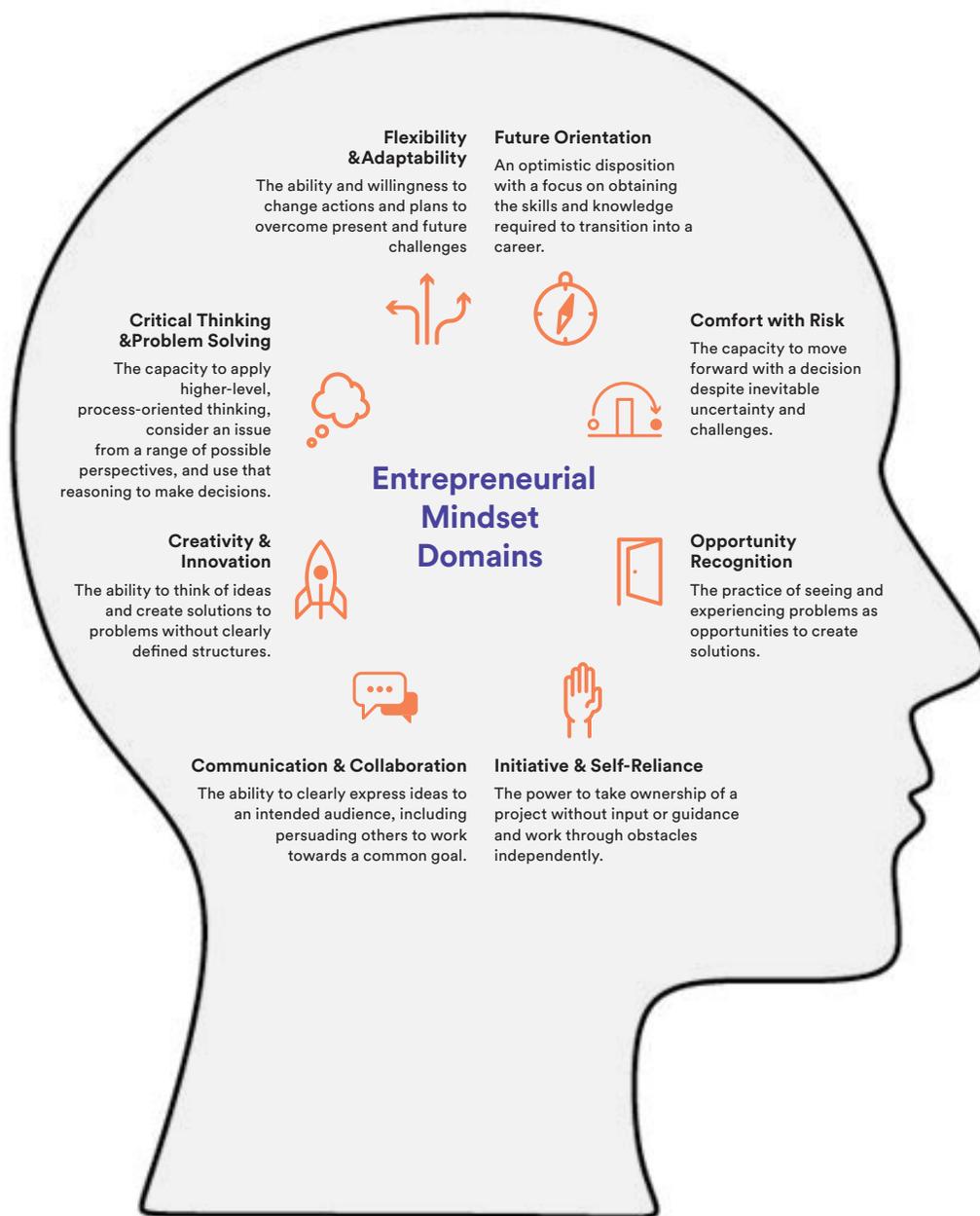


Among the top 10 skills employers are looking for today and for the future

1 in 3

US employers seek to hire people with entrepreneurial experience

# ...DEMANDS THE ENTREPRENEURIAL MINDSET



So how do we future-proof our young people? NFTE believes the best possible way is to support the development of their entrepreneurial mindset.

Entrepreneurial mindset is, simply, the way an entrepreneur thinks and acts. At its core, entrepreneurial mindset is a set of characteristics, behaviors and skills that drive action. A person with an entrepreneurial mindset recognizes an otherwise overlooked opportunity, has the confidence to take a risk, communicates their ideas clearly, and can not only adjust, but also learn from setbacks.

Over the past three years, NFTE has been developing a scale to measure entrepreneurial mindset growth in the students who participate in our programs. Our Entrepreneurial Mindset Index (EMI) measures growth of the eight core domains that we have identified, through our own research and that of others, as critical to becoming entrepreneurial. The domains and their descriptions are in the graphic to the left.

Entrepreneurial mindset is the quintessential 21st century skill. It confers lasting advantages to young people, including greater academic success, improved job prospects and earning potential, and an increased likelihood of starting a new business. NFTE's own research data, highlighted throughout this report, demonstrates that.

Most importantly, it is hard to imagine a better preparation for the uncertain and independent future of work. A future that demands a new definition of the hard skills vital to success. Skills that get young people ready to see and seek opportunity when the only constant will be rapid—maybe even dizzying—change.

**The future of work is entrepreneurial and NFTE is leading the way**—making sure young people from low-income communities are prepared to thrive in this time of startling change.

# THE NFTE EFFECT

Each day NFTE educators create unique and experiential learning environments. NFTE teachers facilitate learning. They don't just stand and deliver. They challenge students to take ownership of their own progress—pushing them to turn to their peers and outside sources to find the answers to the problems they need to solve to create a viable business idea and sustainable business model.

Project-based learning creates engaged learners. And engaged learners achieve more and carry those skills and lessons into all aspects of their lives and futures. When you combine engaged learning with a subject that young people are excited to dig into—entrepreneurship—and the opportunity to compete for recognition and to begin to build a professional network through the volunteers our students work with, the results become clear. The NFTE effect creates success.



**Dagim Girma**

**“NFTE provides you with opportunities and experiences that you can't find anywhere else. It helps you to understand more about yourself and skills that you were unaware of.”**

- Youth Entrepreneurship Challenge National Finalist, 2013
- Babson College, Bachelors in Business Administration and Management
- President, Youth Big Event, Volunteer Alexandria, 2012-2014
- Interned at EY and Goldman Sachs
- Currently, a Product Management Analyst at Goldman Sachs

## Engagement...

**89%**

of participants say the skills they learned from NFTE help them in life and business

**79%**

of NFTE students like the way they learn in their class compared to their other classes

**82%**

of NFTE students present and defend their business plan

**Khaled Khalifa**



**“Having an entrepreneurial mindset goes beyond owning and running a business; it's about how we respond to everyday challenges, in the classroom and beyond. This is the essence of the NFTE experience—and it's my biggest takeaway.”**

- Youth Entrepreneurship Challenge National Qualifier, 2015; Summer Entrepreneurship Fellow, 2017
- Founder & CEO of Delicious New York
- Clark University, Bachelors in Political Science and economics; Senior Project Coordinator in the university's Innovation and Entrepreneurship Program
- Now a graduate student at the University of Chicago

## Leads to...

**74%**

of NFTE alumni enroll in college, compared to 65% of low income students overall

**50%**

of our alumni who enroll in college used NFTE in their college application

**NFTE participants are 2x**

more likely to see entrepreneurship as a skill that applies to their academic life and any career they pursue



**Kaitlyn Smith**

“If it weren’t for NFTE, I wouldn’t be interested in entrepreneurship or, frankly, business. I love that this organization has pushed me past my limits and empowered me as a young businesswoman.”

- Startup Summer Participant, 2016; Summer Entrepreneurship Fellow, 2017
- At Georgia State University studying Finance
- Intern, Spot Development Group, a computer software startup

## Resulting in...

**50%**

On average, 50% of NFTE alumni report earning more than the national median salary

**25%**

of NFTE alumni have started at least one business, compared to 2% of the general youth population

**16%**

of NFTE alumni were self-employed in the last year

**Juan Daniel Ramos Fuentes**



“NFTE allowed me to realize my potential. I am not limited to learning in the classroom. I know I have the skills and the drive I need to forge my own path.”

- Youth Entrepreneurship Challenge National Qualifier, 2013; Summer Entrepreneurship Fellow, 2017
- Participant in White House Science Fair through NFTE
- Gates Millennium Scholar
- Graduated from University of Texas, Austin with a major in MIS and Computer Science
- Interned at UnitedHealthcare
- Currently employed as Data Analyst at Bazaarvoice

# THE BIG PICTURE

Researchers at Columbia University Teachers College found that programs focused on social and emotional learning and development of non-cognitive skills like the entrepreneurial mindset yield an \$11 return for every \$1 invested. For NFTE, this is easy to see. Because our alumni attend college at a much higher rate than other low-income young people, on average they have 14% higher lifetime income. In our 2016 Alumni Study, our young entrepreneurs reported an average net business income of \$21,571. And, with alumni as accomplished as Jasmine Lawrence and Robert Reffkin, it is easy to see that NFTE's impact extends far beyond the individual—to their communities and through to society and the economy at large.

**\$11 ROI**  
for every \$1  
invested

**14%**  
higher lifetime  
income

**\$21,571**  
average net  
business income



## Jasmine Lawrence

*Founder & CEO, Eden Bodyworks;  
Technical Program Manager, Facebook*

**“I am an outlier, the number of African-American women in business and tech is still incredibly small. I prevailed because I was able to develop the entrepreneurial mindset at a young age”**

- **BizCamp participant, 2003**
- **Georgia Institute of Technology**, BS, Engineering; **University of Washington**, MS, Human Centered Design and Engineering
- **Founder & CEO of Eden Bodyworks**, a multimillion dollar company with products on the shelves of Walmart, Walgreens, and other leading retailers run by a team Jasmine manages while also being employed full-time
- Currently, a Technical Program Manager at **Facebook**; Has previously been employed by **Microsoft** and **Softbank**, a robotics innovator



## Robert Reffkin

*Founder & CEO, Compass*

Robert grew up in Berkeley, Calif., as an only child. Ruth, his mother, came to the U.S. from Israel with her family when she was 7, but became estranged from her parents in adulthood. Robert's father was absent from his life, too, and passed away when he was 11.

Ruth worked hard to seek out a better future for herself and her son. When Robert was an infant, she ran a daycare program in their home, attending to 25 children. Later, Ruth closed the daycare and started over as a real estate agent, embarking on another entrepreneurial journey for her young son to see.

Still, when Robert turned to DJing to help bring more income into the household, success was not easy. That is where NFTE entered his life and altered his journey. Through BizCamp®, Robert was able to create a financially sound business model and a professional services contract, so that when he marketed his service and clients showed interest, he came across as professional—a classic problem for youth entrepreneurs. Ultimately, he earned more than \$100,000 through his company, Rude Boy Productions.

And when Robert decided Columbia University was the place for him, but his grades were not good enough, he put NFTE's networking lessons to work and connected with several people who aided in his eventual acceptance to the University.

**“NFTE made me feel anything is possible. The part of me that's been inspired since I was a 14-year-old NFTE student said... follow your passion, you can do whatever you want.”**

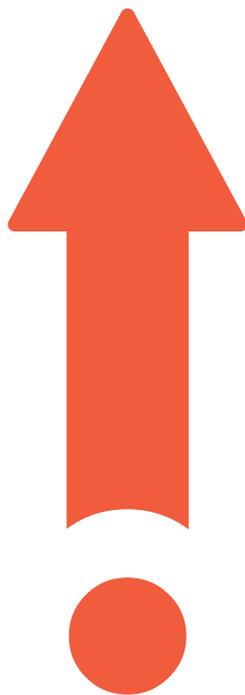
*—On his decision in 2012 to return to entrepreneurship and launch Compass after leaving Goldman Sachs*

**“NFTE taught me if you set a dream you can realize it. And if someone tells you no...it's more a reflection of their fear than my ability.”**

*—On NFTE's early impact when Robert was launching Rude Boy Productions as a teenager*

From Rude Boy to Columbia, from the White House to Goldman Sachs, and now as the founder and CEO of Compass, the entrepreneurial mindset has guided Robert and contributed to his success at every stage of his life and career. Now, today's NFTE students can see in Robert—and in many other successful NFTE alums—that with an entrepreneurial mindset there are no limits to what they can create and achieve.

- **BizCamp® participant, 1995**
- **Columbia University**, Bachelor of Arts & MBA in Finance and Management
- **Founder & CEO of Compass**, a real estate technology startup valued at over \$2 billion
- Previously, VP and Chief of Staff at **Goldman Sachs**
- Also employed by **Lazard** and **McKinsey & Company**
- Appointed a **White House Fellow** in 2005, served the **Department of Treasury**



[www.nfte.com](http://www.nfte.com)

**FROM THE FRONT COVER**

**Kaina Lisibach: Startup Summer Participant, 2016; Summer Entrepreneurship Fellow, 2018; Diversity Leadership Scholar at Babson College; Founder & Editor -in-Chief of Her Campus Media at Babson College; Founder & CEO of One Page Closer; Currently a rising sophomore at Babson College.**

**Timothy Perez: Youth Entrepreneurship Challenge National Qualifier, 2014; Summer Entrepreneurship Fellow, 2015; At Temple University studying Strategic Communications; Also, employed as Director of Marketing, Addacity, a brand marketing startup.**