Our Mission
Network for Teaching Entrepreneurship (NFTE) is a global nonprofit that activates the entrepreneurial mindset and builds startup skills in youth from under-resourced communities. Reaching more than 100,000 middle and high school students annually, NFTE works with schools and community-based organizations in 25 states across the U.S. and 10 countries. Since 1987, NFTE has educated 1.2 million young entrepreneurs, helping them launch businesses of all sizes.

What is the Entrepreneurial Mindset?
Research shows the entrepreneurial mindset—skills including self-reliance, critical thinking and problem solving—prepares young people for lifelong success. Equipped with the mindset, as well as the business and academic skills NFTE teaches, young people are ready to thrive in the 21st century innovation economy, no matter what path they choose. NFTE defines eight key mindset domains proven to drive success:

- Initiative & Self-Reliance
- Flexibility & Adaptability
- Communication & Collaboration
- Creativity & Innovation
- Future Orientation
- Critical Thinking & Problem Solving
- Opportunity Recognition
- Comfort with Risk

NFTE empowers youth to think and act like entrepreneurs. In an innovation economy there are no traditional paths to success. As the pace of change accelerates and technological advances disrupt industry, familiar careers disappear and entrepreneurship skills, already in demand, become even more valuable to employers.

Why NFTE? Because the future of work is entrepreneurial.
- 90% of employers say entrepreneurial skills are very important
- 50% of U.S. workforce, experts predict, will be freelancers by the year 2027
- 1 in 3 U.S. employers seek to hire people with entrepreneurial experience

The entrepreneurial mindset helps NFTE students further their education, launch their own businesses, and succeed in the workplace.

- 90% of program alumni believe what they learned from NFTE helps them in business and in life
- 74% of NFTE alumni enroll in college, compared to 65% of low income students overall
- 25% of NFTE alumni have started at least one business, compared to 2% of the general youth population
- 50% On average, 50% of NFTE alumni report earning more than the national median salary

NFTE in the Baltimore Metro Area

2019-20 School Year (Projected)

<table>
<thead>
<tr>
<th>Schools and Community Partners</th>
<th>Teacher Corps Members</th>
<th>School- and Community-Based Programs</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>16</td>
<td>39</td>
<td>880</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Student Race/Ethnicity*</th>
<th>22%</th>
<th>49%</th>
<th>16%</th>
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</thead>
<tbody>
<tr>
<td>Latino</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Black</td>
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<td></td>
</tr>
<tr>
<td>White</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asian, Native American, and other ethnicities</td>
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</tbody>
</table>

Student Grade Levels

<table>
<thead>
<tr>
<th>% of Student Population</th>
<th>6–8th</th>
<th>9–10th</th>
<th>11–12th</th>
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</thead>
<tbody>
<tr>
<td>52%</td>
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</tbody>
</table>

Student Gender

- 47% Male
- 52% Female

Country of Origin

- 90% U.S.
- 10% Other

FRL Eligible

- 83%
- 17%
NFTE Entrepreneurship Pathway and Certification

NFTE’s innovative programs engage and challenge young people. Our Entrepreneurial Teacher Corps is trained to guide students as they develop their entrepreneurial mindset through experiential, project-based learning that integrated lean startup practices and digital tools. Advanced NFTE students are able to earn the Entrepreneurship and Small Business (ESB) certification from Certiport, a Pearson VUE business.

NFTE relies business leaders and entrepreneurs from the local community to bring real world experience into the classroom. Dedicated volunteers coach NFTE students as they develop their own business ideas, explore sustainable business models, and learn how to pitch their ideas to expert competition judges and investors.

“NFTE really changed how I view myself. It helped me understand that obtaining an education would be critical to the development of my product and...owning my own business.”

Dara Howard, NFTE Alum

Key Supporters

To learn more about partnering with NFTE, supporting our Entrepreneurship in Every Classroom annual campaign, or bringing NFTE programs to your community, contact Jane Walsh, Vice President of Development, at JaneW@nfte.com