Mission: NFTE (Network for Teaching Entrepreneurship) activates the entrepreneurial mindset and builds startup skills in youth from under-resourced communities to ensure their success and to create a more vibrant society.

Target Audience: youth ages 11-18 from under-resourced communities

Partners: districts with free and reduced lunch (FRL) eligibility rate of 51%+, majority of partner schools average 70%-80% FRL rates; community-based organizations

www.nfte.com
Why NFTE?

The future of work is entrepreneurial…..

90% of employers identify entrepreneurial skills as very important

65% of the jobs children entering school today will do...do not exist yet

1 in 3 U.S. employers want to hire people with entrepreneurial experience

Today 20% of freelancers earn $100,000 or more

By 2027 50% of US workforce will be freelancers
Impact & Outcomes

NFTE students apply the entrepreneurial mindset—succeeding in the workplace, starting businesses, and furthering their education.

74% of college-aged NFTE alumni are enrolled in college. 65% of low-income students nationwide are enrolled in college.

89% of alumni believe the skills they learn from NFTE help them in life and business. Nationwide 41% of bored students say their class work is not relevant to their life.

1 in 4 NFTE alumni have started at least one business. Only 2% of youth aged 16-24 were self-employed in 2015.

50% of NFTE alumni report earning more than the national median salary. The 2016 national median salary was $43,264.
Activating the Entrepreneurial Mindset

NFTE empowers youth to approach the world with an innovator’s eye and a founder’s grit, not only during the NFTE course but for the rest of their lives. An entrepreneurial mindset prepares young people for success throughout life.

- **Initiative & Self-Reliance**
  The power to take ownership without input or guidance and to work through obstacles independently.

- **Flexibility & Adaptability**
  The ability and willingness to change actions and plans to overcome present and future challenges.

- **Communication & Collaboration**
  The ability to clearly express ideas to an intended audience, including persuading others to work towards a common goal.

- **Creativity & Innovation**
  The ability to think of ideas and create solutions to problems without clearly defined structures.

- **Future Orientation**
  An optimistic disposition with a focus on obtaining the skills and knowledge required to transition into a career.

- **Critical Thinking & Problem Solving**
  The process of applying higher-level, process-oriented thinking skills, and of transitioning that reasoning to decision making.

- **Opportunity Recognition**
  The practice of seeing and experiencing problems as opportunities to create solutions.

- **Comfort with Risk**
  The capacity to move forward with a decision despite inevitable uncertainty and challenges.

In partnership with the Educational Testing Service (ETS), NFTE has developed the Entrepreneurial Mindset Index – a valid assessment to measure mindset growth. We thank EY for its signature support of this effort.
NFTE Entrepreneurship Pathway

Through a project-based learning model, that relies heavily on lean startup practices and integrated digital tools, NFTE’s Pathway programs activate the entrepreneurial mindset through **authentic experiential learning**. Students create their own business idea, find a sustainable business model and pitch to a panel of expert judges.

Students who complete Entrepreneurship 1 and 2 are prepared to take the **Certiport Entrepreneurship and Small Business exam** for certification. The NFTE curriculum is Certiport-recommended.
NFTE Program Components

- Publicly Presented Product
- Driving Question or Knowledge
- Feedback and Revision
- Student Voice and Choice
- 21st Century Skills
- Inquiry and Innovation
- Need to Know

GOLD STANDARD PROJECT-BASED LEARNING (PBL)

LEAN STARTUP PRACTICES

Build → Measure → Learn
Entrepreneurial Teacher Corps

- **Train-the-Trainer Model**: educators are at the center of all NFTE programs
- **NFTE University Teacher Training**: 4-day intensive initial training
- **Professional Development**: Quarterly in-person teacher-led Professional Learning Communities (mentoring, best practices); monthly NFTE-led webinars (new entrepreneurship content, industry topics)
- **Leadership Opportunities**: Lead Teachers and Master Educators
- **Model Teacher Challenge**: recognition and incentives for top-performing NFTE educators
- **Entrepreneurial Teacher Summit**: national annual summer conference
Youth Entrepreneurship Challenge Series

- $100,000 in cash prizes awarded annually to top student entrepreneurs in their classes, schools, regions and nationally

- Students prepare their business plans and pitches, with support from teachers and volunteer business coaches

- Classroom and school competitions progress to regional and national finals, with hundreds of guests attending each competition event

- Featured entrepreneurs and judges have included famous entrepreneurs such as artist and entrepreneur Sean “Diddy” Combs and FuBu founder and Shark Tank shark, Daymond John

- Judges from the business community provide students feedback and evaluation
**Volunteers**

Volunteering with NFTE students is a rewarding experience. **Volunteers increase learning and impact.**  
*Students who work with volunteers score 9% higher on the NFTE program knowledge assessment!*

<table>
<thead>
<tr>
<th>Curriculum Based Labs</th>
<th>Coaching Days</th>
<th>Field Trip Host</th>
<th>BizPlan Judge</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lead an awareness session based as a subject matter expert to highlight business concepts and inspire innovative ideas. These would include marketing, competitive analysis, and testing your margins. <strong>Sessions will be held 4 times a year.</strong></td>
<td>Help students strengthen various aspects of their business canvas and pitch deck, hone financials and marketing plans, practice presentation skills, and work through other individual challenges. <strong>Advisor opportunities with our Year 2 students.</strong></td>
<td>Host a group of students for a tour of your company to showcase your communities' entrepreneurial ecosystem and connect the classroom to workforce pathways. <strong>Typically includes guest speaking and/or coaching sessions.</strong></td>
<td>Panels of business professionals evaluate business pitches (the final demonstration of learning), provide feedback on content and delivery and network with students. <strong>Classroom, regionals, nationals.</strong></td>
</tr>
</tbody>
</table>
Chicago Program Reach Snapshot

**SY19-20 Projection**

- **Students**: 5,100
- **Schools & Partners**: 44
- **Classes & Camps**: 106
- **Teachers**: 55

**Student Race/Ethnicity**
- Latino: 41%
- Black: 6%
- White: 12%
- Asian, Native American, and other ethnicities: 55%

*Total percentage is greater than 100, as students can identify as more than one race/ethnicity.

**Student Grade Levels**
- 6–8th: 0%
- 9–10th: 23%
- 11–12th: 77%

**Student Gender**
- Male: 51%
- Female: 48%

**Country of Origin**
- U.S.: 94%

**FRL Eligible**
- Yes: 66%
- No: 34%
# Chicago Partner Schools & Organizations

<table>
<thead>
<tr>
<th>School or Partner Name</th>
<th>Free/Reduced Lunch Rate</th>
<th>School Type</th>
<th>Grade Level</th>
<th>Neighborhood</th>
</tr>
</thead>
<tbody>
<tr>
<td>Al Raby High School</td>
<td>97</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>West Garfield Park</td>
</tr>
<tr>
<td>Aqsa school</td>
<td>85</td>
<td>Private</td>
<td>Other</td>
<td>West Ridge</td>
</tr>
<tr>
<td>Aspira Business and Finance High School</td>
<td>96</td>
<td>Charter</td>
<td>Grades 9-12</td>
<td>Avondale</td>
</tr>
<tr>
<td>Bridge Elementary School</td>
<td>62</td>
<td>Public</td>
<td>Other</td>
<td>Dunning</td>
</tr>
<tr>
<td>Bogan High School</td>
<td></td>
<td>Public</td>
<td>Grades 9-12</td>
<td>Ashburn</td>
</tr>
<tr>
<td>CICS Ralph Ellison</td>
<td>85</td>
<td>Charter</td>
<td>Grades 9-12</td>
<td>Auburn Gresham</td>
</tr>
<tr>
<td>CICS Longwood</td>
<td>85</td>
<td>Charter</td>
<td>Grades 6-12</td>
<td>Washington Heights</td>
</tr>
<tr>
<td>CICS Northtown Academy</td>
<td>73</td>
<td>Charter</td>
<td>Grades 9-12</td>
<td>Norwood Park</td>
</tr>
<tr>
<td>Cristo Rey Jesuit HS</td>
<td>0</td>
<td>Charter</td>
<td>Grade 8</td>
<td>City Wide</td>
</tr>
<tr>
<td>Curie Metropolitan High School</td>
<td>95</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>Archer Heights</td>
</tr>
<tr>
<td>DeWitt Clinton Elementary School</td>
<td>91</td>
<td>Public</td>
<td>Other</td>
<td>West Ridge</td>
</tr>
<tr>
<td>Fenger Academy High School</td>
<td>97</td>
<td>Public</td>
<td>Grades 9-12</td>
<td>Roseland</td>
</tr>
<tr>
<td>Freedom Middle School</td>
<td>86</td>
<td>Public</td>
<td>Grades 6-8</td>
<td>Berwyn, IL</td>
</tr>
<tr>
<td>Gary Comer Youth Center</td>
<td>0</td>
<td>Private</td>
<td>CBO</td>
<td>City Wide</td>
</tr>
<tr>
<td>Heritage Middle School</td>
<td>72</td>
<td>Public</td>
<td>Grades 6-8</td>
<td>Berwyn, IL</td>
</tr>
</tbody>
</table>
### Chicago Partner Schools & Organizations (cont’d)

<table>
<thead>
<tr>
<th>School or Partner Name</th>
<th>Free/Reduced Lunch Rate</th>
<th>School Type</th>
<th>Grade Level</th>
<th>Neighborhood</th>
</tr>
</thead>
<tbody>
<tr>
<td>Holy Trinity High School</td>
<td>82</td>
<td>Private</td>
<td>Grades 9-12</td>
<td>Wicker Park</td>
</tr>
<tr>
<td>Horizon Science Academy McKinley Park</td>
<td>87</td>
<td>Charter</td>
<td>Grades 9-12</td>
<td>McKinley Park</td>
</tr>
<tr>
<td>Illinois Department of Justice</td>
<td>0</td>
<td>Transfer</td>
<td>Govt</td>
<td>City Wide</td>
</tr>
<tr>
<td>Jordan Elementary Community school</td>
<td>80</td>
<td>Public</td>
<td>Other</td>
<td>Rogers Park</td>
</tr>
<tr>
<td>Kelly High School</td>
<td>90</td>
<td>Public</td>
<td>Grades 9-12</td>
<td>Brighton Park</td>
</tr>
<tr>
<td>Male Mogul Initiative</td>
<td>90</td>
<td>Public</td>
<td>CBO</td>
<td>City Wide</td>
</tr>
<tr>
<td>Mind and Hand</td>
<td>0</td>
<td>Private</td>
<td>Other</td>
<td>Archer Heights</td>
</tr>
<tr>
<td>Morton Senior High School</td>
<td>85</td>
<td>Public</td>
<td>Grades 9-12</td>
<td>Hammond, IN</td>
</tr>
<tr>
<td>Northside Learning Center</td>
<td>82</td>
<td>Public</td>
<td>Grades 9-12</td>
<td>North Park</td>
</tr>
<tr>
<td>Percy L Julian High School</td>
<td>94</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>Washington Heights</td>
</tr>
<tr>
<td>Perspectives High School of Technology</td>
<td>95</td>
<td>Charter</td>
<td>Grades 9-12</td>
<td>Auburn Gresham</td>
</tr>
<tr>
<td>Perspectives IIT Math &amp; Science Academy</td>
<td>93</td>
<td>Charter</td>
<td>Grades 9-12</td>
<td>Bronzeville</td>
</tr>
<tr>
<td>Perspectives Leadership Academy</td>
<td>96</td>
<td>Charter</td>
<td>Grades 9-12</td>
<td>Auburn Gresham</td>
</tr>
<tr>
<td>Ray Graham Training Center High School</td>
<td>92</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>Near South Side</td>
</tr>
</tbody>
</table>
# Chicago Partner Schools & Organizations (cont’d)

<table>
<thead>
<tr>
<th>School or Partner Name</th>
<th>Free/Reduced Lunch Rate</th>
<th>School Type</th>
<th>Grade Level</th>
<th>Neighborhood</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schurz High School</td>
<td>93</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>Avondale</td>
</tr>
<tr>
<td>South Shore International College Prep High School</td>
<td>88</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>South Shore</td>
</tr>
<tr>
<td>Sullivan High School</td>
<td>91</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>Rogers Park</td>
</tr>
<tr>
<td>Taft High School</td>
<td>59</td>
<td>CTE</td>
<td>Grades 9-12</td>
<td>Norwood Park</td>
</tr>
<tr>
<td>Thornridge High School</td>
<td>89</td>
<td>Public</td>
<td>Grades 9-12</td>
<td>Dalton, IL</td>
</tr>
<tr>
<td>Thornton Township High School</td>
<td>87</td>
<td>Public</td>
<td>Grades 9-12</td>
<td>Harvey, IL</td>
</tr>
<tr>
<td>Thornwood High School</td>
<td>72</td>
<td>Public</td>
<td>Grades 9-12</td>
<td>South Holland, IL</td>
</tr>
<tr>
<td>University of Chicago College Prep</td>
<td>85</td>
<td>Charter</td>
<td>Other</td>
<td>Woodlawn</td>
</tr>
</tbody>
</table>
Chicago Highlights

• **Increasing our program reach** throughout the Midwest in northeast Ohio, Milwaukee, and Detroit

• **New and expanded relationships** with community-based organizations including Cleveland Boys and Girls Club, Gary comer Youth Center, Male Mogul Initiative, Mind and Hand, and Northside Learning Center

• **Piloting a micro-financing program** through our partnership with CIBC for NFTE students and alumni seeking to launch businesses in their community

National Finalist Profile

Nayla Walker, Founder and CEO of Blyss, has grown up in a neighborhood that lacks resources and economic stability. She has witnessed young girls of color facing discrimination, a lack of successful role models, and fewer resources and opportunities leading to their feeling worthless. Nayla founded Blyss because she knows how important it is for people to see themselves represented in positive stories and characters. This online clothing/accessory shop depicts girls of color as smart, strong, brave, and creative in inspirational stories written by people from different ethnic backgrounds.
Alumni get connected with exclusive opportunities following their NFTE student experience which provide venues for alumni to leverage their entrepreneurial mindset. We offer a network of support to connect alumni to their peers, business and startup communities, and opportunities such as NFTE’s Alumni Investor Forum, internships, and exclusive scholarships.

- **College** – Scholarships & academic opportunities
- **Career** – Internships & professional opportunities
- **Startup** – Incubators, Mentors, & guidance on launching your business
**Strategic Plan**

**NFTE 2022**

*Launching the Entrepreneurial Generation*

**200,000 students per year**

**Career-ready, entrepreneurial U.S. youth**

- Creating the Entrepreneurship Pathway Program
- Teaching and Measuring the Entrepreneurial Mindset
- Investing in the NFTE Teacher Corps

**Reach:** Serve 200,000 U.S. youth annually by the 2022-23 school year.

**Impact:** Integrate entrepreneurial mindset development with academic and industry skills to ensure all NFTE youth are career-ready; Grow volunteerism in support of students’ work-readiness skills, career exploration, and business plan coaching

**Sustainability:** Reach 10x students at 2x operating budget; generate more school-based fee-for-service income and increase philanthropic support; invest in and leverage NFTE Teacher Corps
Key Supporters

- Citi Foundation
- EY
- SAP
- Seedlings Foundation
- DIANA DAVIS SPENCER FOUNDATION
- AT&T
- Capital One
- HORIZON
- BURTON D. MORGAN FOUNDATION
- MOTOROLA SOLUTIONS FOUNDATION
- NORTHERN TRUST
- Microsoft
- POLK BROS FOUNDATION
- CIBC
- nfte!
Chicago Advisory Board & E-Council

Nirav Amin
Director of National Expansion
Tide Cleaners

David Habiger
Venture Partner
Pritzker Group Venture Capital

Mike Jortberg
Practice Area Director
Slalom

DJ Paoni
President, Sales North America
SAP

Gary Weintraub
Sales Director, Drugstore Class & Trade
SC Johnson

Mike Carpenter
Managing Partner, Product Lead
Adjunct Creative

Jacques Duke
Software Engineering Consultant
Inspire11

Mitch King
Sales Manager, Midwest
WeWork

Fabian Romo
CEO
Found & Chicago Pet Services

Alex Van Atta
Salesforce Solution Architect
Slalom
Board of Directors

Michael J. Kacsmar, Chair
Partner
EY

Timothy Murphy, Co-Vice Chair
General Counsel & Chief Franchise Officer
Mastercard

Tucker York, Co-Vice Chair
Global Head, Private Wealth Management,
Head of US Private Wealth Business
Goldman, Sachs & Co.

Patricia Alper
President
The Alper Portfolio Group

Gus Harris
Executive Director
Moody’s Analytics

Anthony Salcito
VP of Worldwide Education
Microsoft Corporation

David Chubak
Head of Global Retail Banking and Consumer Lending
Citigroup

J.D. LaRock
President & CEO
NFTE

Diana Davis Spencer
President
The Diana Davis Spencer Foundation

Kyle Garman
SVP & Managing Director,
Global Strategic Partners
SAP SE

Kellam Mattie
Chief Marketing Officer, Vice President of Marketing and Innovation for Venturing & Emerging Brands (VEB)
The Coca-Cola Company

David Spreng
Chairman, CEO & CIO
Runway Growth Capital

Noah Hanft
Mediator, Arbitrator, ADR Advisor
AcumenADR

Andrew Oliver
CEO
Giantmicrobes, Inc.
Thank You

For more information:

Michelle Mirzoian, Development Director

michellem@nfte.com