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:

1. Initiative & Self-Reliance
2. Flexibility & Adaptability
3. Communication & Collaboration
4. Creativity & Innovation
5. Future Orientation
6. Critical Thinking & Problem Solving
7. Opportunity Recognition
8. 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 46% of low income students overall

25% of NFTE alumni have started at least one business, compared to 2% of the general youth population

14% On average, NFTE alumni earn 14% more than their peers

NFTE in the St. Louis Metro Area

2019-20 School Year (Projected)
18 Schools and Community Partners
22 Teacher Corps Members
39 School- and Community-Based Programs
960 Students

Student Race/Ethnicity*

<table>
<thead>
<tr>
<th>Race/Ethnicity</th>
<th>% of Student Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latino</td>
<td>6%</td>
</tr>
<tr>
<td>Black</td>
<td>6%</td>
</tr>
<tr>
<td>White</td>
<td>6%</td>
</tr>
<tr>
<td>Asian, Native American, and other ethnicities</td>
<td>94%</td>
</tr>
</tbody>
</table>

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

Student Grade Levels

<table>
<thead>
<tr>
<th>Grade Level</th>
<th>% of Student Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>6–8th</td>
<td>3%</td>
</tr>
<tr>
<td>9–10th</td>
<td>25%</td>
</tr>
<tr>
<td>11–12th</td>
<td>72%</td>
</tr>
</tbody>
</table>

Student Gender

- Male 31%
- Female 66%
- Other 3%

Country of Origin

- U.S. 84%
- Other 6%

FRL Eligible

- Yes 90%
- No 10%
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 ENTREPRENEURSHIP PATHWAY

Awareness Programs
• World Series of Innovation
• Venture

Exposure Programs
• Startup Tech
• Startup 101
• BizCamp®

Expertise Program
• Entrepreneurship 1

Application Programs
• Entrepreneurship 2
• Startup Summer

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.

“The NFTE program has had a lasting impact on me by providing me with entrepreneurship skills, business skills, and life skills that I have not learned elsewhere.”

Destiny Davis, 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

www.nfte.com  @NFTE