Overview
Program Year: 2023-2024

Jane Walsh, EVP, Chief Advancement Officer, JaneW@nfte.com
Liliana Pichardo, Development Director, Strategic Partnerships, LilianaP@nfte.com
Network for Teaching Entrepreneurship (NFTE) ignites the entrepreneurial mindset with unique learning experiences that empower students to own their futures.

- Focus on young people ages 11 to 24 in under-resourced communities
- Work in school districts with free and reduced lunch (FRL) eligibility rate of 50%+
- Majority of partner schools average 70%-80% FRL rates

nfte.com
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.

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.
Impact & Outcomes

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

96% of NFTE seniors are on track to graduate high school on-time compared to less than 80% among their peers.

Female NFTE students show larger gains from pre- to post-EMI than their male counterparts.

NFTE alumni have started at least one business.

NFTE students significantly increased their overall entrepreneurial mindset compared to their non-NFTE peers.

Alumni earn more and report high rates of satisfaction

Alumni earn 10% more despite coming from low-income communities (among respondents who are full-time salaried employees).

3 out of 4 are satisfied with their careers.

33.1% of respondents are very satisfied, and 42.2% are satisfied, with their careers.
NFTE Entrepreneurship Pathway

NFTE's Pathway programs activate the entrepreneurial mindset through **authentic experiential learning**. All programs are rooted in a **project-based** learning model that integrates **digital tools** and **lean startup** methodology. Students come up with their own original business idea, create a sustainable business model and plan, and pitch to a panel of expert judges.

<table>
<thead>
<tr>
<th>Awareness</th>
<th>Introductory</th>
<th>Intermediate</th>
<th>Advanced</th>
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</thead>
</table>
| World Series of Innovation  
*online experience* | Startup Tech | Entrepreneurship 1 | Entrepreneurship 2 |
| Exploring Careers | Exploring Careers | Entrepreneurship Essentials | |
| Entrepreneurship Essentials | | | |

**IN-SCHOOL PATHWAY**

**OUT OF SCHOOL**

<table>
<thead>
<tr>
<th>Start It Up!</th>
<th>BizCamp</th>
<th>Startup Summer Founders Forum</th>
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<tbody>
<tr>
<td>ESB Prep!</td>
<td></td>
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</table>

NFTE students can also prepare to take Intuit and Adobe certification exams demonstrating mastery of Quickbooks, Design For Delight, Photoshop, InDesign, and more.

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

- **Train-the-Trainer Model:** educators are at the center of all NFTE programs

- **NFTE University Teacher Training:** 2-4 day intensive initial training

- **Professional Development:** Professional Learning Communities, webinars and workshops to share new entrepreneurship content and industry topics, and regular office hours with NFTE staff

- **Leadership Opportunities:** Lead Teachers take on leadership roles within the NFTE Teacher Corps to support on training, peer-to-peer support

- **Recognition:** top-performing NFTE educators receive recognition and incentives

- **Entrepreneurship Education Summit:** national conference for educators, policymakers, field practitioners
Volunteerism (in person and virtual)

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>Guest Speaker</th>
<th>Coach &amp; Advisor</th>
<th>Events &amp; Field Trips</th>
<th>BizPlan Judge</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share your professional development story, lead a career awareness session or teach a specific lesson as a subject matter expert to highlight business concepts and inspire innovative ideas. Sessions may be individual or panel discussions.</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. Sessions may be individual or panel discussions.</td>
<td>Host students at your company to connect the classroom to workforce pathways; participate in Innovation Days and Youth Entrepreneurship Summits. Typically includes guest speaking, workshops, coaching sessions.</td>
<td>Panels of business professionals evaluate business pitches (the final demonstration of learning), provide feedback on content and delivery and network with students. Classroom, regionals, nationals.</td>
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</tbody>
</table>

53% of alumni who launched a business are still in touch with at least one volunteer from their NFTE experience.

81% of alumni said volunteer experience was helpful to their lives outside of NFTE and entrepreneurship.
NFTE Program Components

LEARN STARTUP PRACTICES

Build ➔ Measure ➔ Learn

GOLD STANDARD PROJECT-BASED LEARNING (PBL)

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

BLENDED LEARNING

Face-to-Face Learning

Digital Tools
Learning Management System (LMS)

NFTE Pathway courses are delivered via the Canvas LMS as well as integrated into the preferred LMS of the schools/districts we work with:

- All instructional materials can be accessed through multiple modalities:
  - Digital assignments and assessments for individual student computers
  - Printable assignments and assessments available for print or projection on-screen
- Individual student accounts in the LMS allow for real-time student data analysis
- Educator access to the NFTE Teacher Resource Hub
- Virtual support provided by NFTE staff
Youth Entrepreneurship Challenge Series

- Cash prizes awarded annually to the top student entrepreneurs at the classroom, school/district, regional, national, and global levels.
- Students prepare business plans and pitches with support from teachers and volunteer business coaches. Judges from the business community provide feedback and encouragement.
- Winners at the classroom and school level earn opportunity to advance to regionals, nationals, and the World Youth Entrepreneurship Challenge.
- The 2023-24 series will offer virtual and in-person rounds.
- Competition judges and speakers have included business leaders and entrepreneurs, such as Sarah Kauss, founder of S’well, Daymond John, FuBu founder and Shark Tank star, Jamie Siminoff, founder of Ring, and Saweetie, rapper and philanthropist.
46 youth businesses pitched in front of a panel of judges; the top three competed during the final round on Tuesday, October 3, 2023.

Final Pitches included:

- **1st place:** Raneem Al Suwaidani, 17, a student from The Met School in Providence, RI presented Lilypad, a food truck rental opportunity for BIPOC entrepreneurs testing culinary concepts in a low-cost, risk-free environment.

- **Runner up:** Ashley Cruz Suarez, 14, a student from Florence Nightingale Middle School in Los Angeles, CA presented Re-Fi, which makes clothing from user-donated textiles and allows customers to shop on their app and online with points they earn each time they donate material.

- **Runner up:** Sarai Umansor Morales, 17, a student from Palm Beach Gardens Community High School in Lake Worth, FL presented Fiery, a business that eliminates recyclable aluminum waste by creating car rims that are affordable, high-quality, and accessible to all car owners.

In case you missed it: watch replay of the National Challenge.
NFTE U.S. Program Reach
NFTE’s Global Reach

North / Central America
- U.S.A.
- CANADA
- BERMUDA
- MEXICO

South America
- ARGENTINA

North / Central America
- Dominican Republic

Europe
- U.K.
- IRELAND
- BELGIUM
- GERMANY
- AUSTRIA
- GREECE
- CYPRUS
- TUNISIA
- MOROCCO
- TURKEY
- ISRAEL
- PALESTINE
- SINGAPORE

Asia Pacific
- CHINA
- JAPAN
- PHILIPPINES
- SINGAPORE
- PAKISTAN
- INDIA

Middle East /Africa
- SOUTH AFRICA
- QATAR
- MOROCCO
- CYPRUS
- GREECE
- TUNISIA
- TURKEY
- ISRAEL
- PALESTINE
- SINGAPORE
- CHINA
- JAPAN
- PHILIPPINES
- SINGAPORE
- PAKISTAN
- INDIA
Program Reach Snapshot

**SY23-24 Goals**

**Students:** 59,500

**Schools & Partners:** 885

**Teachers:** 1,100
## FY24 Regional Goals

<table>
<thead>
<tr>
<th>Regions</th>
<th>Students Goal</th>
<th>Contract Services Goal</th>
<th>Fundraising Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Southeast</td>
<td>25,000</td>
<td>$1,068,000</td>
<td>$600,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>6,000</td>
<td>$300,000</td>
<td>$500,000</td>
</tr>
<tr>
<td>South</td>
<td>4,700</td>
<td>$180,000</td>
<td>$250,000</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>3,000</td>
<td>$185,000</td>
<td>$600,000</td>
</tr>
<tr>
<td>West</td>
<td>4,300</td>
<td>$190,000</td>
<td>$850,000</td>
</tr>
<tr>
<td>Capital</td>
<td>2,500</td>
<td>$80,000</td>
<td>$230,000</td>
</tr>
<tr>
<td>New England</td>
<td>2,000</td>
<td>$125,000</td>
<td>$250,000</td>
</tr>
<tr>
<td>HQ / Global</td>
<td>12,000</td>
<td>$238,000</td>
<td>$8,300,000</td>
</tr>
<tr>
<td><strong>U.S. Total</strong></td>
<td><strong>59,500</strong></td>
<td><strong>$2,314,200</strong></td>
<td><strong>$11,730,000</strong></td>
</tr>
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NFTE Alumni Network

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 Founders Forum, internships, and exclusive scholarships.

- **College** – Scholarships & academic opportunities
- **Career** – Internships & professional opportunities
- **Startup** – Incubators, Mentors, & guidance on launching your business
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Goldman Sachs & Co. LLC

Sandra Rosa
Chief Human Resources Officer
Syniverse
Thank You

For more information:
Jane Walsh
Executive Vice President, Chief Advancement Officer
JaneW@nfte.com
www.nfte.com