Overview

Program Year: 2023-2024

Scott Nasatir, Executive Director, Midwest, ScottN@nfte.com
Tiana Schlottman, Development Manager, Midwest, TianaS@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.
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.
- **1 in 4** 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.

- Average American: $71K
- NFTE Alumni: $78K
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>
</tr>
</thead>
<tbody>
<tr>
<td><strong>World Series of Innovation</strong>&lt;br&gt;(online experience)</td>
<td>Startup Tech&lt;br&gt;Exploring Careers&lt;br&gt;Entrepreneurship Essentials</td>
<td>Entrepreneurship 1</td>
<td>Entrepreneurship 2</td>
</tr>
</tbody>
</table>

**IN-SCHOOL PATHWAY**

**OUT OF SCHOOL**

- Start It Up!
- ESB Prep!
- BizCamp
- Startup Summer Founders Forum

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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!

- **Guest Speaker**
  - 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.

- **Coach & Advisor**
  - 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.

- **Events & Field Trips**
  - 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.

- **BizPlan Judge**
  - 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

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

GOLD STANDARD PROJECT-BASED LEARNING (PBL)
- Driving Question or Knowledge
- Need to Know
- Inquiry and Innovation
- 21st Century Skills
- Student Voice and Choice
- Feedback and Revision
- Publicly Presented Product

LEAN STARTUP PRACTICES
- Build
- Measure
- Learn

BLENDED LEARNING
- Face-to-Face Learning
- Digital Tools
Learning Management System (LMS)

NFTE Pathway courses are delivered via the Canvas LMS:

• 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 2022-23 series will offer virtual rounds (quarter- and semi-finals) and in-person (finals).
- 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

LEGEND
- Regional Core Programs
- Postsecondary Programs
- Both
NFTE’s Global Reach

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

South America
- ARGENTINA

Middle East / Africa
- U.K.
- IRELAND
- BELGIUM
- GERMANY
- AUSTRIA
- GREECE
- CYPRUS
- TUNISIA
- MOROCCO
- TURKEY
- MOROCCO
- ISRAEL
- PALESTINE
- QATAR

Asia Pacific
- PAKISTAN
- INDIA
- SINGAPORE
- CHINA
- JAPAN
- PHILIPPINES
- SOUTH AFRICA
Midwest Program Reach Snapshot

SY23-24 Goals

Students 6,000
Districts 30
Schools & Partners 90
Teachers 100

Race/Ethnicity

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>% of NTSE Student Population</th>
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<tbody>
<tr>
<td>Latino</td>
<td>26%</td>
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<tr>
<td>Black</td>
<td>52%</td>
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<tr>
<td>White</td>
<td>6%</td>
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<tr>
<td>Asian, Other, and More Than One Ethnicity</td>
<td>16%</td>
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Grade Level

<table>
<thead>
<tr>
<th>Grade Level</th>
<th>% of NTSE Student Population</th>
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<tr>
<td>6–8</td>
<td>2%</td>
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<tr>
<td>9–10</td>
<td>46%</td>
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<tr>
<td>11–12</td>
<td>52%</td>
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FRL Eligible

- 65% Yes
- 15% No

Gender

- 53% Male
- 44% Female
- 3% Non-binary or prefer not to answer
Midwest Program Partners

**Illinois (19)**
- Aspira Antonia Pantoja High School
- Aspira Business & Finance High School
- CICS Longwood Middle School, CPS
- CICS Longwood High School, CPS
- Curie Metropolitan High School, CPS
- Holy Trinity High School
- Horizon Science Academy McKinley Park, Concept Schools
- Manley High School, Dreamchasers
- Marshall High School, Dreamchasers
- Nancy B. Jefferson, Dreamchasers
- Perspectives High School of Technology
- Perspectives Leadership Academy
- Perspectives Math and Science Academy
- South Shore International College Prep High School, CPS
- Taft High School, CPS
- Thornridge High School
- Thornwood High School, District 205
- **Community Based Organizations**
  - Big Green
  - Illinois Department of Corrections

**Indiana (1)**
- Force for Good/Venture Z Entrepreneurship Academy

**Michigan (22)**
- Accelerated Learning Academy
- Atherton Community School District
- Beecher Community School District
- Bendle HS
- Bentley High School
- Carman-Ainsworth High School
- Chamber of Commerce (Youth Quest)
- Cloi Area Schools
- Fenton Schools
- Flex High
- Flint Southwestern Academy
- GISD/GCI
- GISD/GEC-MMC
- Goodrich High School
- Grand Blanc Community Schools
- Hamady High School
- International Academy of Flint
- Madison Academy
- Montrose, Hill McCloy High School
- Mt. Morris Consolidated Schools, E.A. Johnson
- Swartz Creek High School
- Westwood Heights, Academy West
- WestWood Heights, Hamady High School

**Missouri (11)**
- Brittany Woods, East St. Louis
- Every Child's Hope - Normandy
- Girls INC
- Jennings SD/Jennings Senior High School
- Mason Clark Middle School
- Normandy Schools Collaborative
- Normandy Middle School
- Saint Louis Science Center/YES Program
- SSD/North County Tech
- SSD/South County Tech
- U-City School District/University City High School

**Nebraska (8)**
- Benson Magnet High, Omaha
- Community Correctional Center, Lincoln
- Community Correctional Center, Omaha
- Lincoln Correctional Center, Lincoln
- Nebraska State Penitentiary, Lincoln
- Nebraska Correctional Center for Women, York
- Omaha Correctional Center, Omaha
- Tecumseh State Correctional Institution, Tecumseh

**Ohio (8)**
- Emmanuel Christian, Akron
- Horizon Columbus, Concept Schools
- John Marshall High School
- Pathway to Success Program
- Shaw High School, East Cleveland
- Valley-Stem High School
- West Central Learning Academy
- Youngstown City School District High School

**Wisconsin (2)**
- Beloit Memorial High School
- West/North Bend High School
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, Advisors, & guidance on launching your business
Key Supporters

Invest for Kids
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<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company/Role</th>
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<tbody>
<tr>
<td>Pramit Mehta</td>
<td>Chair</td>
<td>Midwest Advisory Board</td>
</tr>
<tr>
<td></td>
<td>Partner, Assurance Services</td>
<td>EY</td>
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<tr>
<td>Mike Carpenter</td>
<td>Staff Designer</td>
<td>ZenBusiness</td>
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<tr>
<td>Maxine Clark</td>
<td>Founder, Build-A-Bear Workshop</td>
<td>Build-A-Bear Workshop</td>
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<td></td>
<td>Chief Inspirator, The Delmar DivINE™</td>
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<tr>
<td>Siddique Hameed</td>
<td>VP of Software Engineering</td>
<td>Mastercard</td>
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<tr>
<td>Carla Jackson</td>
<td>Head of Middle School/Director of Entrepreneurship</td>
<td>Emmanuel Christian Academy</td>
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<tr>
<td>Mike Jortberg</td>
<td>Global Salesforce Practice Sales Director</td>
<td>Slalom</td>
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<tr>
<td>Venu Raghavan</td>
<td>VP of Strategy &amp; Development</td>
<td>Wasson Enterprise</td>
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<td>Gary VonderHaar</td>
<td>CTO</td>
<td>Mastercard</td>
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<tr>
<td>Gary Weintraub</td>
<td>Director of Sales</td>
<td>Stasher</td>
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<tr>
<td>Brian Williams</td>
<td>Senator</td>
<td>District 14, St. Louis</td>
</tr>
<tr>
<td>Kevin Wilson</td>
<td>Director</td>
<td>SBDC University of Missouri</td>
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</table>
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Thank You

For more information:
TianaS@nfte.com,
TianaS@nfte.com

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