Overview
Program Year: 2023-2024

Brian White, Development Director, NFTE South, BrianW@nfte.com
Trish McKeel, Regional Director, NFTE South, TrishM@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.

- **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.
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>
</tr>
</thead>
<tbody>
<tr>
<td>World Series of Innovation (online experience)</td>
<td>Startup Tech</td>
<td>Entrepreneurship 1</td>
<td>Entrepreneurship 2</td>
</tr>
<tr>
<td>Exploring Careers</td>
<td>Exploring Careers</td>
<td>Entrepreneurship Essentials</td>
<td></td>
</tr>
<tr>
<td>Entrepreneurship Essentials</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**IN-SCHOOL PATHWAY**

**OUT OF SCHOOL**

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

---

**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!

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

---

**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
NFTE Program Components

LEAN STARTUP PRACTICES

Build → Measure → Learn

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

Face-to-Face Learning
BLENDED 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 2023-24 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.
NFTE U.S. Program Reach
NFTE’s Global Reach

North / Central America
- Argentina
- U.S.A.
- Canada
- Bermuda
- Mexico

South America
- Argentina

Europe
- UK
- Ireland
- Belgium
- Germany
- Austria
- Greece
- Cyprus
- Turkey
- Tunisia
- Morocco
- Israel
- Palestine
- Qatar
- South Africa

Asia Pacific
- China
- Japan
- Philippines
- Singapore
- Pakistan
- India
- Indonesia

Middle East / Africa
- Tunisia
- Morocco
- Qatar
- South Africa

North / Central America
NFTE South Program Reach Snapshot

SY23-24 Goals

Students 4,700
Districts 10
Schools & Partners 32
Classes & Camps 75
Teachers 45
NFTE South Program Partners

**Dallas Independent School District**
- Woodrow Wilson High School
- Seagoville P-TECH at Eastfield
- Skyline High School
- H. W. Longfellow Career Academy
- North Dallas High School
- Townview School of Business
- Career Institute East
- Career Institute North
- Career Institute South
- Robinson School of Business and Management
- Bryan Adams High School
- Benjamin Franklin
- IDEA - Innovation Design
- Entrepreneurship Academy at James W. Fannin
- H. W. Longfellow Career Academy
- Hillcrest High School
- Godley ISD
- Moises E Molina High School (DISD)
- Seagoville High School (DISD)
- South Oak Cliff High School (DISD)
- Thomas Jefferson High School (DISD)
- Conrad High School (DISD)
- Harold Lang Middle School (DISD)

**Breakfree Education**
- Travis Hills School NOLA

**Crosby ISD**
- Crosby High School

**Grand Prairie Independent School District**
- Grand Prairie School for the Highly Gifted

**Irving ISD**
- Nimitz High School

**Lancaster ISD**
- Lancaster High School

**Academy of Dallas**
- Academy of Dallas Charter School

**Cristo Rey-OKC**
- Cristo Rey Jesuit 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, Mentors, & guidance on launching your business
NFTE South Key Supporters
South Advisory Board

Lisette Mendez, Board Chair
Vice President & Latin America Controller
AT&T Finance

Lincoln Cohoon
Senior Tax Manager
EY

Murray Covens
Principal
North Texas Nonprofit Resources

Michael Dominguez
President & CEO
Associated Luxury Hotels International

Bill Kling
Principal
Benova RX

Terri Maxwell
President & CEO
Share On Purpose

Adrienne Palmer
Entrepreneur
Founder, Insite Interactive
Global Board, Entrepreneurs’ Organization (2013-2016)
Board of Directors

Michael J. Kacsmar, Chair
Partner
EY

Kyle Garman, Vice Chair
SVP, Global Business Development
SAP SE

Patricia Alper
President
The Alper Portfolio Group

Alexis Jeffries
Head of Business Product Marketing
Glassdoor
Adjunct Professor
USC Marshall School of Business

Anthony Salcito
Chief Institution Business Officer
Nerdy

Tony Frazier
Corporate Board Member and Former Executive Vice President at Maxar Technologies

David Wellisch
CEO & Co-Founder
Collage Group

Pam Habner
Head of U.S. Branded Cards
Citi

Tucker York
Global Head, Goldman Sachs Wealth Management
Goldman Sachs & Co. LLC

J.D. LaRock
President & CEO
NFTE

Sandra Rosa
Chief Human Resources Officer
Syniverse
Thank You

For more information:

Brian White, Development Director

BrianW@nfte.com

www.nfte.com