Overview

Program Year: 2023-2024

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**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.**

<table>
<thead>
<tr>
<th>Initiative &amp; Self-Reliance</th>
<th>Flexibility &amp; Adaptability</th>
<th>Communication &amp; Collaboration</th>
<th>Creativity &amp; Innovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>The power to take ownership without input or guidance and to work through obstacles independently.</td>
<td>The ability and willingness to change actions and plans to overcome present and future challenges.</td>
<td>The ability to clearly express ideas to an intended audience, including persuading others to work towards a common goal.</td>
<td>The ability to think of ideas and create solutions to problems without clearly defined structures.</td>
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<table>
<thead>
<tr>
<th>Future Orientation</th>
<th>Critical Thinking &amp; Problem Solving</th>
<th>Opportunity Recognition</th>
<th>Comfort with Risk</th>
</tr>
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<tbody>
<tr>
<td>An optimistic disposition with a focus on obtaining the skills and knowledge required to transition into a career.</td>
<td>The process of applying higher-level, process-oriented thinking skills, and of transitioning that reasoning to decision making.</td>
<td>The practice of seeing and experiencing problems as opportunities to create solutions.</td>
<td>The capacity to move forward with a decision despite inevitable uncertainty and challenges.</td>
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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.
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
NFTE students apply the entrepreneurial mindset—succeeding in the workplace, starting businesses, and furthering their education.

Impact & Outcomes

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.

Alumni earn an average of $78K compared to $71K for the average American.
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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<tbody>
<tr>
<td><strong>World Series of Innovation</strong>&lt;br&gt;(online experience)</td>
<td><strong>IN-SCHOOL PATHWAY</strong>&lt;br&gt;Startup Tech&lt;br&gt;Exploring Careers&lt;br&gt;Entrepreneurship Essentials</td>
<td>Entrepreneurship 1</td>
<td>Entrepreneurship 2</td>
</tr>
<tr>
<td><strong>OUT OF SCHOOL</strong>&lt;br&gt;Start It Up!&lt;br&gt;ESB Prep!</td>
<td>BizCamp</td>
<td>Startup Summer Founders Forum</td>
<td></td>
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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.

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**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.

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**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.

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**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.

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**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

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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
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
- Argentina
- United States
- Canada
- Bermuda
- Mexico

South America
- Dominican Republic

Europe
- United Kingdom
- Ireland
- Belgium
- Germany
- Austria
- Greece
- Cyprus
- Turkey
- Tunisia
- Morocco
- Qatar
- South Africa

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

Middle East / Africa
- Pakistan
- Israel
- Palestine
- United Arab Emirates
- Greece
- Turkey
- Cyprus
- Tunisia
- Morocco
- Qatar
- South Africa
NFTE Southeast Program Reach Snapshot

SY23-24 Goals

- Students: 25,000
- Districts: 20
- Schools & Partners: 230
- Teachers: 350
**Florida**

**Alachua**
- Lauftin High School
- Santa Fe High School

**Broward** *(District License)*
- Attucks Middle School
- Bair Middle
- Blanche Ely High School
- Coconut Creek High School
- Cooper City High
- Crystal Lake Middle School
- Cypress Bay High
- Dave Thomas Ed Center
- Deerfield Beach High School
- Deerfield Beach Middle School
- Dillard High 6-12 Center
- Flanagan High School
- Fort Lauderdale High School
- Hallandale High School
- Indian Ridge Middle School
- Fort Lauderdale High School
- Hallandale High School

**Broward** *(cont.)*
- Lauderdale Lakes Middle School
- Lyons Creek Middle
- Margate Middle School
- Miramar High
- Monarch High
- New River Middle School
- Nova High School
- Nova Middle School
- Plantation Middle School
- Stranahan High School
- Taravella High
- West Broward High
- Western High School
- William Dandy Middle School

**Coffee**
- XXX

**Duval** *(District License)*
- A Philip Randolph Academy/Tech
- A. Philip Randolph Career Academies
- Baldwin High School
- Duncan U. Fletcher High School
- First Coast High School
- Frank H Peterson Academy/Tech
- Jean Ribault High School
- Mandarin High School
- Oceanway Middle School
- Riverside High School
- Samuel W. Wolfson High School
- Westside High School
- Springfield Middle School
- Westside High School
- Wolfson High School
- Ed White High School
- DVIA
- Landmark Middle School

**Escambia**
- Booker T Washington High School
Flagler
- Flagler Palm Coast High School

Hernando
- XXX

Hillsborough (District License)
- Alonso High School
- Beth Shields Middle School
- Brandon High School
- Carrollwood Day School
- Chamberlain
- Dr. Kiran C. Patel High School
- Durant High School
- East Bay High School
- Freedom High School
- Gaither High School
- HB Plant High School
- Hillsborough High School
- Jefferson High School
- King High School
- Lennard High School
- Leto High School
- Lutz K-8
- Maniscalco K-8
- Plant City HS
- Riverview High School

Hillsborough (Cont.)
- Steinbrenner High School
- Stewart Middle Magnet School
- Sumner High School
- Tampa Bay Tech
- Thomas Jefferson High School
- Wharton HS
- Young Middle Magnet School

Marion
- Forest High School
- Marion Technical College

Miami (Community Base Organizations)
- Breakthrough Miami
- Centro Campesino
- YWCA of Miami
- City of Miami
- Gang Alternative
- Miami Lighthouse for the Blind
- The ARC
- Trinity Church – Peacemakers
- Urgent Inc.

Miami
- B. Wright Academy
- Booker T Washington Senior High School
- Coral Gables Senior High School
- Jan Mann Opportunity School
- John A. Ferguson Senior High School
- Jose Marti MAST 6-12 Academy
- Mater Brackell Academy
- Miami Lakes Educational Center
- Miami Senior High School
- New World School of the Arts
- North Miami Beach Senior High School
- Trinity Christian Academy – Miami
- Western International School
- Westminster Christian School
- Young Leaders Academy

Ocala
- Ocali Charter High School

Ocoee
- Innovation Montessori
Orange (District License)
- Apopka High School
- Boone High School
- Colonial High School
- Cypress Creek High School
- Dr. Phillips High School
- East River High School
- Edgewater High School
- Evans High School
- Freedom High School
- Horizon High School
- Jones High School
- Lake Buena Vista High School
- Oak Ridge High School
- Ocoee High School
- Olympia High School
- OTC South Campus
- Timber Creek High School
- University High School
- Wekiva High School
- West Orange High School
- Windermere High School

Palm Beach
- Palm Beach Garden's
- TBD
- TBD
- TBD
- TBD

Sarasota
- Booker HS
- Heron Creek MS
- McIntosh MS
- North Port HS
- Riverview HS
- Sarasota MS
- Suncoast Polytechnical HS
- Venice HS

Seminole
- TBD

St. Lucie
- TBD

Volusia (District License)
- Atlantic High School
- DeLand High School
- Mainland High School
- New Smyrna Beach High School

Volusia (Continued)
- Pine Ridge High School
- Richard Milburn Academy
- Seabreeze High School
- University High School
- Taylor High School
- University High School
- Volusia Online

Georgia

DeKalb (District License)
- Cedar Grove High School
- Chamblee Charter High School
- Clarkston High School
- Columbia High School
- Cross Keys High School
- Druid Hills High School
- Dunwoody High School
- Elizabeth Andrews High School
- Lakeside High School
- Redan High School

North Carolina

Clay
- Hayesville 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
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Southeast Advisory Board

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Greenspoon Marder, LLP

Alan Alvarez
*Director, Educational Program*
Miami Bayside Foundation

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EY

Greg Diamond
*Industry Advisor*
Brightwood Capital

Jessie Dumont
*SVP, Senior Product Manager*
Bank of America

Anthony Hazen
*Sr. Property Manager*
Link Logistics Real Estate

Eileen Higgins
*District 5 Commissioner*
Miami-Dade County

Paul Jaure
*CEO Founder*
Golf Boost

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Citi

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Syniverse

Anthony Salcito
Chief Institution Business Officer
Nerdy

David Wellisch
CEO & Co-Founder
Collage Group

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

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