David H. Koch Charitable Foundation Research

Washington, DC

In 1998, the David H. Koch Charitable Foundation sponsored one of the most comprehensive studies ever completed on the impact of youth entrepreneurship training in America. The New York-based Research & Evaluation for Philanthropy aggressively tracked a statistically significant random sample of 120 young adults ages 18-28 who had completed the NFTE Washington, DC program in junior or senior high school, and compared them with a group of 152 young adults who never participated in NFTE. The young adults surveyed were from low-income neighborhoods in DC, and over half were age 20 years and older.

Some of the highlights from the report include:

- 91% of NFTE DC alumni want to start their own businesses compared with 75% of the comparison group and 50% of the U.S. public.
- NFTE DC alumni were two times more likely to be current business owners than other DC area young adults (12% vs. 5%). In fact, business formation for NFTE DC is substantially higher than the estimated 1-3% national rate for minority adults.
- NFTE participation increased the likelihood of ever starting a business four-fold.
- NFTE increased high school exposure to business and entrepreneurship training fourteen-fold, and nearly nine in ten alumni (88%) thought about going into business for themselves after taking NFTE.
- 99% of alumni indicated that NFTE gave them a more positive view of business and they were two times more likely to predict that they would support themselves by owning a business in five years.
- Nearly seven in ten NFTE alumni (68%) were the first in their family to start a business.
- Nearly all alumni (97%) report that NFTE improved their business skills and knowledge and 100% of alumni would recommend the program to others.
- The comparison group was two times more likely to prefer government employment over business ownership and corporate management than NFTE alumni.
- Alumni are more likely to believe that business is over-regulated and over-taxed than the comparison group.