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National Youth Entrepreneurship Challenge

Thursday, October 22, 2020
Livecast



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Master of Ceremonies

Daniel Williams
Lead Program Associate
NFTE Southwest



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Thanks to the commitment of NFTE's national donors, an increasing number of young people are prepared with the entrepreneurial mindset and startup skills required to succeed in today's innovation economy.

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Judges



Tina Davis
Senior Vice President, Corporate
Sponsorship & Marketing
Citi

With over 20 years of marketing, advertising and sponsorship industry experience, Tina Davis has proven her ability to stay relevant and innovative, working across major industries including Banking, Tourism, Sports, Retail and Packaged Goods. Tina has led award-winning brand programs for Fortune 500 firms and companies such as Nike, Citi, Pepsi, Las Vegas Tourism, CA Anti-Smoking, and US Army.

During her time at Citi, Tina has developed and spearheaded numerous breakthrough programs, including Summer and Winter Olympic and Paralympic campaigns spanning from 2011-2016, CitiBike, award-winning North American Cards campaigns and the launch of Citi's first interactive blog site.

Most notably, in 2011 Tina proposed and instituted the function of global sponsorships at Citi. Nine years later as Senior Vice President, Tina leads the oversight of Citi's global sponsorship strategy and its implementation. As a key function of this role, she has increased the effectiveness of spend globally by building and implementing a global approach to sponsorships, made possible through the development of a Sponsorship Advisory Council comprising key senior Citi stakeholders. Tina has been instrumental in championing global integration across the enterprise, contributing to business growth and a significant increase in the brand saliency.

Additionally, Tina directly manages several of Citi's high-profile sponsorships including Citi Field, Presidents' Cup, International Paralympic Committee, Citi Open, Harlem EatUp! and cultural properties such as the NY Philharmonic, National Museum of African American Culture & History and Park Avenue Armory.

Tina is a UCLA graduate with a Bachelor of Arts in Political Science. She supports several charitable organizations including Habitat for Humanity, GreenPeace, and Water.ORG, and she currently sits on the Apollo Theater, Park Armory and Figure Skating in Harlem boards.

Tina is the proud daughter of a retired United States Air Force Major and had the great privilege of living abroad much of her childhood. Travel remains in Tina's blood having been to or lived in five of the seven continents. She hopes to reach Antarctica and Africa in the near future. Tina currently resides in Brooklyn, NY.



Lee Henderson
Assurance Partner & Americas
Growth Markets Leader
EY

Lee is an assurance partner with almost 25 years of experience serving large, multinational public companies, as well as non-public emerging growth companies. Lee has significant experience with SEC accounting and reporting, mergers and acquisitions, initial public offerings, other capital market transactions, revenue recognition, global project leadership and management.

Lee also currently serves as the Americas Growth Markets leader and has significant experience serving high-growth companies in various sectors.

Lee has served as the coordinating partner for a number of clients both public and private. Additionally, Lee worked for four years in our London office as EMEA coordinating partner for a Fortune 500 technology company and for two years served as the chief operating officer of EY's UK and Ireland Assurance practice. As part of this COO role, Lee was responsible for leading numerous integration activities, working to align our service lines and managing the day-to-day operations of 1,900 professionals.

Lee also served as the "executive resident" partner for the global COO based in New York and London. He interacted daily with the global COO and other firm executives and was responsible for strategic matters, board-level special projects and client matters.

Lee has served on the board of Big Shoulders Fund for 9 years and currently is also a part of the Chairman's Advisory Committee and the Audit Committee. Lee is also a member of the Economic Club of Chicago and formerly served on the board and the finance committee for 1871 - Chicago's center for technology and entrepreneurship

Away from work, Lee is a self-proclaimed "sports fanatic", still finding time to play basketball when he can and watching Formula One racing, and running from volleyball and basketball tournaments with his daughters. Lee and his wife, Kim live in Naperville, IL, with their two daughters, Kaylee (16) and Layla (15). During quarantine the dogs have gotten more walks than they care for, many DIY projects are in progress, and Lee decided to restore a couple of old computers to donate, which he has found more challenging than the YouTube tutorial promised.

Judges, cont'd.



Bernardo Martinez
Vice President, Global Merchant Lending
PayPal

As VP Global Merchant Lending, Bernardo Martinez is responsible for overseeing Merchant Lending operations at PayPal. Prior to rejoining PayPal, Bernardo has spent more than 20 years in financial services including Bank of America, where he was responsible for a number of functions with small business banking, Funding Circle, where he was responsible for overseeing the overall strategic direction and day-to-day US operations, and Banco Dominicano del Progreso where he was

the Chief of Product and Marketing, leading the bank transformation, including an exclusive operating agreement with American Express. Throughout his career, he has focused on Small Business, Payments, Consumer and Business Lending.

Bernardo holds an MBA from Duke University (Fuqua School of Business) and BA in Economics from UCAB in Venezuela.



Sarah Kauss
Founder and Chairwoman
S'well

Sarah Kauss is the Founder and Chairwoman of S'well -- a design company for good, best known for creating the original fashion hydration accessory. Launched in 2010 in New York City, Sarah married her passion for fashion and sustainability to disrupt the reusable bottle industry and transform consumer behavior. Today, S'well is a Certified B Corporation with a wide range of products that has helped displace more than 4 billion single-use plastic bottles.

Sarah has also been honored by EY as the 2014 EY North American Entrepreneurial Winning Woman.



Dan Blank
CEO & Co-Founder
Toggle
NFTE Class of 2004

Dan Blank is the CEO and co-founder of Toggle, a construction robotics company focused on the implementation of manufacturing technology and practices in the built environment. Dan has spent the last twenty years as the founder of two successive companies: a design services agency and now Toggle, which have brought together his interests in the disciplines of design, technology, cities, and infrastructure.

Dan is particularly interested in the intersection of developing markets, transportation and renewable energy. With Toggle, he is helping to deliver large scale urban and infrastructure construction, at the same level of quality, speed and value as manufactured consumer goods. Dan is originally from Massachusetts and now lives in New York City with his wife and daughter.

Dan took the NFTE bizcamp at NYU in 2004 and is a proud NFTE alum.



Proud to do our part to help bright minds achieve bright futures.

NFTE is dedicated to empowering students and giving them a chance at a brighter future.

An idea we can all get behind.

At Citi, we commend NFTE on their efforts and are pleased to support their invaluable work.

Citi Foundation



Judges & Timers

NFTE thanks our quarter- and semi-final round judges for volunteering their time, energy and expertise. The support, feedback and suggestions they provide to our young entrepreneurs is a most generous gift.

Thanks also to the time-keepers and tabulators from EY who have volunteered their time to ensure that judges' scores are correctly tabulated throughout the challenge.

Andrea Betancourt-Shafer, Santander Bank, NA

Jason Blusk, PayPal

Mickie Bottiglieri, EY

Jessica Burns Stewart, Citi

Howard Chang, Citi

Ramya Chellappa, Citi

Jimmy Chow, Mastercard

Norah Coelho, PayPal

Scott Cohen, Byte

Megan Connolly, PayPal

Delfina Correia, Santander Bank, NA

Shanda Cuthbert, Santander Bank, NA

Diana Dibble, Design To Delivery Inc (D2DInc)

Ilya Dibner, PayPal

Erika Fluehr, Riskified

Yogitha Gudur, Citi

Brian Hale, PayPal

Christina Hamilton, SAP.iO Venture Studio

Shaney Harris, Citi

Cameron Jackson, EY

Suman Kapur, Well Balanced Solutions

Constance Klein, Constance Klein & Associates, LLC

Matthew Konchak, Santander Bank, NA

Ashok Kumar, Citi

Erin LaBarge, SAP North America

Nadav Lobel, Riskified

Subayu Mandal, Santander Bank, NA

Ellen Oiller, PayPal

Frank Padula, Santander Bank, NA

Pratiksha Panesar, Citi

Catarina Rodrigues, Santander Bank, NA

Naman Soni, Santander Bank, NA

Neil St. Clair, Timeless Media & Capital

Jennifer Suarez Jankes, Citi

Sameer Tare, Mastercard

Rabab Thaverani, Mastercard

Henri van der Eerden, EY

Timers/Tabulators from EY:

Rima Bhattacharjee

Anthony Lopez

Jierui Liu

Sarah Matthews (finals)

Kumar Murugavelu

Erin Ferguson

Mahlet Tadesse

Sara Kim

Shweta Sathisan

Evan Hargreaves

(lists incomplete at time of printing)



Our PayPal Gives efforts focus on improving the financial health of small businesses and youth, strengthening our communities, and supporting employees' charitable efforts. We are proud to support **NFTE** and their efforts to activate the entrepreneurial mindset in youth.



Congratulations to all of the students who are participating in the National Competition.

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Aaron Trinidad, winner, 2019 NFTE National Youth Entrepreneurship Challenge.

Photo: Margaret Fox, courtesy of NFTE

Dream. Design. Do.

We applaud young entrepreneurs and all those who spark and celebrate the entrepreneurial spirit in young people.



The Mott Foundation is a proud supporter of NFTE's work in entrepreneurial education.

www.mott.org

Get Involved Become a NFTE Volunteer

Network for Teaching Entrepreneurship (NFTE) ignites the entrepreneurial mindset with unique learning experiences that empower all students to own their futures. Research shows the entrepreneurial mindset—a set of skills including initiative, self-reliance, adaptability, creativity, critical thinking, problem solving, communication, and collaboration—leads to lifelong success. Empowered by the entrepreneurial mindset and equipped with the business and academic skills NFTE teaches, program alumni are prepared to thrive. NFTE works with schools and community partners across the U.S. and alliances with global youth development organizations bring NFTE programs to additional young people in a dozen countries around the world. NFTE has served well over a million students since its founding.

Learn more at www.nfte.com.

Competitors

Melissa Alfaro, 13 and Adriel Resendiz, 14
Kapsular, Grand Prairie, TX



Why haven't there been any recent revolutions in the way we brush our teeth? 45% of the US population fails to brush twice a day, with kids and teens struggling most of all. Additionally, 1.5 billion plastic tubes are discarded every year, which is harmful to the environment. Melissa and Adriel created Kapsular as a solution to all these problems. Kapsular introduces a mobile and convenient toothpaste capsule which disintegrates in your mouth, while being filled with the perfect amount of toothpaste. Their mission is to engage people into brushing more often, by making it more convenient and less messy, and getting rid of all those plastic tubes and helping the environment. Melissa and Adriel are eager to make a difference in their communities, and both plan to attend college after graduation. Melissa would like to study aerospace engineering at MIT, and Adriel would like to study architecture at UCLA.

"You create the rules, but that comes with responsibility."

Danielle Amo-Nyarko, 16 and Abby Camara, 16
Watchable, Bronx, NY



Over 3,500 drowning incidents occur with children every year. After a childhood friend died in a drowning incident, both Danielle and Abby wanted to ensure that such accidents never happen again. They founded Watchable, a watch worn by children that can be used to send alerts to their parents in cases of emergency, especially drowning. Watchable's mission is to save lives and protect children. In addition to founding Watchable, both Danielle and Abby are constantly volunteering at their school, where they are participants in the National Honors Society, helping both teachers and students, as well as people in their community. They both hope to continue their education past high school. Danielle would like to study either marketing or business, and Abby wants to study psychology.

"Be prepared for the amount of planning that goes into creating a business, and never back down."

Stefania Arroyave, 19
G-Pillow, Yonkers, NY



As an avid gamer who loves a good puzzle, Stefania was eager to solve a common problem in the gaming community that she herself experienced, known as back pain. She noticed this back pain is usually due to bad posture while gaming for long periods of time. Most lumbar support products target offices and businesses, and she wanted to create something specifically for her community. Stefania created G-Pillow, a pillow geared towards gamers that offers lumbar support while gaming. The G-Pillow will improve a gamer's play experience by alleviating the pain caused by poor posture.

Stefania's interest in health and wellbeing doesn't end there. She has just begun studying medicine at Sophia Davis School of Biomedical Education, and plans to have a medical degree within 7 years.

"No idea is too ridiculous or crazy. Just put your heart and mind to it."

Arik Avramov, 18, Yagel Levi Zagir, 17, Ofir Perez, 17, and Yakov Shay Tohami, 19
KonAir, Hadera, Israel



How long should the air conditioner be running, and when should it be turned on? How much energy will it cost? Such questions in the classroom prompted students Yakov, Yagel, Arik, and Ofir to explore solutions to air conditioning efficiency. They found that air conditioning is quite wasteful, and set out to create a solution. They created KonAir, a temperature controller to determine on-demand air conditioning temperature. KonAir considers parameters such as outside temperature, room temperature, space required for air conditioning (cubic meters), and output (BTU)

for operating from off mode in the minimum time required. They spoke with the general manager of Electra, a climate control company in Israel, and learned their solution does not currently exist in A/C operating systems, even in the "smart home" era. They wish to save energy, save money for consumers, maintain A/C lifecycles, and support an environmental solution. They plan to apply for college before military service in Israel, then hope to work at the Israel Electric Company.

"Even when it's hard, do not give up."

Ameerah Balogun, 16
Purely Golden, Miami, FL



Since she was young, Ameerah has been passionate about contributing to the betterment of cancer patients. According to the National Library of Medicine, 20% of all cancer patients have mild depression, and mood disorders are three times more likely for youth. Hospitals often don't cater to teens, and many lose friendships after diagnosis. Ameerah created The Purely Golden Foundation as a non-profit organization that aims to diminish the depression rates seen in teen cancer patients, by collaborating with cancer treatment hospitals to create a unique "buddy system" between volunteer teens and teen cancer patients. Ameerah plans on attending Harvard, Yale, or the University of Pennsylvania, studying biology with a pre-med track. She aspires to be a pediatric oncologist.

"Our youth allows us to make mistakes and learn from them. If we start to take risks now and mature as entrepreneurs then we are grooming ourselves to become wise, vibrant, and intelligent adults in the future."

Aysia Bynes, 15 and Kandyce Williamson, 16
LevelUp Ocala, Ocala, FL



Both Aysia and Kandyce have always liked helping people, but many of their classmates would tell them how they struggled to earn community service hours. They created LevelUp Ocala, an easy to use volunteer website that brings non-profits and youth together, to help students who struggle to earn community service hours. LevelUp Ocala benefits youth who want or need to get involved in the community and might not know where to look, but also benefits non-profit organizations who are looking for helpful volunteers. After high school,

Aysia plans to study mass communications, economics, or sociology, at either Pace or NYU. Kandyce plans to attend college at either Harvard Law, or Miami, studying law, or psychology.

"Don't let fear be the reason you don't go after something you want. Trying to turn a dream into a reality isn't always going to be easy, but you have to be determined to push through and succeed."

Abril Cruz Garcia, 18, Daniela Hernandez Ramos, 17, Alisson Morales Sanchez, 18
Bee Safe, Morelos, Mexico



Bees are an important element in the preservation of the ecosystem. They play such an important role, that even the United Nations has created a World Bee Day, focusing on their preservation and protection. Unfortunately, many insecticides harm bees, including those produced for agricultural use. Abril, Alisson, and Daniela live in a rural community where all producers use chemicals to protect their crops. That's why they created Bee-Safe, an insecticide for agricultural use that will be safe for bees,

and manufactured with organic materials. They are also implementing a business model where people can participate in different stages of the business, as well as developing a system of delivery using ecologically safe transportation. All three want to apply for engineer careers at the university.

“Take it seriously, but also have fun in the process, so you can enjoy it.”

Mariela Cruz Suarez, 14
Sole, Los Angeles, CA



Growing up, Mariela often wore shoes that didn't fit, because buying shoes every time she outgrew her old ones was too expensive. Mariela found she wasn't alone. About 300 million children don't have shoes that fit, whose families can't afford to keep up with their growing feet. Mariela wanted to turn this problem into an opportunity, and founded Sole, which creates shoes for kids that can grow 5 sizes, fitting 4-8 year olds, while being durable and waterproof. Mariela has an unstoppable drive, already

having won prestigious awards in other business competitions, being named an Ernst & Young Entrepreneur of the Year, and even student body president of the 2019-2020 school year.

“Build a good plan and go for it with confidence. Then, if you fail, don't give up. Just build a better plan for the next try.”

Jacob Duzzny, 15
Jake's Place, Austintown, OH



Jacob Duzzny loves Italian food, and he's certainly not the only one. But what if you have too busy a schedule to truly enjoy fine Italian cuisine? Enter Jake's Place, a restaurant created by Jacob that combines authentic Italian cooking with quick line service convenience for a reasonable price. Not only will Italian food lovers enjoy it, but “any food lover will feel at home because of the atmosphere and quickness of service.” Outside of his love for Italian food, Jacob is a 3rd degree black belt

in taekwondo, and a 2019 Ohio State champion. He is also involved in the disciplines of Brazilian Jiu Jitsu, and Thai kickboxing. He hopes to attend Ohio State University in the future, and study engineering.

“Just do it. The experience of the process will be well worth it and benefit you more than you can imagine in all aspects of your life.”

Jilder Garcia, 18
Renewable Rollers, Los Angeles, CA



Jilder enjoys riding his bike to the beach in LA on the weekends. But, bicycle deaths in automobile accidents have been on the rise, and Los Angeles has the highest number in California. Jilder sought a solution, and soon realized he could address multiple problems with Renewable Rollers. Renewable Rollers provides bike rollers – at-home trainers that don't attach to the bike – that allow enthusiasts to bike from the safety of their home on an eco-friendly product, built by people who were formerly incarcerated. He recalls his

teachers telling him that while they made mistakes in their youth, they were able to get back on their feet when someone gave them a chance. Jilder wants to create a similar opportunity for others. He is now a freshman studying Business at the University of California – Davis.

“Focus less on being perfect and concentrate your efforts on finishing your projects.”

Shane Gettings, 17
Gettin' Eggs, Co. Longford, Ireland



When a local neighbor gave up a small egg run, Shane saw an opportunity to take over and build a business for himself, and created Gettin Eggs, a farm fresh egg delivery service where eggs are delivered locally with a personal touch. Customers can even see the farm from where they purchase their eggs, and local children enjoy coming to feed the hens and collect eggs. “My business could make a difference in the community, getting people to eat healthier food – and when they see a local small business grow,

they may feel a pride, and support local.” Recently, Gettin Eggs supplied free eggs to a local community fundraiser for the local football club, helping to raise a substantial amount for the club, and resulting in many new customers for his eggs. Shane plans to go to Agriculture College to get his Green Cert. in farming, and then an Apprentice in Mechanics, allowing him to have his own garage and have cattle, and a poultry farm.

“If you believe in your business, go for it, but be willing to put in 110%.”

Avi Goel, 16
GeoGenius, San Jose, CA



Avi once competed in the US Geography Olympiad, and even won an International Geography Bee World Championship in Germany. But he realized there aren't many in-depth resources available for people to learn about geography, which poses a problem in an age when global awareness is becoming more important. So, Avi created GeoGenius, a digital platform that serves as a one-stop shop to easily obtain topical insight and information for any area of the world. The aim? To allow anyone, anywhere, to learn about the world, from the comfort of

their couch. He has already seen the rewards, and finds it heartwarming when he receives emails from kids who enjoy using the platform. He hopes to attend college in the University of California system, leaning towards a major in physics with a minor in geography and/or economics.

“Just do it! In this day and age, technology makes it so easy to get started with any idea you want, and you could create something that many people will love using.”

Rylan Gonzalez, 17
Pups & Anxiety Connecting Kids (PACK), Royal Palm Beach, FL



According to the CDC, 3.2% of children between the ages of 3 and 17 have diagnosed depression, and 7.1% have diagnosed anxiety, but often the existence of these diagnoses in elementary school-age children is dismissed. When his younger brother was first diagnosed while in the second grade, Rylan's family felt isolated and alone because of the lack of support for this specific issue. But, his brother's success with animal-assisted therapy inspired Rylan to create Pups & Anxiety Connecting Kids (PACK) to help other students and their families. PACK will hold group sessions once a week with elementary school-age

students with anxiety and depression, to develop coping mechanisms and provide peer support. By utilizing peer interaction and therapy dogs, PACK will create a safe, positive, and therapeutic environment for these students. After graduation, Rylan plans to study business administration at Northeastern University's D'Amore-McKim School of Business, and go on to get his JD-MBA. He is currently the Florida FBLA State President.

"It is easy to sell something you believe in, so make sure that you believe in your business's mission."

Indiraliz Gracia, 18
Indy's Choice, Hollywood, FL



Indiraliz Gracia has volunteered at different preschools for over 7 years, and every year meets families who struggle to provide early education for their children. When Indiraliz created Indy's Choice she knew she wanted her business to provide a scholarship for these families to ensure children receive proper preschool education, including lessons dedicated to ways of caring for nature, such as recycling. Indy's Choice provides customizable headbands made from recycled discarded clothing, which helps to reduce the greenhouse gases released by their deterioration. Indiraliz is inspired by her

mother who learned English by becoming a preschool teacher and is now a director. Having experienced homelessness first-hand, she is proud to say that Indy's Choice has been able to provide scholarships for two very smart young girls, so far. She is enrolled at Florida Atlantic University, studying International Business.

"Be passionate about your business, because then you have a better chance of succeeding."

Justin Graves, 17
Roltech, Temple Hills, MD



Americans are relying more and more on "smart" technology. One of the newest and highest in demand is the smartwatch. But, only one out of every 4 Americans has one, and the price tag can be astronomical. These realizations led Justin Graves to found RolTech, a smartwatch manufacturing and sales business creating smartwatches with multiple features including a clock, weather, alarms, phone notifications, and many more. RolTech smartwatches have 4 distinct styles to fit any occasion, and are much more conveniently priced than Apple Watches or Galaxy Wear. Justin plans to attend one of several dream

colleges: Rochester IT, University of Maryland – College Park or Baltimore County, North Carolina A&T, Case Western Reserve University, or Howard University. He plans to study engineering, computer science, or information technology.

"Focus on what you love, find a good balance, and get a good support system that is both loyal and honest when you need it."

Jalen Griffin, 18
Entrprnr, Paramount, CA



Balancing success in life and success in school is difficult for many people, and some enter 9 to 5 jobs after college just to pay back the immense student loan debt they accumulated. What if, instead, students could learn how to be entrepreneurs, taking control not only of their lives and futures, but of ways to change and empower their communities? ENTRPRNR is an app formatted as an online teaching platform, providing the most up-to-date knowledge on how to become an entrepreneur, teaching beneficial skills and providing opportunities to network with like-minded people.

Jalen is already earning passive income from four other businesses he has started, and is experienced in e-commerce and digital marketing. He plans on being a full-time entrepreneur after school, and plans on going professional this year as a boxer.

"Instead of seeing things as obstacles, see them as opportunities."

Lailah Hall, 18, and Anthony McDonald, 19
Quick Farm, St. Charles and St. Louis, MO



St. Louis has a substantial amount of food deserts, or areas where it is difficult to buy affordable, good-quality food. With Quick Farm, Anthony McDonald and Lailah Hall have set out to provide a solution. Quick Farm is a mobile delivery service app that allows customers to order fresh produce and other groceries at the click of a button. Quick Farm partners with farms and markets and will be funded by grants to help subsidize the cost for consumers. Anthony and Lailah also hope to increase awareness of healthy eating in urban areas through Quick Farm, while making fresh food more accessible. "We imagine a community where no family goes hungry!" Lailah plans to attend Florida A&M University to study agribusiness, and Anthony plans to attend Jackson State University, to study business.

"Stick to your goals and dreams, and do not allow one 'NO' to discourage you. Sometimes, 'NO' means 'Find another way to do it.'"

Unique Hawkins-Morgan, 17
Walking With Faith, Harvey, IL



Seeing her mother battle cancer, Unique realized that she really wanted to help give faith and hope to people in the world, no matter what journey they were walking in their life. And what better to provide for the journey than socks? Walking with Faith makes socks that are customized to the buyer's foot, while having a motivational quotation on each sock. With customized socks, Walking with Faith also solves the problem of women having to shop for larger socks in the men's clothing section. Unique credits NFTE with helping her be "open to new ideas, and seeing obstacles

as a new opportunity to learn." An honors and advanced placement student, as well as a cross country and track runner, Unique hopes to attend the University of Illinois at Chicago, Loyola University, or Governor's State, and plans on majoring in Forensic Science, with a business minor.

"You have to love your business, because if you don't love it, no one else will."

Rachel Hirz, 17
Keeper of the Keys, Fairfax, VA



Entrepreneurship has always interested Rachel, who has already been making keychains and jewelry for years. Inspired by a cousin who started his own business, she decided to launch Keeper of the Keys, a handmade, customized keychain business, and even has a dedicated Etsy site. “My customers can express whatever they want about themselves, knowing that a lot of personal care was put into their product.” She took the NFTE course to broaden her understanding of entrepreneurship and help her

understand how to grow her existing business. Rachel also has ideas for creating specific keychain designs for fundraisers, putting sales profits towards donations. She plans to go to college after she graduates high school and study biology and genetics, while minoring in business.

“Find a lot of passion, and continue and invest in your idea. It can be a lot of fun, and even if it doesn’t take off right away, you are still learning valuable lessons.”

Charlize Leon, 16
Gifting Bites, Perth Amboy, NJ



Food waste and food insecurity are two major problems prevalent all around the world. In particular, the U.S. is ranked 3rd in the world in food production, but more than 41 million Americans face hunger on a daily basis, largely caused by food waste. Approximately 133 billion pounds and \$161 billion worth of food is wasted every year. In the Summer of 2019, Charlize Leon worked with a non-profit that distributed free produce to disadvantaged seniors – food that was otherwise bound for the landfill. This experience inspired Charlize to create Gifting Bites, a mobile app that allows businesses to “gift” food items to Non-Profit

Organizations that would otherwise be disposed of. She hopes to attend college after graduating high school (her dream college is Cornell University), studying architecture or mechanical engineering and sustainable development. A first-generation student from the Dominican Republic, she enjoys baking and is currently working on a non-profit baking enterprise she calls “A Cookie for a Smile.”

“Educate yourself, network, and continue trying, despite the setbacks.”

Andrew Lober, 13
Re-T, Wilmington, DC



Single-use plastic bags are bad for the environment, and many states are implementing bans on their use. Additionally, tons of fabric are tossed into landfills each year. Why not create reusable bags with used fabrics, and take on both problems? Using old T-shirts, re-T creates reusable bags that are long lasting, compact, durable, foldable, and most importantly eco-friendly. Andrew credits NFTE, and his teacher, with encouraging him to think about this challenge from many directions, and realize there

are many possible ways to find solutions to multiple problems. While still in middle school, Andrew does plan to attend college, but has many interests, and does not yet know what he might study.

“Talking with other people about your ideas helps to develop your plans and ideas more, and helps refine your solution or product.”

Sabrina Martinez, 17 and Ruben Meizoso, 18
Tap In, Miami, FL



The Parkland school massacre was a terrible tragedy, and inspired students Ruben Meizoso and Sabrina Martinez to find a way to enhance the security infrastructure inside schools. Using Near-Field Communication (NFC) technology, Ruben and Sabrina created an app that provides accountability and security, by ensuring students’ whereabouts. It allows students to check in, or “tap in,” to classrooms with their phones, and both parents and administrators can ensure student whereabouts and safety. Gallup

Strengths© Certified, and a Vice President of her chapter of STAND (formerly “Students Taking Action Now: Darfur”), Sabrina is also an aspiring writer/journalist, and works on a podcast. Ruben is a programmer and systems analyst, programming and managing game servers. He plans to study data analysis at Miami Dade College.

“Don’t be scared of failure. If the numbers are there, take a risk.”

Clare McManus, 17
PR Hockey Scouting, North Wales, PA



Clare McManus loves hockey, having played for over 6 years, and has gotten more and more involved following the NHL draft. She created PR Hockey Scouting to scout NHL draft-eligible players, providing news, highlights, articles, advanced stats, and much more. With her company, Clare will give fans and writers a better idea of how a player performs on the ice, and provide educated opinions on each player. Clare currently writes for Dobber Prospects as the Penguins prospect writer and NCAA regional scout, and writes for the Philadelphia Flyers on FlyersNittyGritty, which allows

her press access to the Flyers to conduct interviews with the players. She plans to attend college in the NYC metro area, and study either criminal justice or sports media and journalism. But, if she’s offered the chance to be an NHL scout, she would 100% take it.

“Just be creative and have fun. It can be hard sometimes... but keep grinding and doing everything you can to make your business pop, and get people involved.”

Micah Montgomery, 17
Cavy Pads, St. Louis MO



Micah Montgomery loves seeing her guinea pig happy, but keeping his cage clean can be a tedious job. Traditional bedding is a pain, and often very aesthetically displeasing. While researching better options, she discovered there are no readily available “mess-free” bedding options to choose from. With over 6 million cavy owners in the world, Micah knew other owners must be experiencing the same problem. She created Cavy Pads, providing an easy to clean cage liner that is stylish and non-threatening: “Cavy Pads can help my

community because it will potentially lessen the amount of paper and denim waste in landfills.” Micah discovered NFTE through a Business Camp, and went on to participate in the 2018 NFTE National Youth Entrepreneurship Challenge. She is also the proud owner and CEO of a jewelry business, Generation Jewelry. After high school she plans to attend college and study web development and business administration.

“You will endure hard times, but the outcome of the risks you take will be extraordinary compared to any downfall you face.”

Laysa Mourao, 16
Equip, Framingham, MA



As a young athlete, wearing cleats is difficult. They are damaged when used on surfaces other than grass and can get surroundings dirty, while they are not allowed in school. Students must worry about remembering extra pairs of shoes. As a soccer player, Laysa sought a solution for all these problems, and founded Equip, creator of the Equip Cleat Guard, a customizable silicone cover that protects cleats and the surrounding environment, while not covering the shoe. Additionally, Equip will contribute to charities that help more kids play sports, keeping them safe and entertained, and providing them with sports gear. Laysa

plans to attend college in New England, and study business, finance, and management. *"You won't be able to do everything by yourself, so ask for help from experienced people around you."* She is inspired by her mother, who immigrated to the US from Brazil. She is also an avid basketball player.

Douglas Pittman, 14
Autistic Artistics, Baltimore, MD



During a social studies class in the 7th grade, Douglas Pittman impressed his teacher with his history project, demonstrating his photographic memory to present little-known facts about the Titanic. Douglas considers autism his "super power," and his teacher encouraged him to use that concept in his business, Autistic Artistics. He worked with illustrator Grace Chew, who also has autism. Autistic Artistics is a series of books and materials designed specifically for those diagnosed with Autism, their educators, and caregivers, created by people with autism, to help people understand that students

who have it most often communicate and learn through self-expression using art. "By spreading awareness, studying kids' reactions to the truth, schools will learn how to properly teach them, and they can get the education that suits them the best!" In the future, Douglas would like to be a chef with his own restaurant.

"Remember to stay focused. It is a lot of work. People should take it seriously from Day 1. That is the only way you will be successful."

Jyoti Rani, 17
ShareStuff, San Jose, CA

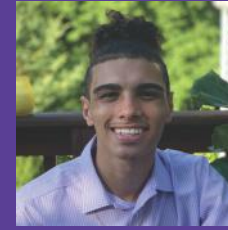


When Jyoti's grandfather was in high school, in India, he lacked access to basic school supplies, faced a walk of several kilometers, and suffered a severe injury from his school's dilapidation. Even today, students across the world face hardships and lack access to proper education, including in the US, due predominantly to a lack of basic education materials. So, Jyoti created ShareStuff, an online, international platform that connects donors with schools around the world, facilitating eco-friendly donations of educational and children's materials, reducing landfill waste. "Unanimously, education is a

human right because, after all, it is we humans that have been gifted with such incredible intellectual power. We must use it." Jyoti is inspired especially by her grandfather, who gained a PhD and teaches at the Indian Institute of Technology. She hopes to attend college at either an Ivy League or top university in California to pursue more STEM opportunities.

"The difference lies between letting the spark of an idea die, or fueling it... So, always remember. Dare to dream, and deliver."

Jose Rodriguez, 17
Tasium, Woonsocket, RI



Jose Rodriguez was inspired by his younger brother, who is autistic, to create a solution for people with autism and ADHD who need an outlet for their anxiety or hyperactivity. To avoid relying on fidget toys that are often lost or misplaced, he founded Tasium, a clothing company whose clothing provides built-in outlets to release distractions and energy without interrupting others. Jose hopes to attend Bryant University for its stellar business program and proximity to home, so he can continue to be an inspiration for his younger brother.

"Never let anyone tell you 'no' – take it as more fuel to your fire so you can accomplish what your mind set out to do."

Sawyer Ross, 13
MyBox, Baltimore, MD



Sawyer Ross has always had a strong urge to help others. When he had to spend time at the hospital, recovering from surgery, he realized how uncomfortable and scared the experience could be for children. He created MyBox, a gift box company providing hospitalized children with age-appropriate, specially curated items, to help improve their stays in the hospital. Sawyer painstakingly selects all the items that go in each individual box. "The most rewarding thing about working on MyBox is how nice it feels to know that I am improving children's lives." Several donors have already purchased MyBox

gift boxes that have been donated to the Children's Hospital at Sinai. Sawyer is studying Chinese and Italian with a goal to make MyBox international. He enjoys soccer and baseball, chess, and solving puzzles in his spare time. He hopes to attend Yale, Harvard, Princeton, or Stanford, to study business or economics.

"Do something that you feel truly passionate about, so you do not lose interest in your business."

Jacqueline Saramaniego, 18
Earthlings, Santa Fe, NM



So many people are constantly being judged and criticized for their fashion style, especially when it involves wearing clothing attributed to a different gender. Jacqueline faced this problem personally, and was inspired to create a space for people to feel free to wear what they want, and created Earthlings, which manufactures clothing not for men or women, but for human beings. "Earthlings provides a safe space for people to feel comfortable expressing themselves through fashion... regardless of gender." Earthlings is also environmentally friendly, using renewable resources such as bamboo fabric.

She hopes to make a difference in her community through Earthlings by donating to both LGBTQI+ and equal rights organizations, as well as climate change/environmental organizations. She hopes to attend the University of New Mexico or Regis University in Denver, CO to study business administration or marketing, while minoring in Spanish.

"Recognizing a problem and turning it into an opportunity is already a huge step!"

Eddie Setnick, 13
Pain Freeze, Dallas, TX



Eddie is the first to admit that she gets injured quite frequently. The problem with injury recovery, however, is that ice packs tend to be uncomfortable and inconvenient, rendering a person fairly incapacitated while recovering. Eddie created Pain Freeze to solve these problems. Pain Freeze is an adhesive ice pack made of lightweight material that stays on while you move, allowing you to be more productive while rehabilitating. Eddie is no stranger to innovation, having won a second-place award at the 2018 Destination Imagination Global Finals, an international problem-solving program for kids and teens. She also has a lot of theater experience, and hopes to study theater and fine arts at either NYU or SMU after graduating high school.

"Listen to advice!! You don't have to do everything that other people tell you, but listen to what they have to say."

Janiya Sinclair, 17
Cherish Variety Greeting Cards, Stonecrest, GA



In the growing digital age of e-cards and social media shout-outs, the value of a physical greeting card has diminished, and old cards tend to stale away in a person's home or rot in landfills. Janiya Sinclair is bringing physical cards back with Cherish Variety. Cherish Variety: Greeting Cards rebirths the concept of a physical card with a gardening twist, presenting an eco-friendly line of biodegradable cards designed to bring sentiment back to an age-old tradition. Cards can be shipped directly to the consumer's home for any occasion, and later

planted to produce flowers, herbs, and/or vegetables. After graduating high school, Janiya plans to attend college, and her top choice is University of Arizona, where she wants to study mass communications and film.

"Try everything. The least expected factor could end up being the answer to all problems. We just wouldn't know, if no one tries."

YingJun Tan, 13
Pedura, Los Angeles, CA



YingJun Tan always struggled with the inconvenience of her backpack, and sought a solution. In her research, she learned 260 million children and students living in poverty do not have backpacks at all, or even chairs, leading to an uncomfortable experience that hinders impactful education. YingJun saw an opportunity to combine these issues, and created Pedura, which replaces inconvenient or uncomfortable backpacks with comfortable

backpacks that transform into chairs, benefiting children in under-equipped schools in undeveloped countries. Pedura also donates one backpack with supplies for every backpack purchased. YingJun plans to attend Keck Medicine USC, with a goal to become an anesthesiologist or cardiologist. She is currently in the USC Neighborhood Academic Initiative program, and is involved in "as many related programs as possible" to help prepare her for the medical field.

"1) Start motivated and stay motivated.... 2) Always be resilient, and persevere.... 3) Always be confident and proud of your business regardless of your competition or surroundings."

Jennifer Wilson, 18
Sober Buddy, South Holland, IL



Helping her mother study for a drug counseling course at South Suburban College, Jennifer realized just how few resources exist for recovering addicts after rehab, especially accessible and anonymous resources. How can we help recoverees who have anxiety about meeting face to face? Jennifer created SoberBuddy, an app that aids people in the recovery process by connecting former addicts to an online anonymous support system. Users connect with verified professionals and fellow recoverees in their area to get the 24/7 help they need to continue their journey. Such an app, says Jennifer, is even more important now, when social distancing is so important, while still helping recoverees find and get support. She is now attending Governors State University, majoring in Business Communications.

"Don't overthink your business plan. It's better to try and fail than to keep thinking of reasons why you could fail."





Whose tomorrow will you change today?

EY and NFTE (Network for Teaching Entrepreneurship) believe the right mindset and skills can transform the future of young people from underserved communities. ey.com/us/CR #BetterWorkingWorld

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The better the question. The better the answer. The better the world works.

Daniel Treanor Memorial Award

The Daniel Treanor Memorial Award has been made possible through a generous grant from the MCJ Amelior Foundation. The Foundation established an endowed memorial fund to honor Daniel Treanor, a NFTE graduate who was stricken with cancer and passed away in April 2002. This fund recognizes NFTE students and alumni who have succeeded while faced with health or physical challenges.

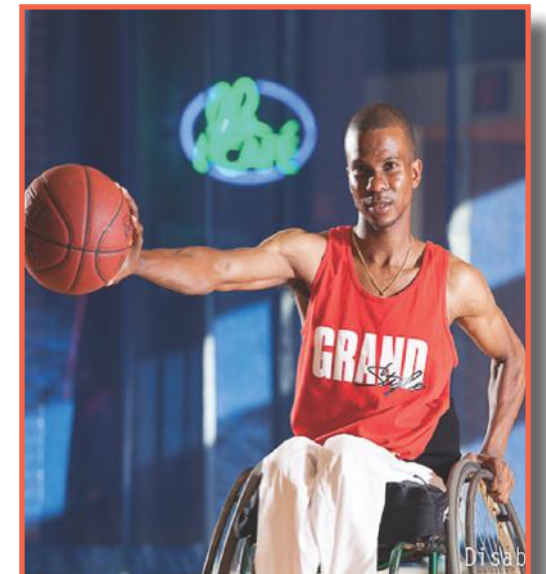


Ray Grandoit
NFTE Class of 2017
Roll 2 Gold Track Camp
East Hartford, CT

Ray Grandoit is an athlete - a basketball player. Ray always had dreams of playing in the NBA and being the CEO of his own company. However, at the age of 14, he contracted spinal meningitis, which left him in a coma for several weeks and paralyzed from the waist down. He has been wheelchair-bound ever since, and hospitalized many times. Though he began his NFTE career

with a high school fashion business, Ray quickly learned that he had the knowledge, tools and resources to start any venture – and earned a scholarship to Oklahoma State University where he attended the School of Entrepreneurship to hone his skills, and continue to build businesses, all found at RayGrand.com.

Ray has chosen to make the focus of his business helping other athletes living with disabilities. As a life coach and keynote speaker, Ray uses his own life experiences in overcoming the many challenges he has faced to help others face their own challenges, gain clarity in their lives, and execute their plans for the future.



Volunteer of the Year

Presented by The Alper Family Foundation

Integral to the success of NFTE classroom programming is the generous time and talent offered by our volunteers. Volunteer speakers share their entrepreneurial journeys and insights in the classroom; coaches work one-on-one to support students' work on business plans; field trip hosts demonstrate real-life businesses in action; and judges provide important feedback at competitions.

Each of the volunteers nominated by the NFTE regions displays an ongoing dedication to NFTE's mission to make a difference in the lives of our students.

The Individual Volunteerism Award recognizes a volunteer who has developed innovative ways to open doors for NFTE and its students. The award recipient serves as a powerful example of how business leaders can impact the lives and futures of young people learning to engage their entrepreneurial mindsets.

2020 Individual Volunteer of the Year

Gary Polk

Los Angeles Metro

Entrepreneurship Professor, California State University Dominguez Hills

For the past 3 years, Gary has volunteered as a guest speaker, business coach, and business judge in for NFTE LA Metro. He coordinates NFTE's involvement in the annual Transform LA (TLA) at California State University Dominguez Hills, which hosts over 100 NFTE and non-NFTE students from local high school and business volunteers from the CSUDH Innovation Incubator. Always ready with a smile, words of wisdom, and readiness to jump in, Gary has gone above and beyond to welcome and recruit NFTE students, connect the NFTE program to more schools and teachers, and get University support behind NFTE and TLA.

Gary serving as a judge in 2019



Individual Volunteer of the Year Nominees

Baltimore Metro

Brittani Harris, CEO & Founder, Pitched Partnerships

As a NFTE Alumna, Brittani has brought an inside perspective to her volunteer work with NFTE for the past 4 years. Through her company, Pitched Partnerships, she has helped develop new partnerships between NFTE and many Baltimore city organizations to develop new partnerships, providing potential field trip opportunities and volunteer recruiting. In addition to employing NFTE alums as interns, Brittani has recently been working with Baltimore City Parks & Rec to offer NFTE as a Saturday program for local youth.

Bay Area

Roxanne Deblauwe, Head of Customer Development, JOBSURV.

Roxanne has volunteered with NFTE for the past four years, as judge, coach, and mentor to many students. She is a true NFTE advocate in every circle she joins, and understands the value of a supportive community to help grow entrepreneurial ventures. She is always willing to connect students and alumni with her vast network to help them succeed. Most recently she joined the Bay Area Advisory Board and immediately responded to the request for volunteers to coach the Bay Area regional winners. She also participated in Bay Area's spring activities and their bi-weekly Alumni Networking Hour, opening her network for Alumni to help them make further connections.

Chicago Metro

Mike Carpenter, Managing Partner, Adjust Creative

Mike joined NFTE Chicago's E-Council after sharing his passion for developing e-learning and app-based opportunities for districts and students across the US. In the past year and a half, Mike has recruited multiple volunteers from the tech and entrepreneurial communities, volunteered at school labs, and attended nearly all weekend and evening coaching opportunities. He even attended teacher training to discuss with teachers how to use unique technology to bring NFTE curriculum to life, and asked his tech community to provide additional android devices for Start-Up Tech Classrooms so they could continue working during the pandemic. He continues to be overwhelmingly dedicated to our mission and to our students.

DC Region

Fran Hall, EY

Fran Hall has been an active volunteer since 2016, advancing the mission of NFTE through recruitment efforts for volunteers, and reaching out to her own personal network to bring in speakers and resources for student events. She has volunteered in many capacities, including as a guest speaker, and a mentor. She not only gives of her time, but has worked with students to help fund their prototypes for Regional and National competitions.

The Diana Davis Spencer Foundation
salutes the STARS of NFTE.

There's no limit to where your
dazzling achievements will lead.
Wishing you the moon and more,
as you launch *stellar* careers in
entrepreneurship!



DIANA DAVIS SPENCER
FOUNDATION

Corporate Volunteer of the Year

Presented by The Alper Family Foundation

Volunteers from our corporate partner organizations are absolutely essential to providing students with real-world experience and perspective. This year we honor PayPal for their deep involvement with NFTE students and teachers across the country.

Over the last several years, more than 400 PayPal team members have committed over 1800 hours as coaches and advisors to NFTE young entrepreneurs. PayPal has contributed to Judging countless NFTE business plan competitions and hosting student field trips to PayPal offices, allowing students to network and learn about careers, work on their business pitches, and so much more.

PayPal volunteers are always willing to support NFTE students and some have continued mentoring them beyond their classroom experiences. We are deeply grateful for their time, commitment, and the important role so many individuals from PayPal play in our program and the lives of our students.

NFTE recognizes and values the dedication of all our corporate partners for the time and support their employees provide. Corporate volunteers connect NFTE's programs and students to the future of work and what industry wants and needs in the workforce of tomorrow.



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Santander applauds NFTE
for making a real difference.



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our employees



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