

nfte! **SOUTHEAST REGION YOUTH ENTREPRENEURSHIP CHALLENGE**

The Road to Nationals **May 13, 2022**

Presented by EY

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Welcome

Hello NFTE Family,

Thank you for joining us for NFTE's Southeast Regional Youth Entrepreneurship Challenge! Today, we are proud to showcase the top six young NFTE entrepreneurs and celebrate all of our NFTE students across the Southeast region.

The NFTE Southeast team has done a fantastic job and continues to increase our reach. In the current 2021-2022 program year, NFTE is teaching more than 80,000 students through online, out of school, and school-based programs across the U.S. and through our international licensed partners. This includes more than 12,000 throughout the Southeast region.

NFTE activates the entrepreneurial mindset and builds startup skills in youth from under-resourced communities to ensure their success and to create a more vibrant society. The businesses from today will all advance to our National Youth Entrepreneurship Challenge in October. The first-place winner will also be honored with additional scholarship funds at EY's Entrepreneur Of The Year® Gala.

Please get to know our students who are presenting today. Visit the expo booths. Strike up a conversation with our teachers and volunteers who bring this program to life throughout the school year.

If you are not already, we encourage you to get involved in these young innovators' lives. Volunteer, host a coaching session, connect us to a local business, and consider donating to support the NFTE program. Join us as we help students recognize how to use their knowledge, maximize their potential, and become creators. We are activating the entrepreneurial mindset of the next generation!

As always, we could not do what we do without the support of our NFTE community. Thank you to our NFTE teachers, administrators and volunteers, mentors, judges and guest speakers. It is because of their generosity of time, energy and expertise that our students continue to thrive in the NFTE curriculum. We would also like to express our thanks to the Advisory Board, investors, and strategic partners whose leadership and commitment to NFTE endure year after year.

Thank you for joining us and thank you for believing in NFTE. Let's keep the momentum going!

Richard Jackson
Chair, NFTE Southeast Advisory Board

Agenda

NFTE Southeast Youth Entrepreneurship Challenge Finals Friday, May 13, 2022

| | |
|----------------------|--|
| Welcome | Monica Paneque, Director, Business Innovation Academy H. Wayne Huizenga College of Business and Entrepreneurship, Nova Southeastern University |
| M.C. | Richard Jackson, Greenspoon Marder, LLP <i>Chair, NFTE Southeast Advisory Board</i> |
| Judges | Alan Alvarez, Miami Bayside Foundation Steven J. Davis, EY Amanda Gorski, The Children's Trust Anthony Hazen, Link Logistics Jose Antonio Hernandez-Solaun, The Easton Group |
| Finalists | Films by Jazz - <i>Jazmine Jenkins – Coral Reef High School</i> Peers - <i>Roman Sayko, Darian Miroshnik & Leon Grigoruk– Flagler Palm Coast High School</i> More to Give - <i>Nyael Jones – McArthur High School</i> Youth.IO - <i>Ralph Suguene and Gisele Juarez-Perez – Cypress Creek High School</i> Nori Forest - <i>Lorena Vazquez – Miami Lakes Educational Center</i> The Hive - <i>Jocelyn Johnson – Palm Beach Gardens High School</i> |
| Fireside Chat | Jonathan Ovadia, NFTE Class of 2011 Craig Robins, CEO & Founder, Dacra <i>moderated by</i> Howard Krass, CEO, IPD Analytics & Managing Member, IPD Capital |
| Closing | Dr. J.D. LaRock, NFTE President & CEO |



Whose tomorrow will you change today?

We are committed to helping underserved students develop the entrepreneurial mindsets and skills needed to thrive in the working world of tomorrow.

Learn more at ey.com/us/cr

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

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Student Finalists

Films by Jazz

Jazmine Jenkins – Coral Reef High School

Films by Jazz is a freelance videography service that creates video content for entrepreneurs who don't know how or don't have the time to create their own. Films by Jazz will translate entrepreneurs' ideas, products, and services into video, with warmth and artistry.

More to Give

Nyael Jones – McArthur High School

More to Give is a website that connects people to charitable organizations and amplifies awareness of world challenges. More to Give aims to shine light on smaller organizations, while guiding individuals down a road of positive contribution. We are not only forming a heartfelt community, but an ongoing movement to make a change.

Nori Forest

Lorena Vazquez – Miami Lakes Educational Center

Nori Forest is an organization entirely focused on launching projects that will clean the environment from the pollutants that kill the planet. Nori Forest hopes to launch projects with Moon Shell, one of Nori Forest's machines, to help clean the ocean and help reduce plastic pollution everywhere. With the collected trash, Nori Forest will convert the trash into everyday items like bracelets, bottles, necklaces, and more.

Peers

Leon Grigoruk, Roman Sayko & Darian Miroshnik – Flagler Palm Coast High School

Peers's mission is to fulfill the gap within the tutoring industry. We strive to provide students with an affordable and accessible tutoring service and to provide students with a way to acquire either community service hours or money.

The Hive

Jocelyn Johnson – Palm Beach Gardens High School

The Hive is an app that will provide allergy menus for consumers with food allergies and dietary restrictions. The Hive: Working hard to bring accurate allergen and dietary information from your favorite restaurants.

Youth.IO

Ralph Suguene & Gisele Juarez-Perez – Cypress Creek High School

Youth.IO provides counseling in form of fun activities, lessons, and simply talking to each other. We want to build a society where there isn't any type of disconnection between teens and parents. We desire a great bond from generation to generation, until childhood trauma isn't caused by the relationship between teens and parents.

Judges

Alan Alvarez

Director, Educational Programs

Miami Bayside Foundation

Alan Alvarez serves as Director, Educational Programs of the Miami Bayside Foundation. Miami Bayside Foundation (MBF) is a nonprofit organization designed to advance economic development in Miami through the support of minority businesses and education. In his role, Alan oversees the organizations technical assistance, grants, and scholarships programs.



Alan Alvarez most recently served as Director of Community Relations for the Miami Marlins. In this role, he managed the development and implementation of community outreach programs designed to positively impact Miami and organizations with missions centered in the areas of education, health and wellness, and mentorship. In addition, he worked closely with team executives to incorporate CSR goals and civic engagement strategies into the organizational culture. These leadership roles led to the investment of over \$10M to South Florida charities.

Alan is also active with several non-profit organizations. He serves on the boards of The College Assistance Program Inc., and Florida FBLA-PBL. He also dedicates time as a “Big” with Big Brothers Big Sisters of Greater Miami and as a member of Make-A-Wish Southern Florida-Champions. Alan earned a Bachelor’s in Tourism, Recreation and Sports Management from the University of Florida and a Master’s in Business Administration from Florida International University. He, his wife Ana, and newborn son Aaron, reside in Miami and enjoy the cultural and diverse environment that make their hometown special.

Steven J. Davis

Assurance Partner

Ernst & Young Real Estate Assurance Services

Steven is a partner in EY’s Real Estate Assurance Services practice with over 25 years of public accounting experience. Prior to joining EY, Steven was an audit manager with over six years of public accounting experience at Arthur Andersen LLP. Steven has extensive audit and real estate industry experience, serving SEC issuer and private companies in the real estate industry since 2003.



Steven’s experience with accounting and reporting matters includes a wide range of technical accounting topics and complex transactions, including debt and equity issuances. Steven has significant experience with capital market transactions including initial public offerings, secondary offerings, and SPAC mergers.

Steven has a successful track record of providing leadership in delivering responsive and timely quality client service. Steven understands and timely responds to client needs, effectively collaborates with C suite executives and audit committees, manages risks, and continually improves client experience.

Steven has a B.S. in finance and international business and Master of Business Administration from Florida International University. Steven is a licensed CPA in Florida and a member of the AICPA, FICPA and EY’s REIT network. Steven is a member of the Advisory Board of NFTE and member of the United Way of Miami-Dade Tocqueville Society.

Judges, cont'd.

Amanda Gorski Associate Director of Public Policy *The Children's Trust*



Amanda Gorski has been engaged in community development, government, and politics in the South Florida community for the past 16 years. Ms. Gorski joined The Children's Trust in 2019 and serves as the Associate Director of Public Policy. Most recently, serving as the Director for Public Policy at the United Way of Miami-Dade, where she spearheaded its legislative platforms at the local, state and federal levels.

An accomplished professional, she has extensive experience in advocacy, public policy, research, issue identification, needs assessment and problem solving. A native of Chile and resident of South Florida, Ms. Gorski obtained a Master of Arts in Political Science from Florida International University and a Master of Arts in Political Science and Sociology from Facultad Latinoamericana de Ciencias Sociales (FLACSO).

Anthony Hazen Senior Property Manager *Link Logistics Real Estate*



Originally from Detroit, Michigan, Anthony moved to sunny Miami in 2009. He has been in the real estate industry for 19 years, and currently serves as a Senior Property Manager for Link Logistics.

Anthony's hobbies include fitness, cars, and international travel. He has a thirst for knowledge and has recently been learning about how the block chain is going to revolutionize commerce.

Anthony is excited to become more actively involved with NFTE, an organization that has a special place in his heart because it provides education and opportunities for advancement to youth who might otherwise not be afforded those opportunities.

Jose A. Hernandez-Solaun President *The Easton Group*



Jose A. Hernandez-Solaun is President of The Easton Group, a real estate brokerage, management, and development firm. As a social entrepreneur, he has founded various not for profits, including LIVE, Lead 305 and The Hernandez-Solaun Foundation.

Jose has been the Chair of the American Diabetes Association and MIT Enterprise Forum of South Florida. He has also serves on Executive Committee of The Miami Foundation, as a Director on The University of Miami Alumni Board, Board Member of The Florida Council of 100, Incoming President of the International Wine and Food Society and as a judge on various entrepreneurship competitions, including Emerge Americas UM's Business plan competition to name a few. He is an avid real estate investor, Sommelier Rum Judge and Cigar Sommelier.

School Districts Served 2021-22

Alachua County Public Schools
Baker County School District
Broward County Public Schools
Clay County Schools
DeKalb County School District
Duval County Public Schools
Escambia County School District
FAN - Communities In Schools Jacksonville
Flagler County Schools
Marion County School District
Miami-Dade County Public Schools
Orange County Public Schools (FL)
Palm Beach County Public Schools

Pinellas County Schools
Rowan-Salisbury School System
School District of Hillsborough County
School District of Osceola County
Seminole
South Florida
St. Lucie Public Schools
Thomasville City School District
Trussville City Schools
Volusia County Schools

THANKS to all our school administrators and teachers throughout the Southeast!

Master of Ceremonies

Richard Jackson Of Counsel

Greenspan Marder LLP

Richard Jackson has been Chair of NFTE's Southeast Region Advisory Board since 2014 and helped create and lead Innovate South Florida, the business plan competition between South Florida's top private schools which benefits NFTE.



Mr. Jackson is Of Counsel to Greenspoon Marder LLP. He focuses his practice on the litigation of business matters, with an emphasis on complex litigation, including class action defense and disputes involving the securities laws, corporate governance and the rights and responsibilities of directors, officers, and business partners. Mr. Jackson also has experience in litigating matters involving contract disputes, insurance coverage and trade secrets. His practice also involves representation of clients in the areas of resort, hospitality, vacation ownership and timeshare development.

Mr. Jackson holds a B.S. degree in Economics from the Wharton School at the University of Pennsylvania and a J.D. degree from Columbia University.

NFTE Southeast Advisory Board

Richard Jackson (Chair), Greenspoon Marder LLP

Jordan Corredera, Royal Caribbean Cruise LTD

Steve Davis, EY

Greg Diamond, Brightwood Capital

Mercedes Garcia, Mastercard

Jean-Pierre Gautreaux, Venty Media

Eileen Higgins, Miami-Dade County District 5

Paul Jaure, GolfBoost

Stewart Merkin, Law Office of Stewart A. Merkin

Anthony Navarro, Wells Fargo Private Bank

Cesar Ramos, Morgan Stanley Wealth Management

Carolina Rendeiro, Connect2Global

Sandra Rosa, Santander Consumer USA

Guest Speakers

Jonathan Ovadia Co-Founder and CEO

AEXLAB

Jonathan Ovadia, Co-Founder and CEO of AEXLAB, is a virtual reality evangelist and gamer working with cutting-edge technology to deliver immersive and interactive social gaming experiences. In active development, AEXLAB is building the ultimate VR first person shooter experience, VAIL VR, set for Beta release this summer.



Jonathan is an alumnus of NFTE, having completed his course in the spring of 2011.

Fireside Chat Moderator

Howard Krass

CEO, IPD Analytics & Managing Member, IPD Capital

Howard is the founder and CEO of IPD Analytics, LLC, a firm that provides syndicated solutions combining proprietary patent, scientific, regulatory, and market analysis along with well-researched data. These tools are used to forecast new product entry, loss of exclusivity, and other competitive factors impacting product positioning and life cycles within the healthcare and technology sectors. Since its inception in 2002, investment firms, pharmaceutical manufacturers, and members of the managed-care, hospital, and supply chain industries utilize IPD for product life cycle insights.

In 1993, Howard founded Intellectual Property Development, Inc. ("IPD") to acquire and commercialize patent rights. Howard practiced law with the firm of Nortman & Bloom in Miami from 1991-1996. Howard's practice involved corporate law, IP licensing, and litigation.

Howard serves on the Board of Trustees for the Phillips Collection in Washington D.C. He is also an active participant in YPO/WPO (Young Presidents' Organization/World Presidents' Organization). Howard is a current member of the Florida Bar Association. He previously served as Chairman of the South Florida Board of Advisors for Network for Teaching Entrepreneurship (NFTE). Howard was also recognized as an EY Entrepreneur of the Year® 2020 Florida Award winner.

Craig Robins CEO and President

Dacra

Craig Robins is an entrepreneur, real estate developer and art collector based in Miami, Florida. As the CEO and President of Dacra, the real estate development company he founded in 1987, Robins focuses on developing creative communities that integrate art, design and architecture to accelerate asset value creation and enrich urban life. Dacra has spearheaded some of the most successful and transformative commercial, residential and mixed-use projects in Miami's history, including South Beach, the Lincoln Road area, Allison Island and currently, the Miami Design District.



In the late 80's through the early 1990s, Robins played an integral role in the repositioning and revitalization of Miami's South Beach through Dacra's restoration of Art Deco landmarks, and the creation of new commercial and cultural opportunities. He realized that creative public programming would rapidly foster a sense of community, and his projects were defined in part by performances, public art and dynamic events that were inclusive of residents and visitors to the area. Robins began acquiring property in the once-abandoned Miami Design District almost twenty years ago, and in 2000 set about transforming the neighborhood into one of the most important global centers for cutting-edge design, fashion, food and art – a position it occupies today. In 2010, Dacra entered into a partnership with L Real Estate (now L Catterton Real Estate) to further develop the Miami Design District by forming Miami Design District Associates (MDDA), a partnership between Dacra and L Catterton, a private equity fund focused on luxury retail globally sponsored by LVMH. In 2014, a minority percentage of MDDA was sold to a joint venture between real estate companies GGP (now Brookfield Properties) and AAC, who are adding their additional acumen and resources to the project.

In 2005, the neighborhood's rapid renewal inspired the creation of Design Miami/ and subsequently Design Miami/ Basel, design fairs that have evolved into the world's premier global forum for collectible design. Robins is the Chairman of the show, which he owns in partnership with MCH Swiss Exhibition, the producers of Art Basel. Both Design Miami/ events occur concurrently with Art Basel and are cross promoted.

An avid collector and supporter of the arts and architecture, Mr. Robins is also a member of the Board of Trustees of the Perez Art Museum Miami, an active supporter of ICA Miami, and a member of the University of Miami School of Architecture Master of Real Estate Development and Urbanism Advisory Board. Robins' long-term commitment to design earned him the 2006 Design Patron award presented at the White House by the First Lady, which recognizes an individual's patronage of design within the business and civic sectors from the Smithsonian's Cooper-Hewitt National Design Museum.

Robins was born in Miami Beach in 1963. He attended the University of Barcelona in 1982, received his Bachelor of Arts degree from the University of Michigan in 1984, and graduated from the University of Miami law school in 1987. Fluent in Spanish, he and his wife Jackie Soffer are the parents of six children.

Volunteers of the Year

We are immensely grateful to all of our volunteers. This year, congratulations to our **Individual Volunteer of the Year, Senthilkumaran Ramaiyan**, Associate Director and Program Manager from Moody's Analytics! A true ambassador of NFTE and the entrepreneurial mindset. Senthil has not only served as judge, mentor, and coach for our students, working virtually from his home on whatever volunteer engagement opportunity he can. His dedication to NFTE students in the Southeast and beyond is one of the few true perks of the pandemic, as he's been able to work with so many different NFTE students regardless of their location.

And congratulations to our **Corporate Volunteer of the Year, Santander**, whose employees serve as volunteers in NFTE classrooms, camps and competitions as well as serving as advisory board members in several regions. Their Miami (Brickell) team has engaged especially with NFTE students in Miami-based programs, and their teams in Tampa and the Northeast engage as virtual coaches as well. Santander makes a truly significant impact on the lives of our students. We are proud to have Sandra Rosa, Chief Human Resources Officer, here with us to accept the award.



Get Involved

Learn more about NFTE

Network for Teaching Entrepreneurship (NFTE)'s mission is to activate the entrepreneurial mindset and build start-up skills in youth from under-resourced communities to ensure their success and to create a more vibrant society. As a global nonprofit organization, NFTE provides high-quality entrepreneurship education to middle and high school students from under-resourced communities, as well as programs for college students and adults. NFTE reaches 50,000+ students annually in 25 states across the U.S. and offers programs in 20 additional countries. We have educated more than a million students through in-school, out-of-school, college, and summer camp programs, offered in person and online. To learn more about how we are promoting inclusive capitalism and building the next generation of diverse entrepreneurs, visit www.nfte.com.

[JOIN OUR VOLUNTEER COMMUNITY! CLICK HERE TO REGISTER](#)



We are proud to support the next generation of innovators in their pursuits to achieving their entrepreneurial dreams!

MARY KAY **nfte!**
Network for Teaching
Entrepreneurship

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



Your prosperity is our purpose.

Santander applauds Network for Teaching
Entrepreneurship for making a real difference.



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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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