

nfte **NEW ENGLAND YOUTH ENTREPRENEURSHIP CHALLENGE**

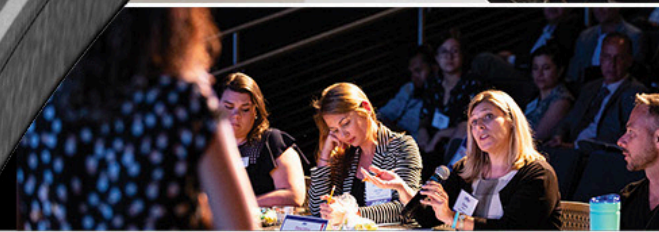
The Road to Nationals **June 6, 2023**

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Welcome

Welcome to the 2023 NFTE New England Regional Youth Entrepreneurship Challenge!

We are so excited to be here with all of you and celebrate the top youth entrepreneurs from our region. Tonight, each youth entrepreneur will share their original business ideas and future plans for success in front of an esteemed panel of judges. Our guest judges will ask questions, provide feedback, and ultimately choose the final selection of regional champions. Those students will then move on to present at our National Youth Entrepreneurship Challenge taking place in New York City in October!

We know that tonight is going to ignite inspiration and motivation. We invite you all to let this be a catalyst to action. We are building the NFTE community in many profound ways and invite all of you to get involved— volunteer, donate, connect us to your district leaders, get your company involved, or reach out to the New England team to schedule a time to learn more. Join NFTE in our movement to help build the next generation of innovators and game changers.

Finally, we want to take a moment to recognize our educators for their fearless dedication to our students throughout this year. We could not accomplish all we do without you. We also want to take a moment to thank our volunteer coaches and corporate and individual partners who have continued to support NFTE's work. A thank you in advance to any new supporters who will accept our call to action after being inspired tonight!

And finally, we congratulate all of today's competitors for their hard work and the dedication it has taken to get to the NFTE New England Regional Youth Entrepreneurship Challenge. We are so proud of all of you!

With Appreciation and Gratitude,

NFTE New England Team

Adanma Ude, Regional Director
Jennifer Green, Sr. Manager of Programs
Miguel Vazquez, Development Director, New England, NFTE Class of 2007
Rachel Hara, Volunteer Program Coordinator, A Member of Public Allies
(An AmeriCorps Program)

Agenda

NFTE New England Youth Entrepreneurship Challenge Tuesday, June 6, 2023

Welcome	Kate Homer, BOSE Dr. Patrick Tutwiler, Massachusetts Executive Office of Education
Emcee	Rafal Thaher, NFTE Class of 2014
Judges	Kate Homer, Bose Sharon Keeley, Santander Bank Brett Miller, Wayfair Samantha Morales, Ahora, Inc. Daniel New, EY
Finalists	Necklace Chargers - <i>Bianca Fatu – Ipswich High School (MA)</i> Leo's Sensory Clothing - <i>Leo Brown – The Met School (RI)</i> Stepping Stones Daycare - <i>Charlotte Furman – Barnstable High School (MA)</i> Sunu Body - <i>Nabou Thiam – The Met School (RI)</i> Find My Way - <i>Triniece Clegg – Barnstable High School (MA)</i> Lilypad - <i>Raneem Al Suwaidani – The Met School (RI)</i>
Corporate and Individual Volunteer of the Year Awards	Miguel Vazquez, Jr., Development Director
Words of Appreciation	Adanma Ude, Regional Director Jennifer Green, Sr. Manager of Programs
Awards and 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



Building a better
working world

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

Finalist Businesses

Necklace Chargers - Bianca Fatu – Ipswich High School (MA)

Necklace Chargers provides safe, affordable, and stylish necklaces that double as chargers for everyone's favorite electronic devices.

Leo's Sensory Clothing - Leo Brown – The Met School (RI)

Here at LSC, our mission is to provide fashionable clothing that caters to anyone dealing with anxiety, stress, or autism.

Stepping Stones Daycare - Charlotte Furman – Barnstable High School (MA)

Stepping Stones Daycare is a fun, safe and creative way to support busy parents in need of unique child-care hours.

Sunu Body - Nabou Thiam – The Met School (RI)

At Sunu Body, our products bring out the world's natural beauty through the influence of the African culture.

Find My Way - Triniece Clegg – Barnstable High School (MA)

With FIND MY WAY, we make sure you never worry about getting to class on time!

Lilypad - Raneem Al Suwaidani – The Met School (RI)

Lilypad offers BIPOC entrepreneurs the opportunity to rent a food truck to test their culinary concepts in a low-cost, risk-free environment.



2022 winners & judges (c) MedPix Photography

Judges

Katherine Homer
Vice President
Independent Assurance, Finance
Bose Corporation



Kate Homer leads Independent Assurance Services at Bose Corporation which includes oversight of Enterprise Risk Management, Internal Audit, Compliance Audit & Investigations, Enterprise Risk Management and Global Security Intelligence. In this role she is independent from the management of the organization and reports directly to the Audit Committee of the Board of Directors. Kate's responsibilities include providing independent, objective assurance that the Corporation operates within an effective control environment that manages the most important risks, including attempts and instances of fraud, meets compliance standards and protects the company's most valuable assets.

Kate has more than 25 years of experience in industries including retail, manufacturing, life science and consumer electronics. Her career has focused on governance, internal controls, fraud prevention, regulatory compliance and risk management. Kate joined Bose Corporation in December 2014 to lead Internal Audit and has progressively added responsibilities to lead teams of seasoned professionals for this billion-dollar privately held audio equipment manufacturer. Kate has designations of Certified Internal Auditor and Certified Risk Management Assurance professional. She earned her Bachelor's degree in Business Management and Entrepreneurial Studies from Babson College.

Sharon Keeley
District Executive Director
Santander Bank



Sharon Keeley is a District Executive Director at Santander Bank with 15 years of experience. She was the proud recipient of the 2022 President's Circle award for finishing in the top 2 Districts for her company that same year. Sharon is highly responsible, managing all aspects of 17 retail bank branches in the Boston Metro Area and ensuring their success through recruitment, hiring, sales and service activities. Additionally, she takes a leadership role in local communities, volunteering with organizations like Year Up and Junior Achievement. When she isn't working hard, Sharon loves to travel and spend time with her daughter Aurora and furbabies Greyson and Chase.

Samanda Morales
Angel Investor | Financial Coach & Instructor |
Finance Consultant | Cofounder & CEO
Ahora, Inc.



Samanda Morales is a financial expert, entrepreneur, and investor who provides financial consulting services for individuals and small business owners. Samanda offers personal finance advice and wealth-building strategies to small business owners to empower them toward economic prosperity. Samanda is the co-founder and CEO of Ahora and the CEO of MBS LLC, a firm specializing in financial advice for businesses and non-profit organizations.

Prior to launching Ahora Inc., Samanda worked in corporate finance for nearly 24 years. She led teams at Bank of New York Mellon's Global Institutional Accounting and Risk Solutions unit and State Street Bank & Trust Company. She is a Certified Personal Finance Consultant, Financial Education Instructor, and a member of the CFP Board and the Association for Financial Counseling & Planning Education® (AFCPE®).

She also serves on the Salem State University Board of Trustees, is a member of the North Shore Chamber's board of Directors, the North Shore Chamber's THRIVE Advisory Council, and is a board member of Bethany Congregational Church in Lynn, MA. Samanda also co-leads a Latina women's group that empowers women through counseling and mentorship.

Born and raised in the Dominican Republic, Samanda Morales is a living testament to the adage that education, hard work, and perseverance always pay dividends. She is passionate about family and equipping others with the proper financial knowledge and tools to build generational wealth.

Brett Miller
Head of Martech Engineering
Wayfair



Brett is joining us at the last minute as a judge, so his full bio is not available. In addition to his work at Wayfair, he is a new member of the NFTE New England Advisory Board. Thanks so much for filling in, Brett!

Judges, *continued*

Daniel New Managing Director, Consulting *EY*

Daniel is a member of EY's Wealth & Asset Consulting Practice with over 20 years experience in the financial services industry serving clients in the areas of internal audit, regulatory compliance, risk management, process review and improvement, business performance, internal control review and project management assistance. Specifically, he works with firms to improve the overall effectiveness of operations and to assess and improve the internal control environment related to client operations.

In addition, Daniel is the EY Private and FinTech leader for EY's Financial Services Organization in New England where he is responsible for setting EY's strategy in this area.



VIP Speaker

Patrick Tutwiler, PhD. Secretary, Executive Office of Education *Commonwealth of Massachusetts*

Patrick Tutwiler, PhD is the Secretary of the Executive Office of Education, and the first Black person to ever hold that role in Massachusetts' history. As Massachusetts Secretary of Education, Tutwiler directs the Executive Office of Education, which oversees early education, K-12, and higher education. Secretary Tutwiler sits on each of the boards governing the Commonwealth's education agencies, as well as the University of Massachusetts system. He is Governor Maura Healey's top advisor on education and helps shape the Commonwealth's education agenda.

Before being sworn in as Secretary, Dr. Tutwiler served as the senior program officer at the Boston-based Barr Foundation, a grantmaking organization focused on arts, climate and education, where he specialized in developing new high school models that will have a positive impact across the entire school system. He has more than twenty years' experience in public education as a high school history teacher, as a high school principal and as the superintendent of the Lynn Public Schools. As Lynn Superintendent, Secretary Tutwiler led a collaborative, equity-centered effort that resulted in increased graduation rates, decreased push out rates, a more racially diverse faculty and staff, and the establishment of Massachusetts' second largest early college program. He earned a BA in history from The College of the Holy Cross, a master's in education from Harvard University Graduate School of Education, and a PhD in curriculum and instruction from the Lynch School of Education at Boston College. He lives in Andover with his family.



Get Involved

Learn more about NFTE

Network for Teaching Entrepreneurship (NFTE) ignites the entrepreneurial mindset with unique learning experiences that empower students to own their futures. A global nonprofit founded in 1987, NFTE provides high-quality entrepreneurship education to middle school, high school, and postsecondary students.

NFTE brings the power of entrepreneurship to students, regardless of family income, community resources, special needs, gender identity, race, or ethnicity. NFTE has educated more than a million students, delivering our programs in school, out of school, in-person, online, or through hybrid models. To learn more, visit www.nfte.com.

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Your prosperity is
our purpose.

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



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Emcee

Rafal Thaher
UMass Lowell student
NFTE Class of 2014



When Rafal Thaher was 9, death threats against her family forced them to flee war-ravaged Iraq for Syria. Four years later, with help from the United Nations' International Organization for Migration, her family was granted refugee status in the United States. Though she spoke no English when they arrived, she persevered, adapted, and learned English while in school. At Lowell High School, Rafal explored her interest in business through her NFTE Class. She had learned the art of henna from her mother as a youngster and used that knowledge to start her own henna tattoo business, RfullaHenna with which she won the NFTE New England challenge in June 2014. Rafal competed in NFTE's National Challenge in 2014 and was named EY's New England Youth Entrepreneur of that year.

Rafal graduated with an associate degree in business administration from Middlesex Community College in 2019. That summer, she spent two months in Greece as an airport management intern at Athens International Airport. "That experience changed me a lot. It made me appreciate the United States and Lowell more," says Thaher, who has also interned with the Massachusetts State Senate and worked as a product specialist for Apple.

After taking some time off from school during the COVID-19 pandemic (and putting her henna tattoo business on pause), she chose to return to the Manning School of Business after learning that one of her professors at Middlesex, is also an adjunct faculty member at UML. It was only one course — Professional Communications — but for Rafal, who is majoring in business administration, being in a college classroom in spring 2021 felt like an incredible accomplishment.

As a volunteer translator and case worker with the International Institute of New England, a nonprofit organization that serves immigrants and refugees in the Boston area, Rafal now helps families like her own with paperwork for Social Security, health insurance, food stamps and other programs.

Rafal plans to attend graduate school, but doesn't know exactly where her business career will take her. But after coming this far, the possibilities seem limitless.

New England Advisory Board

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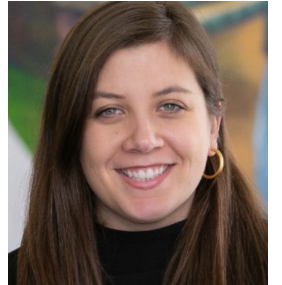
Brett Miller
Head of Martech Engineering
Wayfair

Nicole Murdoch
Director, Consultant
CGI

Minh Pham
VP, Director, Learning Management
Santander Bank

Volunteers of the Year

We are immensely grateful to all of our volunteers. This year, we are especially proud to celebrate our **Individual Volunteer of the Year, Maggie McDonough**, Senior Associate, Community Partnerships at Santander Bank. Maggie has been an absolute superstar as one of the Santander volunteer leads over the past three years. She has personally coached students eight times since 2020, and has taken the lead on recruiting 300+ volunteers across Santander to fill 25+ volunteer opportunities over the past three years. Her responsiveness and attention to detail around making sure we have the volunteers we need has been wonderful. Maggie has gone above and beyond in two other stand-out ways. The first was when one of our schools had an all-day Business and Career Expo, where students rotated across workshops while also participating in a DECA competition. The school needed an extra workshop for the students and when NFTE reached out to Maggie, she jumped on the opportunity herself and put together a workshop and presentation for the day. She showed up ready to engage, bringing other volunteers with her. Moreover, whenever possible, Maggie will jump on a zoom call with NFTE staff and the teachers involved in the coaching days as a way to better understand what the teacher needs. She listens to the teacher, the teacher feels comfortable talking with Maggie, and in the end, the volunteer event is even more impactful and targeted towards student needs according to the teacher. Thank you, Maggie, for all you do!



And congratulations to our **Corporate Volunteer of the Year, Hasbro**. Hasbro's support of NFTE New England includes a range of engagement activities benefitting both students and teachers alike. Alena Sison, who was named NFTE New England's 2022 Individual Volunteer of the Year, goes above and beyond to discover opportunities for Hasbro to engage with NFTE programming. Alena led the creation of a prototyping module, leveraging their internal colleagues and the Hasbro Model Making Studio as the setting to produce a three day prototyping and product design learning module. Over the course of six months, Alena worked with the Hasbro team, the NFTE New England team, and the NFTE National Curriculum team to introduce a module for teachers all over the country. This module helps demystify how students can design and prototype their ideas as a next step in their entrepreneurial process. In addition, Hasbro invited NFTE to join them at their corporate headquarters in Pawtucket, RI for their Annual Global Day of Joy event this past December. While their global team is accustomed to giving away toys on this day, this was the first time they had a skills-based volunteer component. In attendance and coaching the students were the CEO of Hasbro, Chris Cocks, the former President and COO Eric Nyman, and Kathrin Belliveau, Executive Vice President and Chief Purpose Officer. We had two of our Rhode Island NFTE schools there, including 25 students who experienced coaching, a tour of the corporate offices and model shop, a pitch competition and even walked away with a gift from Hasbro. It was an incredible experience for all, and we are honored to celebrate them.



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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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