

nfte! **SOUTHEAST REGION YOUTH ENTREPRENEURSHIP CHALLENGE**

The Road to Nationals **May 16, 2023**

Hosted by The Idea Center at MDC

Presented by EY and Santander

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Welcome

Agenda

Hello NFTE Family,

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

NFTE activates the entrepreneurial mindset with unique learning experiences that empower students to own their futures. The businesses from today will all advance to our National Youth Entrepreneurship Challenge in New York City in October.

Please get to know our students who are presenting today. Visit the expo booths. Strike up a conversation with our teachers and the 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!

The NFTE Southeast Region

Chris Brignolle
Careline Romain
Daniel Williams
Victor Martinez
Jennifer Smith
Vanee Brown

NFTE Southeast Youth Entrepreneurship Challenge Finals

Tuesday, May 16, 2023

M.C.	Kami Bumpers, NFTE Class of 2020
Judges	Jessica Vazquez, Dade County Federal Credit Union Barbara Steele, EY Santra Rosa, Santander Consumer USA Anthony Perez, The Miami HEAT Peter Francis, Summit Partners
Volunteers of the Year	Victor Martinez, Lead Program Associate, NFTE SE Ritu Sethi, WSFS Bank Miami Bayside Foundation , accepted by Alan Alvarez
Special Presentation	Chris Brignolle, Executive Director, NFTE SE Richard Jackson , Chair, NFTE SE Advisory Board
Closing	Dr. J.D. LaRock, NFTE President & CEO

Student Semi-finalist Businesses

Bright

Felipe Escobar & Juan Varela – Coral Gables Senior High School

Introducing our revolutionary mental health app, a digital oasis of empathy and innovation. Designed to provide instant support to teenagers in need, our app is a beacon of hope for those seeking guidance in the face of life's challenges.

BULLETPROOF CLOTHING

Courtney Jacques – Poinciana High School

BULLETPROOF CLOTHING makes clothing using high-quality fabrics and materials to ensure that it is durable and long-lasting. Our clothing will be made with our new sizing charts to also ensure that it fits correctly and comfortably.

BusTime

Sarah Hedhli – Alonso High School

BusTime helps people to rely on school buses gives parents an easy morning system with their kids. My app is designed to directly locate the bus and give the students and parents the amount of time it will take to reach the bus stop.

Cakepopulis

Danielle Buchanan – Dr. Ronald E. McNair High School

Cakepopulis cake pops are homemade, delicious, moist, and sweet treats that are made fresh daily. Cake pops can be ordered from Cakepopulis via the online site and delivered fresh to you everyday, while supplies last.

Clear Minds Together

Marli Schalkham – Burns Science and Technology Charter School

Clear Minds Together is a mental health app that connects two people who have the same mental makeup so they can talk and help each other understand that they are not alone and people understand them.

Crease Peace

Christopher Romero, Jr. – Fort Lauderdale High School

Our shoe crease protectors are designed to protect the toe box of your shoes from unsightly creases that can occur over time from normal wear and tear. Made from durable, lightweight materials, our crease protectors are easy to install and provide a comfortable fit that doesn't compromise the natural shape of your shoes.

The Dainty Ducky

Abigail Young – University High School

My mission is to improve the quality of life for children and adults who have mental illnesses and may need something to help stimulate their minds. I make hand-

crocheted stuffed animals that have unique color combinations to fit everyone's preferences. They are hand sewn together to ensure they don't fall apart.

Eco Reef Solutions

Bri Thomas – Duncan U. Fletcher High School

A subscription-based online business that sells the most commonly found products that are damaging the coral reefs. In each product's description, there will be an in-depth explanation of how other versions of this product damage the coral reefs, and what positive impact purchasing from us will have.

Fiery

Sarai Umansor Morales – Palm Beach Garden High School

Fiery is a retail and manufacturing car rim business that sells car rims made out of recycled aluminum. By repurposing aluminum items, this helps reduce pollution in the environment. We provide unique car rims that are affordable and high quality.

Leaf Busters

Nikina Scobelev – Randall Middle School

We want to keep the community clean so we will organize free cleaning services in public areas! We provide a powerful Electric Leaf Blower, Leaf Vacuum and Mulcher.

Noodlepudding

Sasha Stoppi – New World School of the Arts

Neurodivergent students don't have the proper resources to safely seek stimulation in the classroom. Pudding Buddies are a portable plush toy that are decked out and filled to the brim with built-in fidget toys. Purchasers can stim comfortably and discretely, even while in class!

Pet Pals

Lyndi Truong & Ariana Swenarine – Cypress Creek High School

Pet Pal's mission is to provide pet owners with a reliable and innovative solution for their furry friends' social and emotional needs through our pet robot, which is highly interactive, engaging, and responsive to the dog's behavior and needs to provide a meaningful and satisfying experience for the dog while its owner is away.

Piwich Pro

Demi McKinley – Dr. Kiran C. Patel High School

A Piwich is a pizza sandwich, handmade with only organic products so that our customers are only getting the best. Every kid that comes to Piwich Pro gets the chance to have a free animal face on whatever piwich they get.

Judges

Peter Francis

Managing Director

Summit Partners

Peter Francis is a Managing Director with Summit Partners, a global alternative investment firm that is currently managing more than \$36 billion in capital dedicated to growth equity, fixed income and public equity opportunities. Peter focuses primarily on the healthcare & life sciences sector, with an emphasis on healthcare providers, healthcare services and healthcare technology. His investment and board experience includes BluePearl Veterinary Services (acquired by Mars Petcare), Healthline Media (acquired by Red Ventures), HealthSun (acquired by Anthem), InnovaCare Health, Leon Medical Centers, Solutionreach and Vertava Health.

Prior to Summit, Peter worked for Jefferies & Company and UBS Investment Bank in the global healthcare team, focused on U.S. and Asian healthcare services and real estate. Peter holds a BA in economics from Cornell University.



Anthony Perez

Director, Corporate Partnerships

The Miami HEAT

Anthony Perez is in his 11th season with the Miami HEAT as the Director of Corporate Partnerships. In his current role, he has focused on business development for the franchise's Corporate Partnership Marketing team and has generated more than \$21 million dollars of revenue in categories such as sports betting, banking, insurance, and many others. He first joined the HEAT as a member of the Corporate Partnership Activation team in 2012, where he managed a portfolio of 25 accounts worth more than \$4 Million.

Anthony is also a Miami small business co-owner of **Midnight Cookies and Cream**, a late-night dessert shop that specializes in gourmet cookies, ice cream, and milkshakes. A graduate of the University of Florida Sports Management Program, Anthony also earned a minor in Entrepreneurship and currently lives in Miami with his wife and two sons.



Sandra Rosa

Chief Human Resources Officer

Santander Consumer USA

Sandra Rosa began serving as Chief Human Resources Officer for Santander Consumer in June 2021, bringing nearly 30 years of experience in coaching, talent management, performance planning, employee relations, compensation, and change management.

She previously served as Senior Vice President and Executive Director Human Resources Business Partner at Santander Bank, N.A. joining in July 2017 when she supported the largest business areas at the bank. Those areas include Consumer & Business Banking, with over 500 branches and 4,000 employees across the Northeast and Florida, the Operations team and Technology. She later assumed a dual role as Head of Talent Management for Santander US from July 2019 to May 2021.

Prior to joining Santander in 2017, Sandra was the Head of Talent Acquisition for JP Morgan's Consumer Bank and Chase Wealth Management businesses. During her 24-year tenure with JP Morgan Chase, she held a variety of senior human resources business partner roles across multiple lines of business such as Head of Consumer Bank Human Resources for the Midwest region, supporting 12,000 branch and wealth management employees in Illinois, Indiana, Kentucky, Michigan, Ohio, West Virginia, and Wisconsin. Previously, she served as a Senior Human Resources Business Partner in Corporate, Treasury and Securities Services, and Chase Card Services.

In addition to her professional duties, Sandra is also very active in the community. In 2023, she was appointed chair elect for The Concilio, a non-profit organization that builds stronger communities by unlocking opportunities for Latino families. Through her board service, she shares insights about career opportunities and the professional landscape with young Latino professionals. Sandra also serves on the Advisory Board for the Network For Teaching Entrepreneurship - Southeast Region (NFTE). She also dedicates time to developing and supporting her colleagues within Santander, serving as Santander's US Ambassador to Conexión – the company's Business Resource Group for Latino/a employees and advocates.



Judges, cont'd.

Barbara Steele

Managing Director, People Advisory Services

Ernst & Young

Barbara Steel is a Managing Director in EY's People Advisory Services and serves as the Florida Market Leader. She built a reputation for her expertise having functioned both in industry executive human resource practitioner roles and in people advisory consulting leader roles with an emphasis in aligning people strategy to strategic business priorities for more than 20 years. She has devoted her career to leading organizations through organizational structure and redesign, culture transformation, organizational development, people experience, and organizational change management. Barbara is a published author and co-wrote the best-selling business book, *How to Be Exceptional: Drive Leadership Success by Magnifying Your Strengths*.



Barbara has extensive consulting experience in leading transformation engagements for culture, leadership, DEI, and performance for clients adopting new business operating models, digital transformation strategies, and new go to market strategies. She has led culture change projects that include evolving the existing culture and embracing a new culture anchoring on behaviors such as client service, risk taking, inclusion, and learning agility. Barbara is known for her DEI expertise and has led numerous consulting engagements leveraging data analytics, research, and cognitive social neuroscience to formulate DEI philosophy and strategy, cultivate an inclusive culture, employ habit activation, and transform processes and systems to reduce cognitive bias and other systemic inequities. Her client engagements have afforded her opportunities to work with global organizations representing the financial, professional services, technology, oil and gas, utilities, healthcare, entertainment, and telecommunications sectors.

Barbara's industry experience includes serving as Head of Human Resources, Head of Organization and Leadership Effectiveness and Head of Learning. Her practitioner approach emphasized using human-centric models that positively impacted business results evidenced by increased productivity gains, improved employee engagement,

enhanced people experience, improved retention, and higher overall business performance. Her expertise and skill set include talent strategy, talent management, performance and rewards, organizational design, culture and change, leadership and learning development, DEI, and compliance. Barbara is a global speaker, presenter, and panelist for numerous clients, organizations, and conferences and is known for her engaging, dynamic style.

Barbara is currently pursuing her Ph.D. in Values-Driven Leadership at Benedictine University. She received her MBA in Organizational Behavior and Marketing from the Kellogg School of Management at Northwestern University and a BBA in Management Science from the Loyola University of Chicago. Barbara is a certified executive coach in brain-based coaching and has coached hundreds of executive leaders throughout her career. She is also a lifelong meditation practitioner, a certified mindfulness meditation teacher, and a member of the International Mindfulness Teachers Association.

Jessica Vazquez

Assistant Manager, Marketing

Dade County Federal Credit Union

Jessica Vasquez is a driven and passionate individual dedicated to empowering the youth towards a financially independent future. As the Assistant Marketing Manager at Dade County Federal Credit Union, Jessica has been actively involved in the credit union industry for the past 7 years. She possesses a wealth of experience and an unwavering commitment to her mission of financial education and awareness.

Throughout her career, Jessica has championed initiatives aimed at equipping youth with the knowledge and tools necessary to make informed financial decisions. She has spearheaded numerous community outreach programs, workshops, and seminars. Jessica is a dynamic leader who exudes compassion, patience, and enthusiasm for those who seek financial guidance.



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The better the world works.



Building a better
working world

Master of Ceremonies

Kami Bumpers

Sophomore, The Ohio State University

NFTE Class of 2021



A current Theater Major at The Ohio State University in Miami, Kami has a history of innovation and leadership as a student at Coral Reef High School. Kami participated in a NFTE class in 2020 and pitched her business idea for Pep 'N Your Step: a non-profit service to provide a 3-hour pep rally to children hospitalized for long periods of times that are unable to experience high school activities. Kami then went on to serve as a Summer Intern for the NFTE Southeast Region, helping with multiple BizCamps.

An avid performer, journalist, writer and traveler, Kami has had her poetry featured in the Award-winning magazine *Elysium*, and with eight friends she has self-produced a podcast encouraging young girls to follow their passions through interviews with women in interesting jobs such as astronauts, professional volleyball players, and fashion bloggers.

A long-time member of FBLA and the Girl Scouts as well as both the National Honor Society and National Business Honor Society, Kami has received many honors and awards for her work. She also served her high school's Black Student Union as Outreach Chair and Vice President, and worked tirelessly to promote diversity and inclusion throughout the school. She continues to advocate for diversity and inclusion at The Ohio State University as a member of MUNDO at OSU.

NFTE Southeast Advisory Board

Volunteers of the Year

Richard Jackson (Chair), Greenspoon Marder LLP

Jordan Corredera, Royal Caribbean
Cruise LTD

Steve Davis, EY

Greg Diamond, Brightwood Capital

Anthony Hazen, Link Logistics Real Estate

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

Sandra Rosa, Santander Consumer USA

We are immensely grateful to all of our volunteers. This year, congratulations to our **Individual Volunteer of the Year**, **Ritu Sethi**, from WSFS Bank. Ritu has been a dedicated volunteer working with one of our students in one of our Miami schools over the past five months doing bi-weekly coaching virtually. She has helped her mentee build their idea into a solid business plan, along with building the student's confidence and self-esteem. She has played an instrumental role not only in further developing the entrepreneurial mindset, but also preparing her mentee for the next steps following graduation in June.



And congratulations to our **Corporate Volunteer of the Year**, **the Miami Bayside Foundation**. The Miami Bayside Foundation (MBF) has been a supporter of NFTE Southeast for a number of years, particularly in areas of great need, in Overtown and Little Havana. The MBF makes every effort to have representation during our school NFTE competitions by having MBF members participate as judges, and inviting NFTE students to showcase their businesses during their annual MBF *We Are Miami* event, where they celebrate Miami's small business and entrepreneurial community and the economic growth of the local community.

THANK YOU!



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.

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

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

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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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