

# 2021

## Annual Report



**nfte!**

Network for Teaching  
Entrepreneurship

A look back at July 1, 2020 through June 30, 2021.

# Our Reach

Since its founding, NFTE has served well over a million students in the U.S. and abroad. During the 2020-2021 school year we reached over 74,000 young people:

- 33,199** U.S. Students  
in classrooms and camps across the country
- 348** Schools and Community Partners
- 1,226** Classes and Camps
- 501** Teacher Corps Members
- 2,455** Volunteers
- 7,750** International Students  
in classroom programs delivered by partners in Germany, Ireland, Israel, Japan, Mexico, Qatar, and Singapore
- 33,353** Online students participating in entrepreneurship experiences

## NFTE's Long-term Impact is Clear:

**86%**

*of NFTE alumni are employed or actively engaged in furthering their education*

**90%**

*believe their entrepreneurial mindset has helped them in school, in business, and in life*

**1 IN 4**

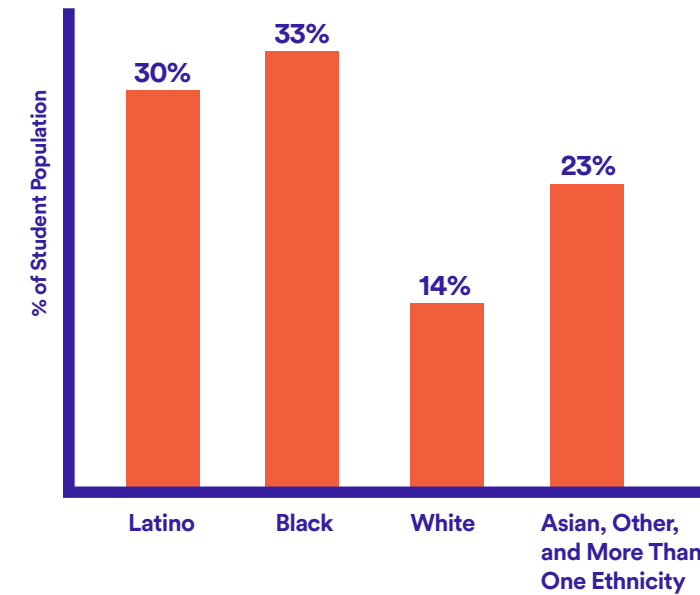
*have started one or more new businesses since completing the NFTE program, compared to just 2% of young adults in general and an even smaller percentage of low-income youth overall*

SOURCE: NFTE 2013 and 2015 Alumni Studies.

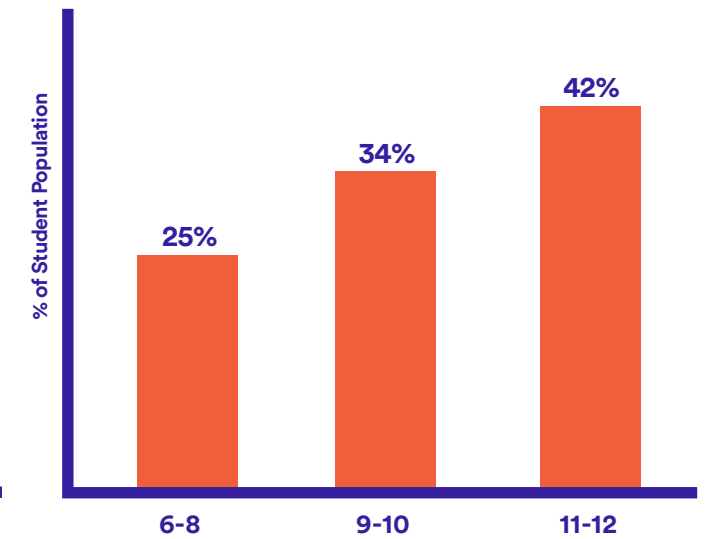
# U.S. Student Demographics

NFTE serves a diverse student body, focusing on entrepreneurship education for young people from under-resourced communities. NFTE programming is delivered to learners in middle schools and high schools across the country. Many more young people are reached through NFTE's partnerships with international youth development organizations, but the following profiles the composition of the student body in U.S. classrooms.

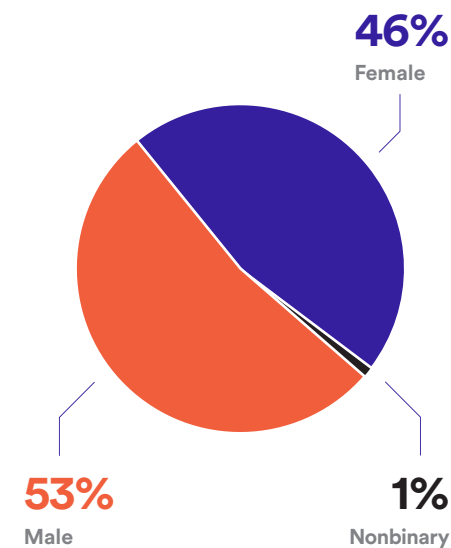
## Student Race/Ethnicity



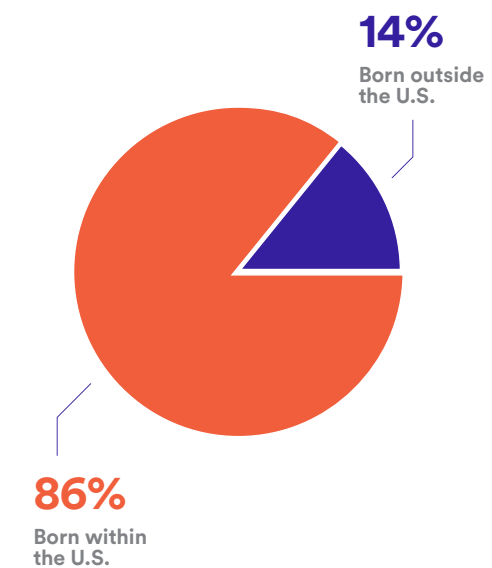
## Student Grade Levels



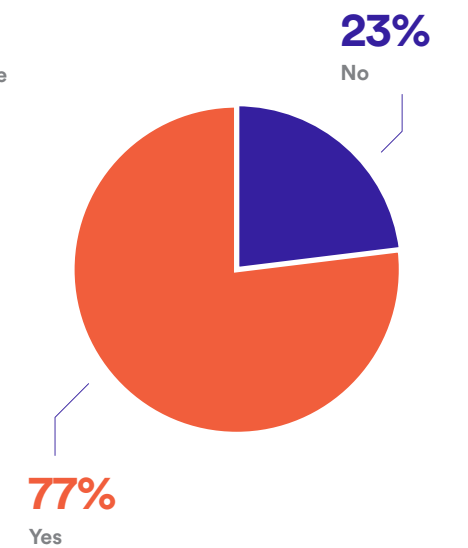
## Gender



## Country of Origin

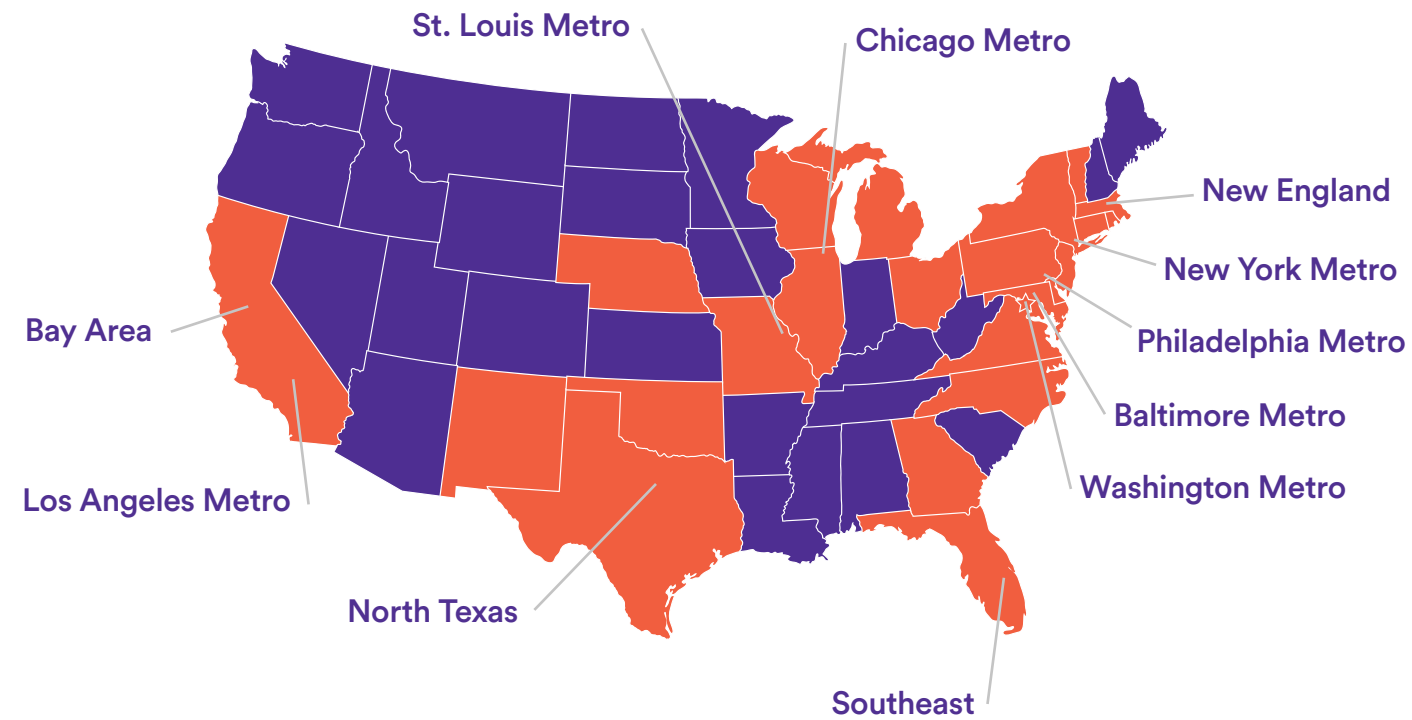


## FRL Eligible



# NFTE Across the United States

NFTE maintains a nationwide network of program offices and works directly with schools, school districts, and community-based organizations to serve young people in under-resourced communities across the nation.



Robin Ye and Bryan Ng, students at Hwa Chong Institution in Singapore, and founders of *Robin Food*, a proposed tech-driven bidding system to help foodbanks manage inventory and reduce wasted food. *Robin Food* won first place in the PIMCO Zero Hunger Challenge, part of the 2020 NFTE World Series of Innovation.

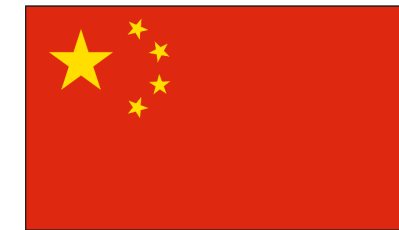
Check out all other winners at: <https://www.nfte.com/competitions/nfte-world-series-of-innovation/>

# International Partners

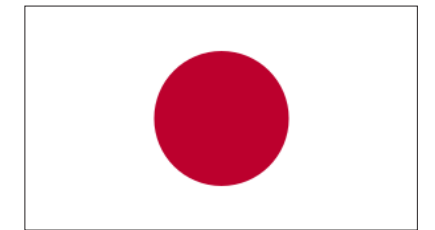
NFTE is proud to partner with a number of leading international organizations to activate the entrepreneurial mindset and build startup skills in young people across the globe.



ACS  
Qatar



Be Better  
China



Career Link  
Japan



Foróige  
Ireland



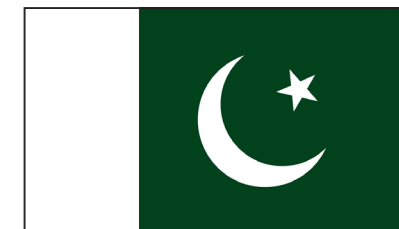
Fundación E  
Mexico



Halogen Foundation  
Singapore



NFTE Deutschland  
Germany



Startup Early  
Pakistan



The Global Education & Leadership Foundation (tGELF) and ENPower  
India



Unistream  
Israel



U.S. Dept of State  
Palestine



YouthStart Belgium  
Belgium

# NFTE Supporters

Donors and sponsors are vital partners in providing opportunities for NFTE students. Their generosity makes our work possible. This list reflects donations made between July 1, 2020 and June 30, 2021.

## Entrepreneurial Leaders (\$1,000,000+)

Citi foundation



## Equity Investors (\$500,000+)



## Venture Capitalists (\$250,000+)

Anonymous	Egidio Lombardi Charitable Lead Trust	PayPal
Charles Stewart Mott Foundation	Mastercard	Tucker York

## Launch Partners (\$100,000+)

Anonymous	Mary Kay	SAP America, Inc.
Intuit	Moody's Analytics	The Alper Family Foundation

## Angel Investors (\$50,000+)

All Points North Foundation	F.M. Kirby Foundation	Pitney Bowes Inc.
AT&T Foundation	Holly B. Wallace and Ed Baum and The Wallace and Baum Family Foundation	Polk Bros. Foundation
Bank of the West	Lowe's	The Batchelor Foundation
Capital One	Microsoft	The Coca-Cola Company
E*TRADE Financial	Motorola Solutions Foundation	The Jim Moran Foundation

## Startup Investors (\$25,000+)

Anthony D. Salcito	Marqueta	PIMCO Foundation
Babson College	Miami Bayside Foundation	Slalom Consulting
Costco Wholesale	Mollie Richardson	State Street Foundation
Dwight Stuart Youth Fund	Pacific Western Bank	The Community Foundation of Broward
Express Scripts Foundation	Peacock Foundation	The Fred Maytag Family Foundation
Gus and Mary Beth Harris	Paul, Weiss, Rifkind, Wharton & Garrison	The Mandy and Tim Murphy Family Fund

## Accelerators (\$10,000+)

Arthur Rock and Toni Rembe	John & Lana Antos	Sterling National Bank
Bank of Hope	Leo & Natalie Gestetner	The Johnny Carson Foundation
Capital Group	Mara W. Breech Foundation	The Kling Family Fund
City National Bank	Michael Kacsmar	The Ortega Family Foundation
CME Group	Mizrahi Tefahot Bank	The Snider Foundation
Craig & Kathryn Hall Foundation	Netscout	The Wandering Capitalist
Emerson Electric Company	Nora & Dora Hanft	U.S. Bank
First Republic Bank	Popular Community Bank	Union Bank of California
Greg & Linda Diamond	Rob Fraser	USC Good Neighbors Campaign
Harry W. Bass Foundation	Scott Johnston	Wells Fargo Bank
Horizon Therapeutics	Sidley Austin	William & Isobel Clarke Foundation
Howard and Stephanie Krass	Silicon Valley Bank	Zeldin Family Foundation
	State Farm Insurance	

## Growth Partners (\$1,000+)

Aaron Shelby	Emilio Ragosa	Pacific Premier Bank
ACS International Resources, Inc.	EMV Family Charitable Trust	Patrick & Beatrice Haggerty Foundation
Adam J. Kirsch	Entrust One Facility Services	Paul Chen
Adam VeVerka	Evensky & Katz	PayPal Giving Fund
Alcove Media	Evergreen Apartments	Peloton Consulting Group
Alliance Bernstein L.P.	Frazier Giving Fund	People's United Bank
Alliant Credit Union Foundation	Fred Hanna	Peter & Stacy Hochfelder Charitable Foundation
Andrew G. Smith	Fritz Maytag	Preston Hayes
Andrew Morris	Gary Rabishaw	Prosperity Bank
Andrew R. Jordan, III	Granite Solutions Groupe	Regions Bank
Ann Daley	Greg Bateman	Renato Cazangi
Ann Marie Sorrell	Ingredion	Rene Salas
Anonymous	Irving-Las Colinas Chamber of Commerce	Revolution Growth
Anthony Calderazzi	J.D. LaRock	Richard Jackson
Ares Management	James Uehlinger	Riskified
Bank of America	Jasmin Coyne	Robert Blee
Bank OZK	Jasmine Lawrence	Ron Consiglio
Ben Teicher	Jason Shupp	Roxanne Deblauwe
Blank Rome LLP	Jason Wulfsohn	RSM US LLP
Blumenthal Family Charitable Trust	Jedd Canty	Runway Innovation Hub
Brent Freeman	Joel Feinberg	S. Ben Tenori Charitable Lead Trust
Brian Dubin	John Casanova	Sandra L. Rosa
Brian Fryer	John Van De Weert	Sapphire Foundation
Brian Paule	Josh Kopelman	Sarah K. Matthews
Brian Rothman	Judy Stewart	SC Johnson, A Family Company
Bruce And Karen Levenson Family Fund	Karen Yim	Scott A. Snyder
Byline Bank	Keystone National Properties	Sean Barker
Cary Matthews	Klehr Harrison Harvey Branzberg, LLP	Seth Marx
Cathay Bank	Landon Hilliard, III	Sidney Stern Memorial Trust
CFG	Latham & Watkins LLP	Singleton Foundation
Chante Goodwin	Lauren Beitelspacher	Stephen Canaras
Charles Jacobson	Lucy Foundation	Stewart A. Merkin, Esq.
Charles Schwab Foundation	Maple Mark Bank	STL Giving Project
Chris Achar	Mark Andrade	Sunkist Growers, Inc.
Chris Boyd	Mary Murphy	Taylor Hanex
CIBC	Matt Shekoyan	The Bank of New York Mellon
Clara E. Del Villar	McKesson	The Blatt Family Foundation
Comerica Bank	Meridian Bank	The Oshay Family Foundation
Coral Gables Community Foundation	Merrill Lynch	Tim P. Schieffelin
Daniel Gestetner	Miami-Dade County - District 5	Unibail-Rodamco-Westfield
Dart Group II Foundation	Michael Portegello	UPS Foundation
Data Systems Analysts, Inc.	Michael Williams	Vanguard Charitable
David and Patricia Porter Fund	Mike Carpenter	Venu Raghavan
David Cahn	Milan Patel	William R. Salzman
David Chubak	Morgan Stanley	William Wolfe
Diana N. Rowan	Nancy Flores	Wilson Sonsini Goodrich & Rosati Foundation
Eastern Bank Foundation	Newell Brands	Winston Ashby
	NewSpring Capital	

# Board of Directors

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EY US

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Goldman, Sachs & Co.

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The Alper Portfolio Group, LTD.

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NFTE

## David Spreng

*Chairman, CEO & CEO*  
Runway Growth Capital

**“By focusing on expanding skills like critical thinking, communication and collaboration, and self-reliance, NFTE is helping students prepare for future success. We believe it’s essential that the next generation develop the entrepreneurial mindset to stand out in a competitive workforce and succeed in a variety of industries and settings.”**

**Michael J. Kacsmar**  
*Partner at EY US;  
Chair of NFTE’s  
Board of Directors*



# Regional Advisory Board Chairs

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TEC/T-REX

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HOPR Ventures



# Financial Information

Donors and sponsors are vital partners in providing opportunities for NFTE students. Their generosity makes our work possible. This list reflects donations made between July 1, 2020 and June 30, 2021.

**Support and Revenues:**

**\$16,627,262**

Contributions

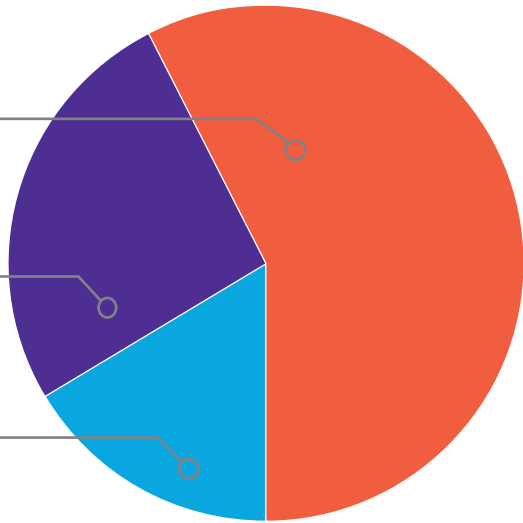
**57%**

In-kind Support

**26%**

Other Revenue

**16%**



**Expenses:**

**\$14,564,261**

Program

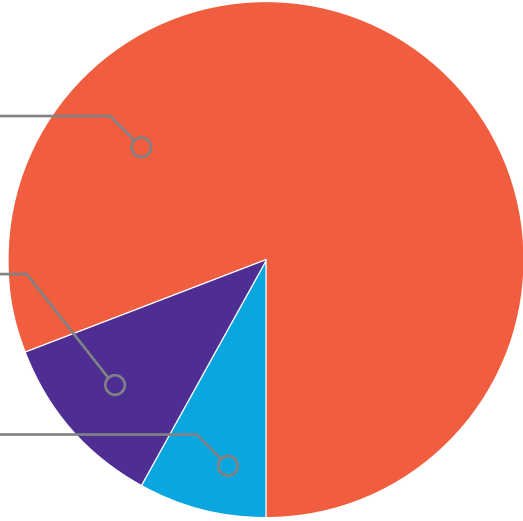
**81%**

Administrative

**11%**

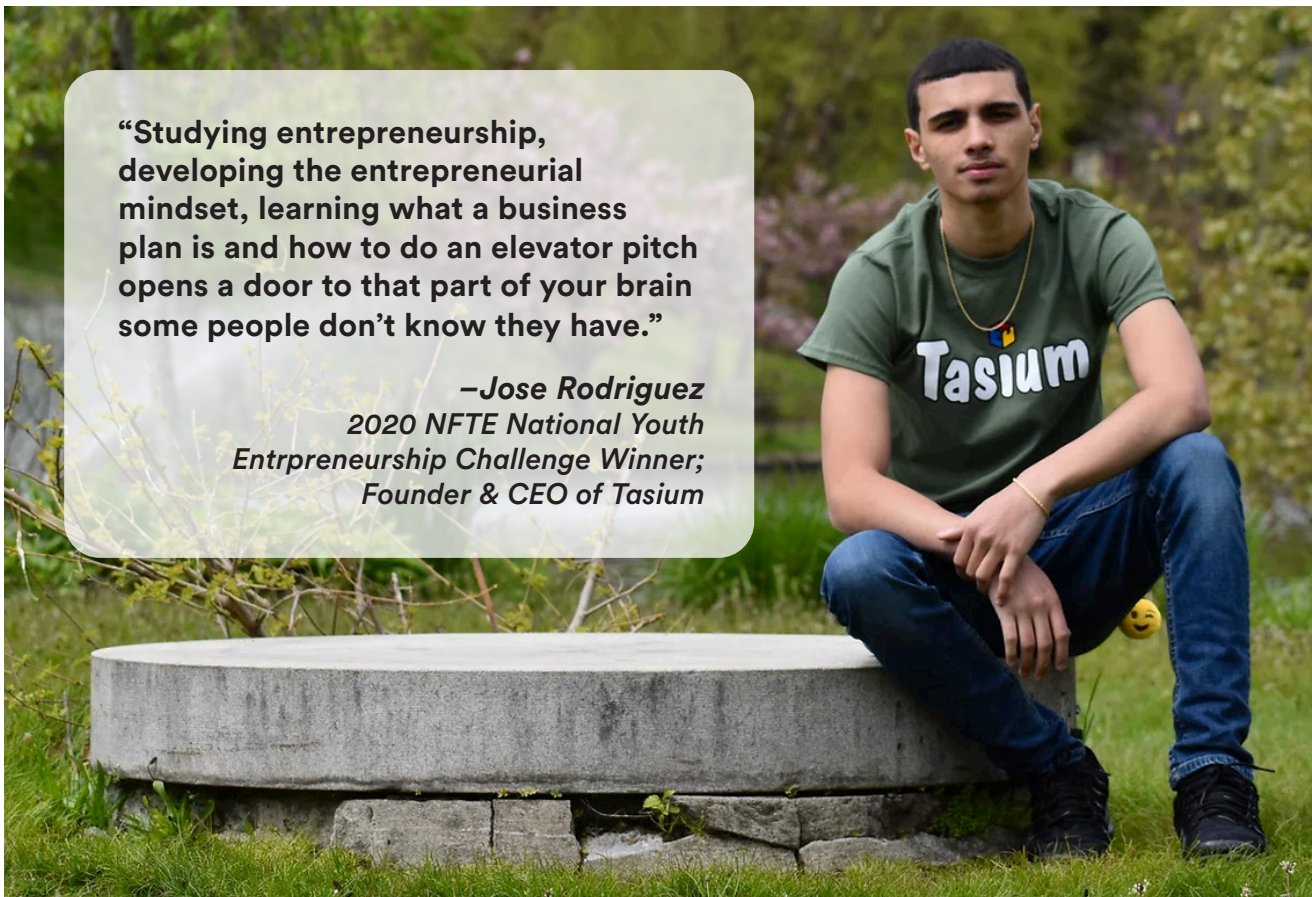
Fundraising

**8%**



**“Studying entrepreneurship,  
developing the entrepreneurial  
mindset, learning what a business  
plan is and how to do an elevator pitch  
opens a door to that part of your brain  
some people don’t know they have.”**

**–Jose Rodriguez  
2020 NFTE National Youth  
Entrepreneurship Challenge Winner;  
Founder & CEO of Tasium**



**Interested in bringing NFTE to your school or supporting NFTE?  
Please email [programinquiry@nfte.com](mailto:programinquiry@nfte.com) or call 212-232-3333.**