



nfte!

Overview

Program Year: 2022-2023

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Network for Teaching Entrepreneurship (NFTE) ignites the entrepreneurial mindset with unique learning experiences that empower students to own their futures.

- Focus on young people ages 11 to 24 in under-resourced communities
- Work in school districts with free and reduced lunch (FRL) eligibility rate of 50%+
- Majority of partner schools average 70%-80% FRL rates

nfte.com



Activating the Entrepreneurial Mindset

NFTE empowers youth to approach the world with an **innovator's eye and a founder's grit**, not only during the NFTE course but for the rest of their lives. **An entrepreneurial mindset prepares young people for success throughout life.**



Initiative & Self-Reliance

The power to take ownership without input or guidance and to work through obstacles independently.



Flexibility & Adaptability

The ability and willingness to change actions and plans to overcome present and future challenges.



Communication & Collaboration

The ability to clearly express ideas to an intended audience, including persuading others to work towards a common goal.



Creativity & Innovation

The ability to think of ideas and create solutions to problems without clearly defined structures.



Future Orientation

An optimistic disposition with a focus on obtaining the skills and knowledge required to transition into a career.



Critical Thinking & Problem Solving

The process of applying higher-level, process-oriented thinking skills, and of transitioning that reasoning to decision making.



Opportunity Recognition

The practice of seeing and experiencing problems as opportunities to create solutions.



Comfort with Risk

The capacity to move forward with a decision despite inevitable uncertainty and challenges.

In partnership with the *Educational Testing Service (ETS)*, NFTE has developed the **Entrepreneurial Mindset Index** – a valid assessment to measure mindset growth. We thank **EY** for its signature support of this effort.

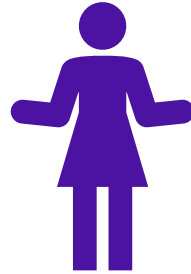
Impact & Outcomes

NFTE students apply the entrepreneurial mindset—succeeding in the workplace, starting businesses, and furthering their education.



96%

of NFTE seniors are on track to graduate high school on-time compared to less than 80% among their peers



Female NFTE students show larger gains from pre- to post-EMI than their male counterparts

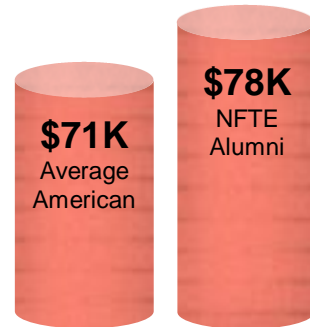


NFTE alumni have started at least one business

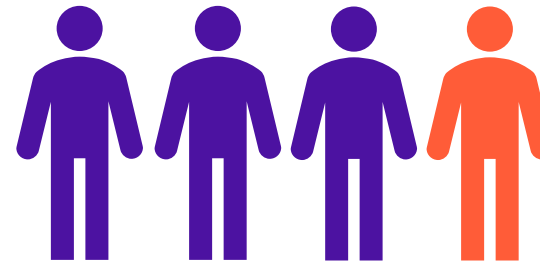


NFTE students significantly **increased their overall entrepreneurial mindset** compared to their non-NFTE peers

Alumni earn more and report high rates of satisfaction



Alumni earn 10% more
despite coming from low-income communities (among respondents who are full-time salaried employees)



3 out of 4 are satisfied with their careers
33.1% of respondents are very satisfied, and 42.2% are satisfied, with their careers

NFTE Entrepreneurship Pathway

NFTE's Pathway programs activate the entrepreneurial mindset through **authentic experiential learning**. All programs are rooted in a **project-based** learning model that integrates **digital tools** and **lean startup** methodology. Students come up with their own original business idea, create a sustainable business model and plan, and pitch to a panel of expert judges.

Awareness	Introductory	Intermediate	Advanced
World Series of Innovation <i>(online experience)</i>	IN-SCHOOL PATHWAY		
	Startup Tech Entrepreneurship Essentials	Entrepreneurship 1	Entrepreneurship 2
	OUT OF SCHOOL		
	Start It Up!	BizCamp	Startup Summer



NFTE students can also prepare to take Intuit and Adobe certification exams demonstrating mastery of Quickbooks, Design For Delight, Photoshop, InDesign, and more.



Students who complete Entrepreneurship 1 and 2 courses are prepared to take the Certiport Entrepreneurship and Small Business exam for certification. The NFTE curriculum is Certiport-recommended.



Entrepreneurial Teacher Corps

- **Train-the-Trainer Model:** educators are at the center of all NFTE programs
- **NFTE University Teacher Training:** 2-4 day intensive initial training
- **Professional Development:** Professional Learning Communities, webinars and workshops to share new entrepreneurship content and industry topics, and regular office hours with NFTE staff
- **Leadership Opportunities:** Lead Teachers take on leadership roles within the NFTE Teacher Corps to support on training, peer-to-peer support
- **Recognition:** top-performing NFTE educators receive recognition and incentives
- **Entrepreneurship Education Summit:** national conference for educators, policymakers, field practitioners

Volunteerism (in person and virtual)

Volunteering with NFTE students is a rewarding experience. **Volunteers increase learning and impact.**
Students who work with volunteers score 9% higher on the NFTE program knowledge assessment!



Guest Speaker

Share your professional development story, lead a career awareness session or teach a specific lesson as a subject matter expert to highlight business concepts and inspire innovative ideas

Sessions may be individual or panel discussions



Coach & Advisor

Help students strengthen various aspects of their business canvas and pitch deck, hone financials and marketing plans, practice presentation skills, and work through other individual challenges

Sessions may be individual or panel discussions.



Events & Field Trips

Host students at your company to connect the classroom to workforce pathways; participate in Innovation Days and Youth Entrepreneurship Summits

Typically includes guest speaking, workshops, coaching sessions



BizPlan Judge

Panels of business professionals evaluate business pitches (the final demonstration of learning), provide feedback on content and delivery and network with students

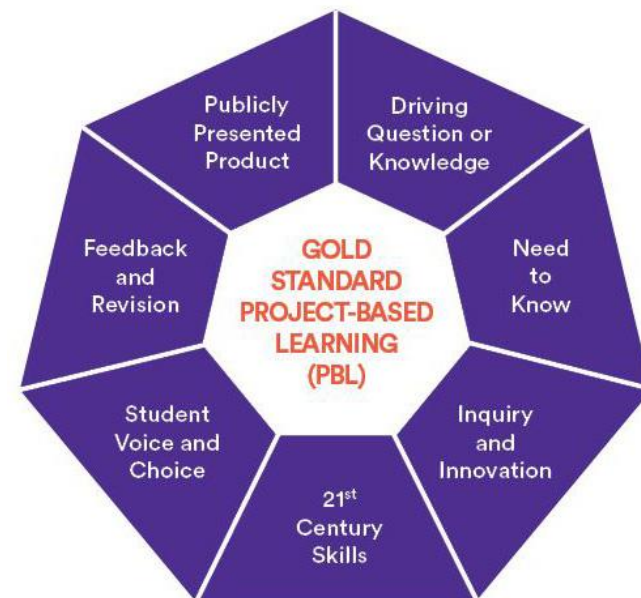
Classroom, regionals, nationals

53% of alumni who launched a business are still in touch with at least one volunteer from their NFTE experience

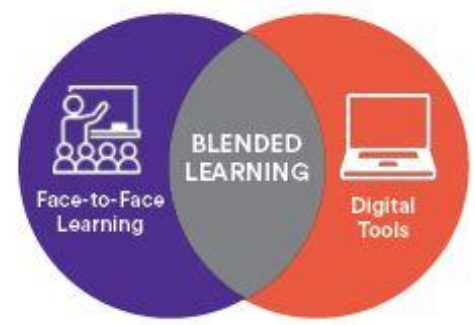
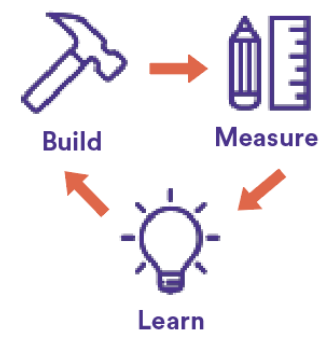
81% of alumni said volunteer experience was helpful to their lives outside of NFTE and entrepreneurship



NFTE Program Components



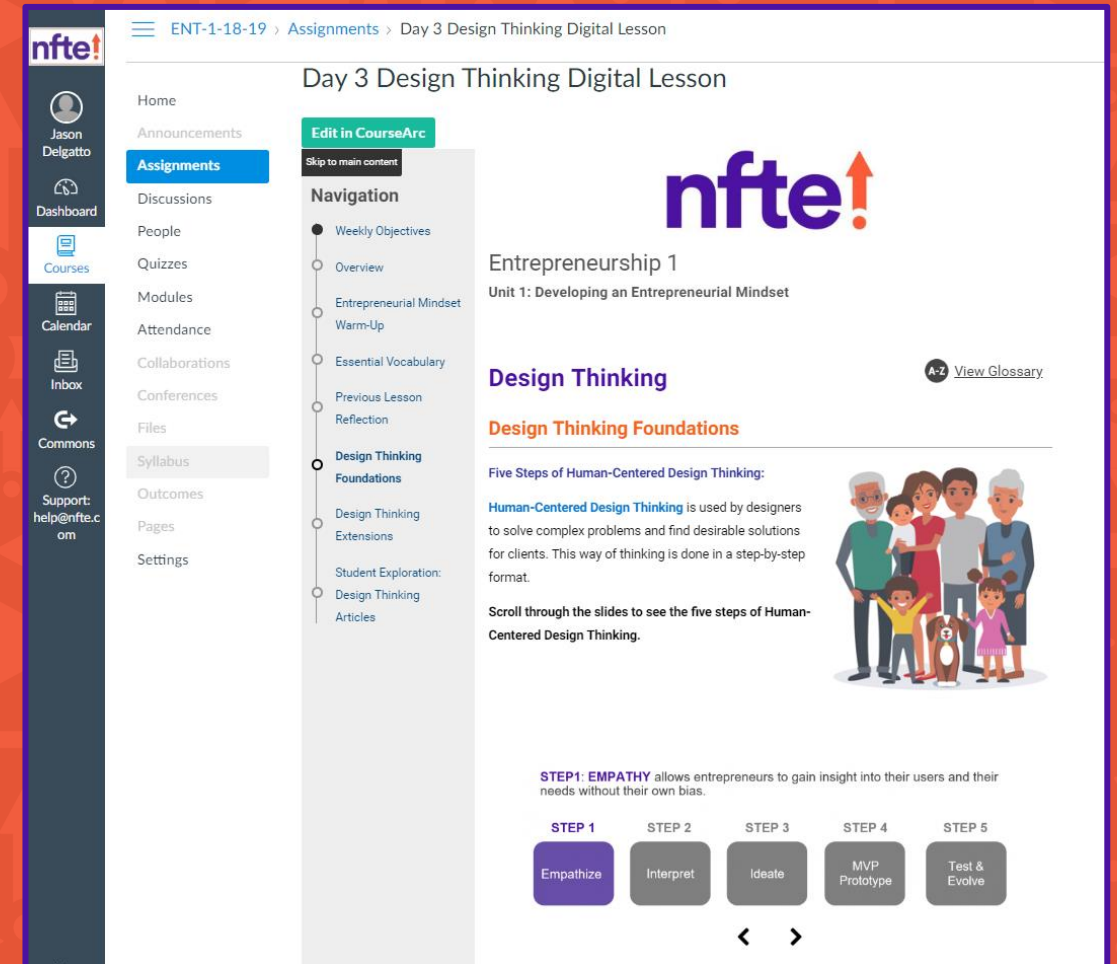
LEAN STARTUP PRACTICES



Learning Management System (LMS)

NFTE Pathway courses are delivered via the Canvas LMS:

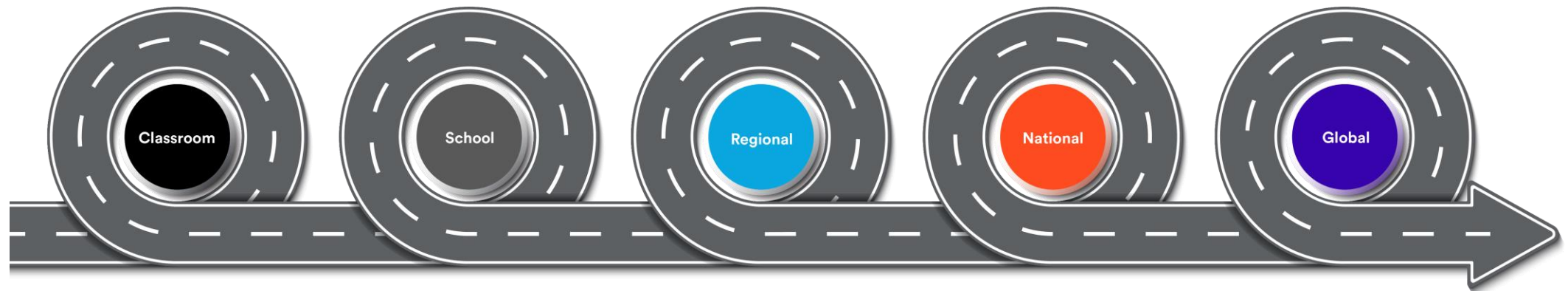
- All instructional materials can be accessed through multiple modalities:
 - Digital assignments and assessments for individual student computers
 - Printable assignments and assessments available for print or projection on-screen
- Individual student accounts in the LMS allow for real-time student data analysis
- Educator access to the NFTE Teacher Resource Hub
- Virtual support provided by NFTE staff



The screenshot displays the Canvas LMS interface for an NFTE course. The top navigation bar shows the course path: ENT-1-18-19 > Assignments > Day 3 Design Thinking Digital Lesson. The left sidebar contains a user profile for Jason Delgatto and a navigation menu with options like Home, Announcements, Assignments, Discussions, People, Quizzes, Modules, Attendance, Collaborations, Conferences, Files, Syllabus, Outcomes, Pages, and Settings. The main content area is titled "Day 3 Design Thinking Digital Lesson" and features the NFTE logo. Below the logo, the course title "Entrepreneurship 1" and unit "Unit 1: Developing an Entrepreneurial Mindset" are shown. The "Design Thinking" section includes a "Design Thinking Foundations" heading and a "Five Steps of Human-Centered Design Thinking" section. This section contains a paragraph explaining that Human-Centered Design Thinking is used by designers to solve complex problems and find desirable solutions for clients in a step-by-step format. Below the text is an illustration of a diverse family. At the bottom, five steps are listed in a horizontal sequence: STEP 1 Empathize, STEP 2 Interpret, STEP 3 Ideate, STEP 4 MVP Prototype, and STEP 5 Test & Evolve. The first step, "Empathize", is highlighted in a darker blue color.

Youth Entrepreneurship Challenge Series

- Cash prizes awarded annually to the top student entrepreneurs at the classroom, school/district, regional, national, and global levels.
- Students prepare business plans and pitches with support from teachers and volunteer business coaches. Judges from the business community provide feedback and encouragement.
- Winners at the classroom and school level earn opportunity to advance to regionals, nationals, and the World Youth Entrepreneurship Challenge.
- The 2022-23 series will offer virtual rounds (quarter- and semi-finals) and in-person (finals).
- Competition judges and speakers have included business leaders and entrepreneurs, such as Sarah Kauss, founder of S'well, Daymond John, FuBu founder and Shark Tank star, Jamie Siminoff, founder of Ring, and Saweetie, rapper and philanthropist.



National Youth Entrepreneurship Challenge 2022

32 aspiring young entrepreneurs pitched their business plans to a panel of judges; the top three competed during the final round on Thursday, October 13, 2022.

Final Pitches included:

- **1st place: Josh Kreuger, 18**, a student at South Technical High School in St. Louis presented MODRN Media, a digital marketing agency that trains and employs content creators while offering budget-friendly video production and social media management services to small businesses in the same community.
- **Runner up: Thomas Vo, 17**, a student at Nimitz High School in Irving, TX presented Reheats, which makes electric heated gloves for construction workers and others working in the cold.
- **Runner up: Abhinav Gorrepati, 14**, a student at Silver Creek High School in San Jose, CA presented CredX, an online educational platform that encourages financial literacy in teens through engaging lessons.



VIP Judge Panel



Vladimir F. Galiothe
Managing Director,
Equity Derivatives
Trading
Citigroup



Alexis Jeffries
Director, Head of
Business Product
Marketing
Glassdoor



Amanda Loyola
Engagement Manager
McKinsey & Company
NfTE Alumna

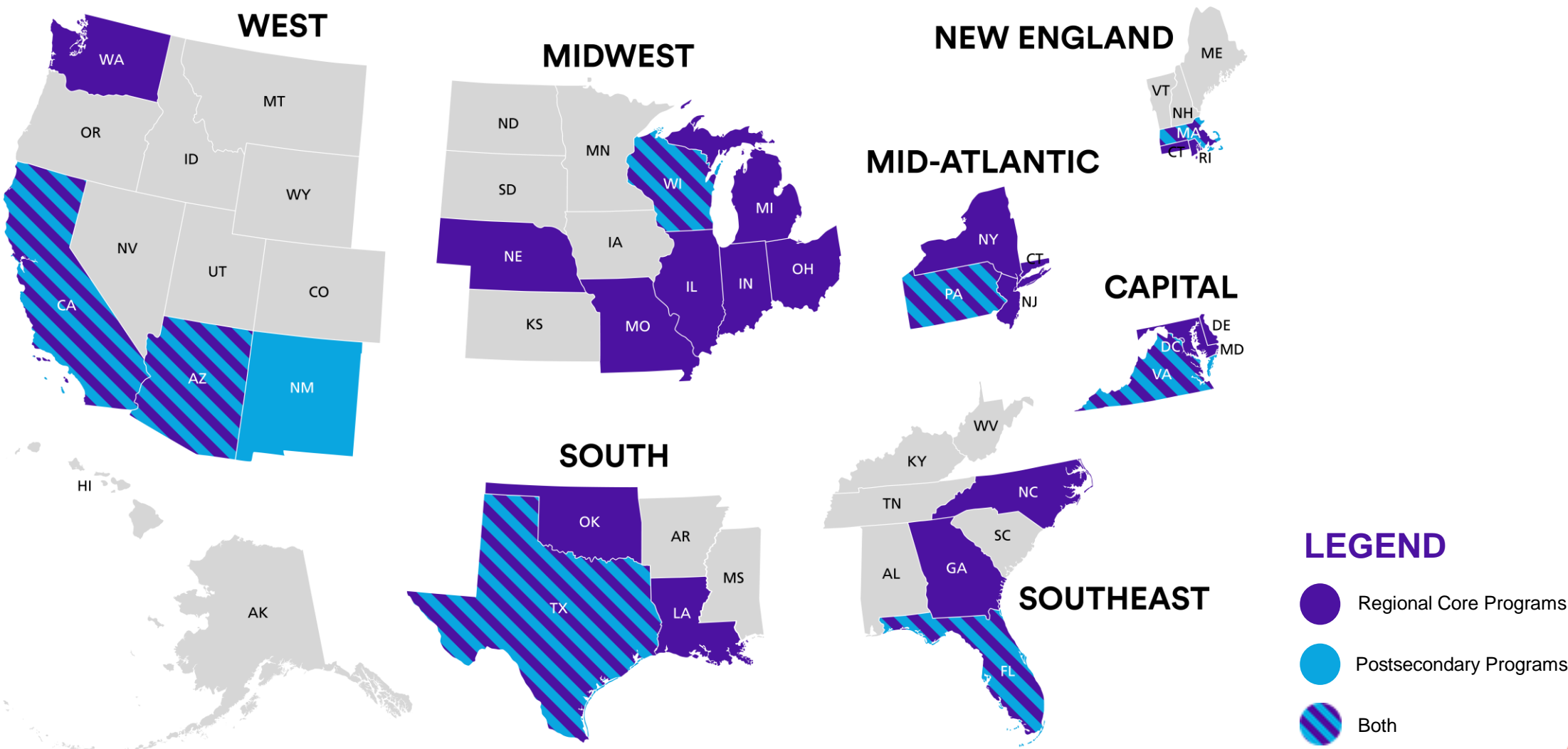


Dr. Lamell McMorris
Principal and Head of Policy,
Regulatory & Government
Relations
Edward Jones

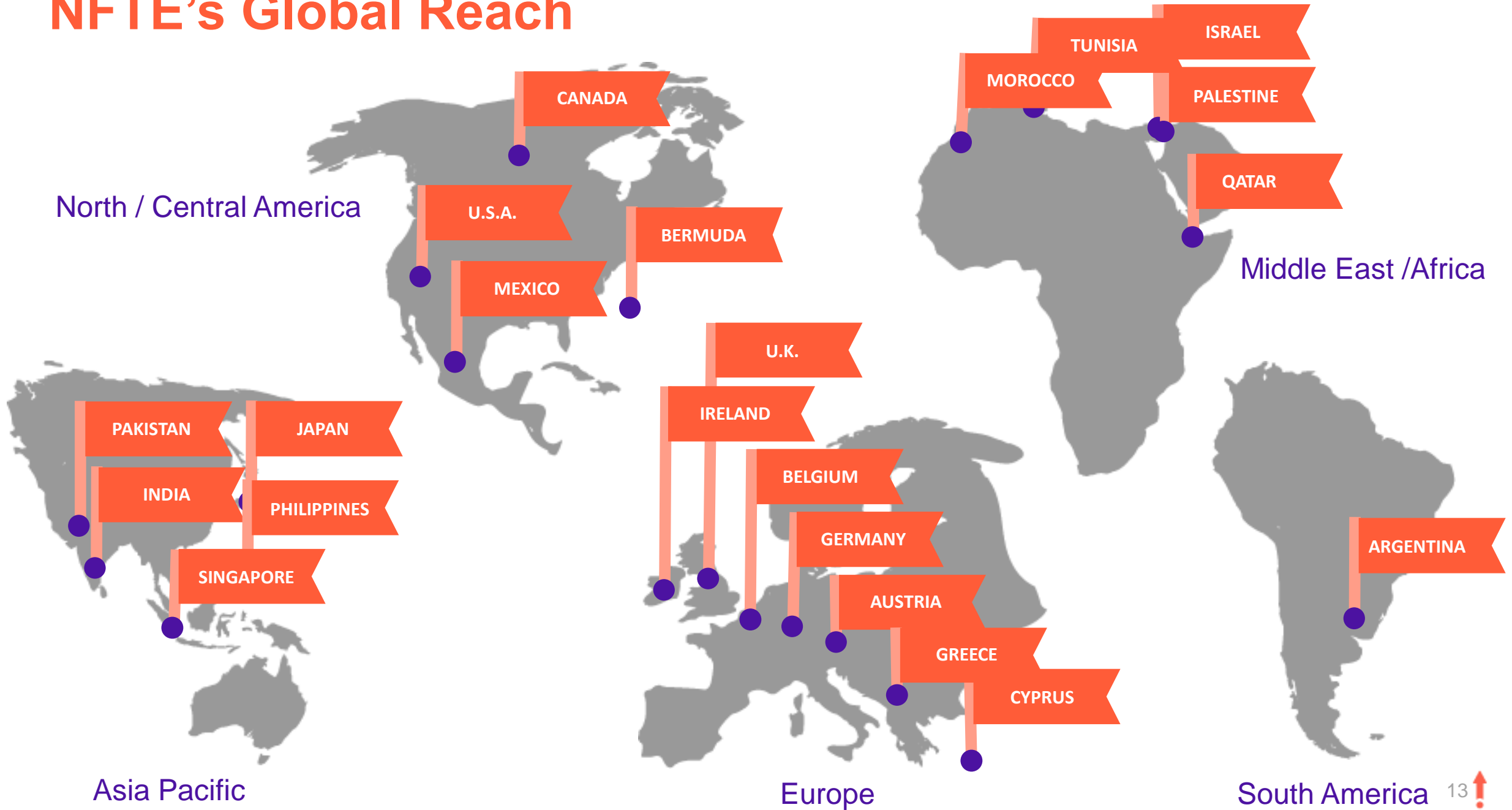


Alysia Steinmann
Managing Partner
Metro New York Office
Ernst & Young, LLP

NFTE U.S. Program Reach



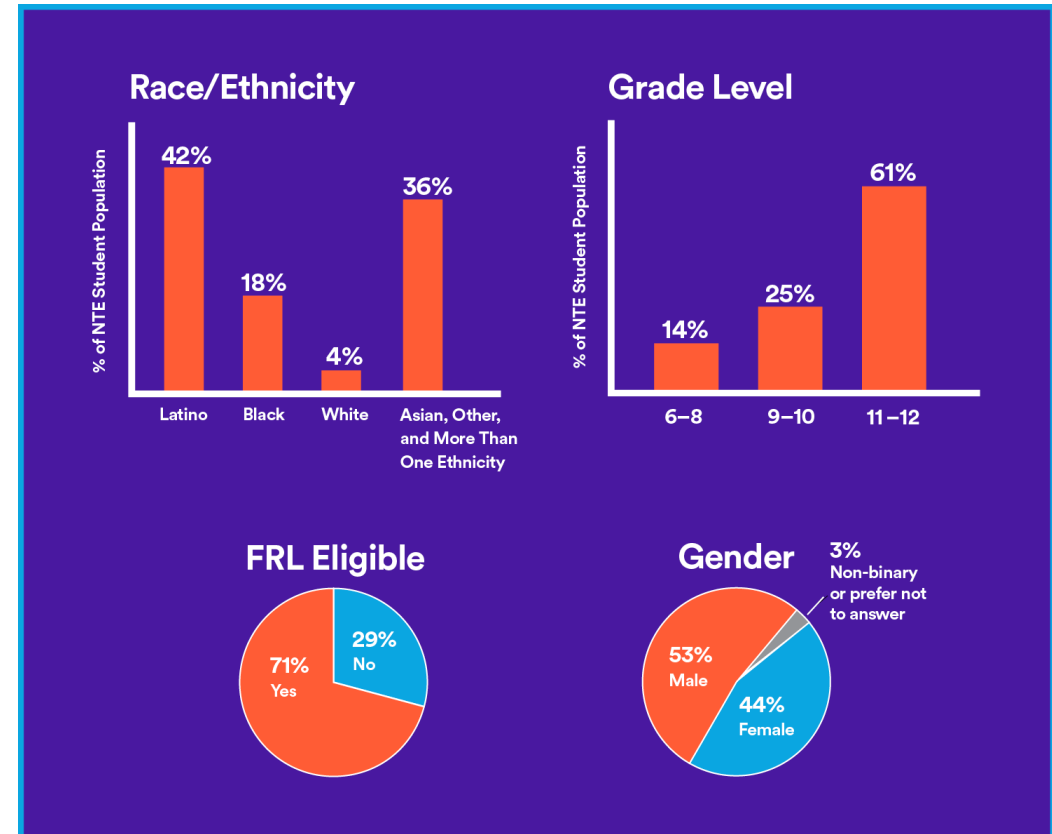
NFTE's Global Reach



NFTE West Program Reach Snapshot

SY22-23 Goals

Students	2,129
Districts	14
Schools & Partners	44
Classes & Camps	119
Teachers	55



West Program Partners

Arizona

- Highland Prep Surprise

California

- A Place Called Home
- Abraham Lincoln High School (SFUSD)
- Alexander Hamilton High School (LAUSD)
- Animo City of Champions (Green Dot)
- Augustus Hawkins High School (LAUSD)
- Carson High School (LAUSD)
- CEO Leadership Alliance Orange County
- Children's Institute
- Crenshaw High School (LAUSD)
- Da Vinci Design High School
- Downtown Magnets High School (LAUSD)
- Dr. Maya Angelou Community High School (LAUSD)
- Elizabeth Learning Center (LAUSD)
- Environmental Charter High School (EmpowHer)

California (continued)

- Florence Nightingale Middle School (LAUSD)
- Galileo Academy of Science & Technology (SFUSD)
- Garden High School (LAUSD)
- GOAT23 (SFUSD)
- Hawthorne Math & Science Academy (HSD)
- Hawthorne Middle School (HSD)
- Independence High School (ESUHSD)
- Ivy Academia Charter School
- James Foshay Learning Center (LAUSD)
- John O'Connell High School (SFUSD)
- Joseph A. Gregori High School (MCS)
- Leuzinger High School (CVUSD)
- Los Angeles Academy of Arts & Enterprise
- Los Angeles Urban League
- Manual Arts High School (LAUSD)
- McClymonds High School (OUSD)
- Nathaniel Narbonne High School (LAUSD)

California (continued)

- North Hollywood High School (LAUSD)
- Paramount High School
- Rio Hondo College
- Santee High School (LAUSD)
- Silver Creek High School (ESUHSD)
- South East High School (LAUSD)
- Templo Calvario
- Thurgood Marshall Academic High School (SFUSD)
- Watts Learning Center Charter Middle School
- West Adams Preparatory High School (LAUSD)
- Woodrow Wilson High School (LAUSD)

Washington

- Lochburn Middle School (CPSD)

NFTE Alumni Network

Alumni get connected with **exclusive opportunities** following their NFTE student experience which provide venues for alumni to **leverage their entrepreneurial mindset**. We offer a network of support to connect alumni to their peers, business and startup communities, and opportunities such as NFTE's **Founders Forum**, internships, and exclusive scholarships.



College – Scholarships & academic opportunities



Career – Internships & professional opportunities



Startup – Incubators, Mentors, & guidance on launching your business

NFTE West Key Supporters



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Paul Albarian
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Charles Choice
Sr. Program Officer & NFTE Alumnus
Do-or-Dier Visionary Foundation

Xochitl Cortez, Esq.
Partner
Mirman, Bubman & Nahmias, LLP

Jasmin Coyne
SVP Operations Program Management
and Transformation
City National Bank

John Finley
Head of Customer Experience
Bank of the West

Roxane Harper
President/CEO
Icy Baby Foundation

Patrick Henry
Assistant Professor Emeritus
USC Marshall School of Business

Monika Hudson
Associate Professor, School of Management
University of San Francisco

Aleks Ivanova
Investment Analyst
Capital Group

Maurice James
CEO
Mojo Pictures

Emil Khodorkovsky
CEO
Forbix Capital Corp.

Jasmine Lawrence
Founder & CEO, EDEN BodyWorks
Product Manager, Everyday Robots

Sarah Matthews
Partner
EY

Connie Moore
Retired NFTE Teacher
LA Unified School District

Andrew Morris, CFA
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Pam Habner

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Citi

Sandra Rosa

Chief Human Resources Officer

Santander Consumer USA Inc.



Thank You

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