



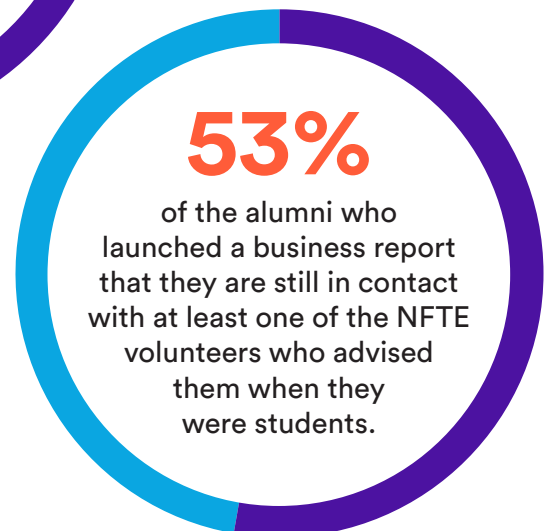
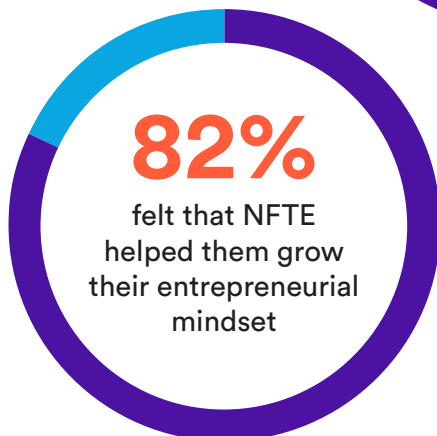
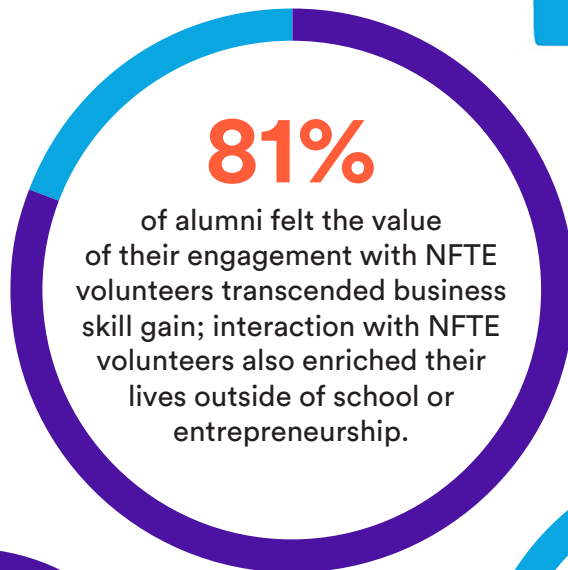
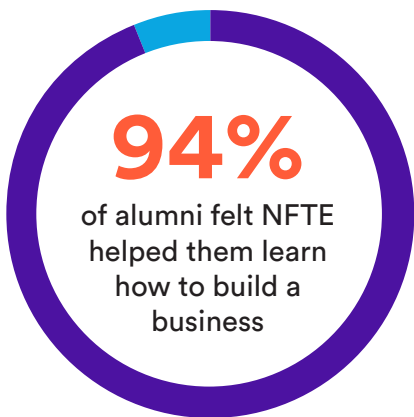
APPLYING THE ENTREPRENEURIAL MINDSET: THE NFTE EXPERIENCE

NFTE's most recent Program Alumni Survey (December 2021) looks at the self-reported experience of a diverse sampling of young alumni, but primarily those who graduated high school within the past few years (73% of the sample completed high school between 2014 and 2020, and approximately 20% had already earned a college degree). The responses, which were generally consistent with similar alumni surveys completed in 2013 and 2016, support the conclusion that youth entrepreneurship education leads to more successful outcomes – in business and in life.

Overwhelmingly, program alumni reported high levels of satisfaction with their NFTE courses and indicated their NFTE training not only helped them grow their entrepreneurial mindset but also helped them with their emerging businesses.

96%

of alumni said that engagement with NFTE volunteers was a valuable aspect of their NFTE experience. A significant number stay in touch with the volunteers they met as students, in many cases benefitting from sustained mentorship.





When asked about their favorite NFTE memories, many program alumni cited experiences they had with volunteers:

“Speaking with volunteers coming from Santander Bank and other firms to pitch my idea and hear feedback on the content of my presentation.”

“Late night visits with NFTE volunteers at AppNexus while working on our startup business. I felt so capable and like I belonged in tech.”



Among the survey respondents who own their own businesses, nearly half (49%) reported that they were running the business they started as a NFTE student and more than half (55%) reported that their businesses were profitable in 2020, even as the pandemic created challenging conditions for small businesses.



Those who are full-time, salaried employees reported average salaries significantly higher than their peers (similar age cohorts from low-income communities) and at least 10% higher than the U.S. national median salary – even though the majority of respondents are still in the early stages of their careers and come from communities with persistent opportunity gaps.



More than 75% of alumni reported high or very high levels of career satisfaction in 2021, putting them far ahead of average and exceeding even the 20-year highs reported by the Conference Board in their 2020 and 2021 Job Satisfaction Surveys.⁵⁹