



nfte!
New England
**YOUTH ENTREPRENEURSHIP
CHALLENGE 2024**



**TUESDAY,
4 JUNE**



**06:00 PM -
09:00 PM**



svb Silicon Valley
Bank

A Division of First Citizens Bank

Silicon Valley Bank
53 State Street
Boston, MA 02109

Presented by



Welcome

Welcome to the 2024 NFTE New England Regional Youth Entrepreneurship Challenge!

This evening, we will present and celebrate the top youth entrepreneurs from across New England. During the program tonight, six youth entrepreneurs will share their original business ideas and future success plans in front of our esteemed panel of judges. Our guest judges will ask questions, provide feedback, and select four youth entrepreneurs who will reign as regional champions. Those students will then present at our National Youth Entrepreneurship Challenge in New York City in October!

Tonight is going to ignite inspiration and motivation! We invite all who joined us to let this be a catalyst to action. We continue to build 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.

This school year has been unique to our region as we've had the opportunity to pilot, learn, engage deeper, and explore new ways to do our best. Our team wants to take a moment to recognize our teachers 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 volunteers, coaches, 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!

Then finally, we congratulate all of today's competitors. Please recognize each one of them 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 Vázquez, Jr., Development Director, *NFTE Class of 2007*

Agenda

NFTE New England Youth Entrepreneurship Challenge

Tuesday, June 4, 2024

hosted by: **svb** Silicon Valley Bank
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Emcee Kaison Holmes-Smith, **NFTE Works Intern**, **NFTE Class of 2022**

Judges Jill DelGrosso, **Zuora**
Patrick Good, **EY**
Sharon Keeley, **Santander Bank**
Vasant Narayan, **The GATO Marketplace**

Student Finalists **Dancing Broke** - Aiyanna Rodriguez - High School of Commerce (Springfield, MA)
Radiant Rise Clocks - Xander Faria - New Bedford High School (New Bedford, MA)
ComfyFix - Miguel Arias - GEAR UP (Boston, MA)
That Junk Removal Company - Joahluis Molina - The MET High School (Providence, RI)
Styled by Amarie - Aliyah Porter - Keefe Regional Technical School (Framingham, MA)
GoLyte - Victor Duque - The MET High School (Providence, RI)

Volunteer Award Miguel Vázquez, Jr., **Development Director, NFTE NE**
to: Andy Beepath, Brookline Bank, NFTE Class of 1995
Citizens Bank (accepted by Jim Uehlinger, EVP)

Fireside Chat with Carol Fulp, **CEO, Fulp Diversity LLC**
interviewed by Adanma Ude, Regional Director, NFTE NE

Closing & Awards Dr. J.D. LaRock, **President & CEO, NFTE**

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



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



Building a better
working world

Master of Ceremonies

Kaison Holmes-Smith

NFTE Works Intern

NFTE Class of 2022

My name is Kaison Holmes-Smith, and I am an incoming sophomore at North Carolina A&T University, majoring in Business and Economics. I aspire to run my own clothing line and pursue content creation.



As a Peer Leader with the Network for Teaching Entrepreneurship (NFTE), I mentor younger participants in the NFTE Works program. This program empowers youth to launch businesses through online coursework, pitch competitions, and entrepreneurial internships. My role has strengthened my business acumen and leadership skills. I am committed to leveraging my education and experiences to achieve my professional goals in fashion and digital content creation.

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.

Citi Foundation



Judges

Jill DelGrosso

VP, Field Effectiveness

Zuora

Jill DelGrosso has a wealth of experience in high-tech, software, SaaS, and telecommunications industries. She has excelled in driving sales and sales productivity throughout her extensive career. Currently serving as the VP of Field Effectiveness at Zuora, she leads initiatives to optimize sales operations and enhance sales performance.

Passionate about empowering sales teams, Jill fosters a culture of innovation and continuous improvement, aligning strategies with organizational and revenue goals.



Patrick Good

Partner

EY

Patrick Good is a seasoned Global Audit Partner with over 25 years of experience in providing comprehensive audit and assurance services to a diverse range of international clients.

As a partner at Ernst & Young, he has built a reputation for excellence in navigating the complex financial landscapes for companies ranging from entrepreneurial start-ups to multinational corporations.

He is a member of the NFTE New England Advisory Board.





Sharon Keeley

SVP, District Executive – Director

Santander Bank

Sharon Keeley is a District Executive in Boston for Santander Bank with 16 years of financial services experience and over 25 years of leadership experience. She was the proud recipient of the 2022 President's Circle Award.

Additionally, Sharon takes a leadership role in the local communities, volunteering with multiple organizations such as Year Up and Junior Achievers.



Vasant Narayan

CEO & Founder

The GATO Marketplace

Vasant Narayan is a seasoned sales executive and tech entrepreneur with a passion for solving customer problems. He is the founder of GATO (Get All Things Outdoor), an online marketplace that helps outdoor enthusiasts buy and sell secondhand gear with greater speed and confidence.

A natural connector, Vasant finds joy in supporting other entrepreneurs as an advisor/mentor, and he serves on the board of multiple non-profits – including NFTE New England – that promote entrepreneurship in youth and underserved communities. Vasant holds a B.S. in Biostatistics from Cornell University, and a M.S. in Cybersecurity Policy & Governance from Boston College. When not working, he enjoys being outdoors, traveling, playing poker, and spending time with his wife and daughter.



Finalist Businesses

Dancing Broke - Aiyanna Rodriguez - High School of Commerce

Dancing Broke is a dance studio that provides a judgement free zone to dance. We offer anyone a chance to participate, and we make dancing affordable (less than the average dance studio). We offer every type of dance style, keeping kids aged 4-18 engaged after school or during the summer months.

Radiant Rise Clocks - Xander Faria - New Bedford High School

The mission of Radiant Rise Clocks is to alleviate feelings of sleepiness and fatigue in those waking up early in the morning. Radiant Rise Clocks features a built in alarm clock into a lamp that displays natural sunlight for 15 minutes before the alarm clock is set to go off, to ensure retention of the natural light into a customer's body and nervous system. Radiant Rise Clocks hopes to fill in for the absence of natural sunlight in the morning routine of an early riser.

ComfyFix - Miguel Arias - GEAR UP (presentation translated by Maria Paredes)

ComfyFix is an adjustable chair that helps fix your posture, and is extremely comfortable. It is recommended for people with many types of back problems.

That Junk Removal Company - Joahluis Molina - The MET High School

We are a full service junk removal company serving the RI community.

Styled by Amarie - Aliyah Porter - Keefe Regional Technical School

Our mission is to provide beauty services for you to glow. Our service is lash extensions: false lashes that must be glued onto each eyelash one by one. There are many different lengths, volume, and colors to choose from, and our lash extensions last up to 4 weeks.

GoLyte - Victor Duque - The MET High School

GoLyte is a wall mounted electrolyte dispenser to elevate the hydration needs of all.

Guest Speaker

Carol Fulp **CEO**

Fulp Diversity, LLC

Carol Fulp is the CEO of Fulp Diversity LLC. Here she builds upon research from her book, *Success through Diversity: Why the Most Inclusive Companies Will Win* to consult with CEOs in advancing inclusion. Her publication has been raised by Publishers Weekly, The World Economic Forum, and the Freedom Institute Forum. More than one hundred organizations have engaged Fulp, from Microsoft to PBS to the Boston Red Sox and more. She also has designed and teaches an Inclusive Leadership MBA Forum Series at Boston College. Fulp previously served as CEO of The Partnership Inc, the national firm that enhances organizational competitiveness by attracting, developing, retaining, and convening multicultural executives and professionals.



President Barack Obama also appointed Fulp as Representative of the United States to the United Nations General Assembly. She currently serves on the board of advisors for Eastern Bank as well as their foundation. She is the vice chair of the board of the American Student Assistance Corporation as well as vice chair of the board of trustees for Beth Israel Deaconess Medical Center. Fulp serves on the board of advisors for the John F. Kennedy Presidential Library Foundation and the Institute of Politics, Policy, and History for the University of the District of Columbia.

She is the recipient of many honors, including the Greater Boston Chamber of Commerce Distinguished Bostonian award and the Museum of African American History's Living Legend award. During her career, Boston Business Journal has listed her as one of the 50 Most Influential Bostonians, and Boston Magazine named her one of the 21 Most Powerful People in Boston Business.

Your prosperity is our purpose.

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



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*We are pleased to support
NFTE's efforts to help activate
entrepreneurial mindsets
through volunteerism. We are
proud of our employee
volunteers who contribute
their time and skills to
advance NFTE's impact.*



Community
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New England Advisory Board

Drew Smith, (Chair) HOPR Ventures

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Patrick Good, EY

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Vasant Narayan, The GATO Marketplace

Minh Pham, Santander Bank

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



2023 Challenge highlights (c) Megpix Photography

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, Andy Beepath** of Brookline Bank.

Andy Beepath started his volunteer journey with NFTE while at Santander Bank, back in 2018. As his first engagement with us, he judged the 2018 Challenge, and since then, Andy has come back to support students in a variety of capacities, from judging other competitions to one-on-one coaching in classrooms. Andy's authentic passion for our work stems from his own experience as a NFTE Alumnus, and now as a banking executive, Andy has the opportunity to give back. When he changed companies a few years ago, he brought his love of NFTE and volunteering with him, inspiring colleagues from his new employer to follow in his footsteps and join him in the classrooms. Most recently, Andy and his colleagues decided to dedicate themselves to supporting a specific classroom, going back to work with the students from Keefe Tech on a near monthly basis, building deeper relationships with the students and forming long-term mentoring partnerships with the youth. Thank you, Andy, for all you do!



We are also proud to honor our **Corporate Volunteer of the Year, Citizens Bank.**



Through the combined efforts of financial investment and human capital, Citizens Bank has profoundly impacted hundreds of students across the NFTE New England region. Their support has activated the entrepreneurial mindset, laying the foundation for future success and economic empowerment. Engagement from executive leaders like Jim Uehlinger as well as the Citizens Public Affairs, Community Development, and Elev8 teams exemplifies their commitment to NFTE's mission. This year alone, Citizens has more than doubled its contribution, enabling us to truly deepen our impact. Volunteers have guided and inspired NFTE students as coaches, judges, speakers, and workshop facilitators. Citizens Bank provided special funding to support the NFTE Boston PIC Winter Camp, and the Citizens Financial Empowerment and Career Mentoring Program provided a group of NFTE alumni with a workshop focused on financial planning and managing paychecks. Beyond financial contributions and volunteerism, Citizens Bank has facilitated other meaningful opportunities for NFTE, including a Small Business Lunch and Learn session and roundtable discussions with community stakeholders, enabling NFTE to connect with like-minded community leaders, fostering collaboration and advocating for equitable change within our region. Thank you, Citizens Bank!

Thank You Challenge Sponsors

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NFTE National Supporters

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.

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



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Equity Investors (\$500,000+)



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.



Network for Teaching
Entrepreneurship

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please visit www.nfte.com.

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