

# ABOUT NFTE

Ignite Learning & Confidence  
Through Entrepreneurship



**nfte!**  
Network for Teaching  
Entrepreneurship

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# Inspire, Ignite!



## Our Mission

NFTE ignites the entrepreneurial mindset with unique learning experiences that empower students to own their future.



## Our Vision

Every person owns their future



## Our Purpose

Lead the global movement for equitable access to entrepreneurship education.



## Our Values

We value entrepreneurial thinking, hard work, equity, respect, creativity, collaboration, honesty, quality, transparency, and accountability.



## Who We Are

Network for Teaching Entrepreneurship (NFTE) is a global nonprofit founded in 1987 that provides high-quality entrepreneurship education to middle school, high school, and postsecondary students to young people from underserved communities.

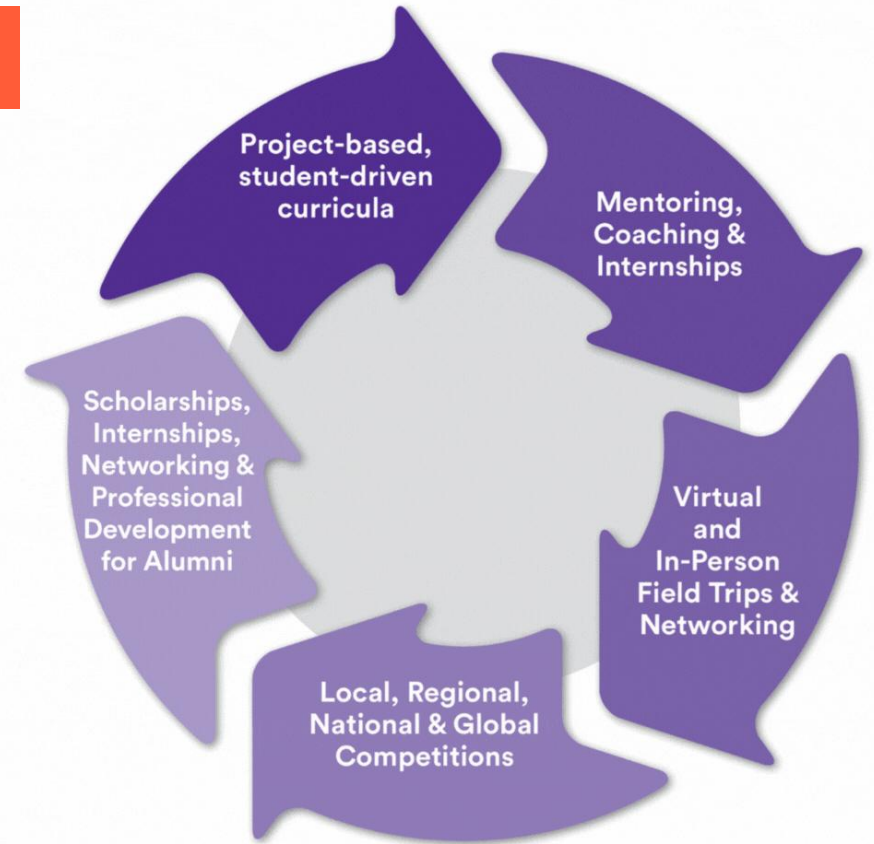
We bring the power of entrepreneurship to students, regardless of family income, community resources, special needs, gender identity, race, or ethnicity.

# THE NFTE EXPERIENCE

## Real-world learning that builds future-ready skills

Through a NFTE Partnership, **STUDENTS:**

- **Identify a need** in their own lives or communities
- **Ideate and generate innovative ideas** for products or services
- **Develop, launch, and operationalize business plans** for their startup ideas
- **Connect with national and global business leaders** for mentoring, coaching, and field trips
- **Pitch their ideas** and plans at local, regional, national, and worldwide competitions
- **Receive continuous support in pursuit of post-secondary studies and career success.**



# THE RESULT

NFTE cultivates youth equipped with high-value skills, ready for lucrative opportunities in sought-after careers.

**1.4+ million young people served**

90% of employers say the workforce needs the entrepreneurship skills that NFTE teaches.



Bruce & Glen Proctor, NFTE alumni  
Business: BruceGlen

**10%**  
more

Alumni earn 10% more than non-NFTE peers (*despite coming from low-income communities*)

**3**  
out of  
**4**

3 out of 4 alumni are satisfied with their careers

**25%**

25% of NFTE graduates go on to start or run at least one small business

# 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%

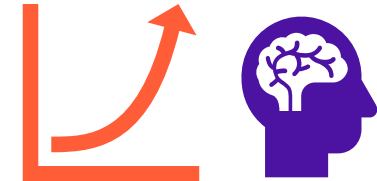
of NFTE seniors are on track to graduate high school on-time compared to less than 80% among their peers



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

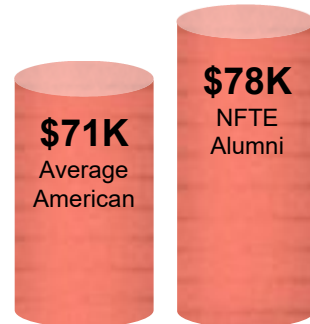


NFTE alumni have started at least one business



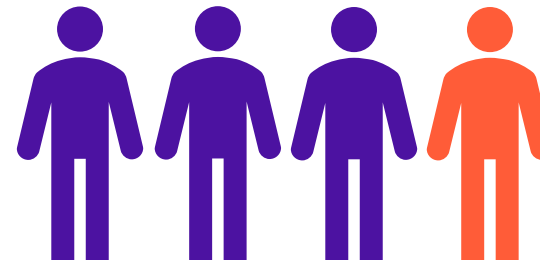
NFTE students significantly **increased their overall entrepreneurial mindset** compared to their non-NFTE peers

## 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<br>of Innovation<br><i>(online experience)</i> | IN-SCHOOL PATHWAY           |                               |                    |
|                                                             | Startup Tech                | Entrepreneurship 1            | Entrepreneurship 2 |
|                                                             | Exploring Careers           |                               |                    |
|                                                             | Entrepreneurship Essentials |                               |                    |
|                                                             | OUT OF SCHOOL               |                               |                    |
| Start It Up!<br>ESB Prep!                                   | BizCamp                     | Startup Summer Founders Forum |                    |



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

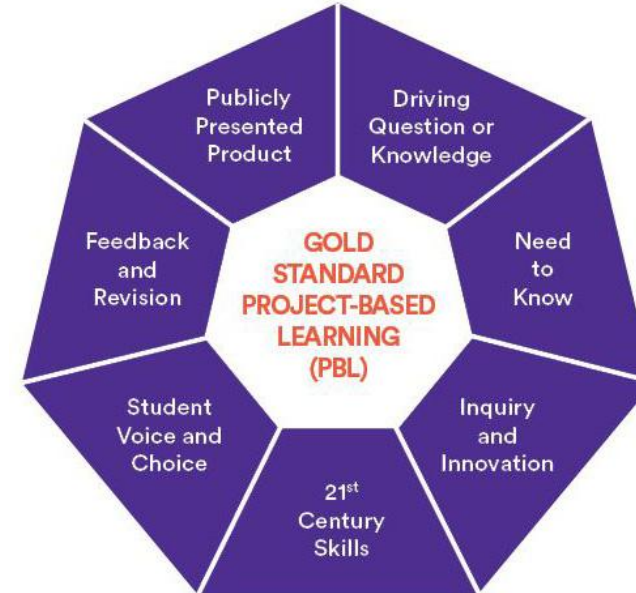
*Classroom, regionals, nationals*

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

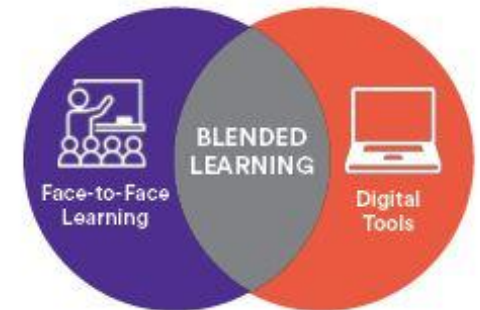
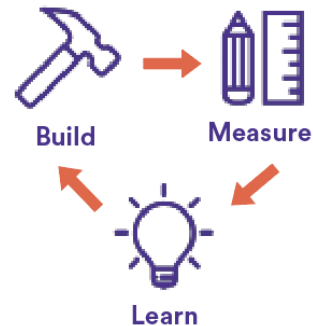
**81%** of alumni said volunteer experience was helpful to their lives outside of NFTE and entrepreneurship



# NFTE Program Components



## LEAN STARTUP PRACTICES



# Learning Management System (LMS)

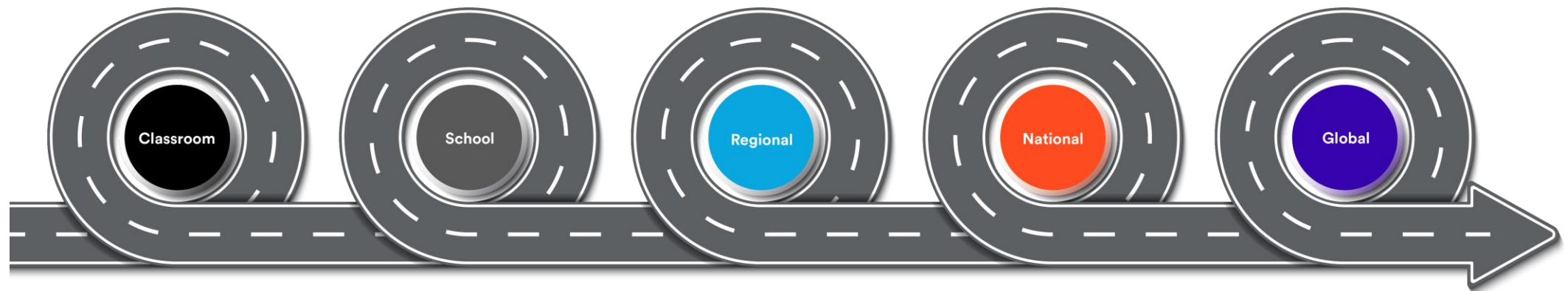
## NFTE Pathway courses are delivered via the Canvas LMS:

- 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 left sidebar shows the user profile (Jason Delgatto) and navigation links for 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 includes a navigation pane with links to Weekly Objectives, Overview, Entrepreneurial Mindset Warm-Up, Essential Vocabulary, Previous Lesson Reflection, Design Thinking Foundations (selected), Design Thinking Extensions, Student Exploration, Design Thinking Articles, and a View Glossary link. The main content area features the NFTE logo, the course title "Entrepreneurship 1", and the unit title "Unit 1: Developing an Entrepreneurial Mindset". Below this, the "Design Thinking Foundations" section introduces the "Five Steps of Human-Centered Design Thinking" and includes an illustration of a diverse group of people. The steps are listed as: STEP 1: Empathize, STEP 2: Interpret, STEP 3: Ideate, STEP 4: MVP Prototype, and STEP 5: Test & Evolve.

# 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.



**20**  
years

# NATIONAL YOUTH ENTREPRENEURSHIP CHALLENGE

Wednesday, October 8, 2025

Presented by



Supported by



[Register here!](#)



# WORLD YOUTH ENTREPRENEURSHIP CHALLENGE

NOVEMBER 20, 2025

Delegates Dining Room at the U.N., NYC

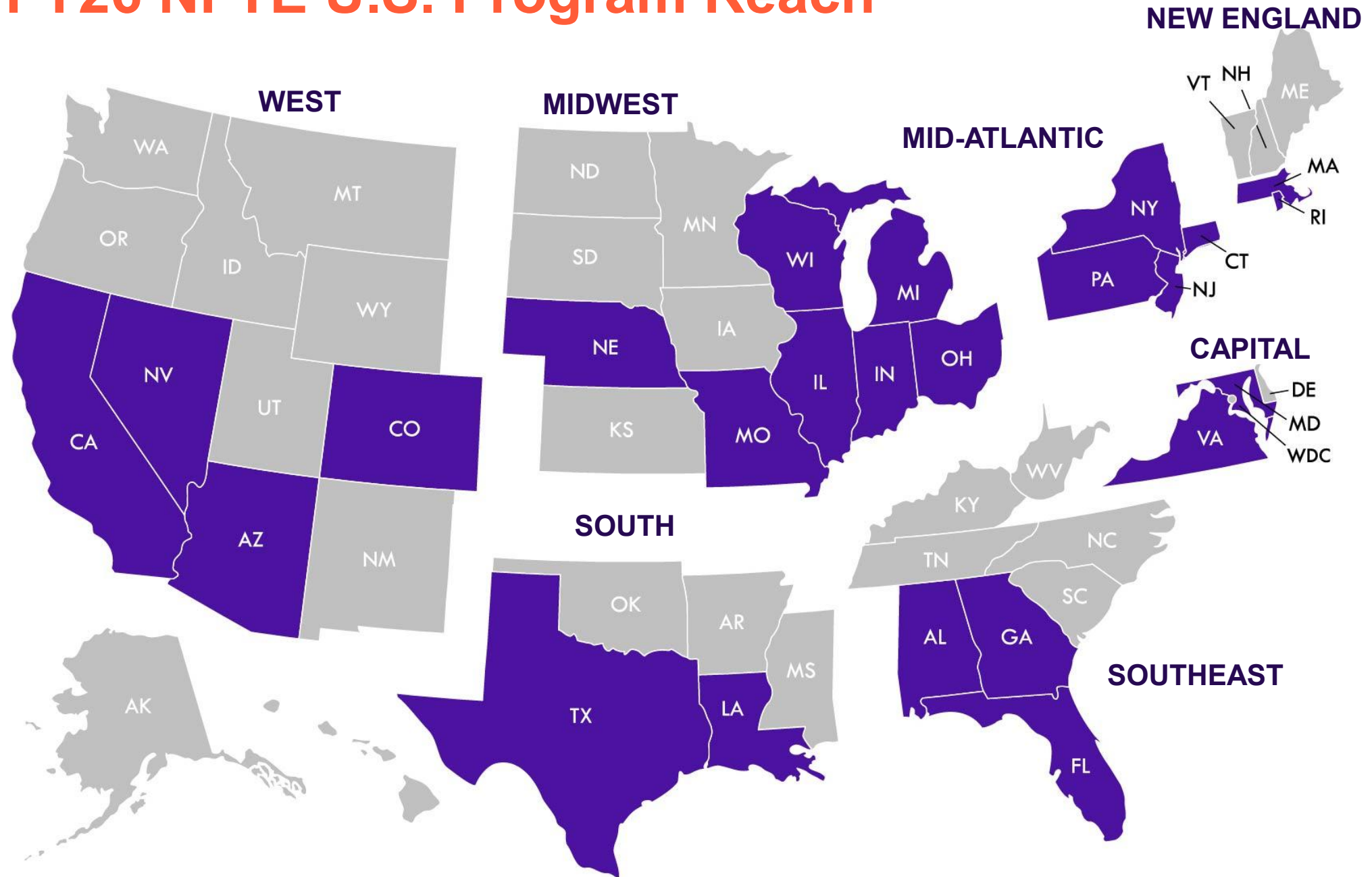
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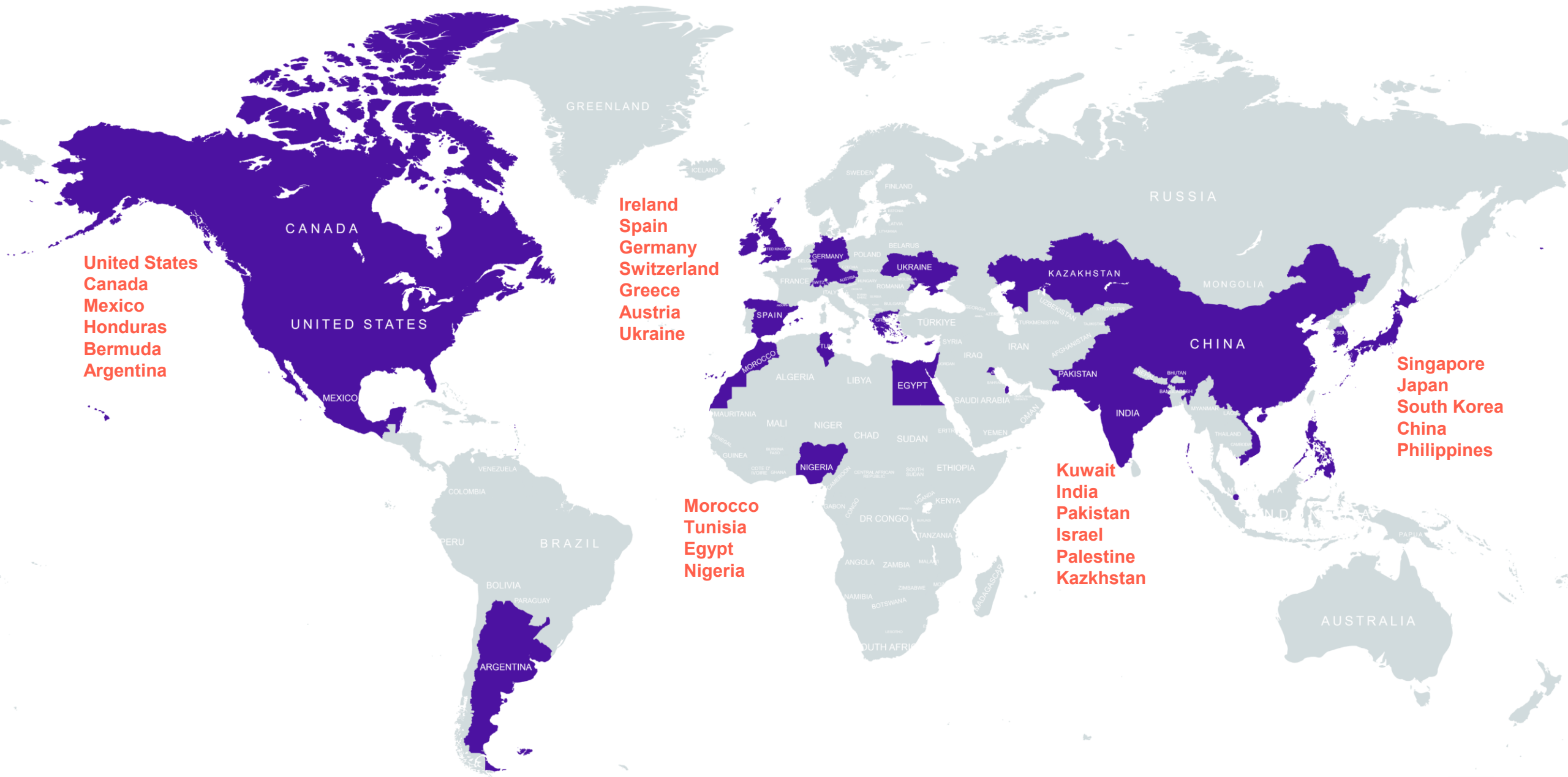
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# FY26 NFTE U.S. Program Reach



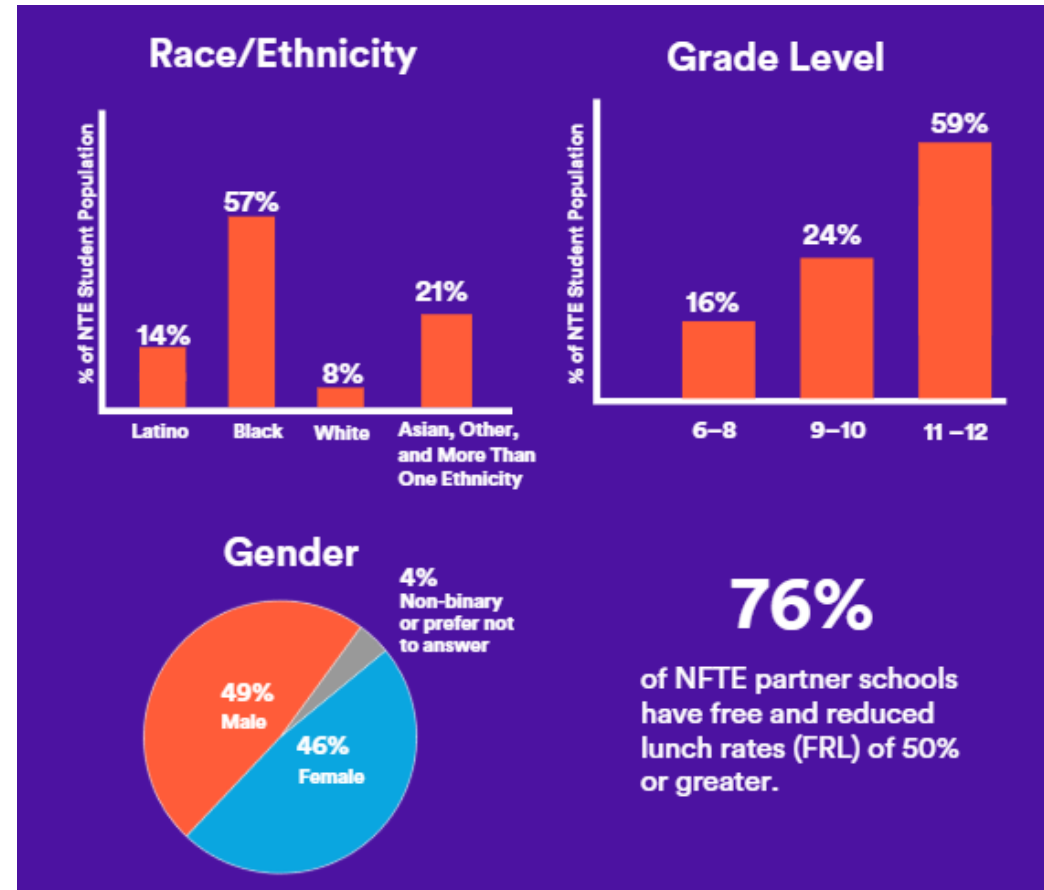
FY26 NFTE Global Reach



# Capital Region Program Reach Snapshot

## SY25-26 Goals

|                       |       |
|-----------------------|-------|
| Students              | 3,500 |
| Districts             | 4     |
| Schools<br>& Partners | 30    |
| Teachers              | 47    |



# 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

# Key Supporters



**Alper Family  
Foundation**



**Dart Group  
Foundation**



**The Herb Block Foundation**



# Capital Regional Advisory Board

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*Founding Partner*  
LUX Wealth Planning

**Anthony Calderazzi**  
*Partner – Assurance Services – Technology*  
EY

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*Entrepreneur /*

*Experienced CEO & CFO /  
Strategic Advisor & Consultant*

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Goldman Sachs

**LaToya Rowell**

*VP, National Community Affairs Manager*

Comerica Bank



# Thank You

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**[www.nfte.com](http://www.nfte.com)**