

ABOUT NFTE

Ignite Learning & Confidence
Through Entrepreneurship



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Network for Teaching
Entrepreneurship



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.

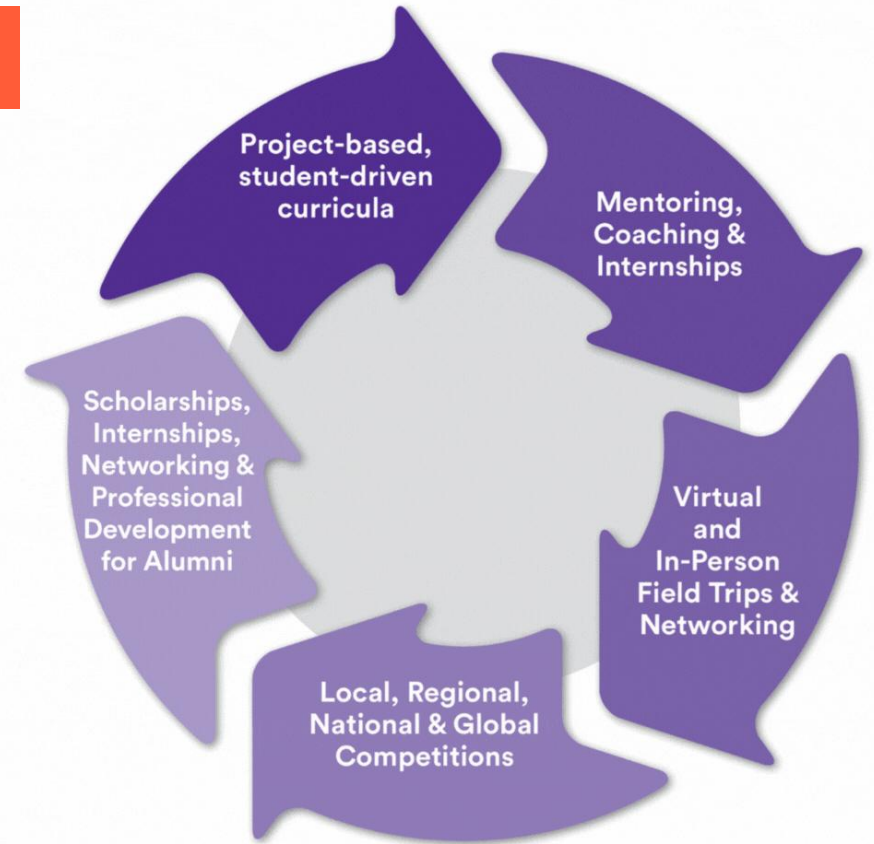
We bring the power of entrepreneurship to students, regardless of family income, community resources, special needs, gender identity, race, or ethnicity.

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%

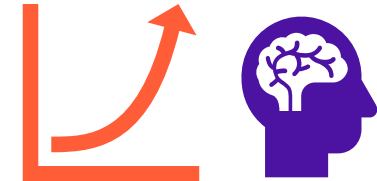
of NFTE seniors are on track to graduate high school on-time compared to less than 80% among their peers



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

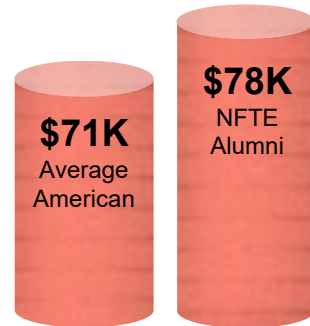


NFTE alumni have started at least one business



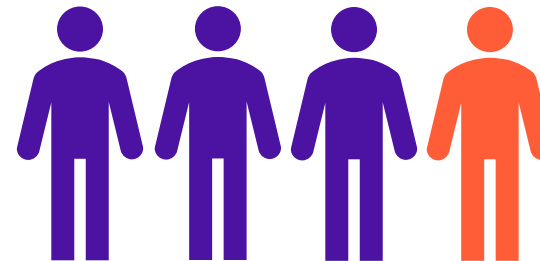
NFTE students significantly **increased their overall entrepreneurial mindset** compared to their non-NFTE peers

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 of Innovation (online experience)	IN-SCHOOL PATHWAY		
	Startup Tech	Entrepreneurship 1	Entrepreneurship 2
	Exploring Careers		
	Entrepreneurship Essentials		
	OUT OF SCHOOL		
Start It Up! 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

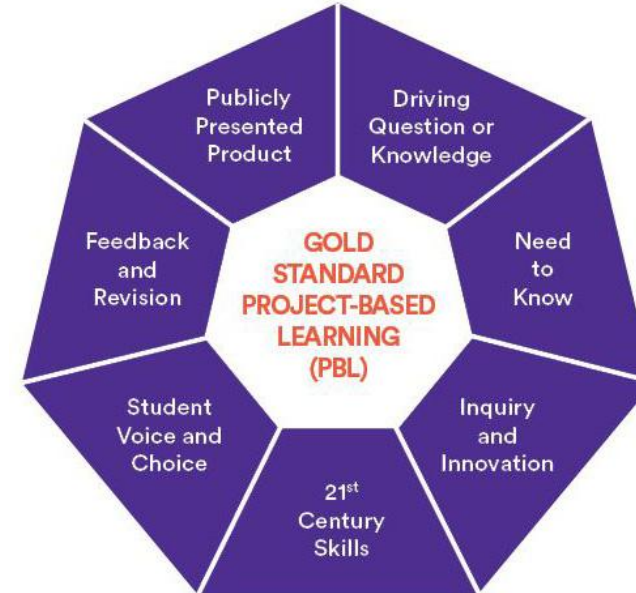
Classroom, regionals, nationals

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

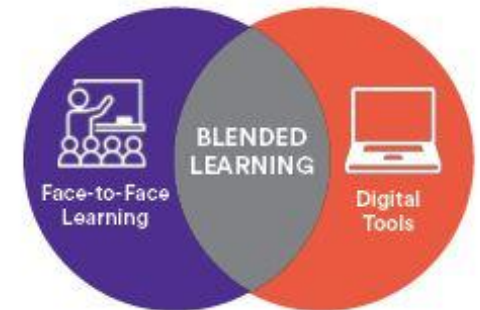
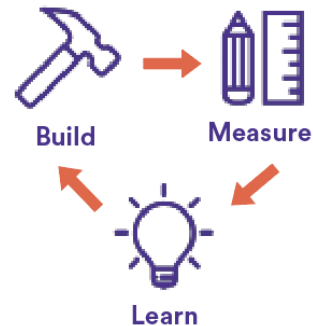
81% of alumni said volunteer experience was helpful to their lives outside of NFTE and entrepreneurship



NFTE Program Components



LEAN STARTUP PRACTICES



Learning Management System (LMS)

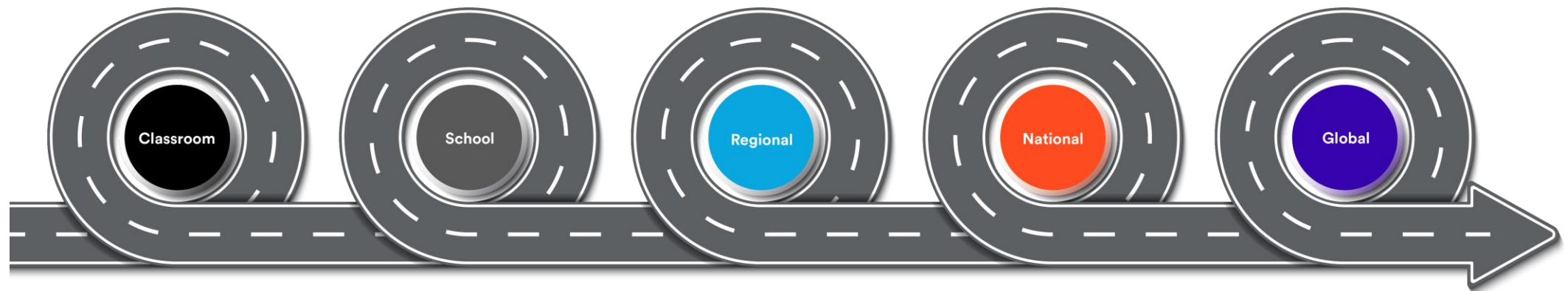
NFTE Pathway courses are delivered via the Canvas LMS:

- 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 NFTE Canvas LMS interface. On the left is a dark sidebar with navigation icons and labels: Jason Delgatto, Dashboard, Courses, Calendar, Inbox, Commons, and Support (help@nfte.com). The main content area is titled 'ENT-1-18-19 > Assignments > Day 3 Design Thinking Digital Lesson'. Below the title is a navigation menu with options like Home, Announcements, Assignments (highlighted), Discussions, People, Quizzes, Modules, Attendance, Collaborations, Conferences, Files, Syllabus, Outcomes, Pages, and Settings. The 'Assignments' section shows a 'Skip to main content' link and a 'Navigation' sidebar with a vertical list of topics: Weekly Objectives, Overview, Entrepreneurial Mindset Warm-Up, Essential Vocabulary, Previous Lesson Reflection, Design Thinking Foundations (highlighted), Design Thinking Extensions, Student Exploration: Design Thinking, and Articles. 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 is the 'Design Thinking' section, which includes 'Design Thinking Foundations' and 'Five Steps of Human-Centered Design Thinking'. A paragraph explains that Human-Centered Design Thinking is used by designers to solve complex problems. An illustration of a diverse group of people is shown. Below the illustration, the five steps are listed in a row: STEP 1 Empathize, STEP 2 Interpret, STEP 3 Ideate, STEP 4 MVP Prototype, and STEP 5 Test & Evolve. Navigation arrows are at the bottom of the steps.

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

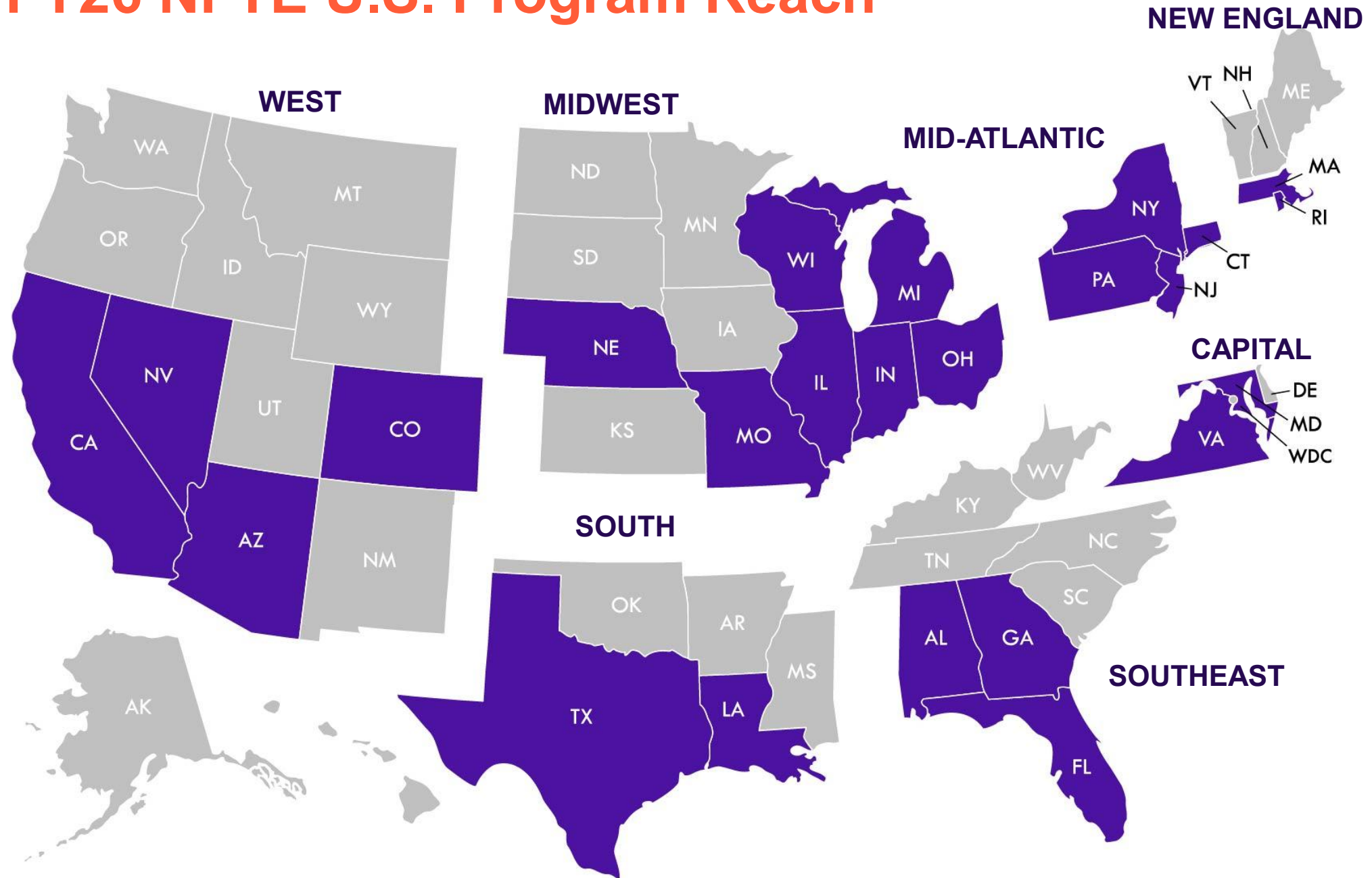
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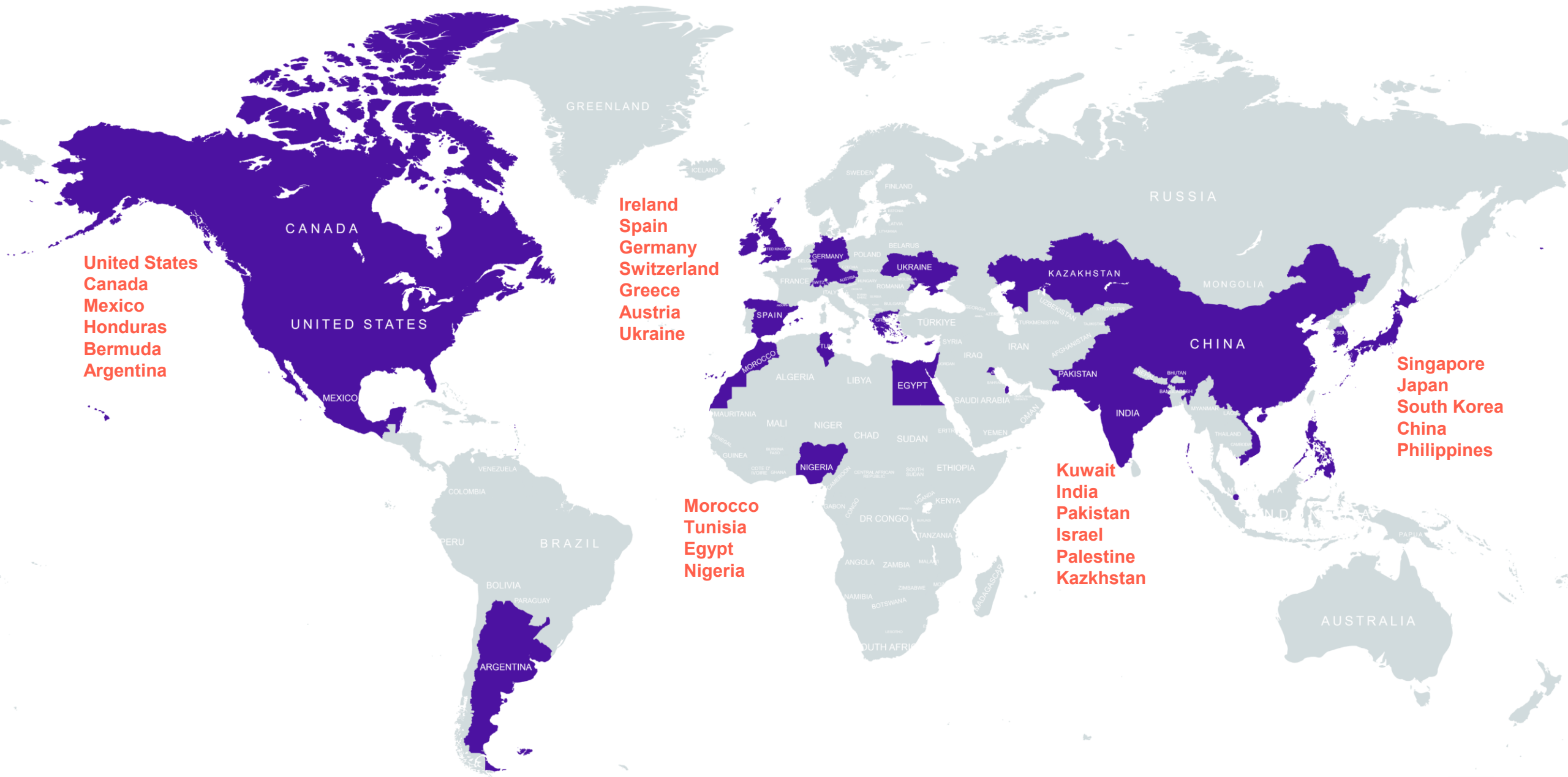
with support from



FY26 NFTE U.S. Program Reach

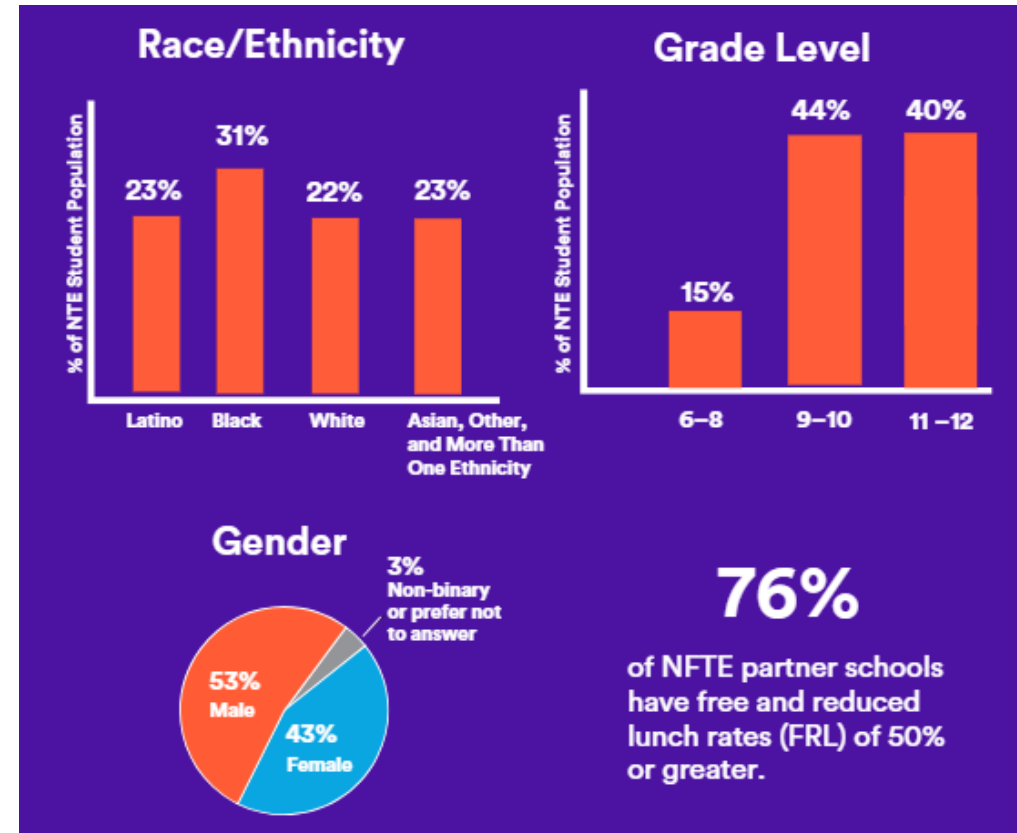


FY26 NFTE Global Reach



NFTE Southeast Program Reach Snapshot

	SY25-26 Goals
Students	40,000
Districts	20
Schools & Partners	525
Teachers	300+



NFTE Southeast Program Partners

Florida

Alachua

- ☐ Lauftin High School
- ☐ Santa Fe High School

Broward (District License)

- ☐ Attucks Middle School
- ☐ Bair Middle
- ☐ Blanche Ely High School
- ☐ Coconut Creek High School
- ☐ Cooper City High
- ☐ Crystal Lake Middle School
- ☐ Cypress Bay High
- ☐ Dave Thomas Ed Center
- ☐ Deerfield Beach High School
- ☐ Deerfield Beach Middle School
- ☐ Dillard High 6-12 Center
- ☐ Flanagan High School
- ☐ Fort Lauderdale High School
- ☐ Hallandale High School
- ☐ Indian Ridge Middle School
- ☐ Fort Lauderdale High School
- ☐ Hallandale High School

Broward (cont.)

- ☐ Lauderdale Lakes Middle School
- ☐ Lyons Creek Middle
- ☐ Margate Middle School
- ☐ Miramar High
- ☐ Monarch High
- ☐ New River Middle School
- ☐ Nova High School
- ☐ Nova Middle School
- ☐ Piper High School
- ☐ Plantation Middle School
- ☐ Stranahan High School
- ☐ Taravella High
- ☐ West Broward High
- ☐ Western High School
- ☐ William Dandy Middle School

Coffee

Duval (District License)

- ☐ A Philip Randolph Academy/Tech
- ☐ A. Philip Randolph Career Academies
- ☐ Baldwin High School
- ☐ Duncan U. Fletcher High School
- ☐ First Coast High School
- ☐ Frank H Peterson Academy/Tech
- ☐ Jean Ribault High School
- ☐ Mandarin High School
- ☐ Oceanway Middle School
- ☐ Riverside High School
- ☐ Samuel W. Wolfson High School
- ☐ Westside High School
- ☐ Springfield Middle School
- ☐ Westside High School
- ☐ Wolfson High School
- ☐ Ed White High School
- ☐ DVIA
- ☐ Landmark Middle School

Escambia

- ☐ Booker T Washington High School

Flagler

- ☐ Flagler Palm Coast High School

Hernando

- ☐ XXX

Hillsborough (District License)

- ☐ Alonso High School
- ☐ Beth Shields Middle School
- ☐ Brandon High School
- ☐ Carrollwood Day School
- ☐ Chamberlain
- ☐ Dr. Kiran C. Patel High School
- ☐ Durant High School
- ☐ East Bay High School
- ☐ Freedom High School
- ☐ Gaither High School
- ☐ HB Plant High School
- ☐ Hillsborough High School
- ☐ Jefferson High School
- ☐ King High School
- ☐ Lennard High School
- ☐ Leto High School
- ☐ Lutz K-8
- ☐ Maniscalco K-8
- ☐ Plant City HS
- ☐ Riverview High School

Hillsborough (Cont.)

- ☐ Steinbrenner High School
- ☐ Stewart Middle Magnet School
- ☐ Sumner High School
- ☐ Tampa Bay Tech
- ☐ Thomas Jefferson High School
- ☐ Wharton HS
- ☐ Young Middle Magnet School

Marion

- ☐ Forest High School
- ☐ Marion Technical College

Miami

- ☐ B. Wright Academy
- ☐ Booker T Washington Senior High School
- ☐ Coral Gables Senior High School
- ☐ Jan Mann Opportunity School
- ☐ John A. Ferguson Senior High School
- ☐ Jose Marti MAST 6-12 Academy
- ☐ Mater Brickell Academy
- ☐ Miami Lakes Educational Center
- ☐ Miami Senior High School
- ☐ New World School of the Arts
- ☐ North Miami Beach Senior High School
- ☐ Trinity Christian Academy – Miami
- ☐ Western International School
- ☐ Westminster Christian School
- ☐ Young Leaders Academy

Miami (Community Base Organizations)

- ☐ Breakthrough Miami
- ☐ Centro Campesino
- ☐ YWCA of Miami
- ☐ City of Miami
- ☐ Gang Alternative
- ☐ Miami Lighthouse for the Blind
- ☐ The ARC
- ☐ Tinity Church –Peacemakers
- ☐ Urgent Inc.

Ocala

- ☐ Ocali Charter High School

Ocoee

- ☐ Innovation Montessori

Orange (District License)

- ☐ Apopka High School
- ☐ Boone High School
- ☐ Colonial High School
- ☐ Cypress Creek High School
- ☐ Dr. Phillips High School
- ☐ East River High School
- ☐ Edgewater High School
- ☐ Evans High School
- ☐ Freedom High School
- ☐ Horizon High School
- ☐ Jones High School
- ☐ Lake Buena Vista High School
- ☐ Oak Ridge High School
- ☐ Ocoee High School
- ☐ Olympia High School
- ☐ OTC South Campus
- ☐ Timber Creek High School
- ☐ University High School
- ☐ Wekiva High School
- ☐ West Orange High School
- ☐ Windermere High School

Osceola

- ☐ Poinciana High School

Palm Beach

- ☐ Palm Beach Garden's
- ☐ TBD
- ☐ TBD
- ☐ TBD
- ☐ TBD

Sarasota

- ☐ Booker HS
- ☐ Heron Creek MS
- ☐ McIntosh MS
- ☐ North Port HS
- ☐ Riverview HS
- ☐ Sarasota MS
- ☐ Suncoast Polytechnical HS
- ☐ Venice HS

Seminole

- ☐ TBD

St. Lucie

- ☐ TBD

Volusia (District License)

- ☐ Atlantic High School
- ☐ DeLand High School
- ☐ Mainland High School
- ☐ New Smyrna Beach High School

Volusia (Continued)

- ☐ Pine Ridge High School
- ☐ Richard Milburn Academy
- ☐ Seabreeze High School
- ☐ University High School
- ☐ Taylor High School
- ☐ University High School
- ☐ Volusia Online

Georgia

DeKalb (District License)

- ☐ Cedar Grove High School
- ☐ Chamblee Charter High School
- ☐ Clarkston High School
- ☐ Columbia High School
- ☐ Cross Keys High School
- ☐ Druid Hills High School
- ☐ Dunwoody High School
- ☐ Elizabeth Andrews High School
- ☐ Lakeside High School
- ☐ Redan High School

North Carolina

Clay

- ☐ Hayesville High School

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

Southeast Key Supporters



Michael G. Callas Charitable Trust



Southeast Regional Advisory Board

Cesar Ramos, Board Chair

Executive Financial Services Director
Morgan Stanley Wealth Management

Alan Alvarez

Director of Government & Community Affairs
RSA Consulting Group

Steve Davis

Partner
EY

Anthony Hazen

Sr. Property Manager
Link Logistics Real Estate

Richard Jackson

Attorney at Law
Greenspoon Marder, LLP

Paul Jaure

CEO Founder
Golf Boost

Daniel McVay

Senior Consultant
Deloitte

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Attorney
Law Office of Stewart A. Merkin

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Chief Human Resources Officer

Syniverse

Michael J. Kacsmar, Chair Emeritus

Partner

EY

Charles Jacobson

Entrepreneur /

*Experienced CEO & CFO /
Strategic Advisor & Consultant*

Naveen Nallappa

Managing Director

Goldman Sachs

LaToya Rowell

VP, National Community Affairs Manager

Comerica Bank



Thank You

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