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A Life Turned Around



Ryan Anderson of Dallas, Texas turned his life around by transforming his love of poetry into a business idea.

Sometimes, your biggest challenge can become your greatest success story. Dallas middle school teacher Robbie Teague knows this for a fact. In August 2009, Ryan Anderson came to Robbie's class at D.A. Hulcy Middle School as a refugee of Hurricane Katrina who was on the verge of dropping out of school. He was disruptive in class and repeatedly failed his tests and assignments.

"Ryan and I got off to a bad start," Robbie recalls. "But one day I noticed he was writing and I snatched up the paper." Robbie discovered that Ryan had a talent for writing poetry, and she took him aside and asked if he would like to use his talents to become an entrepreneur. Ryan has had an entrepreneurial spirit from a young age – when he was only six, he hit the streets to try to earn money to help support his family. He began creating rhymes, and soon he was writing poetry and taking part in rap battles. "I become popular in my community because of my music," he says. But that community would soon cease to exist.

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Dear Friends,

Determination in the face of adversity. Thinking outside the box. Hope. These are all characteristics of entrepreneurs, and ones many of us have had to display over the past year, as the economy showed no signs of improving. More than once I found myself turning for inspiration to the young people we serve - students who have faced

too much hardship at early ages and yet have continued to grow and persevere. I know we will come out on the other side of this a better nation, and a stronger organization as well.

Despite the challenges, we also had much to celebrate this year. We introduced a new logo and tagline, the goal of which was to convey the energy and upward mobility of the young people we serve while capturing the innovation of entrepreneurship. And we're thrilled with the results! Keep an eye out this fall for our newly designed website as well.

This spring was a whirlwind of activity, as students around the country competed in regional business plan competitions, vying for slots in our national competition this October. I encourage you to come and cheer on the competitors - you will be blown away by their focus and business acumen. Some of our international licensees are busy preparing for the second annual European business plan competition. We have a long term goal to hold international competition.

In April, we celebrated another group of students and teachers from nine countries at our annual awards gala. The energy in the room was sky-high, and I hope everyone left feeling inspired, invigorated, and connected to the work we do.

In another exciting turn, *Entrepreneurship: Owning Your Future*, the 11th edition of NFTE's curriculum, was chosen as the best math curriculum for high school students by the Association of Educational Publishers (AEP). The Distinguished Achievement Award is given to the top educational resources in several categories, and *Entrepreneurship* was chosen for the innovative way it applies math skills to real world business skills. Steve Mariotti, our founder, created NFTE while he was teaching math in one of the worst-performing schools in New York City. Framing math around creating a business got his students, most of whom were on the verge of dropping out, to pay attention. And the rest, as they say, is history. I'm incredibly proud of Steve and the rest of our team for creating this incredibly effective resource.

Looking ahead, our leadership team is focusing a great deal on strengthening our teacher support services, including the creation of a digital teacher network, and improving and deepening our program delivery in a continual pursuit of excellence.

On behalf of everyone at NFTE, thank you for standing by us during this difficult year. It's because of you that tens of thousands of young people like Ryan, Florian, Darnell and the other students you'll meet here are finding their own paths to success.

Warm regards,

Amy Rosen
President & CEO

**NETWORK
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Mission

The Network for Teaching Entrepreneurship provides a highly experiential and academic program that inspires young people from low-income communities to recognize opportunity and plan for successful futures by pursuing educational opportunities and starting their own businesses.

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Design: Big Duck

NFTE proudly meets all 20 of the Better Business Bureau's Standards of Charity Accountability.



bbb.org/charity



Maria Alonso (center) was one of hundreds of Bank of America employees who volunteered to teach financial literacy to NFTE students using the Your Financial Future curriculum.

A Life Turned Around

(continued from page 1)



Robbie Teague has been teaching NFTE for five years.

When Hurricane Katrina hit New Orleans, Ryan and his family, along with thousands of others, fled their home and were forced to swim to safety. Ryan, his single mother, and his many siblings were evacuated to Texas, where they spent two years living in temporary housing before finally finding a permanent residence. This shock of instability led to Ryan falling behind in his classes.

"I turned 180 degrees that day," says Ryan of the moment Robbie converted his talent into a business idea, and he has never looked back. In January, Ryan won first place in the NFTE Greater Dallas citywide business plan competition, and in October he will be one of 30 students competing in the 2010 OppenheimerFunds/NFTE National Youth Entrepreneurship Challenge.

As another milestone on his journey, Ryan was one of 29 NFTE students who won the Global Young Entrepreneur of the Year Awards, sponsored by The Goldman Sachs Foundation, at the Dare to Dream Awards Gala this spring. And Robbie was right there with him, honored as one of 26 educators given the Teacher of the Year Award.

Ryan has inspired several of his fellow classmates as well. Robbie says many of Ryan's peers have been behaving better and coming to her NFTE class eager to showcase their own talents through starting a business. "NFTE has helped Ryan beyond just the skills needed to write a business plan. It has helped him develop his artistic skills in music and acting; his confidence in himself has grown." Ryan in turn acknowledges that he probably wouldn't be where he is today without Robbie's devotion to him and to her students in general. "Ms. Teague never gave up on me," he says. "She bonded with me, asked questions, and had empathy."

Their respect for each other is obvious. "Through all his struggles, Ryan has managed to stay strong," Robbie says. "His trials and tribulations bring tears to my eyes, and I will forever be one of his biggest fans."

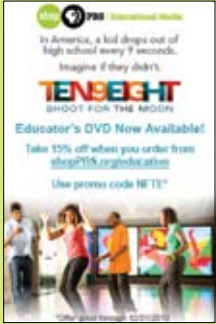
Your Financial Future

April was Financial Literacy Month, and NFTE commemorated it by releasing *Your Financial Future*, a new volunteer curriculum that enables volunteers and teachers to provide hands-on lessons to help young people be financially literate both in their personal lives and in their business endeavors. "I loved participating in this program!" said volunteer Sal Ferradas, a Senior Vice President at Bank of America. "As a business professional and member of my community, I feel it's important to share my knowledge and experience to help future generations." Bank of America employees in 30 cities and eight countries spent time volunteering in classrooms to deliver the new curriculum and share their personal experiences in business and financial literacy. The curriculum will be rolled out to all NFTE volunteers this fall.

Thank you to Bank of America for sponsoring the development and distribution of this great new tool for our volunteers, teachers and students. For more information, contact Neelam Patel at neelam.patel@nfte.com.

Media Watch

Ten9Eight: Shoot for the Moon



This inspirational documentary, which was nominated for a DoSomething Award by VH1 and DoSomething, follows a handful of kids from Harlem to Compton and all

points in between as they compete in NFTE's national business plan competition. Own the film that US Secretary of Education Arne Duncan called "wonderful and inspirational" – order it at shopPBS.org/education.

Teen Business Blasts Off!



This companion book to *Ten9Eight: Shoot for the Moon* profiles 10 of the young entrepreneurs "featured in the film and provides students with an

overview of the challenges and successes these young people encounter. Through their individual stories, students learn what makes a good idea great, and why certain skills are essential in business. This is a must-read for all aspiring young entrepreneurs! To purchase your copy, contact Tiffany Au at tiffany.au@nfte.com.

Tycoons in the Making



Mateuz Zukowski won the classroom pitch competition for his product Heat it Up, a portable, cordless heater.

With catchy jingles and creative inventions, the young entrepreneurs of Mott Hall Middle School in New York City delivered captivating business pitches in a final competition to win venture capital. The competition was the culmination of their experience as one of two schools piloting our new middle school curriculum, *Exploring Careers for the 21st Century*.

The young students impressed the judges with their business savvy as they demonstrated their newfound knowledge while presenting their business plans.

In the fall, we will expand the use of the curriculum to schools in South Florida. Thank you to the MetLife Foundation for generously providing the funds to develop this much-needed curriculum, helping NFTE to introduce the concepts of business and entrepreneurship to younger students. To find out more about *Exploring Careers* or to order a copy, contact Neelam Patel at neelam.patel@nfte.com.

In Good Company



"It was an amazing experience, being one of three 17 year olds to be honored alongside this year's most inventive business thinkers – wow!" That's how NFTE graduate Florian Koenigsberger summed up his experience of being named this year's Metro New York Young Entrepreneur of the Year by Ernst & Young, along with fellow alumni nominees Dana Laurie and Daliswan Morgan.

Florian's company, FLOC, produces limited edition New York design-engineered t-shirts that are currently sold in three retail locations in New York City, as well as online. Dana, a cancer survivor, is the founder of Purus Cosmetics, a line of mineral make-up; and Daliswan owns Classic Mosaics, which produces glass, jewelry and mosaic art.

Up next for this ambitious young entrepreneur? College, at Yale University, where he has vowed to learn multiple languages while continuing to operate his business. "I'd like to open a t-shirt store in the city during or after college," Florian says. "Even though running a business can be a 'grind' at times, every hour I work on it is one I get to spend doing what I love and figuring out how to make money doing it."

Congratulations to Florian, Dana and Daliswan for being recognized by Ernst & Young as part of the world's most prestigious business awards for entrepreneurs!

Meet a Volunteer: Rick Toren



"Sometimes young kids just need a little nudge to find the potential that is already inside of them," DC Region board member and volunteer Rick Toren says. "I was lucky to find it in myself and enjoy seeing that spark come alive in them." This belief and motivation have driven Rick to spend several hours each week since 2004 mentoring NFTE students on their business plans and helping them discover new possibilities for their futures.

Rick, who juggles volunteering with his role as President & Chairman of the Board for the medical billing technology company CodeRyte, and TC Williams High School teacher Mary Ellen McCormick have developed a friendship over the years, and she credits her growth as a teacher in part to his mentorship. Rick's devotion to Mary Ellen and her students is so great that when she was forced to be out due to a death in her family, Rick stepped in and taught her classes for several days.

Mary Ellen expressed her gratitude to Rick for the time he spends with her students and the joy he brings to her classroom.

"My students look up to Rick and turn to him for guidance on their business plans and ideas," she said. "He takes a personal interest in every student and goes out of his way to acknowledge them and their personal interests. And I have grown as well as a teacher because of his mentorship."

As a child Rick was bitten by the entrepreneurial bug early – he started a lawn moving service in elementary school, and when he moved on to college he developed small franchise that installed and managed pinball machines in student residences at Penn State. He sold that business for \$10,000 upon graduating, and has been starting and growing businesses ever since.

Rick encourages others to get involved with NFTE if they "enjoy the pleasure of making a change in a child's life....and have possibly experienced a struggle in their youth that they can help someone else avoid." If you'd like to volunteer with NFTE, contact your local program office (visit www.nfte.com for a list of locations) or email Marcia Tyler at marcia.tyler@nfte.com.

Calendar of Events

School may be out for the summer, but we're already eagerly anticipating the new school year and a calendar of exciting events for the rest of 2010!

October 5: You might meet the next Oprah or Bill Gates on the beginning of their journey to success at the 2010 OppenheimerFunds/NFTE National Youth Entrepreneurship Challenge in New York City. Students from around the country will present their business plans and compete for seed capital in front of a panel of prestigious judges. For more information, contact Suzanne Taylor at suzanne.taylor@nfte.com.

November 15-21: Global Entrepreneurship Week is a world-wide celebration of innovation and the spirit of entrepreneurship. This year NFTE will commemorate the week by holding an Innovation Challenge, where each class will invent a product in one of three to five categories and compete for a prize. We can't wait to see what our students' imaginations will create! We'll share the winning ideas on our website. If you are a NFTE teacher and would like more information, contact Suzanne Taylor at suzanne.taylor@nfte.com.

November 16: NFTE Philadelphia will hold its annual Visionary Gala at Cescaphé. It promises to be an unforgettable evening celebrating youth entrepreneurship and honoring Arlene C. Ackerman, Ed.D., Superintendent, School District of Philadelphia; Osagie Imasogie, Senior Managing Partner, Phoenix IP Ventures; and Robert E. Keith, Jr., Managing Director, TL Ventures. For more information, or to purchase tickets, visit philadelphia.nfte.com.



(above and far right) Twenty nine young people and twenty six educators from around the world were celebrated for their innovative spirits and commitment to education.

Dare to Dream Awards Gala



Samson Tan was honored with the OppenheimerFunds Award for Social Entrepreneurship for Knight Lacrosse, his nonprofit organization that teaches the sport to kids in the Bronx.

Dare to Dream Awards Gala

Our 17th annual Dare to Dream Awards Gala was an inspirational evening honoring 29 students as Global Young Entrepreneurs of the Year, sponsored by The Goldman Sachs Foundation, and 26 Teachers of the Year. We also honored several members of the business community: BlueMountain Capital Management LLC; Eddie C. Brown, President & CEO of Brown Capital Management; and Diana Taylor, Managing Director of Wolfensohn & Company. CBS-2 Weekend News anchor Mary Calvi emceed the evening, and Treasurer of the United States Rosie Rios presented the teacher awards. Thank you to everyone who attended and helped us raise more than \$1.3 million to fund our work!

Giving Made Simple

This spring, NFTE was fortunate to be chosen by Sam's Club to participate in their Giving Made Simple campaign. We competed against other charities for Sam's Club members' votes, and were awarded \$250,000! Bill Rancic, the winner of the first season of The Apprentice, lent his support and advice for some of our aspiring young entrepreneurs throughout the campaign. A big thank you to Sam's Club, its members and associates for helping young people across the country fulfill their dreams!



Catherine Shows won the first NFTE Green Business Award for Carolina Style Fashion Accessories, her stylish line of accessories made completely from recycled materials.

A Dream Takes Flight

When alumnus Darnell Skepple met Sir Richard Branson and mentioned that he had never been on a plane, Branson offered him a round trip ticket and a week-long visit to the Virgin America headquarters in San Francisco! Darnell spent the week interacting with one of the airline industry's most innovative executive teams, receiving mentoring from the company's online and social media teams, and sitting in on high-level corporate meetings. To read more about Darnell's incredible experience, visit his blog at virginandnfteproject.weebly.com.



Giving Made Simple



Bill Rancic joined several NFTE alumni to rally support from Sam's Club members in Secaucus, New Jersey, as part of the Giving Made Simple campaign



Sam's Club store manager Norma Pacheco presented a check to NFTE alumni and Chief of Field Operations Rick Cruz (right).

A Dream Takes Flight



Sir Richard Branson gave NFTE alums Darnell Skepple (left) and Lang Dobson a private tour of a Virgin America jet; it was Darnell's first time stepping foot on a plane.



During his week-long experience, Darnell received intense mentoring on his business plan from several Virgin America employees.

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Cassandra Padilla of Fresno, California impressed guests at our annual gala with samples from Dulce Sweets, her line of chocolate truffles.

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