



Exciting Partnerships for Loughlin

BROOKLYN FLEA

Breakthrough
New York

We are very excited about a new partnership with [Network for Teaching Entrepreneurship \(NFTE\)](#), a nationally acclaimed program serving urban youth. Loughlin graduate and founder of 1-800 Flowers, James McCann '68, made the partnership a reality through a generous gift to support the program at Loughlin. We begin the program in February and eventually expect Loughlin students to compete in regional and national competitions as they create their own business plans and start-up businesses.

Start it up.
NETWORK
FOR TEACHING
ENTREPRENEURSHIP
NY Metro

Bishop Loughlin is widely recognized for its innovative partnerships. We have described some of these in recent issues of *The Loughlin Insider*. The Fall 2012 issue of *De La Salle Today*, the magazine for the Lasallian Community in the United States and Toronto, summarizes several of the innovative partnerships that we have developed. The article features the Student Sponsor Partners (SSP) – providing tuition support for 82 students – Boys Hope Girls Hope, the school's boarding program, Breakthrough NY (enrichment program), the NYC DEP (Green Roof), and the Brooklyn Flea (provides resources to support scholarships). Each of these partnerships enriches the school in unique ways.

“Part of the long-term sustainability of urban Catholic education is going to rely on its ability to partner with other kinds of organizations that have similar missions.”

- Bro. Dennis Cronin, FSC
Bishop Loughlin President

We recently interviewed NFTE's NYC chapter executive director, Terry Bowman. Here are some highlights from our conversation:

Q TELL US HOW THE NFTE PROGRAM WORKS?

A We work with kids to help them put together an actual business plan for a business they conceive up, which includes opportunity recognition, studying and understanding potential competitors, financial fundamentals, marketing, etc. Over the course of the semester, young people will attain both academic knowledge and experiential skill that will help them flesh out the business idea. As the business plans come together, we pair students with coaches to both help them refine the idea and also to prepare to present it to a panel of judges for prizes and capital to invest in their business. Some of these students will advance to a regional and national competition and some will enter an advanced program to actually launch their business.

Q WHY IS BISHOP LOUGHLIN A GOOD PARTNER FOR NFTE?

A Loughlin and NFTE are natural partners not only because we serve similar populations of urban, low-income and potentially at-risk young people, but because we seek to lift those young people up to engage worlds and meet people that they simply would not have the opportunity to engage were it not for a school like Loughlin or a program like NFTE.

It's a simple fact that most schools are under-resourced and therefore do not have the capacity to put students on new and exciting paths outside the classroom, and NFTE can greatly help in that regard. By using entrepreneurship as a lever, we can engage young people in a process they know something about intuitively but help them to 'operationalize' the knowledge and experience we provide so they can put themselves in a better position to succeed.

Q WHY IS THIS IMPORTANT FOR KIDS FROM DISADVANTAGED BACKGROUNDS?

A The reason it is important for NFTE to work with low-income and at-risk youth is that these are the young people who we know are going to keep falling behind without extra and creative support and programming. Many of these kids are good ones who simply lack an imaginative spark or opportunity, and NFTE seeks to give them both, along with access to mentors and coaches from career fields that many of these kids know nothing about prior. The good news is that we have seen this work wonders over and over again with literally thousands of young people, so we know it works, which only fortifies our resolve, especially at a time of both extreme economic uncertainty and technological advancement that means you are falling behind if you are not moving ahead.