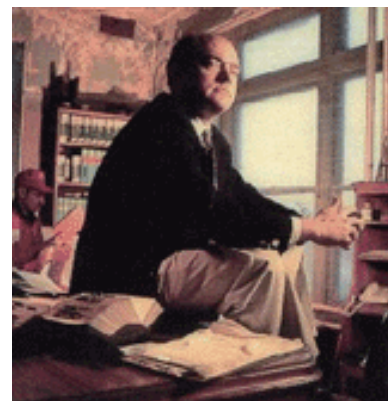


# STEVE MARIOTTI



Steve Mariotti received a B.B.A. and M.B.A. from the University of Michigan, Ann Arbor, and has studied at Harvard University, Stanford University, and Brooklyn College. His professional career began by serving as a Treasury Analyst for Ford Venezuela, Mexico, Caribbean, Argentina, Peru, Chile, South Africa and the Export Division (1976-79). He introduced financial systems that saved over \$5 million per annum via interest-expense reduction and improved cash management. He then founded, and for the next three years operated, Mason Import/Export Services in New York, eventually acting as sales representative and purchasing agent for 32 overseas firms.

In 1982, he changed vocations and became a Special Education/Business Teacher in the New York City school system, volunteering for such notorious neighborhoods as Bedford-Stuyvesant in Brooklyn and the "Fort Apache" section of the South Bronx, at the Jane Addams Vocational High School. It was here that Steve Mariotti received the insight and inspiration to bring entrepreneurial education to low-income youth. This led, in 1987, to founding the National Foundation for Teaching Entrepreneurship (NFTE), which was granted non-profit status by the IRS the following year.

Since then, NFTE has become a major force in promoting entrepreneurial literacy and basic business skills among highly at-risk and economically disadvantaged young people both in this country and abroad. Since its inception, NFTE has served 26,000 youth and has a budget of approximately \$5 million.



Steve Mariotti has received the following honors and awards on behalf of NFTE: Leavey Foundation Award for Outstanding Achievement in the Field of Free Enterprise Education (1985); Best Economics Teacher in New York State, Mobil Oil Corporation Award (1988); National Award for Teaching Economics, The Joint Council of Economic Education (1988); Best Teacher of the Year, National Federation of Independent Businesses (1988); Bronx Business Hall of Fame, Bronx Community College Foundation (1988); Giraffe Project Citation for Risk-Taking

Leadership, Everett Foundation (1989); Entrepreneurial Spirit Award, California Lutheran University (1989); Minority Business Enterprise Project (1989); Honorary Doctorate in Business and Entrepreneurship, Johnson & Wales University (1990); Castle Award for Entrepreneurial Achievement, Social Category, Entrepreneurial Center of Manhattanville College (1991); Entrepreneur of the Year Award, Inc. Magazine, with Ernst & Young and Merrill Lynch (1992); Special Achievement Entrepreneurship Award, ACE (Association of Collegiate Entrepreneurs) (1993); Appel Award, Price Institute for Entrepreneurial Studies (1994); Salvatori Prize for American Citizenship, The Heritage Foundation (1997).

Mr. Mariotti has authored and co-authored 16 books. His most known is *How to Start and Operate a Small Business*, with Debra DeSalvo and Tony Towle, published by Times Books, a division of Random House, in 1996 and has sold some 50,000 copies to date.

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