



New York State *FBLA*



**STATE CHAPTER ANNUAL BUSINESS REPORT
NEW YORK STATE FBLA
2009-2010**

New York State FBLA

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LETTER TO LOCAL CHAPTERS

	
New York State Future Business Leaders of America 2009-2010	
State Officers	
President	Branden Figueroa
Executive Vice President	Jessica Kramer
District 1N Vice President	Christina Kelly
District 2 Vice President	MdAzfar Basunia
District 4 Vice President	Erika Dever
District 5 Vice President	Maribeth Hunt
District 7 Vice President	Tamika Toliver
District 10 Vice President	Ann Wang
District 12 Vice President	Chad Blonar
District 13 Vice President	Rebekah Wallace
Secretary	Ronak Patel
Historian	Sonia Shepard
Parliamentarian	Erick Wells
Board of Trustees	
Chairperson	Elizabeth Garofalo
Vice Chairperson	Jennifer McClure
Secretary	Lisa Perry
District 1N	Robert Russo
District 2	Cassandra DePass
District 3N	Lillian Mitchell
District 3S	Anita Halstead
District 4	Mary O'Dell
District 5	Lou Nardone
District 9	Charlene Nigro
District 10	Frank Basile
District 12	William Morse
District 13	Marla Berlin
	Angela Ferlito
	Peter Tambroni
	Jennifer Judge
	Lorraine Mazza
	Gloria LaSota
	Donna Meyer

Dear New York State FBLA Members and Advisors:

The New York State Officer Team respectfully submits this Annual Business Report of our activities throughout the 2009-2010 membership year. From our innovative state projects and competitions, to the many productive and enriching activities of our local chapters, the members of New York State Future Business Leaders of America have taken enormous steps and have effectively begun *Turning Our Visions into Reality!*

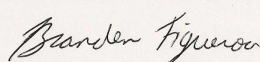
The path to success began at last year's State Leadership Conference with the election of our State Officer Team. In July, at the annual State Officer Training Conference, our officers established a comprehensive Program of Work for our State Association. This included a detailed plan to improve in the areas of community service, membership, publicity, and going green throughout the state. As a state we have since progressed from this planning session, to implementation, to success.

A key element in our growth has been the successful New York State President's Award of Prestige. Designed to bolster chapter participation in New York State projects, the program encouraged local chapters to launch exciting activities in accordance with NYS FLBA goals. Member initiated enthusiastic recruiting campaigns in an effort to satisfy their Membership Madness requirements, raised funds for the Ronald McDonald House, and helped students across the state to preserve the planet through the competition set by our newest committee, Go Green.

Conferences have also been an integral part of our success this year. Our Fall and Spring District Meeting helped members to network with others while learning new business skills and competing in events. The concluding activity of our year was the State Leadership Conference that was held in Rochester, New York. It was a wonderful three days of elections, competitions, and fun for members and advisors alike.

The accomplishments of our state chapter this year depended upon the efforts and contributions of each and every member. Considering the remarkable gains and achievements we have made, it is well evident that we have all been successful in *Turning Vision into Reality!*

Sincerely,



Branden Figueroa
NYS FBLA President

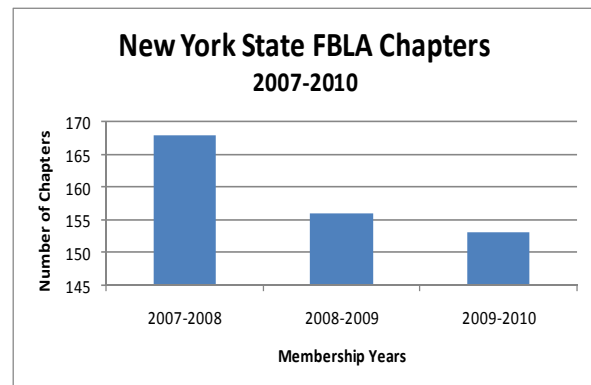
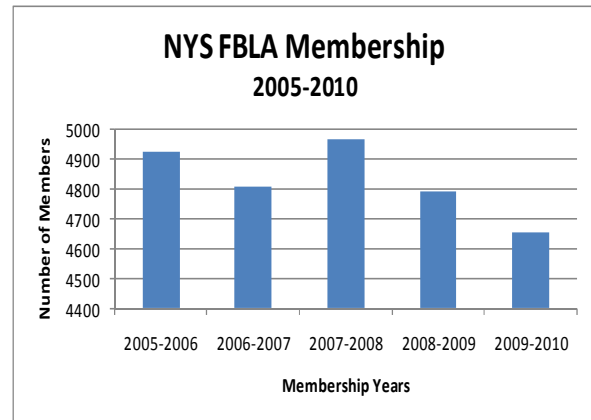


NUMBER OF MEMBERS

New York State FBLA is organized into fifteen districts. Each district elects a vice president to preside over its activities during the year. In addition, up to three Board of Trustee members represent the district as well. This organization allows the state association to communicate more effectively with chapters and members.

This year, New York State FBLA had 4,655 members in 153 chapters across the state. This represented a 5% decrease in membership over the last five years and a 3% decrease from last year. The number of chapters in New York State has decreased 9% in the last three years.

We believe that our decrease in membership is due to the significant reduction in state aid to school districts. Budget shortfalls are forcing districts to eliminate non-mandated courses and business education has been hit especially hard.



SIZE OF STATE CHAPTER

New York State is the northernmost and largest of the Mid-Atlantic states. It ranks 27th in size among the 50 states with a total area of 54,475 square miles, including the Finger Lakes in the west, the Adirondacks in the north, and New York City in the south. These diverse geographic areas provide everything from bustling urban centers to rural, agricultural areas.

In 2009, the US Census Bureau estimated the population of New York to be just over 19.5 million making it the 3rd most populous state in the country. With a median household income of \$55,980, New York is slightly above the national average.



New York has long been a leader in many industries within the United States. Currently, 52 Fortune 500 companies are headquartered in New York, including notable names such as AOL-Time Warner, Citigroup, McGraw-Hill, Pfizer, and Verizon. These companies represent a sampling of the industries that are most important to the state's economy, including finance, communications, international trade, publishing, fashion, farming, and tourism.

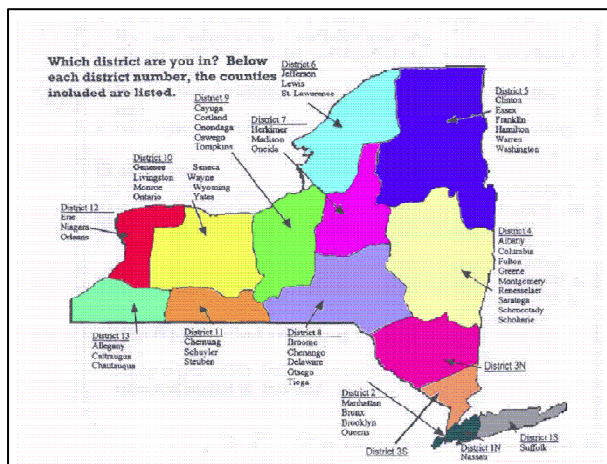
Without a doubt, New York City serves as the anchor of the state's economy. The majority of the state's tax revenue is generated from Wall Street, as the New York Stock Exchange is the largest exchange in the world by dollar volume.

WHEN AND HOW THE CHAPTER WAS ORGANIZED

FBLA has a rich history in the state of New York, as the organization was founded in 1936 by Hamden L. Forkner of Columbia University. His goal was to provide a national organization that would help to facilitate the transition from school to the business world. Little did he know, this organization would grow to become the largest business student organization in the world with over 250,000 members.

In 1946, ten years after its founding, Dobbs Ferry High School became the first chartered chapter in the state. Eighteen years later New York State was chartered as the thirty-fifth state association.

The state was originally divided into thirteen districts whose boundaries were set up in accordance with the New York State Education Department Planning Regions. Subsequently, due to its large geographic size and population, District 1, which encompassed all of Long Island, was divided into two districts by county: District 1 Nassau (1N) and District 1 Suffolk (1S). In 2001, District 3 was also split in two creating District 3 North (3N) and District 3 South (3S), bringing the total number of districts within New York State to fifteen.



In 1967, the New York State Association of the Future Business Leaders of America came under the auspices of the Bureau of Business Education Department in the New York State Education Department in Albany.

Mr. Hobart H. Conover, Chief of the Bureau at the time, was named State Chairman, and Mr. Elton T. Murphy, Associate of the Bureau, was named the first State Advisor.

On March 20, 1970, FBLA received an absolute charter from the University of the State of New York. Mr. Robert G. Fleig, Bureau Associate, then assumed the responsibility of State Advisor. Today, our State Advisor is another Associate of the Bureau, Mr. Jon Greenwalt, who assumed this position in 2001.

New York held its first joint state conference of FBLA-PBL in 1966 on the campus of the State University of New York at Cobleskill. Beginning in 1970, FBLA conducted its own State Leadership Conference (SLC) in the Catskill Mountain Region. Though the location of this conference has moved around the state over the years, New York State FBLA continues to host this conference each year. Currently, the conference is held at the Rochester Riverside



Rochester Riverside Convention Center

Hotel. In 1969, the summer leadership workshop was held at Camp Oswegatchie in Croghan, New York in the Adirondacks. All state officers are required to attend this week-long leadership training program. Today it is held at the CTK Center, which is located just west of our state capital, Albany.

RECRUITMENT OF MEMBERS AND CHAPTERS

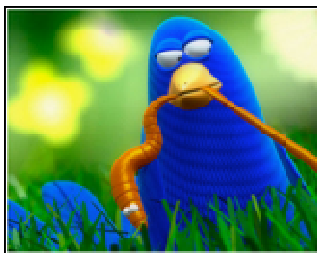
At State Officer Training each year, the State Officer Team and Board of Trustees develop a Program of Work around the goals that they set for the year. The team is then divided into committees which will focus on common goals throughout the year. Each year a few officers focus solely on membership, which includes recruiting new members and new chapters. This year the committee set goals to increase the number of chapters in the state, increase FBLA membership in New York, and increase Professional Division membership.

State Officer Outreach

During State Officer Training, each member of the team developed a personal recruitment letter to be sent out to schools across the state who don't have active FBLA chapters. Each letter was sent to at least ten schools at the beginning of the school year in September. Each officer was then required to follow up with personal phone calls over the following weeks. Several of these outreaches led to visitations where a current chapter would speak with a business class at the interested school.

Early Bird Membership

In conjunction with the national FBLA office, New York offered the Early Bird Membership Award to chapters who registered and paid dues for at least five members by October 15. This proved to be very effective as it allows the officer team to know early in the year which schools plan to have an active chapter during the year. Schools that had been active the previous year, who failed to register by the Early Bird Membership deadline, were contacted by members of the Board of Trustees or the State Officer Team. Chapters who met the Early Bird deadline were recognized with a ribbon at the State Leadership Conference.



Membership Madness

To qualify for the Membership Madness Award, a member must recruit at least five new members to FBLA or FBLA-Middle Level. Top recruiters from each district were recognized at the State Leadership Conference. In addition, the top recruiter, Regina King, of Elmont Memorial High School, was recognized as the top recruiter in the state at a general session.

Chapter Chartering Challenge

In the State's Program of Work, the State Officer Team challenged chapters to charter as many new chapters as possible. Clymer High School was recognized for recruiting three chapters this year during one of the general sessions at the State Leadership Conference.

NEW & REACTIVATED CHAPTERS 2009-2010

Bellport HS	Mt. Sinai HS
Brockport HS	Northern Catskills Occ. Center PM
Commack HS	Queensbury HS
Fredonia HS	Red Creek HS
Genesee Valley HS	Scarsdale HS
Gowanda HS	Valley Stream HS
Guilderland HS	Wells MS
Longwood HS	Xaverian HS

Professional Division Challenge

The New York State Professional Division sponsored a challenge for FBLA members this year. The student who recruited the most Professional Division members during the year was given a \$100 travel grant for the State Leadership Conference. Rory O'Connor, of Mamaroneck High School, was recognized during a general session for being the top recruiter.

Membership Database

Peter Tambroni, a member of the NYS FBLA Board of Trustees, serves as the state's Membership Director. In this capacity, he maintains a database of all of our chapters and members. This allows the state to track the status of dues payments for our membership and identify membership trends by districts within the state organization. Mr. Tambroni sends out regular reports of these numbers to both the Board of Trustees and the State Officer Team.

STATE OFFICER ASSISTANCE TO LOCAL CHAPTERS

Last April, New York State FBLA elected twelve of its best and brightest members to lead the state association throughout the year. In addition, a parliamentarian is appointed from a group of members who score the highest on the parliamentary procedure exam.

These officers worked tirelessly throughout the year to carry out the Program of Work that they developed during State Officer Training. In addition, they serve as a resource and support for the local chapters across the state.

Chapter Directory

Branden Figueroa, the State President, created a statewide chapter directory. The directory contained the contact information for all chapters and their presidents. This was distributed to the State Officer Team for use during the year when planning activities and disseminating information.

National Membership Programs

FBLA chapters across the state participated in the National Membership Awards programs by applying for the 100 Percent Class Participation Award, Membership Achievement Award, Membership Madness Award, and Membership Mania Award.

Fall District Meetings

In October, each district in New York hosted a Fall District Meeting (FDM). These meetings are planned cooperatively by the District Vice Presidents and the Board of Trustees.



Jon Greenwalt, State Advisor, was the keynote speaker at an FDM

At each meeting, members had the opportunity to attend workshops on a variety of topics ranging from effective fundraising to parliamentary procedure to preparing for college. The objective is to educate members on the business world, enhance their leadership skills, and provide them with the skills and knowledge

2009-2010 New York State FBLA Officers

President Branden Gigueroa	District 4 Vice President Erika Dever	District 13 Vice President Rebekkah Wallace
Executive Vice President Jessica Kramer	District 5 Vice President Maribeth Hunt	Secretary Ronak Patel
District 1N Vice President Christina Kelly	District 7 Vice President Tamika Tolliver	Historian Sonia Shepard
District 2 Vice President MdAzfar Basunia	District 10 Vice President Ann Wang	Parliamentarian Erick Wells
	District 12 Vice President Chad Blonar	

necessary to run an effective chapter. Many of the workshops were presented by members of the New York State Professional Division and the New York State Advisory Board.

Members at each meeting were also introduced to the year's Program of Work. The State Officer team ensured that the membership knew what the goals were for the year and what contests they could participate in to help us reach those goals.

Presidents' Meetings

Many of the District Vice Presidents held meetings with their local chapter officers and advisors. These meetings provided an informal forum through which activities and ideas could be discussed. Issues discussed often included fundraising, community service, and membership recruitment. These meetings also served as a great resource for the State Officer Team as they received feedback on projects and events at the district and state level.



Erika Dever, District 4 Vice President, conducting a Chapter Presidents' Meeting

Officer Visitations

Many State Officers visited chapters during the year to participate in various activities, including recruitment, installation of officers, and local chapter meetings.

State Website

The New York State FBLA website at www.nysfbla.org is managed by Amanda Magnusson. All submissions for the website are approved by her before being posted.

Due to New York's commitment to minimize the use of paper and postage, all communications are posted on the state website where members and advisors can access them at any time. When new posts are made, Anita Halstead, the state's Executive Secretary, issues an e-mail blast to all chapters alerting them to check the site for new information.

Each State Officer has a page on the state website. Officers update these pages continually to make sure that people keep coming back to look. They are used to post information on upcoming events, display photos of recently completed activities, etc. In addition, each State Officer and Board of Trustee member also has an e-mail address through the state website. This allows members and advisors to contact the state association at any time.

PREPARATION OF STATE AND LOCAL OFFICERS FOR THEIR DUTIES

In July, the New York State Officer Team went through vigorous training at the CTK Center in Greenwich, NY. During this eventful week, each State Officer learned the specific duties accompanying their respective offices. The officers also attended informative workshops presented by alumni, Board of Trustee members, members of the Professional Division, and State Advisory Board members. These workshops dealt with topics such as image, effective leadership, public speaking, communication skills, parliamentary procedure, and time management.



State Officers listening to a state charity presentation on Ronald McDonald House Charities

During the week, the first decisions of the officer team revolved around the state theme, charity, and goals. After much thoughtful debate, "Turning Your Vision into Reality" was declared the 2009-2010 state theme and Ronald McDonald House Charities was named the state charity for the year. With a theme and charity in place, the officers broke out into four committees to develop their goals for the year and their Program of Work. This year the team decided to replace the Spirit and Unity Committee with the Go Green Committee to align with the national association's Go Green programs. The other committees remained the same as in past years: Membership, Community Service, and Publicity.

The team also participated in an all-day Get Motivated seminar in Albany, NY. The officers heard several people talk about motivation and leadership. The officers were very excited to hear from Rudolph Giuliani and General Colin Powell. Both discussed their leadership experience and told personal stories.

The Officers did have some free time in which they took part in team building. On the last day of training the officer team was truly a team that was full of strong leaders who were ready to get the 2009-2010 FBLA year off to a great start.



General Colin Powell speaking at the "Get Motivated" Seminar at the Times Union Center in Albany, NY.

State Officer Evaluations

During the FBLA year, the State Officers were each evaluated three times by a member of the Board of Trustees. The State President also evaluated each mainline officer monthly and the Executive Vice President evaluated each District Vice President monthly. These evaluations covered the State Officers' duties to ensure that they were carried out completely and to the best of their ability.

Joint Meetings

During the year there were two joint meetings held between the State Officer Team and the Board of Trustees. At the first joint meeting, the board and officer team finalized the state theme, charity, and program of work. The second joint meeting was held in January to prepare for the State Leadership Conference

2009-2010 New York State FBLA Board of Trustees

Chairperson Elizabeth Garofalo	District 3N Anita Halstead	District 9 Angela Ferlito
Vice Chairperson Jennifer McClure	District 3N Mary O'Dell	District 9 Peter Tambroni
Secretary Lisa Perry	District 3S Lou Nardone	District 10 Jennifer Judge
District 1N Robert Russo	District 3S Charlene Nigro	District 10 Lorraine Mazza
District 2 Cassandra DePass	District 4 Frank Basile	District 12 Gloria LaSota
District 2 Lillian Mitchell	District 5 William Morse	District 13 Donna Meyer
	District 9 Marla Berlin	

held in April. Officers decided on themes for dances, souvenirs, officer duties, and workshops. The meeting also gave the officer team an opportunity to reflect on their successes and plan for a strong end to the year.

State Mailings

Anita Halstead, the Executive Secretary, sent regular e-mail blasts to all chapters. These e-mails contained reminders to check the website for information on competitive events, recruiting, conferences, the Program of Work, etc. Ms. Halstead also sent regular reminders to chapter advisors of upcoming deadlines and important dates for both the state and national associations.

COOPERATION WITH BUSINESS, PROFESSIONAL, AND SERVICE GROUPS WITHIN THE COMMUNITY

One of the goals of FBLA is to facilitate the transition between high school students and the business world. To this end, cooperation with business professionals and service groups in the community is essential. By exposing members to professionals, they can gain attributes that cannot be given to them on paper, through a workshop or in a classroom. These skills help our FBLA members succeed in their future endeavors.

Advisory Board

The New York State Advisory Board is comprised of representatives from businesses throughout the state. They participate in activities that range from local chapter meetings to the State Leadership Conference. In addition, they support local chapter advisors, and serve as contacts to businesses, speakers, and judges.



Professional Division and Advisory Board members with three State Officers at State Officer Training

Board of Trustees Assistance

Throughout the year, the members of the New York State Board of Trustees worked closely with the State Officer Team to implement their programs and successfully complete all of their duties.

Each Board of Trustee member represents a district of New York State and they are able to communicate directly with their local chapter advisors and officers. They serve as an imperative tool, a guide, and an integral part of the success of the New York State Association.

Professional Division

The business professionals and alumni who make up the Professional Division play an important role in the success of our local chapters and our state association. Members of the Professional Division bridge the gap between today's and tomorrow's business leaders. They participate by serving as judges in competitive events, workshop presenters, guest speakers at chapter activities, and as mentors for members to work with and job shadow.

Corporate Visits and Field Trips

During the FBLA year, chapters participated in a variety of visits and field trips to local corporations to see what it takes to run a business. Members have visited a wide selection of companies including, banks, manufacturers, and retailers. These trips are very valuable to the chapters by showing them the many jobs and experiences there are in the business world and allowing them to observe the skills that are required of those positions.

Community Service

One of the main goals of FBLA is to participate in community service. All chapters across the state participate in numerous activities throughout the year. To encourage members to participate, the Community Ser-

vice Committee sponsored a contest to recognize FBLA members who are active in their communities. Three members were recognized for logging the most hours of community service during the year. Branden Figueroa, from Carmel HS, placed third with 127 hours, Erick Wells, of Canastota HS, placed second with 128 hours, and Josh Saideman, of Mamaroneck HS, placed first reporting 160 hours of community service during the year. Branden and Erick each received a framed certificate and Josh received a plaque for their outstanding efforts. In addition, all members who worked at a Ronald McDonald House, the state charity, during the year received a special ribbon at the SLC.

While developing the Program of Work, the State Officer Team set a goal to raise \$5,000 for Ronald McDonald House Charities. To encourage members to participate, the Community Service sponsored a contest to recognize the chapter that raised the most money. Tri-Community Junior High School was recognized at the State Leadership Conference for raising \$1,074. In addition, a \$1 surcharge



was added to the registration fee for each Spring District Meeting (SDM) and a coin challenge was held at each SDM. All of the proceeds also went to the state charity. In total, New York State FBLA surpassed its goal raising almost \$6,000.

PARTICIPATION IN PUBLIC RELATIONS ACTIVITIES AND NEWSLETTER PREPARATION

District Publications

Another duty of the District Vice Presidents is to publish four editions of a district newsletter. These newsletters contain articles written by FBLA members as well as the State Officer Team and their committees. The newsletters are used to inform members of district events, projects, and activities.

2009-2010 FBLA Activities Eden HS	
September	January
Membership Drive Began Weekly Meetings Started Breakfast Bar Started cookie sales	Experience Your Future Competition Haiti Haiti Relief Project
October	February
Collected money for state charity Created a presentation for state charity Held the Fall District Meeting at Eden HS FBLA display and brochures at Fall Open House	Spring District Meeting Haiti Relief Project FBLA display and brochures at Spring Open House
November	March
Holiday Mail for Heroes Attended NFLC in Baltimore, Maryland Toured Corning Museum of Glass Presentation to the Board of Education	Business Marketing Honor Society Ken Monaco - Bryant & Stratton (guest speaker - Portfolio Advantage)
December	April
Business Marketing Honor Society Toys for Tots Holiday Joy Cookie Sales Christmas party with gift exchange for members	State Leadership Conference

Conference Exhibits

In addition to college exhibits, the State Leadership Conference invited representatives from businesses, armed forces, and fundraising companies to set up booths to promote aspects of business that may intrigue FBLA members attending the conference. The businesses had the opportunity to meet and converse with members about their products and services. Conference memorabilia was distributed as well.

FBLA Express

The state publishes for four issues of the New York State publication, FBLA Express. These issues contain information on events at both the state and national levels. It includes competitive event winners, local chapter activities, committee updates, and articles written by members of the State Officer Team.

The articles written by the officers focus on how chapters can get involved in the Program of Work and run a successful chapter. Each edition of *The Express* is posted to the state website so that it can be accessed by anyone at any time.

Lobby Days

Members of the State Officer Team participated in two Lobby Days for career and technical student organizations (CTSOs) at our state capital in Albany, NY. The goals of each day was to raise awareness of CTSOs in New York State and to lobby for our share of the state's Perkin's funding.

In October, Erika Dever, District 4 Vice President, and Jennifer McClure, Vice Chairperson of the Board of Trustees, joined with representatives from FCCLA and FFA to meet with the NYS Budget Office and State Senator Seward. During each meeting, students explained the value of CTSOs and how their involvement had impacted their educational experience. In addition, the advisors explained the history of Perkin's funding in New York State and stressed the importance of CTSOs receiving their share.

In March, Ms. McClure organized another Lobby Day for all of the CTSOs in New York State to participate in. The State Officer Team contacted all of the members of the

education committees in the state legislature to set up appointments. Students and advisors were split into teams with one state officer from each CTSO in each group. Each group received advocacy training, their talking points, and a schedule for the day. By the end of the day, the teams had met with over 30 state representatives and received some very positive feedback.

In addition to the meetings, New York State FBLA set up a booth on the concourse level of the Empire State Plaza. The booth was manned all day by state officers who disseminated information to and answered questions from hundreds of state workers and tourists.

Business Teachers' Association Conference

In October three state officers set up a booth at the annual conference of the Business Teachers' Association of New York State. The officers, accompanied by Elizabeth Garofalo, Board of Trustees Chairperson, and Thomas Mueller, President of the Professional Division, passed out information to teachers who were interested in starting a chapter in their school. In addition, they also answered the questions of many current advisors who wanted tips on running their local chapters and getting more students involved.

DEVELOPMENT AND PROMOTION OF FBLA-PBL STATE PROJECTS

During the 2009-2010 FBLA year, the members of the State Officer Team divided into committees. These committees were Community Service, Membership, Publicity, and Go Green. Each committee developed their goals for the year and then developed a program of work to help attain each goal. During the year, the tasks of the committees are to communicate with the state membership and encourage all members to work toward attaining goals by providing them with the background information, incentives and motivation necessary.

Community Service Committee

The goals of the Community Service Committee were to:

- Raise \$5000 for Ronald McDonald House Charities
- Raise \$1000 for the New York State Foundation, which provides travel grants for competitive event winners
- Increase involvement and participation of all members in community service projects

To achieve these goals the Community Service Committee put several programs in

place. To raise money for Ronald McDonald House Charities a \$1 surcharge was added to all Spring District Meeting (SDM) registration fees and chapters participated in the Charity Madness Competition during the year and the coin challenge at the SDMs.

To raise money for the New York State Foundation a \$1 surcharge was added to each Fall District Meeting (FDM) registration, members participated in a coin challenge at the FDMs and chapters were encouraged to donate a theme basket to be auctioned off at the State Leadership Conference.



Grace Bullis, of Schoharie HS, tallies the money from the Fall District Meeting Coin Challenge. All of the proceeds went to the NYS Foundation.

During the January Joint Meeting, held in Rochester, NY, the State Officer Team visited the local Ronald McDonald House. This provided the officers with an opportunity to get better acquainted with the state charity. While there, they toured the house which includes the rooms of the residents as well as the inner workings of the house, such as the conference rooms and offices. They were also able to meet with the people who volunteer on a regular basis at the house to get their insight on what makes Ronald McDonald House Charities so special.

In addition, the New York State Foundation gave the Humanitarian Award to three members this year. Patrick Cheung, of Lakeland HS, Justin Gibson-Faber, of Canastota HS, and Andrew Montelongo, of Benjamin Cardozo HS, were recognized for their community service and were each given a \$150 travel grant to the State Leadership Conference.

Membership Committee

The goals of the Membership Committee were to:

- Increase membership to 5,500 members
- Increase the number of active chapters in to 200 chapters
- Increase the Professional Division membership to 100 members

To help reach these goals, the Membership Committee implemented several contests including Early Bird Membership, Membership Madness, and a Chapter Chartering Challenge. In addition, Peter Tambroni, a member of the Board of Trustees and the Membership Director, sent out updates on chapter membership so that the officer team and Board of Trustee members could contact schools within their district to ensure that they were going to activate for the year.

Publicity Committee

The goals of the Publicity Committee were to:

- Familiarize FBLA members with the Program of Work via the state website
- Encourage and publicize chapter participation with the Program of Work
- Increase awareness of FBLA publications, especially the FBLA Express, Tomorrow's Business Leader, and District Newsletters

To help achieve these goals, the Publicity Committee developed two new contests for the year. The Media Hype competition encourages members to promote their chapter and their activities through various local, state, and national media. Chapters received points for each article, broadcast, etc. Carmel HS was recognized at the State Leadership Conference for accumulating the most points.

The Visual Outreach contest asked members to create a digital presentation promoting FBLA. In addition, members had to submit documentation verifying that they had made the presentation to at least three groups.

Go Green Committee

The goals of the Go Green Committee were to:

- Promote awareness of the worldwide "go green" conservation movement
- Raise awareness of NYS FBLA's efforts to "go green"
- Encourage enthusiasm and participation throughout New York State to go green

To encourage chapters and members to "go green" the committee implemented the Go Green Mania competition. Chapters were awarded points for participating in various "go green" activities that encouraged their schools and communities to join the move-



Members sorting bottles of part of Go Green Mania

ment. Carmel HS and Tri-Community JHS were recognized at the State Leadership Conference with a plaque for accumulating the most points in the competition.

President's Award of Prestige

Branden Figueroa, State President, implemented a competition to recognize those chapters that go above and beyond by participating in each of the four sections of the Program of Work. Eight chapters were recognized for this award and were given special ribbons at the State Leadership Conference.

President's Award of Prestige Winners 2009-2010

Arlington HS	Elmont HS	Mamaroneck HS
Bradford HS	Lakeland HS	Mexico HS
Carmel HS		Tri-Community JHS

SUPPORT OF FBLA-PBL NATIONAL PROJECTS

Business Achievement Awards

The Business Achievement Awards (BAAs) are a national program that aims to recognize members who excel in the three areas listed on the FBLA crest: Service, Education, and Progress. Each activity in the program aims to advance students in these areas while focusing on a specific FBLA-PBL goal, NBEA learning standard or career cluster. There are four levels of recognition in this program: Future, Business, Leader, and America. Twelve members of New York State FBLA were recognized as a successfully completing one or more levels of the BAAs.

American Enterprise Day

Chapters across the state participate in various activities on American Enterprise Day, November 15. Several chapters presented mini workshops to elementary students to teach them the basics of the free enterprise system. The Mamaroneck HS FBLA chapter took this a step further and offered free child care of elementary students on various nights throughout the year. During each session,

New York State FBLA BAA Recipients 2009-2010

Future Award

Katie Champagne	Mark Fitzgibbon	Henry Myers
Patrick Cheung	Matt Freifeld	Jash Patel
Alice Fischetti	Leo Guttman	Greg Toy
Kerry Fitzgibbon	Jamie Lerner	Mike Volpe

Business Award

Patrick Cheung	Matt Freifeld	Leo Guttman
Kerry Fitzgibbon		Greg Toy

Leader Award

Patrick Cheung

chapter members presented short lessons and encouraged the children to participate in hands-on activities that reinforced the principles of the American enterprise system.

Other chapters hosted local small business owners to speak to business classes on the advantages and disadvantages of entrepre-

neurship. Yet other chapters visited local businesses for tours and an opportunity to ask questions of business owners.

Job Shadow Day

Many chapters throughout the State of New York participate in Job Shadow Day, which is held on Groundhog Day each year. Advisors work to pair members up with local businesspeople for a one-day job shadow experience. Chapter members are encouraged to fill out a report form that asks them to reflect on their experience and get feedback from the businessperson that they shadowed. Students have shadowed people in careers ranging from banking to veterinarians to graphic designers to disc jockeys.

FBLA-PBL Week

Chapters across the state celebrate FBLA-PBL week in February by planning a week full of activities ranging from celebrations to community service to recruitment drives. Many chapters were also able to have their local elected officials sign a proclamation for FBLA-PBL Week.

Outstanding Local Advisor

Each year, New York State FBLA is pleased to honor a local chapter advisor who goes above and beyond for their students and is extremely active in the state association. This year, New York State presented the Outstanding Advisor Award to Charlene Nigro, of Lakeland HS. Ms. Nigro was nominated by her students for the many hours she puts in as their advisor and as a member of the New York State FBLA Board of Trustees. She will be recognized during a general session at the National Leadership Conference in Nashville, TN.

Businessperson of the Year

This year New York State was honored to recognize Beth Hunt, Hamilton County Treasurer, as the New York State Businessperson of the Year. Ms. Hunt was nominated for tireless efforts with the Wells FBLA chapter and her involvement on the state level, as she often serves as a workshop presenter and judge at our conferences. Ms. Hunt will be recognized during a general session at the National Leadership Conference in Nashville, TN.

IMPLEMENTATION OF STATE LEADERSHIP CONFERENCES

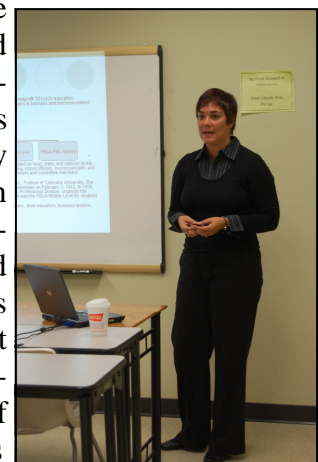
All members are encouraged to attend all district, state, and national conferences. All of these conferences provide students with an opportunity to network, learn, and compete with their peers.

State Officer Training

Each July, the newly elected New York State Officer Team meets to learn about the duties and responsibilities they have as Officers. During this week, officers attend workshops on business topics, form committees and select goals, create a state theme, and choose the state charity. Officers also learn the skills necessary to implement successful district meetings and a state conference. While at training they work on everything from their public speaking skills and staging to image and how to represent FBLA in a positive manner at all times.

Fall District Meetings

During the month of October the District Vice Presidents hold their Fall District Meetings. During these meetings a keynote speaker kicks off the opening session and members attend informative workshops that are presented by professional division members, state officers, advisors, and other local business leaders. All District Vice Presidents present the Program of Work during this meeting to ensure that chapters are aware of the goals for the year.



Sandy Cummings, of Fisher Healthcare Systems presents a workshop.

January Joint Meeting

In January, the State Officer Team and the Board of Trustees met to plan the State Leadership Conference that will be held in April at Rochester Riverside Convention Center. Here, State Officers came up with themes for the dances and souvenirs that will be handed out. Also each officer paired up to plan a workshop to presenting at the State Leadership Conference.

Spring District Meetings

In February, each District Vice President has the duty of holding a Spring District Meeting. At these meetings, members compete in Basic Decision Making, Impromptu Speaking, Job Interview, Parliamentary Procedure, and Public Speaking I and II. Winners in each event advance to the State Leadership Conference (SLC). Members who plan to run for state office at the SLC must take the State Officer exam at this meeting. In addition, several districts offer written tests at these meetings to provide members with additional experience before they compete at the SLC. The written tests range from Accounting to FBLA Principles & Procedures to Word Processing.



Members at a
Spring District Meeting

State Leadership Conference

Over 500 members from chapters across the state attended the 2010 State Leadership Conference (SLC) held April 21-23 at the Rochester Riverside Convention Center in Rochester, NY. This conference marked the culmination of a long year of success and achievement for the members of NYS FBLA. The state theme, *Turning Your Vision into Reality*, was the ideal definition of each member's actions throughout the year and at the conference. The SLC featured over forty events for members to compete in as well as workshops and the election of the 2010-2011 State Officer Team. The general sessions were engaging and featured campaign presentations, state officer farewells, installation of the new officers, slideshows, and awards.

During the Award Ceremony the winner of each event received a travel grant to represent New York State at the 2010 National Leadership Conference. In addition all first place winners received an additional sponsorship. This year's sponsors included Anita Halstead, Barbara Peck, John Jesse, Josh Wallace, NYS FBLA Board of Trustees, NYS FBLA Foundation, NYS FBLA Professional Division, NYS FBLA State Officer Team, Peter Tambroni, TCT Credit Union, and Thomas Mueller.

Johnson & Wales University presented the first, second, and third place winners in several events with scholarships. These events included: Accounting II, Banking & Financial Systems, Business Communications, and Entrepreneurship.

2010-2011 New York State FBLA Officer Team

President Steve Watros	District 5 Vice President Samantha Root	District 13 Vice President Rebekah Wallace
Executive Vice President Inge Chen	District 7 Vice President Justin Gibson-Faber	Secretary Jessica Varghese
District 1N Vice President Stephanie Kempadoo	District 10 Vice President Helia Zand	Treasurer Eric Niles
District 2 Vice President Deval Mehta	District 11 Vice President Thomas Peer	Reporter Ben Silverstein
District 3N Vice President William Schneider	District 12 Vice President Marc Cohen	Historian Morgan Charde
District 4 Vice President Alex Johnstone		Parliamentarian Regina King

2010 New York State Leadership Conference Award Winners

Accounting I

- 1st Leo Guttman, Lakeland HS
- 2nd Matt Freifeld, Lakeland HS
- 3rd Joanna Ziegelbauer, Washingtonville HS
- 4th Alex Johnstone, Sharon Springs HS
- 5th Olivia Tomaszewski, Sharon Springs HS

Accounting II

- 1st Matthew Sabu, Elmont Memorial HS
- 2nd Doug Ullman, Sharon Springs HS
- 3rd Daniel Schilde, Sharon Springs HS
- 4th Danielle Miller, Amherst HS
- 5th Zacchary Tenhuisen, Clymer HS

American Enterprise Project

- 1st Mamaroneck HS

Banking and Financial Systems

- 1st Aatish Bathiya and Freddy Hernandez, Lakeland HS
- 2nd Kaitlyn Lauber and David Johnson, G. Ray Bodley HS
- 3rd Adam Greenbaum and Ari Freedman, Jericho HS
- 4th Jordyn Gauthier and David Holoway, Herkimer County BOCES
- 5th Naoemi Cruz and Stephanie Caamano, Norman Thomas HS

Basic Decision Making

- 1st Steve Salerno, Cobleskill-Richmondville HS
- 2nd Samantha Spano, Carmel HS
- 3rd Joseph Kolasinski, Lake Shore HS
- 4th Sean O'Brien, Washingtonville HS
- 5th Josh Bazan, Canastota HS

Business Calculations

- 1st Inge Chen, Shenendehowa HS
- 2nd Nevin Daniel, Ward Melville HS
- 3rd Samuel Wie, Williamsville East HS
- 4th Gregory Toy, Lakeland HS
- 5th James Yu, Benjamin Cardozo HS

Business Communication

- 1st Andrew Chun, Brighton HS
- 2nd Nevin Daniel, Ward Melville HS
- 3rd Prashant Kota, Ward Melville HS
- 4th Zianna Schmidt, Mexico HS
- 5th Eric Wang, Shenendehowa HS

Business Law

- 1st Eric Wang, Shenendehowa HS
- 2nd Preston Amsler, Shenendehowa HS
- 3rd Katie Treiber, Williamsville East HS
- 4th Michal Shalman, Amherst HS
- 5th Scott Boyle, Columbia HS

Business Ethics

- 1st Harrison Cain, Rory O'Connor, and Giancarlo Riso, Mamaroneck HS
- 2nd Scott Boyle and Sean Kelton, Columbia HS
- 3rd Jonathan Kapus, Paul Mariani, and Danielle Miller, Amherst HS
- 4th Marc Cohen and Lydia Macaluso, Williamsville East HS
- 5th Sean Ferguson, Jason Kovalski and Samantha Woreth, Cobleskill-Richmondville HS

Business Math

- 1st Nikhil Benesch, Brighton HS
- 2nd Sean Han, Ward Melville HS
- 3rd Sameer Singhal, Williamsville East HS
- 4th Jack Zhou, Ward Melville HS
- 5th John Bishop, Arlington HS

Business Plan

- 1st Eugene Chung, Jonathan Corona and John Kelly, Ward Melville HS
- 2nd Nick Heil and Andrew Reinwald, Clymer CS
- 3rd Stephanie Kempadoo and Asha Moye, Elmont Memorial HS
- 4th Bethany Young, Dansville HS

Business Presentation

- 1st Chad Blonar and Jessica Kramer, Eden HS
- 2nd Aubrey Richir and Brittany Pearson, Falconer HS
- 3rd Benjamin Mohammed, Mount Vernon HS
- 4th Sara Cummings and Melanie Junge, Schoharie HS
- 5th Brianna Trombley and Samantha Root, Lake George HS

Business Procedures

- 1st Ann Wang, Brighton HS
- 2nd Gregory Toy, Lakeland HS
- 3rd Caralyn White, Wayne Central HS
- 4th Zianna Schmidt, Mexico HS
- 5th Emily Zhou, Williamsville East HS

Chapter Business Display

- 1st Carmel HS
- 2nd G. Ray Bodley HS
- 3rd Clymer Central School
- 4th Mexico HS
- 5th Mamaroneck HS

Chapter of the Year

- 1st Mamaroneck HS
- 2nd Clymer Central School
- 3rd Carmel HS
- 4th Canastota HS
- 5th Eden HS
- 6th Falconer HS

Community Service Project

- 1st Elmira Southside HS
- 2nd Mamaroneck HS
- 3rd Little Falls HS
- 4th Falconer HS
- 5th Lakeland HS

Computer Applications

- 1st Kristen Palazzolo, H. Frank Carey HS
- 2nd Akhil Neti, Lakeland HS
- 3rd Divinity Babb, Elmont Memorial HS
- 4th Danielle Miller, Amherst HS
- 5th Areefa Sulaiman, Sewanhaka HS

Computer Problem Solving

- 1st Dustin Schreiber, Wayne Central HS
- 2nd Josh Horning, Batavia Career & Technical Center
- 3rd Kenneth Henning, Batavia Career & Technical Center
- 4th Jonathan Yin, Ward Melville HS
- 5th Mark Fitzgibbon, Lakeland HS

Cyber Security

- 1st Nikhil Benesch, Brighton HS
- 2nd Jonathan Yin, Ward Melville HS
- 3rd Neil Kamath, Queens Vocational HS
- 4th Kiernan O'Reilly, Sewanhaka HS
- 5th Joseph Castellano, Herkimer Cty. BOCES

Database Design & Applications

- 1st Kaila Forbes, Herkimer Cty. BOCES
- 2nd Athena Loizos, H. Frank Carey HS
- 3rd Shanna Reinisch, Mt. Morris Career & Tech Ctr. PM
- 4th Alexandra Sheng, Jericho HS
- 5th Jon O'Neil, Batavia Career & Tech Ctr.

Desktop Publishing

- 1st Kaila Forbes and Nikita Marko, Herkimer County BOCES
- 2nd Athena Loizos and Adrianna Gatt, H. Frank Carey HS
- 3rd Joseph Platia and Courtney McManus, Sewanhaka HS
- 4th Sam Gilbert and Laura Craciun, Carmel HS
- 5th Jessica Snyder and Allen Knudsen, Mt. Morris Career and Tech Ctr.

Digital Video Production

- 1st Josh Saideman, Jonathan Pomeranz and Rory O'Connor, Mamaroneck HS
- 2nd Joshua Russell, Tim Adcock, and Zechariah Young, Batavia Career & Tech. Ctr.
- 3rd Anna Okolona and Alana VanDunk, Valley Stream HS
- 4th Stephanie Kempadoo and Chanei Patterson, Elmont Memorial HS

Economics

- 1st David Murphy-Longhini, Dansville HS
- 2nd Patrick Cheung, Lakeland HS
- 3rd Samuel Wie, Williamsville East HS
- 4th Andrew Kim, Brighton HS
- 5th Robin Kaluza, Sharon Springs HS

Electronic Career Portfolio

- 1st Connie Draper, Pioneer HS

Emerging Business Issues

- 1st Marcelle Little Davis, Korde Innies, and Christopher Roberts, Valley Stream HS
- 2nd Aubrey Richir and Josh Lodestro, Falconer HS
- 3rd Christopher Sarfin, Adrianna Gatt and Louis Cona, H. Frank Carey HS
- 4th Ronak Patel, Raj Pandya, and Patrick Cheung, Lakeland HS
- 5th Samantha Spano, Joe Phillips, and Branden Figueroa, Carmel HS

Future Business Leader

- 1st Christina Kelly, Elmont Memorial HS
- 2nd Rory O'Connor, Lakeland HS
- 3rd Imani Lawrence, Mount Vernon HS
- 4th Rebecca Harris, Columbia HS
- 5th Krysta Woodcock, G. Ray Bodley HS

Entrepreneurship

- 1st Louis Cona, Bobby Sousa and Christopher Sarfin, H. Frank Carey HS
- 2nd Theresa Chmiel, Marc Cohen and Anastasios Wisniewski, Williamsville East HS
- 3rd Jacob Bliss and Tyler Cretin, North Rose Wolcott HS
- 4th Lily Chen, Michael Marcel and Rocco Morro, Ward Melville HS
- 5th Jenna Bicierro, Isha Patel and Gregory Priest, New Hyde Park Memorial HS

FBLA Principles and Procedures

- 1st Steven Watros, Mexico HS
- 2nd Rebekah Wallace, Clymer Central School
- 3rd Renee King, Elmont Memorial HS
- 4th Marc Cohen, Williamsville East HS
- 5th Jennifer Li, Ward Melville HS

Global Business

- 1st Don Strong and Ross Bernstein, Ward Melville HS
- 2nd Benjamin Mohammed and Manuela Rodriguez, Mount Vernon HS
- 3rd Patrick Cheung and Ronak Patel, Lakeland HS
- 4th Christine Kelly and Amen Enoma, Elmont Memorial HS
- 5th Adam Zable, Josh Kanterman, and Ben Silverstein, Mamaroneck HS

Impromptu Speaking

- 1st Spencer Thibault, Lake George HS
- 2nd Anthony Hernandez, William Floyd HS
- 3rd Matthew Babu, Elmont Memorial HS
- 4th Caroline Bertholf, Tri-Valley HS
- 5th Ben Silverstein, Mamaroneck HS

Introduction to Business

- 1st Carly Tashjian, Shenendehowa HS
- 2nd Jason Gilbert, Carmel HS
- 3rd Saul Ellison, Elmont Memorial HS
- 4th Nabeel Sheriff, Williamsville East HS
- 5th Rhea Singh, Minisink Valley HS

Introduction to Business Communication

- 1st John Bishop, Arlington HS
- 2nd Michael Marcel, Ward Melville HS
- 3rd Sean Han, Ward Melville HS
- 4th Josh Bazan, Canastota HS
- 5th Jerod Gibson-Faber, Canastota HS

Introduction to Parliamentary Procedure

- 1st Renee King, Elmont Memorial HS
- 2nd Steven Watros, Mexico HS
- 3rd Kiernan O'Riley, Sewanhaka HS
- 4th Holly Wilkinson, Canastota HS
- 5th Justin Niles, Canastota HS

Introduction to Technology Concepts

- 1st Nikhil Benesch, Brighton HS
- 2nd Dustin Schreiber, Wayne Central HS
- 3rd Jennifer Li, Ward Melville HS
- 4th Aaron Schaffer, Brighton HS
- 5th Austin MacFarland, Mexico HS

Introduction to Word Processing

- 1st Stephanie Sassos, H. Frank Carey HS

Job Interview

- 1st Aubrey Richir, Falconer HS
- 2nd Joanna Ziegelbauer, Washingtonville HS
- 3rd Curtis McCoy, Lake George HS
- 4th Helia Zand, Brighton HS
- 5th Alyna Van Dunk, Valley Stream HS

Largest Local Chapter Membership

- 1st New Hyde Park Memorial HS
- 2nd Minisink Valley HS
- 3rd H. Frank Carey HS
- 4th Commack HS
- 5th Miller Place HS

Local Chapter Annual Business Report

- 1st Mamaroneck HS
- 2nd Clymer Central School
- 3rd Canastota HS
- 4th Lakeland HS



The 2009-2010 State Officer Team ran the general sessions at the SLC.

Management Decision Making

- 1st Barry Xu, Andrew Chun and Andrew Kim, Brighton HS
- 2nd Matthew Catteneo and Funlola Otokoye, Elmont Memorial HS
- 3rd Akhil Neti, George Peart And Nihil Neti, Lakeland HS
- 4th Joe Galgano, Athena Loizos, and Angela Grgas, Canastota HS
- 5th Kassie Spicer and Thomas Hartnett, Mexico HS

Marketing

- 1st Andrew Chun, Brighton HS
- 2nd Gregory Toy, Lakeland HS
- 3rd James Yu, Benjamin Cardozo HS
- 4th Courtney Sokol, Floral Park Mem. HS
- 5th Eric Wang, Shenendehowa HS

Network Design

- 1st Todd Davis and Brandon Dennis, Herkimer Cty. BOCES

Networking Concepts

- 1st Todd Davis, Herkimer Cty. BOCES
- 2nd Nick Gavalas, H. Frank Carey HS
- 3rd Brandon Dennis, Herkimer Cty. BOCES
- 4th Mdasfar Basunia, Benjamin Cardozo HS
- 5th Dan Grimaldi, Columbia HS

Outstanding Ambassador Club Member

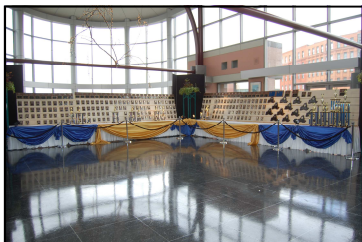
Adam LaPorte, Washingtonville HS

Outstanding New Members, Grades 7, 8, 9

- 1st Felicia O'Connor, Mamaroneck HS
- 2nd Jash Patel, Lakeland HS
- 3rd Greg Nellis, Mexico HS

Parliamentary Procedure Individual Event

- 1st Regina King, Elmont Memorial HS
- 2nd Chris Whipple, Tri-Valley HS
- 3rd Mdazfar Basunia, Benjamin Cardozo HS
- 4th Andrew Montelongo, Benjamin Cardozo HS
- 5th Hannah Lindquist, Tri-Valley HS



Parliamentary Procedure Team Event

- 1st Chris Whipple, Hannah Lindquist, Caroline Bertholf, Nathaniel Tompkins, Tri-Valley HS
- 2nd Kristen Annunziato, Samantha Spano, Sam Gilbert and Laura Craciun, Carmel HS
- 3rd Rebekah Wallace, Justin Nelson, Vanessa-Barton and Stephanie Gilkinson, Clymer CS
- 4th Meghan Gentile, Louie Arena, Molly Frehofer, Emily Yerdon, and Samantha Chestnut, Mexico HS
- 5th Kim Pardo, Cameron Pardo, Mary Hartford, Sean O'Brien, and Dina Durutlic, Washingtonville HS

Personal Finance

- 1st Leo Guttman, Lakeland HS
- 2nd Inge Chen, Shenendehowa HS
- 3rd David Johnson, G. Ray Bodley HS
- 4th Jarryd Killian, Tri-Valley HS
- 5th Eric Niles, Williamsville East HS

Public Speaking I

- 1st Jon Pomeranz, Mamaroneck HS
- 2nd Makrukh Paracha, Valley Stream HS
- 3rd Vincent Casa, Arlington HS
- 4th William Schneider, Carmel HS
- 5th Shirley Eskenazy, William Floyd HS

Public Speaking II

- 1st Jessica Krause, Dansville HS
- 2nd Emma Tingley, Tri-Valley HS
- 3rd Christine Lim, Valley Stream HS
- 4th Jeff Pritchard, Frankfort-Schuyler HS
- 5th Giancarlo Riso, Mamaroneck HS

Sports Management

- 1st Thomas Merantz, Minisink Valley HS
- 2nd Matt Freifeld, Lakeland HS
- 3rd Matthew Battles, Mexico HS
- 4th Mike Menter, Lake George HS
- 5th Brian Napier, Arlington HS

Spreadsheet Applications

- 1st Kaila Forbes, Herkimer Cty. BOCES
- 2nd Christina Jacob, H. Frank Carey HS
- 3rd Christopher Roberts, Valley Stream HS
- 4th Jessica Varghese, Lakeland HS
- 5th Fernanda Della Croce, Queens Voc. HS

Technology Concepts

- 1st Neil Kamath, Queens Vocational HS
- 2nd Nick Gavalas, H. Frank Carey HS
- 3rd Kenneth Henning, Batavia Career & Technical Center
- 4th Nikhil Neti, Lakeland HS
- 5th Zechariah Young, Batavia Career & Technical Center

Website Development

- 1st Kieran O'Riley and Joseph Platia, Sewanhaka HS
- 2nd Lily Chen, Williamsville East HS
- 3rd Patrick McHugh, Tri-Valley HS
- 4th Carlin Iannarelli and Denis Lukashkov, Mamaroneck HS
- 5th Divinity Babb and Naresh Singh, Elmont Memorial HS

Who's Who In FBLA

Ronak Patel, Lakeland HS

Word Processing I

- 1st William Schneider, Carmel HS
- 2nd Emily Yerdon, Mexico HS
- 3rd Christina Gavalas, H. Frank Carey HS
- 4th Shanel Charles, Elmont Memorial HS
- 5th Sarah Schechter, Mamaroneck HS

Word Processing II

- 1st Anna Yegorova, Floral Park Mem. HS
- 2nd Angela Grgas, H. Frank Carey HS
- 3rd Mike Mlinar, Herkimer Cty. BOCES
- 4th Courtney McManus, Sewanhaka HS
- 5th Ann Wang, Brighton HS

ATTENDANCE AND PARTICIPATION AT CONFERENCES SPONSORED BY THE ASSOCIATION

Institute for Leaders

At the end of June, several members of NYS FBLA arrived in Anaheim, CA, early to participate in the 2009 Institute for Leaders. Members were able to choose a track based on their interests and experience. In addition, students were able to choose a minor on the second day.

National Leadership Conference

Over 100 members and advisors attended the 2009 National Leadership Conference in Anaheim, CA. Members attended workshops, competed in events, participated in the March of Dimes Mini-Walk, elected the 2009-2010 National Officer Team, and networked with their peers from across the country. New York State advisors and chaperones served as event administrators, event assistants, and social event chaperones.

Members also campaigned for New York's candidate for Eastern Region Vice President, Weishan Wang. Members worked shifts at her campaign to hand out information, answer questions, and network.



Weishan Wang at her campaign booth



Members of Schoharie FBLA enjoying the sun in Laguna Beach

While in California, members also got to do a lot of sightseeing. Some of the highlights included trips to Laguna Beach, ordering hotdogs at the world-famous Pink's, visits to Disneyland, finding the stars of favorite celebrities.

2009 National Leadership Conference Award Winners from New York State FBLA

National Competition Awards

- 1st Marc Cohen, Williamsville East HS, Job Interview
- 3rd Eric Wang, Shenendehowa HS, Business Calculations
- 3rd Rebecca Keable, Amherst HS, Business Law
- 3rd Shane Hale, Batavia Career & Tech. Ctr., Desktop Application Programming
- 3rd Mamaroneck HS, Local Chapter Annual Business Report
- 4th Dillon Hale, Batavia Career & Tech. Ctr., Internet Application Programming
- 4th Clymer HS, Local Chapter Annual Business Report
- 5th Leo Guttman, Lakeland HS, Business Communications
- 5th Chris Archer, Batavia Career & Tech. Ctr., Computer Problem Solving
- 5th Jiawei Zhao, Jericho HS, Database Design & Applications
- 6th Inge Chen, Shenendehowa HS, Marketing
- 9th CJ Bonifati and Ronak Patel, Lakeland HS, Business Ethics
- 9th Vivian Chen, Shenendehowa HS, Personal Finance
- 10th Andrew Giovine, William Floyd HS, Accounting II
- 10th Harsha Maddula, New Hyde Park Memorial HS, Introduction to Technology Concepts
- Semi-Finalist, Aubrey Richir, Falconer HS, Public Speaking II

National Recognition Awards

- Courtney Ferguson, Lakeland HS, Who's Who In FBLA
- Mary Odell, Carmel HS, Outstanding Advisor
- Rachel Goer, Gannett Newspapers, Business-person of the Year

Regional Competition and Recognition Awards – Eastern Region

- 1st New York State FBLA, Largest State Chapter Professional Division
- 2nd New York State, FBLA Most New/Reactivated Chapters in Region
- 2nd Mamaroneck HS, Largest Local Chapter Professional Division Membership Recognition, Columbia High School National Go Green Project Winner

Middle Level Outstanding Chapter Award of Recognition

- Tri-Community JHS

Gold Seal Awards of Merit

- Canastota HS
- Carmel HS
- Clymer HS
- Eden HS
- Falconer HS
- Lake George HS
- Lakeland HS
- Little Falls HS
- Mamaroneck HS
- Schoharie HS

National Fall Leadership Conference in Baltimore, MD

Members and advisors of New York State FBLA attended the 2009 National Fall Leadership Conference (NFLC) in Baltimore, MD. While at the conference, members and advisors attended numerous workshops on a variety of topics ranging from leadership to career development to fundraising. Several members also participated in a tour of M&T Bank Stadium for a behind-the-scenes look at the inner workings of the Baltimore Ravens NFL franchise.



Members standing on the Ravens' 50-yard line

CHAPTER MANAGEMENT AND ORGANIZATION

Goals and Committees

Each year, it is the responsibility of the State Officer Team to develop the goals that will direct the basic structure of the FBLA year. At State Officer Training, this year's State Officers decided on the goals they wished to accomplish. To accomplish each of the goals, the State Officers formed four committees: Membership, Community Service, Publicity, and Go Green. Each committee had a chairperson, speaker, and members. Throughout the year, these committees planned events, published articles, and posted up-to-date information to the state website.

Agendas

For each meeting of the State Officer Team and the Board of Trustees, the State President, Branden Figueroa, developed an agenda, including the reading of the minutes, prepared by State Secretary Ronak Patel, mainline officer reports, standing committee reports, special committee reports, unfinished business, new business, and announcements. This procedure is identical to one that the State Association recommends for local chapter use in the State Handbook.



State Secretary, Ronak Patel

Minutes

It was the duty of the State Secretary, Ronak Patel, to keep complete and accurate minutes of the business that took place at each Joint Meeting of the State Officer team and the Board of Trustees. After these meetings, he prepared the minutes and distributed them in a timely manner to all members who were present.

Management By Objective

Before the first of each month, each State Officer was required to set objectives that they hoped to accomplish in their the upcoming month. At the end of each month, each officer used these Management By Objectives (MBOs) to evaluate their individual performance during the month on a 0-10 scale. These proved extremely useful for the officers with regards to setting goals and meeting deadlines.

Monthly Activity Report

In addition to completing monthly MBOs, the State Officers were each required to send Monthly Activity Reports (MARs) in each correspondence. The MAR is an essay-type report that describes in detail the progress made within the month based on the MBO submitted on the first of that month. This report also allows the officers to communicate the other things that are happening in their lives, such as SATs and college applications. This proves extremely helpful to the Board of Trustees so that they know how much each officer has on their plate at any given time.

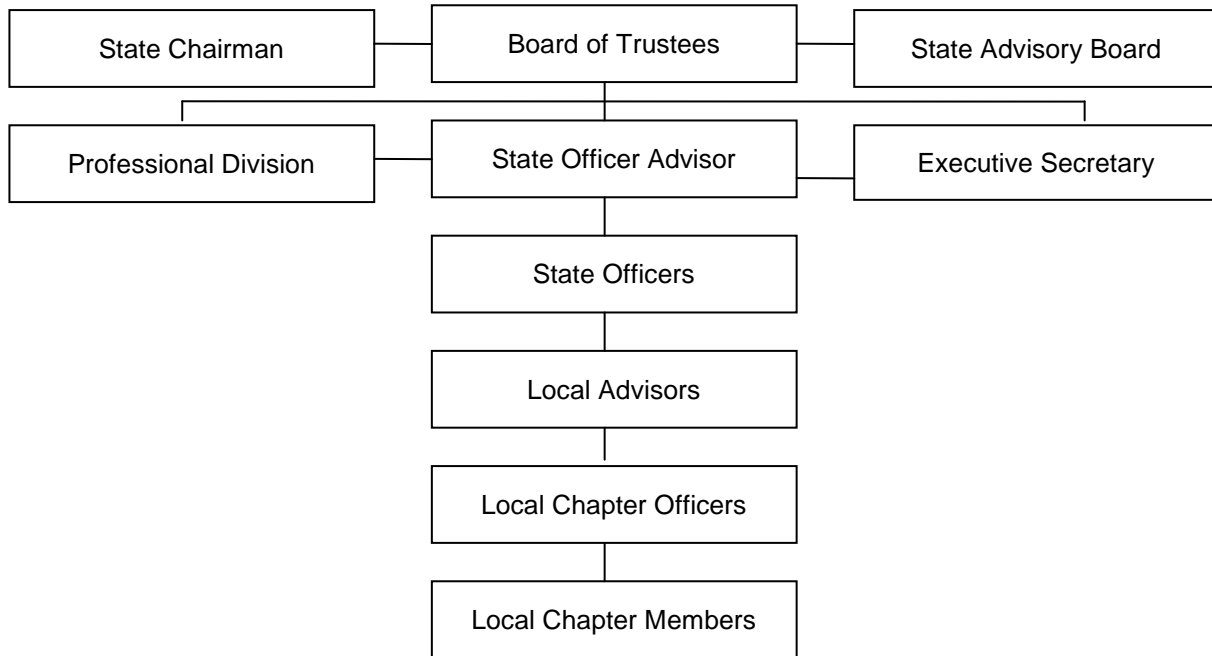
Parliamentary Procedure

The State Parliamentarian, Erick Wells, was responsible for seeing that all meetings of the New York State Association of FBLA run in accordance with Parliamentary Procedure as stated in *Robert's Rules of Order, Newly Revised*. The Parliamentarian's second major responsibility was to encourage all members to learn and use parliamentary procedure at their local chapter meetings. To accomplish this, Erick wrote articles for the *FBLA Express*, New York's state newsletter, and district newsletters.



State Parliamentarian,
Erick Wells

2009-2010 NYS FBLA Organizational Chart



State Chairperson: A member of the New York State Education Department who oversees the state association and serves as the State Advisory Board Liaison.

Board of Trustees: An elected body of local FBLA advisors who represent each of the fifteen New York Districts.

State Advisory Board: Representatives from New York business and industry who serve as mentors and resources to local chapters, State Officers, and the entire NYS Association

Professional Division: Businesspersons and community members working with New York FBLA at all levels.

State Officer Advisor: An appointed individual who directs and assists the State Officer Team with all of their activities.

State Executive Secretary: An appointed BOT member who oversees the organization of the State's activities.

State Officers: An elected body of members who coordinate all State and District activities.

Local Advisors: Business educators who guide and advise members of local chapters.

Local Officers: Local members who are elected to coordinate activities on the local level.

Local Chapter Members: The backbone of the State Association, students grades 7-12 who conduct all FBLA activities.

FINANCIAL DEVELOPMENT, INCLUDING FUND-RAISING AND A FINANCIAL STATEMENT

Dues

The primary funding of New York State FBLA activities comes from membership dues which every member has to pay. The state dues for 2009-2010 were \$6 per member. Dues were utilized by the State Association to pay for such necessities as the management of Fall and Spring District Meetings and supplies and travel expenses of the State Officers and Board of Trustees.

Saving Money

This year NYS FBLA went green by saving money and utilizing the state website more. Mailings were posted to the website rather than being mailed. These documents included the Program of Work, *The FBLA Express*, directories, and conference registration packets. In addition, state officers sent all of their monthly correspondences electronically to their evaluators.

New York State Foundation

The New York State Foundation is a trust fund set up specifically to defray National Leadership Conference costs for New York State FBLA competitive event winners. The Foundation has an annual board meeting at the SLC and maintains accounts separate from the state association checking account.

Interest in State Checking Account

All money received by the New York State Association during the FBLA fiscal year is deposited into an interest-bearing checking account. Interest is then added to the balance on the account as it is calculated. Money may be withdrawn only through checks written by the State Executive Treasurer.

Conference Registration Fees

At each district and state conference there is a registration fee to each delegate in attendance. This fee is built into the total cost of the conference for each member. Fees are utilized to help defray conference expenses.

Sponsorships and Donations

Many businesses and individuals throughout New York State sponsor competitive event winners at the State Leadership Conference in April. Local businesses also make generous donations to many of the local chapters throughout the state to support their members and their Program of Work.

NYS FBLA Income & Expense Statement July 1, 2009—April 22, 2010

Revenue

Membership Dues (State & National)	\$28,032.00	
Professional Division Dues	400.00	
NLC 2009	4,760.10	
SLC 2010	125,750.06	
NFLC 2009	16,009.00	
Fundraiser Rebates	37.08	
SLC 2010 Sponsorships	3620.00	
Leadership Material Sales	510.00	
State Officer Uniforms	<u>1,345.64</u>	
Total Revenue		\$180,463.88

Expenses

Clothing & Accessories	2,928.67	
District Allotments	3,601.40	
Equipment	513.00	
Mileage	7,633.91	
NFLC	16,387.62	
Office Supplies	254.89	
Postage	949.00	
Printing	1,220.00	
Storage	706.00	
SLC 2010 Hotel	116,000.00	
State Officer Training	11,523.99	
Stipends	6,500.00	
Supplies	731.00	
Bank Charges	35.00	
Blazer Refunds	550.00	
T-Shirts for State Officers	<u>390.00</u>	
Total Expenses		<u>169,924.48</u>

Net Profit

\$10,539.40