

MANUFACTURING



MAGNIFICENCE

**NEW YORK STATE
CHAPTER
ANNUAL REPORT**

2012-2013

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Letter to Local Chapters

Dear New York State FBLA Members and Advisors:

From our innovative state projects and competitions, to the many productive and enriching activities of our local chapters, this past year the members of New York State Future Business Leaders of America have certainly been *Manufacturing Magnificence*.

The four Program of Work committees were integrated by the President's Passport of Prestige, the award for a chapter's overall participation in the Program of Work. Eight chapters earned this immense honor, displaying commendable dedication to the goals and ideals of FBLA. Participating chapters were asked to raise money for the New York State FBLA Foundation and Habitat for Humanity, donate volunteer hours Habitat for Humanity, and partake in the many Go Green, Membership and Publicity competitions offered.

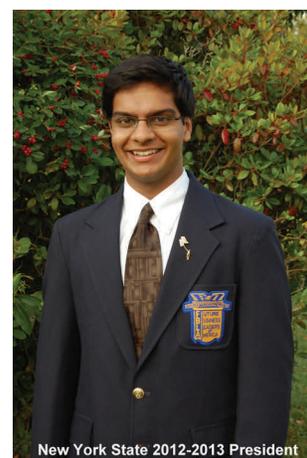
These efforts gained momentum at the Fall District Meetings held in October and November. During these meetings members learned of Program of Work initiatives as well as business-education topics. The Spring District Meetings in February played host to the first round of 2013 New York State FBLA competitions. At the State Leadership Conference (April 10-12), the membership's hard work culminated with both the Awards of Excellence Ceremony and the 2013-2014 State Officer Team election. At the Conference's end, the outgoing State Officer Team said their goodbyes and reflected on the past year while the incoming Team optimistically began the long, yet rewarding, road of a year dedicated to the wonderful organization that is New York State FBLA. It is plain to see that the outgoing officers are leaving NYSFBLA in excellent hands.

Without the commitment and energy of each and every member, New York State FBLA would be unable to set such lofty goals and realize such impressive achievements. As this year ends, I'd like to thank you both personally, and on behalf of the State Association, for your impressive work. And whether you return in September to FBLA as a seasoned veteran, or to Phi Beta Lambda as a college freshman, you will surely be strengthening the network with your talent, experience and enthusiasm. It has been an honor to serve you.

Sincerely,

Jash Patel

Jash Patel
2012-2013 State President

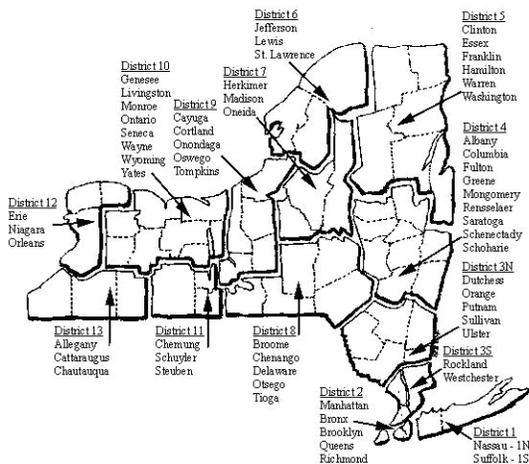


Chapter Profile

New York State's FBLA History

FBLA was founded in 1936 by Hamden L. Forkner of Columbia University. He envisioned FBLA providing a smooth transition from school to the business world. Today, this organization has grown to become the largest student business organization in the world with over 250,000 members.

New York State became part of this truly remarkable organization in 1946 when Dobbs Ferry High School chartered the first chapter in the state. Eighteen years later, New York



New York State District Map

State received the 35th State Association Charter from the National Association on April 15, 1964.

New York State FBLA was divided into thirteen districts. Each districts' boundaries were set up to correspond with the State Education Department Planning Regions. District 1 was divided into District 1N and 1S because of the large population. Later on, District 3 was divided into District 3N and 3S, bringing the final total to fifteen districts.

In 1967, Mr. Hobart H. Conover, Chief of the Bureau of Business Education, became the New York State FBLA State Chairman. Mr. Elton T. Murphy, Associate of the Bureau was named the first New York State Adviser. Our State Chairperson was Mr. Dennis Kangel who is the Supervisor of Occupational Education for the NYS Education Department.

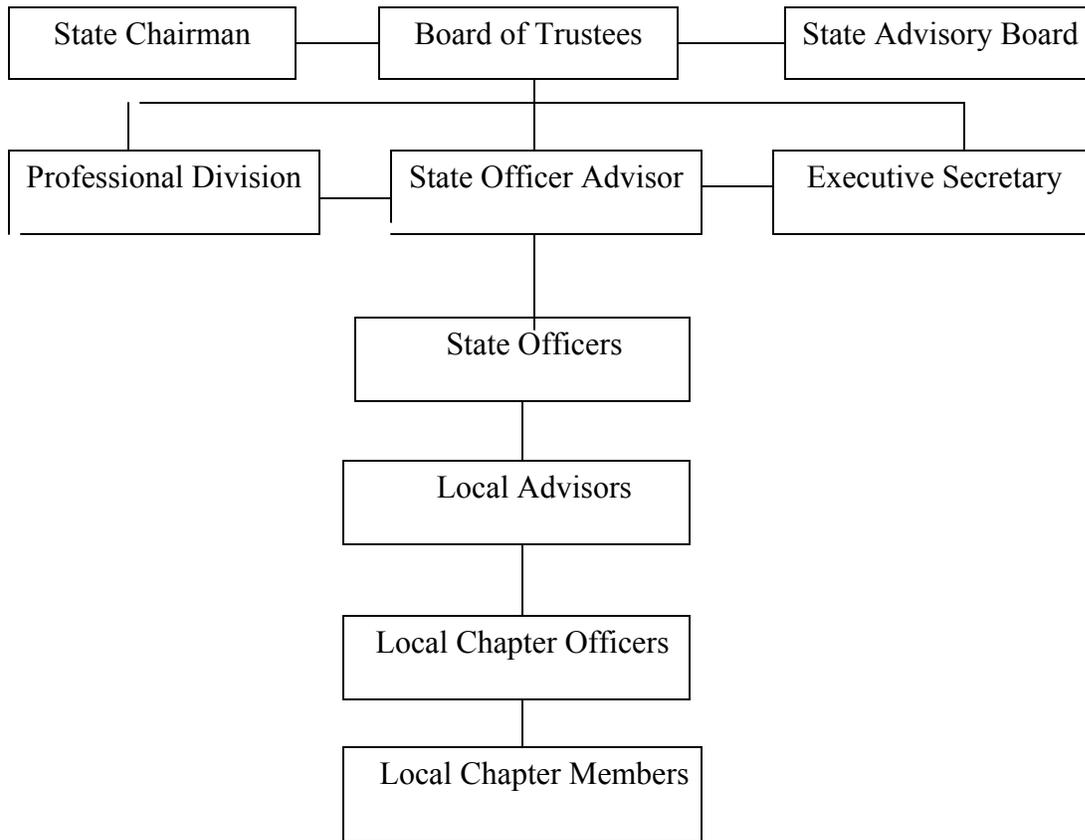
In 1966, on the campus of the State University of New York Cobleskill, New York State FBLA and PBL held the first joint state conference. One year later, FBLA conducted its own State Leadership Conference (SLC) in the Catskill Mountain Region. On March 20, 1970 the University of the State of New York gave New York State FBLA an absolute charter.

The State Leadership Conference has been held in various locations. Currently NYS FBLA has their conference at the Rochester Riverside Convention Center and the Radisson Riverside Hotel.

Newly elected State Officers are required to attend the week-long summer workshop, State Officer Training (SOT). The first SOT in 1969, was held at Camp Oswegatchie in Croghan. Today the summer leadership workshop is held at the Christ the King Spiritual Life Center in Greenwich.



NYS FBLA Organizational Chart



State Chairperson: A member of the NYS 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 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.



2012-2013 State Officers

President
Jash Patel

Executive VP
Crystal Nwaogbe

SVP 1N/1S
Sarah Arjun

SVP 2
Sonia Sanchez

SVP 3N
Joanna Chung

SVP 3S
Timo Pietris

SVP 7
Jake Fleming

SVP 9
Max Alaghband

SVP 12
Kalie Pfohl

Secretary
Ken Pomeranz

Treasurer
Tommy Wisneiwski

Reporter
Tyler Spohr

Historian
Leah Tooley

Parliamentarian
Adam Nissinoff

2012-2013 Board of Trustees

Chairperson/District 7 Elizabeth Garofalo	Assistant to State Officer Advisor/District 2 Lillian Mitchell	District 7 Angela Demeree
Vice Chairperson/District 10 Jennifer Judge	District 1N/1S Robert Russo	District 11 Diane Masters Ryan Alo
Secretary/District 3N Mary Odell	District 2 Cassandra DePass Lillian Mitchell	District 12 Gloria LaSota
Membership Director/ Executive Treasurer/District 9 Peter Tambroni	District 3S Charlene Nigro	District 13 Lisa Perry Donna Meyer
Executive Secretary/District 4 Jennifer McClure	District 4 Frank Basile	

Number of Members

New York State FBLA is divided into fifteen districts. Each district elects a vice president at the SLC to preside over the activities throughout the year. Along with the State Vice Presidents, there can be up to three Board of Trustee members representing each district. This system allows for effective communication between chapters and members.

This year, NYS FBLA has 3,796 members amongst 123 chapters throughout all of New York State. The breakdown by district is:

	Chapters	Members
1N	18	1094
1S	13	534
2	6	113
3N	12	496
3S	8	160
4	10	254
5	9	192
6	2	17
7	11	292
8	2	40
9	8	184
10	14	181
11	1	33
12	4	134
13	5	72

Size of State Chapter

New York State is the largest state in the Mid-Atlantic region of the United States. It is the 27th largest state in the country, with a total of 54,475 square miles that include the Finger Lakes, Adirondack Mountains and New York City. New York State is very diverse with busy urban centers, suburban communities,

and rural agricultural areas.

In 2010, the US Census calculated New York's population at 19,421,055; making the state the third most populous state in the nation.

With 52 Fortune 500 companies headquartered in New York State, New York has become a leader for various industries. Companies such as AOL-Time Warner, Citigroup, McGraw-Hill, Xerox, IBM, and Verizon represent New York State and its success. Along with hundreds of smaller businesses, farms, and tourist attractions.



New York City serves as the state's economic anchor. A large amount of the state's revenue is generated from New York City, which houses Wall Street and New York Stock Exchange (the largest stock exchange in the world).

FBLA Charities

New York State Charity: Habitat for Humanity

The 2012–2013 New York State Officers chose Habitat for Humanity as this year's NYS FBLA Charity. Habitat for Humanity is an international charity that focuses on building warm, safe, and affordable houses with families that are not able to afford one. Habitat for Humanity was developed so that "every man, woman, and child should have a simple, decent place to live in dignity and safety."



The families are chosen based on financial needs and ability to pay for their new house without interest. The families are required to put in 500 hours towards building their home. The families that are chosen are called “Partner Families.” Habitat for Humanity developed this philosophy because they wanted the families to help build their own homes. The idea was that if they worked with Habitat for Humanity, they would appreciate it more when it was finished.



Williamsville East High School at a Habitat for Humanity home in Buffalo, New York. They had over 20 students volunteer to sand walls, cut wood, and paint.

National FBLA Charity: March of Dimes

Future Business Leaders of America has been working with and fundraising for the March of Dimes for nearly 40 years. FBLA has been consistently ranked as the top fundraising organization for March of Dimes. Over the past 40 years, FBLA has raised over \$15 million to assist in the research of and education on the awareness of the prevention of premature births.

There are various ways to become actively involved in promoting March of Dimes and the awareness of premature birth rates. One way FBLA helps is hosting a Blue Jeans for Babies dance at all National Conferences. We also participate in the March for Babies Walk at the National Leadership Conference in the summer. NYS FBLA has continued to raise money for March of Dimes. As part of the Community Service Committee’s Program of Work, chapters are asked to donate time and fundraise for our National Charity, March of Dimes.



Productivity

Recruitment of Members and Chapters

At the week-long State Officer Training each summer, the State Officer Team and the Board of Trustees work diligently to develop the Program of Work for local chapters. Each officer works with one of four committees to create common goals for the year. The Membership committee focuses on recruiting new members, activating, and reactivating chapters. This year the committee set four goals to: to increase overall membership, increase State Leadership Conference attendance, increase New York State FBLA chapters, and increase New York State Professional Division membership.

State Officer Outreach

Every year the State Officers are asked to write at least ten recruitment letters and send them to schools that do not have active chapters. After the letters are sent to the schools, the officers personally call a school administrator as a follow-up. Several of these calls led to visitations this year where the officer presented a recruitment slideshow or video in front of the Board of Education or Business class. This is an excellent way to get students interested and start a chapter in the school.

Membership Mania

In order to qualify for the Membership Mania Competition, a member must recruit at least ten members or increase their chapter membership by ten percent. This can be at either the FBLA or Middle Level chapters. Top recruiters from each district were recognized at the State Leadership Conference in April.

Early Bird Membership

Along with Nationals, New York State participates in Early Bird Membership. Chapters have to register and pay the dues of at least five members by October 15. This gives the officers an opportunity to see early in the year which schools will have active chapters. Chapters who participate are recognized at the State Leadership Conference in April.



Chapter Charter Challenge

The State Officer Team challenged chapters within New York State to charter or reactive a chapter near their school. *** High School was recognized at SLC for recruiting *** chapters throughout the year.

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 throughout the year was given a \$100 travel grants for the State Leadership Conference.

Membership Database

Mr. 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.

Mr. Tambroni sends out regular membership reports to the Board of Trustees and the State Officer Team.

State Officer Assistance to Local Chapters

Last April, New York State FBLA elected fourteen dedicated members to lead the state association for the 2012-2013 year. In addition, a parliamentarian is appointed based on the parliamentary procedure exam and an interview with a selection committee. The officers worked diligently throughout the year to carry out the Program of Work that they developed during State Officer Training held in Greenwich, New York. They are elected from the members of New York State to serve as a resource for the Program of Work and for the local chapter members across the state.

Chapter Directory

Jash Patel, the State President, created a statewide chapter directory. This directory included the contact information for all chapters and their presidents. It was distributed to the State Officer Team for use during the year when planning activities and disseminating information.

Fall District Meetings

Each fall, the State Vice Presidents conduct their Fall District Meetings for their respective districts. These meetings are planned along with the Board of Trustee member from that district to provide members with a variety of workshops. Some examples include Parliamentary Procedure, the Program of Work, Team Building activities, leadership skills and FBLA 411. The State Officers communicate daily to assist each other with setting up these meetings. Often state officers from one district will attend another dis-

trict's Fall District Meeting to help out and provide more variety to the meeting.



Above is a picture from District 3N's FDM

President's Meetings

Many of the State Vice Presidents held meetings with their local chapters' 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.

State Website

The New York State FBLA website at www.nysfbla.org is maintained by Ms. Jennifer Judge. The state website has recently been reconstructed to make it more user-friendly and appealing. This new website has proven to be a valuable asset to the State Chapter. With New York's commitment to minimize the use of paper and postage, all communications are posted on the New York State Website. Members and advisors are able to easily access forms, deadlines and even *The FBLA Express*. Each State Vice President has their own page on the website so that members can see updates posted by the State Vice Presidents. The Officers are constantly updating these pages so that mem-

bers are on top of everything happening with the State Association. In addition, each State Officer and Board of Trustee member has an e-mail address through the state website. This allows members and advisers to contact the state association at any time.

Preparation of State and Local Officers For Their Duties

In July, the State Officer Team attended State Officer Training at Christ the King Center in Greenwich, NY. During this eventful week, each of the officers learned the duties specific to their office. The officers attended informative workshops presented by alumni and Board of Trustee members. These workshops consisted of professional image, job interview skills, time management, effective leadership skills, and parliamentary procedure.

The first decisions of the officer team revolved around choosing the state theme, charity and goals. After much thoughtful debate, "Manufacturing Magnificence" was chosen to be the 2012-2013 State Theme. The Officer Team chose to adopt Habitat for Humanity as the 2012-2013 State Charity. With the theme and charity chosen, the members of each of the four standing committees developed their Program of Work.

The officers had a full day of team building activities where they happily welcomed YouthBuild, a group of young adults working for a better future. They both worked on building their teams to become closer than before and promoting leadership along the way. Upon the completion of State Officer Training the team was full of strong, enthusiastic leaders ready to start off the 2012-2013 New York State FBLA year.

State Officer Evaluations

During the FBLA year, the State Officers were each evaluated three times by a committee from the Board of Trustees. The State President also evaluated each mainline officers monthly while the Executive Vice President evaluated each State Vice President monthly. These evaluations contain the State Officer's duties to ensure they were being fulfilled in accordance with the position's requirements.

Joint Meetings

During the week in Greenwich, the State Officers and Board of Trustees members met to finalize the state theme, charity, and Program of Work. They also met to finalize the themes for the dances and souvenirs for the State Leadership Conference. The Officers met with the Board of Trustees again in January to finalize State Leadership Conference giveaways and workshops. This meeting also gave the officer team an opportunity to reflect on their success so far and plan for the remaining year.



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 is essential. Members can gain attributes, through workshops, that cannot be given to them through a textbook. 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, serve as judges, contacts to businesses, and speakers.

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 and provide job shadowing opportunities.

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 Service Committee sponsored competitions to

recognize FBLA chapters who are active in their communities. While developing the Program of Work, the State Officer Team set a goal to raise \$7,000 for the State Charity Habitat for Humanity and \$1,000 for March of Dimes, the National Charity.

Conference Exhibits

At the State Leadership Conference, businesses, the armed forces, and fundraising companies to set up booths to promote aspects of business that may intrigue FBLA members attending the conference. The members had the opportunity to network with businesses about their products and services. Conference memorabilia was distributed as well.

Participation in Public Relations Activities and Newsletter Preparation

District Publications

Another duty of the State Vice President 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.

The FBLA Express

The State Reporter publishes four issues of the New York State newsletter, *The FBLA Express*. These issues contain information on events at the local, district, state, and national levels as well as competitive event winners, local chapter activities, committee updates, and articles written by the State Officer Team. The articles focus on how chapters can get involved in the Program of Work and run a successful chapter. Each edition of *The FBLA Express* is posted to the state website.

Development and Promotion of FBLA–PBL State Projects

During the 2012-2013 FBLA year, the State Officers divided into the four standing committees. These committees are Community Service, Membership, Publicity, and Go Green. Each committee develops goals and contests for local chapters and members that form the Program of Work. The winners were recognized at the State Leadership Conference in April. Throughout the year, the committee members communicate with the state membership and encourage all members to work toward attaining the goals set.

Community Service Committee

The goals of the Community Service Committee were to:

- Raise \$1,000 for the New York State Foundation
- Raise \$7,000 for the State Charity, Habitat for Humanity
- Raise \$1,000 for the National Charity, March of Dimes
- Have each chapter complete 150 hours of Community Service
- Raise awareness for the state and national charities
- Increase the number of chapter charity events

To achieve these goals, the Community Service Committee implemented these contests: Coin Crazy, Committee Cash, Power Hour, Sketch for a Cause, and Charity Challenge.

Membership Committee

The goals of the Membership Committee were to:

- Increase NYS FBLA membership to 5,000 members
- Increase SLC attendance to 650 members
- Increase the number of New York State FBLA chapters by 15

- Increase Professional Division Membership by 20 members

To help reach these goals, the Membership Committee implemented several contests: Early Bird Membership, Membership Mania, SLC Explosion, Chapter Charter Challenge, and Professional Division Challenge.

Publicity Committee

The goals of the Publicity Committee were to:

- Encourage members to submit articles to *The FBLA Express*
- Encourage and publicize FBLA's mission to chapters and outside media outlets
- Encourage members to create a logo that will be viewed at SLC, in *The FBLA Express*, and on the website
- Increase awareness of the FBLA publications

To achieve these goals, the Publicity Committee implemented multiple contests: Express Yourself, Picture Perfect, News Feed, Logo Launch, and The Press Push.

Go Green Committee

The goals of the Go Green Committee were to:

- Encourage members to recycle, promote alternative energy within their communities
- Increase awareness and involvement in innovative activities benefitting the preservation of our environment
- Promote environmentally-friendly activities and life changes

To achieve these goals the Go Green Committee implemented the Open. Enjoy. Recycle: The Can Tab Challenge, Earth. Wind. Fire: Presentation Challenge and Green Innovation.

President's Passport of Prestige

Jash Patel, State President, continued a competition known as the President's Passport of

Prestige. This is a competition to recognize those chapters that go above and beyond by participating in each of the four sections of the Program of Work. Chapters have to prove completion of the various portions of the Program of Work.

Support of FBLA-PBL National Projects

American Enterprise Day

Chapters across the state participate in various activities on American Enterprise Day, November 15. Some chapters hosted local small business owners to speak to business classes on the advantages and disadvantages of entrepreneurship. While other chapters toured local businesses and interviewed business owners.

Business Achievement Awards

The Business Achievement Awards (BAAs) is a national program that recognizes members who excel in the three areas listed on the FBLA Crest: Service, Education, Progress. Each activity in the program allows the participant to advance in these areas while focusing on a specific FBLA-PBL Goals, NBEA Learning Standards or Career Cluster. There are four levels of recognition in this program: Future, Business, Leader, and America. The New York State FBLA BAA recipients 2012-2013 are:

- Max Alaghband
- Sarah Arjun
- Nancy Champagne
- Joanna Chung
- Mary Golden
- Erica Higgins
- Marta Lala
- Adam Nissinoff
- Crystal Nwaogbe
- Andrea Pinto
- Ken Pomeranz

- Sandra Read
- Tyler Spohr

FBLA-PBL Week

The week of February 10, 2013 was FBLA-PBL Week. Chapters across the state celebrated by planning a week full of activities ranging from community service events to recruiting drives. A new successful activity for FBLA-PBL Week included “Dress for Success Day.” The National State Officer Team organized a week full of different days to wear special clothing: Monday- “Get up and Go day,” Tuesday- “College Day” and Wednesday- “Dress for Success day.” This week is to encourage non-members to join FBLA and show them what the organization is truly about.

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 active in the State Association. This year, New York State presented the Outstanding Advisor Award to Barbara Blomquist from H. Frank Carey High School. Ms. Blomquist was nominated by her students for the many hours she put in as their advisor. She will be recognized during a general session at the National Leadership Conference by walking across the stage with the 2012-2013 State President, Jash Patel.

Implementation of State Conferences

All members are encouraged to attend all district, state and national conferences. These conferences provide students with an oppor-

tunity to network, learn, and compete with fellow FBLA members.

State Office 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-related topics, form committees, select goals, create a state theme, and choose the state charity. Officers also learn the skills necessary to implement successful district meetings and the 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

In the month of October, the State Vice Presidents held 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 State Vice Presidents present the Program of Work during this meeting to ensure that chapters are aware of the goals for the year.

January Joint Meeting

In January, the State Officer Team and the Board of Trustees met to plan the State Leadership Conference that was held in April. This year it was held at the Rochester Riverside Convention Center. The State Officers recorded their farewell speeches and planned workshops to inform members on different business etiquette and the ability to think outside the box.

Spring District Meetings

In February, each district conducts a Spring District Meeting. At these meetings, members compete in Basic Decision Making, Cli-

ent Service, Future Business Leader, Impromptu Speaking, Job Interview, Parliamentary Procedure, and Public Speaking I and II. Winners in each advance to the State Leadership Conference. 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.

State Leadership Conference

Five hundred fifty members from chapters across the state attended the 2013 State Leadership Conference (SLC) held April 10-12 at the Rochester Riverside Convention Center in Rochester. This conference marked the conclusion of a long year of success and achievement for the members of NYS FBLA. The State Theme, *Manufacturing Magnificence*, was the ideal definition of each member's actions throughout the year and at the conference. The SLC featured over forty competitive events for members as well as workshops presented by the State Officer Team. The elections of the 2013-2014 State Officer Team was held. The general sessions were engaging and featured the campaign presentations, state officer farewells, installation of the new officers, slideshows, and awards. During the Awards Ceremony, the first and second places of each event received a travel grant to represent New York State at the 2013 National Leadership Conference in Anaheim, California this summer

2013 New York State Leadership Conference Award Winners

Accounting I

1. Ananya Nrusimha, Williamsville East
2. Benjamin Knapp, Webster Thomas
3. Jeremy Kisten, Mt. Sinai
4. Shane Bloom, Penn Yan Academy
5. Bradley Barthelmes, Hendrick Hudson
6. Kevin Kiley Hendrick Hudson
7. Amy Young, Monroe-Woodbury
8. Renuka Kannappan, Williamsville East
9. Theresa Nelson, Monroe-Woodbury
10. Jamie Russell, Dansville

Accounting II

1. Toriann Monaco, H. Frank Carey
2. Jason Gilbert, Carmel
3. Shelly Zhang, Shenendehowa
4. Jordan Ballantyne, Arlington
5. Kayla Hefferan, William Floyd
6. Cynthia Kallif, Jericho
7. Michael Ciullo, Arlington
8. Haley Pogonowski, Lake George
9. Sarah Wie, Williamsville East
10. Devashish Catuvedi, Shenendehowa

Banking & Financial Systems

1. Ward Melville (Kyra Durko, Theo Gibbs, Carly Weber-Levine)
2. Williamsville East (Jessica Marshall, Zachary Richheimer)
3. William Floyd (William Bianco, Kolton Stow, Christopher Stellwagen)
4. John Jay Cross River (Chase Borowitz, Terrence Levens)
5. Lakeland (Akshay Karve, Brian Toy)

Basic Decision Making

1. Jessie Kibbe, Clymer Central
2. Edward Stanley, Carmel
3. Grace Kelly, Tri-Valley
4. Whitney Aussicker, Shenendehowa
5. Ramya Rao, Ward Melville

Business Calculations

1. Harrison Li, Ward Melville
2. Kyle Xiao, Webster Schroeder
3. Tom Liu, Brighton
4. Richard Law, Jericho
5. Jessica Wang, Shenendehowa
6. Nicholas Roach, Sharon Springs
7. Tony Zhao, Brighton
8. Zachary Richheimer, Williamsville East
9. Timothy Whitfield, H Frank Carey
10. Shannon Moloney, R.C. Ketchum

Business Communication

1. Juri Chung, Benjamin Cardozo
2. Jack Bornet, Jericho
3. Daniel Franasiak, Williamsville East
4. Kianna Early, Williamsville East
5. Jessica Wang, Shenendehowa
6. Harrison Li, Ward Melville
7. Renee Handy, Sharon Springs
8. Ancy Alexander, New Hyde Park
9. Nitasha Kochar, Jericho
10. Joanna Chung, Arlington

Business Ethics

1. Valley Stream (Ramya Gopalakrishna, Monik Walters)
2. Williamsville East (Theresa Chmiel, Laura Gagliano, Jessica Marshall)
3. John Jay (Jon Alperstein, Shivi Mehta, Liam Todd)
4. Jericho (Maxx Goldstein, Nitasha Kochar, David Greenbauer)
5. Arlington (Brianna, Sean, Dan Ryan)

Business Law

1. Amber Ruther, Lake George
2. Lisa Goldschmidt, H. Frank Carey
3. Nathan LaFond, Lake George
4. Gayathri Jaikumar, R.C. Ketchum
5. Breanna LeChase, R.C. Ketchum
6. Ashley Trafton, Sharon Springs
7. Shane Rudy, Minisink Valley

Manufacturing Magnificence

8. Rebecca Brignolo, Lakeland
9. Austin Chawgo, Mexico
10. Chelsea Steinberg, Monroe-Woodbury

Business Plan Project

1. Tri-Valley (Colleen Jones, Grace Kelly, Keira McHugh)
2. Elmira Southside (Jarrett Altilio, Jacey Kinnard)
3. Floral Park Memorial (Juliette Levine, Danielle Saraskey)
4. Benjamin Cardozo (Juri Chung, Christine Wong)
5. Arlington (Romaine Haffenden)

Business Math

1. Ryan Gao, Brighton
2. Felix Chin, Williamsville East
3. Ronald Pritipaul, Valley Stream
4. Vamshi Adimulam, Monroe-Woodbury
5. Shivi Mehta, John Jay
6. Ramya Rao, Ward Melville
7. Eric Lei, Arlington
8. Liam Todd, John Jay
9. Shelly Zhang, Shenendehowa
10. Alexa Muir, Williamsville East

Business Presentation

1. Valley Stream (Jeffrey Chance, Robin Motwani)
2. Tri-Valley (Brooke Gilette, Schuyler Kraus)
3. Floral Park Memorial (Shana Husein, Brian Lauria, Amanda Slutsky)
4. Sewanhaka (Christopher Rothwell)
5. Elmont Memorial (Mel Palaca, Claudine Isaac)

Business Procedures

1. Rachael Mayrose, Ward Melville
2. Vinny DePalo, Jericho
3. Erin Wang, Brighton
4. Randy Lipscomb, Elmont Memorial
5. Dinko Franceschi, Ward Melville
6. Adam Nissinoff, Mamaroneck
7. Deana DiCrescento, H. Frank Carey

8. Kathleen Ferguson, Dansville
9. KaceyLane Lara, H. Frank Carey
10. Keelan Sinha, Williamsville East

Chapter Business Display

1. G. Ray Bodley
2. Carmel
3. Eden
4. Tri-Valley
5. Elmont Memorial

Client Service

1. Trey Templin, Monroe-Woodbury
2. Rhea Singh, Minisink Valley
3. Sandy Yin, Ward Melville
4. Diamond Sills, Mandela-Zollicoffer
5. Bradley Schreiber, Lake George

Community Service Project

1. Tri-Valley (Amanda Terbush, Ashley Exner, Mareena DiMilia)
2. Falconer Central (Sha'al Smith, Mikaela Johnson, Maddie Bartholomew)
3. Carmel (Kelsie O'Flanagan, Hannah Patrick)
4. Little Falls (Leah Tooley, Karlita Vasquez)
5. Mamaroneck (Felicia O'Connor, Asher Hochman)

Computer Applications

1. Toriann Monaco, H. Frank Carey
2. Emma Pompeii, Tri-Valley
3. Laura Rostkowski, Floral Park Memorial.
4. Alexandra Beswick, Batavia IT Academy
5. Priscilla Hayes, Herkimer BOCES AM
6. Lilia Kesterke, G. Ray Bodley
7. Nicholas Morosco, Herkimer BOCES PM
8. Nick Kafler, New Hyde Park Memorial.
9. David Famuyide, Elmont Memorial
10. Hannah O'Connell, Lake George

Computer Game & Simulation Programming

1. H. Frank Carey (Jesse Opitz, Gianna Zacharias, Timothy Whitfield)
2. Ward Melville (Carolina Zheng, Eric Li, Sandy Yin)

Computer Problem Solving

1. Ray Beck, Wayne Central
2. Erica Parker, Batavia IT Academy
3. Kyle Xiao, Webster Schroeder
4. Bryce Simms, Herkimer BOCES PM
5. Sander Zhu, Ward Melville
6. Eric Li, Ward Melville
7. Paul Stamp, Batavia IT Academy
8. Joe Worden, Mt. Morris CT Center
9. Kieran O'Reilly, Sewanhaka
10. Jesse Opitz, H. Frank Carey

Cyber Security

1. Carolina Zheng, Ward Melville
2. Jason Shen, Valley Stream
3. Zhi Zheng, Benjamin Cardozo
4. Tongtian Liu, Brighton
5. Daniel Dempsey, Wayne
6. Austin Chawgo, Mexico
7. Seth Taylor, Herkimer BOCES AM
8. Emily Barthelmes, Hendrick Hudson

Desktop Publishing

1. Williamsville East (Dan Franasia, Kianna Early)
2. Mexico (Chelsea Roach, Jessica Lawler)
3. H. Frank Caery (Gianna Zacharias, Kelsey Barnes)
4. G. Ray Bodley (Katelyn Billings, Taylor Rose)
5. Herkimer BOCES AM (Samantha Ward, Priscilla Hayes)

Digital Design & Promotion

1. Valley Stream (Victoria Ottomano, Dipila Walia)
2. Williamsville East (Dan Fransiak, Kian-

- na Early, Erin Jozwiak)
3. Mamaroneck (Felicia O'Connor, Asher Hochman, Jesse Velleu)
4. Tri-Valley (Jessica Gozza, Taylor Quick)
5. Batavia IT Academy (Casey McVay, Alexandra Beswick)

Digital Video Production

1. Elmont Memorial (Sheila Nieto, Courtney Thaza)
2. Monroe-Woodbury (Theresa Nelson)
3. Mamaroneck (Amelie de Cirfertaine, Zarkan Shah-Asif, Janie Karp)

Economics

1. Sarah Wie, Williamsville East
2. Erin Wang, Brighton
3. Shane Rudy, Minisink Valley
4. Amy Young, Monroe-Woodbury
5. Jinhong Lee, Manlius Pebble Hill
6. Laura Gagliano, Williamsville East
7. Nicholas Roach, Sharon Springs
8. Yichia Huang, Benjamin Cardozo
9. Emily Fountain, Saranac Lake
10. Ken Stevens, Mexico

Electronic Career Portfolio

1. David Famuyide, Elmont Memorial
2. David Seuling, Floral Park Memorial
3. Megan Wang, Ward Melville
4. Brad Williams, Lake George
5. Becky Marks, H. Frank Carey

Emerging Business Issues

1. Elmont Memorial (Saul Ellison, Crystal Nwaogbe)
2. Elmira (Jarrett Altilio, Jacey Kinnard, Heather Malloy)
3. Ward Melville (Dinko Franceschi, Eric Wang, William Yoo Zhu)
4. Eden (Kalie Pfohl and Gretchen Stocksclaeder)
5. Carmel (Alex Andalia, Noah Ullman)

Entrepreneurship

1. Mamaroneck (Eric Kushel, Fabio Riso)
2. Hendrick Hudson (Bradley Barthelmes, Taylor Crisci, Kevin Kiley)
3. Shenendehowa (Alex Cafaro, Delvishish Chaturvedi, Ben Farstad)
4. Ward Melville (Harrison Li, Michelle Liao, Philippe Tarjan)
5. Mexico (Alyssa Ross, Andrea Ross, Sydney McCombie)

FBLA Principles and Procedures

1. Eric Wang, Ward Melville
2. Kyra Durko, Ward Melville
3. Shubhangi Mehra, Williamsville East
4. Dorothy Yam, Arlington
5. Myra Sabet, Lakeland
6. Sabrena Sabet, Lakeland
7. Gillian Sweeney, Mamaroneck
8. Jessica Hernandez, Mexico
9. Madelain Bartholomew, Falconer
10. Joanna Sydow, Sharon Springs

Global Business

1. Elmont Memorial (Saul Eillison, Darnell Marescot)
2. Ward Melville (Lauren Dennis, Ian O'Brien, Alexa Rohan)
3. Lakeland (Jatin Bharwani, Peter Ross, Ferdinand Trashaj)
4. R.C. Ketchum (Carlos Galarza, Alex Lam, Frank Giancaspro)
5. Jericho (John Amodio, Richard Law, Jake Steinberger)

Hospitality Management

1. Shane Carman, Mt. Morris CT Center
2. Henry Chen, Williamsville East
3. Ian O'Brien, Ward Melville
4. Koltan Stow, William Floyd
5. Madeline Ruoff, Brighton
6. Alexa Aseel-Fine, Jericho
7. Juliette Levine, Floral Park Memorial.
8. Rhea Singh, Minisink Valley

9. Lauren Dennis, Ward Melville
10. Alicia Niebrzydowski, Hendrick Hudson

Impromptu Speaking

1. Christopher Dallao, Mt. Sinai
2. Kyle Piscatelli, Clymer
3. Kacey Kinnard, Elmira Southside
4. Crystal Nwaogbe, Elmont Memorial
5. Rishita Jani, John Jay

Introduction to Business

1. Melissa Li, Williamsville East
2. Maxx Goldstein, Jericho
3. Kyra Durko, Ward Melville
4. Stephanie Chen, Ward Melville
5. Maura Roach, Mexico
6. Paul Morange, Mamaroneck
7. Scott Glanzel, Wayne Central
8. Erica Eckes, Minisink Valley
9. Connor Lin, Williamsville East
10. Jenny Seuling, Floral Park Memorial.

Introduction to Business Communication

1. Stephanie Chen, Ward Melville
2. Shelley Zhang, Shenendehowa
3. Robin Marshall, Williamsville East
4. Ryan Gao, Brighton
5. Renuka Kannappan, Williamsville East
6. Philip Mosher, Little Falls Sr.
7. Maisha Ahmed, Arlington
8. Nancy Champagne, Lakeland
9. Chelsea Steinberg, Monroe-Woodbury
10. Madeline Bartholomew, Falconer

Introduction to Parliamentary Procedure

1. Ramya Rao, Ward Melville
2. Carly Weber-Levine, Ward Melville
3. Jacob Fleming, Canastota
4. Courtney Ihaza, Elmont Memorial
5. Tyler Derby, Mamaroneck
6. Melanie Ulrich, Williamsville East
7. John Iacona, Sewanhaka

8. Gjino Trashaj, Lakeland
9. Kayla Butler, Tri-Valley
10. Marina Testani, H. Frank Carey

Introduction to Technology Concepts

1. Kyle Xiao, Webster Schroeder
2. Jacob Fleming, Canastota
3. Sander Zhu, Ward Melville
4. Felix Chin, Williamsville East
5. Michele Dao, Williamsville East
6. Matthew Kaloroumakis, Ward Melville
7. Pranav Devarakonda, Brighton
8. Alanis Smith, Elmont Memorial
9. Scott Glanzel, Wayne Central
10. Michael Chan, New Hyde Park

Job Interview

1. Ashley Davis, Monroe-Woodbury
2. Ava Ramsundar, Valley Stream
3. Amber Ruther, Lake George
4. Meg Tubridy, Saranac Lake
5. Karthik Nair, Shenendehowa

Local Chapter Annual Business Report

1. Canastota
2. Clymer
3. Falconer
4. Mamaroneck
5. Little Falls Sr.

Management Decision Making

1. Valley Stream (Ava Ramsundar, Ronald Pritipaul, Randi Ruderman)
2. Mexico (Maura Roach, Alyssa, Facteau, Keeleigh Mendez)
3. Brighton (Simone Liano, Rebecca Comisar, Alex Taylor)
4. Elmont Memorial (Sarah Arjun, Randy Lipscomb)
5. New Hyde Park Memorial (Renee Harrison, Joel Barbosa, Ancy Alexander)

Marketing

1. Ward Melville (Rachel Mayrose, Sandy

- Yin)
2. Arlington- (Cory Chiavelli, Steve Morrison, Darren Quinn)
3. Williamsville East (Theresa Chmiel, Sydney Reeves, Shauna Hwang)
4. Sewanhaka (Michael Mosie, Kieran O'Reilly)
5. Brighton (Pranav Devarakonda, Ryan Gao, Tony Zhao)

Networking Concepts

1. Carolina Zheng, Ward Melville
2. Ray Beck, Wayne Central
3. Yue Shi, Williamsville East
4. Zhi Zheng, Benjamin Cardozo
5. Christopher Clarke, Batavia IT Academy
6. Samuel Guan, Benjamin Cardozo
7. Sandar Zhu, Ward Melville
8. Seth Taylor, Herkimer BOCES AM
9. Michelle Dao, Williamsville East
10. Pranav Devarkonda, Brighton

Network Design

1. Herkimer County BOCES AM (Scott Baron, Bryce Simms, Seth Taylor)
2. Batavia IT Academy (Paul Stamp, Christopher Clarke)

Outstanding New Member – Grades 7,8, 9

1. Amy Hubbert, Tri-Valley
2. Gillian Sweeney, Mamaroneck
3. Alanis Smith, Elmont Memorial
4. Patrick Orsini, Williamsville East

Parliamentary Procedure Individual

1. Adam Nissinoff, Mamaroneck
2. Tyler Spohr, Carmel
3. Jason Gilbert, Carmel
4. Jesse Velleu, Mamaroneck
5. Elena Beideck, Saranac Lake

Parliamentary Procedure Team

1. Mamaroneck (Adam Nissinoff, Ken Pomeranz, Jesse Velleu, Sean Howard)

2. Tri-Valley (Mareena DiMilia, Brooke Gillette, Zachrey Nilsen, Ashley Exner, Mark Garigliano)
3. Carmel (Tyler Spohr, Jason Gilbert, Steven Youssef, Kelsie O’Flanagan, Katie Figueroa)

Partnership with Business

1. Tri-Valley (Summer Franson, Jessica Gozza)

Personal Finance

1. Zachary Richeimer, Williamsville East
2. Lisa Goldschmidt, H. Frank Carey
3. Ari Lewis, Jericho
4. Marino D’Alessandro, H. Frank Carey
5. Joel Barbosa, New Hyde Park Memorial.
6. Daniel Alohan, Elmont Memorial
7. Benjamin Knapp, Webster Thomas
8. Hannah Jackel-Dewhurst, Brighton
9. Alexa Muir, Williamsville East
10. Jatin Bharwani, Lakeland

Public Speaking I

1. Yekaterina Mazalkova, Valley Stream
2. August Uwamanzu-Na, Elmont Memorial.
3. Gianni DiSano, Frankfort-Schuyler
4. Laura Medina, Carmel
5. Akshani Patel, Monroe-Woodbury

Public Speaking II

1. Timo Pietris, Lakeland
2. Victoria Tingley, Tri-Valley
3. Hannah O’Connell, Lake George
4. Amanda Lubeski, Monroe-Woodbury
5. Devashish Chaturvedi, Shenendehowa

Sports Management

1. Bradley Barthelmes, Hendrick Hudson
2. Eric Kushel, Mamaroneck
3. Mike Gagnon, Shenendehowa
4. Andrew Epstein, Floral Park Memorial.
5. Christopher Stellwagen, William Floyd

6. Sameer Kumar, Monroe-Woodbury
7. Anastasios Wisniewski, Williamsville East
8. Chris Winiecki, Williamsville East
9. Anthony Mastellone, Monroe-Woodbury
10. Phil Levens, John Jay Cross River

Spreadsheet Applications

1. Kelsey Barnes, H. Frank Carey
2. Samantha Ward, Herkimer BOCES AM
3. Michelle Liao, Ward Melville
4. Melissa Espinosa, Queens Vocational
5. Laura Rostkowski, Floral Park Memorial.
6. Kieran O’Reilly, Sewanhaka
7. Justin Swarthout, Tri-Valley
8. Patrick Irving, Williamsville East
9. Alexa Aseel-Fine, Jericho
10. Kari Holbrook, G. Ray Bodley

Technology Concepts

1. Eric Li, Williamsville East
2. Ray Beck, Wayne Central
3. Samuel Guan, Benjamin Cardozo
4. Joseph Worden, Mt. Morris CT Center
5. Tom Liu, Brighton
6. Yue Shi, Williamsville East
7. Daniel Dempsey, Wayne Central
8. Kyle Johnson, Mt. Morris CT Center
9. Erica Parker, Batavia IT Academy
10. Alex Hargrave, Webster Thomas

Website Design

1. Elmont Memorial (David Famuyide)
2. Monroe-Woodbury (Kaleigh Doherty)
3. Mexico (Benjamin Daily, Mary Buske)
4. H. Frank Carey (Yasemin Ciftekal, Stephanie Sassos, Timothy Whitfield)
5. Eden (Brandon Maul, James Ehrig)

Word Processing I

1. First- Kaleigh Doherty, Monroe-Woodbury
2. Second- Nathan Markwood, Lake George
3. Third- Amy Hubbert, Tri-Valley

Manufacturing Magnificence

4. Fourth- Patrick Irving, Williamsville East
 5. Fifth- Nancy Champagne, Lakeland
 6. Sixth- Julia Warner, G. Ray Bodley
 7. Seventh- Amy Breslin, Pioneer
 8. Eight- Ariel Wall, Clymer
 9. Ninth- Janie Karp, Mamaroneck
 10. Tenth- Sarah Pietricola, Mexico
7. Falconer Central
 8. Monroe-Woodbury
 9. Lakeland

Word Processing II

1. Gianna Zacharias, H. Frank Carey
2. Taylor Rose, G. Ray Bodley
3. Casey McVay, Batavia IT Academy
4. Nicholas Kumia, Valley Stream
5. Adam Ditcher, Randolph
6. Mary Golden, Lakeland
7. Emma Pompeii, Tri-Valley
8. Melissa Espinosa, Queens Vocational
9. Sheila Nieto, Elmont Memorial
10. Janel Cross, Sharon Springs

Future Business Leader

1. Jessica Marshall, Williamsville East
2. Crystal Nwaogbe, Elmont Memorial
3. Steven Youssef, Carmel
4. Carlos Galarza, R.C. Ketchum
5. Sarah Arjun, Elmont Memorial

Who's Who In FBLA

1. Sarah Arjun, Elmont Memorial
2. Jash Patel, Lakeland

Outstanding Advisor

Barbara Blomquist, H. Frank Carey

Businessperson of the Year

Mary Reina, Frankfort, NY

Chapter of the Year

1. Carmel
2. Mamaroneck
3. Valley
4. Canastota
5. Clymer Central
6. Eden Central

2013-2014 State Officer Team

President: Steven Youssef, Carmel
Exec. VP: Adam Nissinoff, Mamaroneck
Secretary: Mary Golden, Lakeland
Reporter: Ken Pomeranz, Mamaroneck
Historian: Kalie Pfohl, Eden Central
Parliamentarian: Kelsie O'Flanagan, Carmel
SVP District 1N: Claudine Isaac, Elmont Memorial
SVP District 2: Suveer Seemangal, Queens Vocational
SVP District 3N: Katie Figueroa, Carmel
SVP District 3S: Sabrena Sabet, Lakeland
SVP District 4: Joanna Sydow, Sharon Springs
SVP District 5: Michael Dreher, Lake George
SVP District 7: Derick Trost, Canastota
SVP District 12: Sally Yi, Williamsville East



ATTENDANCE AND PARTICIPATION AT CONFERENCES SPONSORED BY THE ASSOCIATION

Institute for Leaders

At the end of June 2012, several members of NYS FBLA arrived in San Antonio, Texas early to participate in the 2012 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



One hundred forty members and advisors attended the 2012 National Leadership Conference in San Antonio, Texas. Members attended workshops, competed in events, participated in the March of Dimes Mini-Walk, elected the 2012-2013 National Officer Team, and networked with their peers from all over the country. New York State advisors and chaperones served as event administrators, event assistants, and social event chaperones. Member also campaigned for the New York's candidate for National Eastern Region Vice President, Jash Patel. Members worked shifts at the campaign booth to hand out information, answer questions, and network. During free time, members went sightseeing. Some of the high-

lights included trips to the historic Alamo, River Walk, and cooling off at the pool!

National Fall Leadership Conference in Charlotte, NC

Ten members and advisors of New York State FBLA attended the 2012 National Fall Leadership Conference (NFLC) in Charlotte, NC. While at the conference, members and advisors attended numerous workshops on a variety of topics ranging from leadership to career development to fundraising. NYS FBLA was one of the largest state chapters to be represented. The members and advisors went to the Charlotte Bobcats NBA game on Friday night. This brought members from different regions of the state to interact together.



Above is a picture of some of the group that attended at the basketball game

National Awards

2012 National Leadership Conference

Individual Awards

4th Place Client Service, Marc Cohen, Williamsville East

6th Place Banking & Financial Systems, Jennifer Li, Michelle Liao &

Alexa Rohan, Ward Melville

9th Place Business Math, Harrison Li, Ward Melville

10th Place Word Processing I, Tayler Rose, G. Ray Bodley

Who's Who in FBLA, Bobbi Jo Hannan, Canastota

Outstanding Local Chapter Advisor, Jennifer McClure

Gold Seal Chapters

Benjamin N. Cardozo

Canastota

Carmel

Clymer

Little Falls



State Award

2nd Place Largest Professional Division Membership in the Eastern Region

2012-2013 National Officer

Jash Patel, Eastern Region Vice President



Businesslike Procedures

Chapter Management and Organization

Goals and Committees

Each year, it is the responsibility of the State Officer Team to develop the goals that will guide 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 to the state website.

Agendas

For each meeting of the State Officer Team, the State President, Jash Patel, created an agenda, including the reading of the previous meeting's minutes, prepared by the State Secretary, Ken Pomeranz, 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 and *Robert's Rules of Order*.

Minutes

It was the duty of the State Secretary, Ken Pomeranz, to keep complete and accurate minutes of the business that took place during the monthly teleconferences and 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.

Plan of Action

Before the first of every month, each State Officer was required to set an objective that they hoped to accomplish in the upcoming month. At the end of each month, each officer evaluated their work on these objectives. Officers rated themselves on a scale of 0-5. They took into account efficiency, timeliness and professionalism. These proved extremely useful for the officers with regards to setting goals and meeting deadlines.

Monthly Activity Report

In addition to completing their monthly Plan of Action (POA), 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 POA 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 proved extremely helpful to the Board of Trustees so that they knew what each officer was completing.

Parliamentary Procedure

The State Parliamentarian, Adam Nissinoff, was responsible for seeing that all meetings of the NYS FBLA Association 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 meetings. To accomplish this, Adam wrote articles for *The FBLA Express*, New York State's newsletter.

FINANCIAL DEVELOPMENT

Dues

The primary funding of New York State FBLA activities comes from membership dues which every member has to pay. The state dues for 2012-2013 were \$6 per member. Dues were utilized by the State Association to pay for such necessities as the management of State Leadership Conference, supplies, and travel expenses of the State Officers and Board of Trustees.

Saving Money

This year NYS FBLA went green to save money by 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.

