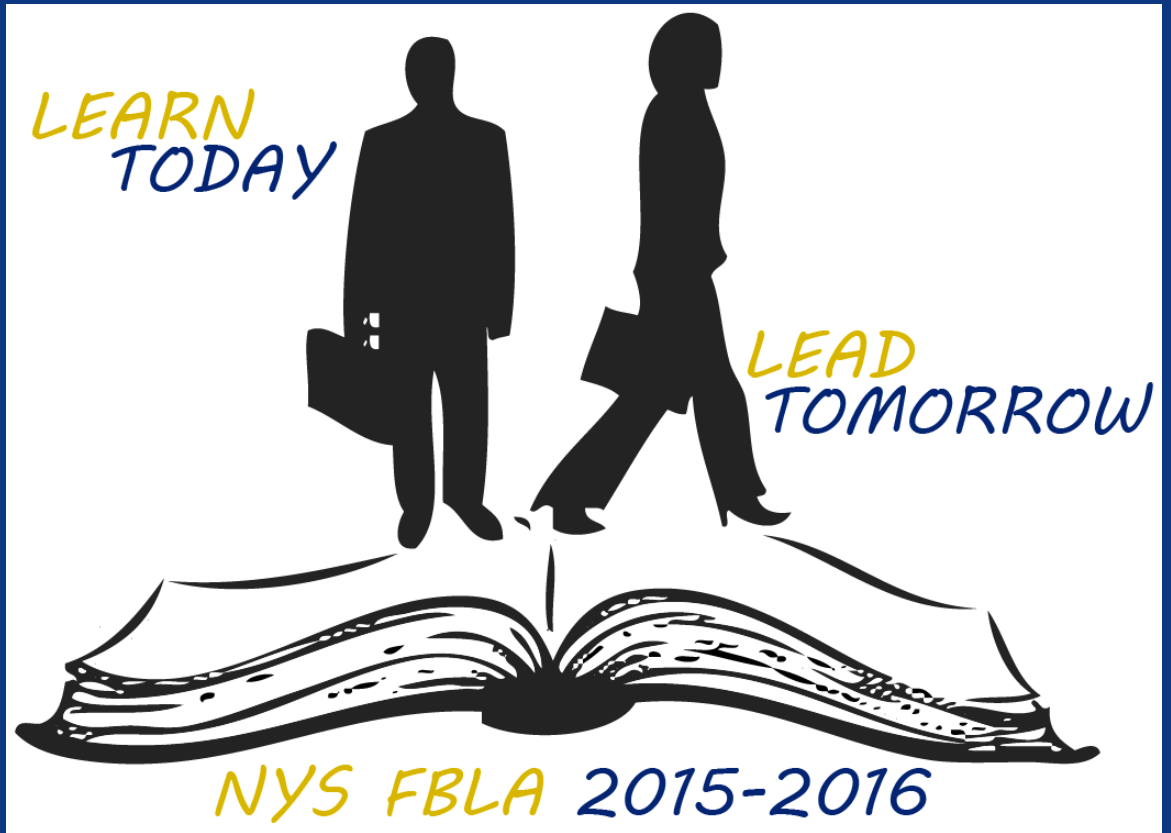


# NYS FBLA

## ANNUAL REPORT

2015-2016



# TABLE OF CONTENTS

## Table of Contents

Letter to Local Chapters .....	3
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## Chapter Profile

New York State's FBLA History .....	4
Organizational Chart .....	5
2015-2016 State Officers .....	6
Board of Trustees .....	7
Size of State Chapter .....	8
FBLA Charities .....	9

## Productivity

Recruitment of Members and Chapters .....	10
State Officer Assistance to Local Chapters .....	10
Preparation of State and Local Officers for their Duties .....	11
Cooperation with Business, Professional, and Service Groups	
Within the Community .....	12
Participation in Public Relations Activities and	
Newsletter Preparation .....	12
Development and Promotion of FBLA-PBL State Projects .....	13
Support of FBLA-PBL National Projects .....	14
Implementation of State Leadership Conferences .....	15
2016 State Leadership Award Winners .....	17
Attendance and Participation at Conferences	
Sponsored by the Association. ....	25
2015 National Leadership Award Winners. ....	26

## Business-Like Procedures

Chapter Management and Organization .....	28
Financial Development. ....	29

# LETTER TO LOCAL CHAPTERS

May 26, 2016

Dear New York State FBLA Members and Advisors

This past year has been filled with excitement, celebrations and new beginnings. As a state we raised the bar on the definition of success for our organization. The 2015-2016 State Officer Team would like to thank all of our members and advisors who helped make this year such a memorable one.

From chapters making the National FBLA Big Ten Membership List and raising funds to help our veterans, to members learning more about their leadership skills through the Business Achievement Awards and our State Program of Work, to those who helped promote FBLA by ringing the NASDAQ closing bell, NYS FBLA members have been Learning Today, so we can Lead Tomorrow.

In the early months of spring you demonstrated your skills and talents at district competitions. Hard work and dedication brought you to the 52<sup>nd</sup> Annual State Leadership Conference at the Rochester Riverside Convention Center where you competed against other members from throughout New York State. Filled with good times, networking, leadership opportunities, and friendly rivalry, our SLC was a tremendous success. Congratulations to all members who competed and to those advancing to the National Leadership Conference in Atlanta!

This year we have all dared to try or learn something new in an effort to challenge ourselves. I'd like to share one piece of advice from personal experience: when you are climbing the mountain of success, there will be times where it seems steep and almost impossible to climb any further; times where your vision seems unreachable, where it seems like there is no place to go. Do not let those setbacks stop you from reaching for the top, from being the person you were meant to be. It will be a tough climb, but when you finally reach the summit, you will be able to see further than you ever could from the ground. You will see your path to success and you will see . . . the other mountains yet to be climbed. Don't ever stop climbing.

It has been an honor serving the members and advisors of NYS FBLA.

Very respectfully

A handwritten signature in blue ink that reads "Daniel Willis". The signature is fluid and cursive, with the first name "Daniel" and last name "Willis" clearly legible.

Daniel Willis  
2015-2016 New York State FBLA President

# CHAPTER PROFILE

## NYS FBLA'S HISTORY

Future Business Leaders of America 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 more than 250,000 members.

New York State became part of this truly remarkable organization in 1946 with the Dobbs Ferry High School charter. On April 15, 1964, New York State received the 35th State Association Charter from the National Association.

New York State FBLA was originally divided into thirteen districts with the district boundaries set up corresponding to the State Education Department Planning Regions. In 1981, District 1, Long Island, was divided into District 1N and 1S due to increasing population. In 2001, District 3, the lower Hudson Valley area, was divided into District 3N and 3S, bringing the total number of districts to fifteen.

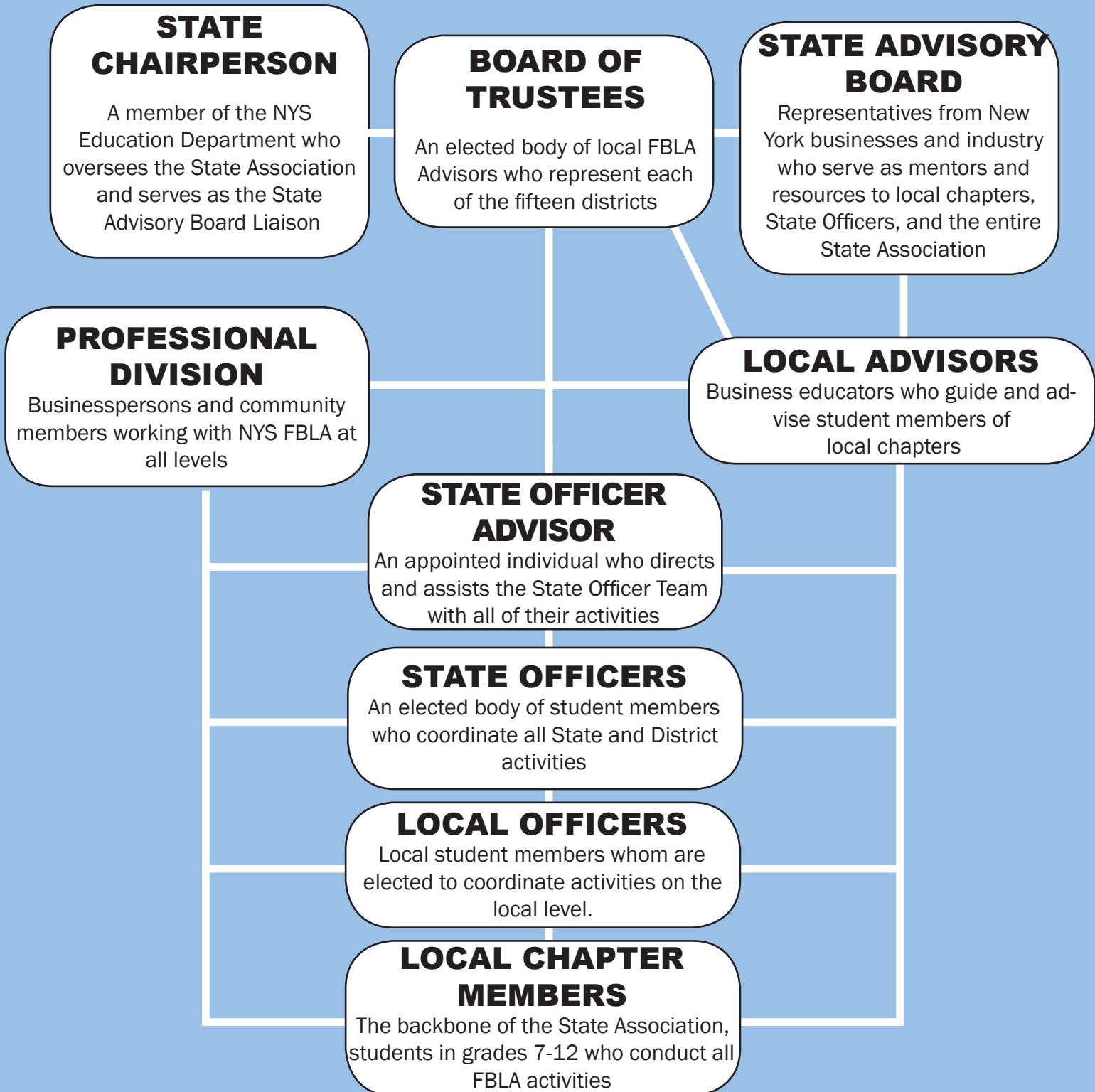
In 1967, Mr. Hobart H. Conover, Chief of the Bureau of Business Education, became the first New York State FBLA Chairperson. Mr. Elton T. Murphy, Associate of the Bureau, was named the first New York State FBLA Advisor. On March 20, 1970, the University of the State of New York gave NYS FBLA an absolute charter. 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. The SLC has been held in various locations throughout its 52 years. Currently, it is held at the Rochester Riverside Convention Center and Radisson Riverside Hotel.

Each year at the State Leadership Conference, a new State Officer Team is elected. The newly elected State Officers are required to attend a weeklong summer training, State Officer Training. The first State Officer Training was held in 1969 at Camp Oswegatchie in Corghan. Today, SOT is held at Christ the King Spiritual Life Center in Greenwich.



# CHAPTER PROFILE

## ORGANIZATIONAL CHART



# CHAPTER PROFILE

## STATE OFFICERS

President  
Daniel Willis

Executive Vice President  
Alanis Smith

State VP District 3S  
Sophia Danziger

State VP District 3N  
Chris Pereira

State VP District 4  
Jack Biddlecomb

State VP District 7  
Elijah Sullivan

State VP District 12  
Sarah Wie

Secretary  
Aniruddha Nrusimha

Treasurer  
Nichole Delaney

Reporter  
Zoie Lagoudis

Historian  
Gillian Sweeney

Parliamentarian  
Shubhangi Mehra



# CHAPTER PROFILE

## BOARD OF TRUSTEES

Board Chair  
District 10  
Jennifer Judge

Vice Chair  
District 8  
Ryan Alo

Secretary  
District 7  
Angela Demeree

Executive Secretary  
District 3N  
Anita Halstead

Executive Treasurer  
Membership Director  
Peter Tambroni

State Officer Advisor  
District 4  
Tom Mueller

District 1S  
Sandra Braun

District 3S  
Maria Siciliano

District 11  
Diane Masters

District 3N  
Mary Odell

District 4  
Frank Basile

District 12  
Gloria LaSota

District 3N  
Jackie Palkaunieks

District 7  
Elizabeth Garofalo-McKenney

District 13  
Donna Meyer

District 3S  
Charlene Nigro

District 10  
Lorraine Mazza

District 13  
Lisa Joles Perry

# CHAPTER PROFILE

## SIZE OF THE STATE CHAPTER

New York State is the largest state in the Mid-Atlantic region. 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 2014, the US Census calculated New York's population at 19.75 million; making it the fourth most populous state in the nation.

New York State has become a leader for various industries with fifty-two Fortune 500 companies headquartered within the state. Companies such as AOL-Time Warner, Citigroup, McGrawHill, Xerox, IBM, and Verizon represent New York State and its success. New York State is also home to 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 the New York Stock Exchange.

This year NYS FBLA has 4,160 members in 129 chapters.





# CHAPTER PROFILE

## FBLA CHARITIES



### WOUNDED WARRIOR PROJECT



### 2015-2016 National Charity: March of Dimes

Future Business Leaders of America-Phi Beta Lambda has been working with and fundraising for the March of Dimes for nearly 40 years, and has been consistently ranked as its top fundraising organization. During this time, FBLA has raised over \$15 million to assist in the research of the prevention of premature births. There are various ways FBLA members have become actively involved in promoting March of Dimes and the awareness of premature births. For instance, FBLA helps by hosting a Blue Jeans for Babies Dance at all National Conferences and the March for Babies Walk at the National Leadership Conference.



### 2015-2016 State Charity: Wounded Warrior Project

At State Officer Training, the State Officer Team voted the Wounded Warrior Project our official 2015-2016 State Charity. Wounded Warrior Project is a charity and veterans service organization that offers a variety of programs, services, and events for wounded veterans of the military actions following the events of September 11, 2001. Chapters and members had the opportunity to raise money for this and other veteran organizations this year. The community outreach committee recognized members who donated to this organization.

# 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. Each officer participates on one of four committees to create common goals for the year. The Membership Services Committee focuses on recruiting new members in addition to connecting pre-existing members with the resources necessary to succeed in NYS FBLA, National FBLA, and after graduation.

### **Early Bird Membership**

Along with National FBLA, NYS participates in Early Bird Membership. Chapters must register and pay the dues of at least five members by October 15. This allows state officers the opportunity to forecast which schools will have active chapters. Chapters who participate are recognized at the State Leadership Conference in April.

## STATE OFFICER ASSISTANCE TO LOCAL CHAPTERS

State Officers are elected by 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. In addition, a Parliamentarian was appointed based on the Parliamentary Procedure Exam and an interview with the selection committee.

### **Fall District Meetings**

Each fall, the State Vice Presidents conduct Fall District Meetings for their respective districts. These meetings are planned, along with the Board of Trustee member(s) from that particular 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 101. Many districts also welcome guest speakers, and trained professionals to run workshops. The State Officers communicate regularly to assist each other with arranging these meetings. Often state officers from one district will attend another's Fall District Meeting to assist and provide more variety to the meeting.

### **Presidents' Meeting**

State Vice Presidents hold meetings with their local Chapter Presidents at the Fall District Meeting. These meetings provide an informal forum through which activities and ideas could be discussed. These discussions often include fundraising, community service, and membership recruitment. They are a great resource for the State Officer Team to receive feedback on projects and events at the district and state levels.

# PRODUCTIVITY

## **State Website**

The New York State FBLA website, [www.nysfbla.org](http://www.nysfbla.org), is maintained by Mrs. Jennifer Judge. It 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 NYS website. Each officer has their own page on the website so members can read updates by the officers. In addition, each State Officer and Board of Trustee member has a state e-mail address. This allows members and advisors to easily contact the state association.

## **PREPARATION OF STATE AND LOCAL OFFICERS FOR THEIR DUTIES**

### **State Officer Training**

In July, the State Officer Team attended the week-long State Officer Training at Christ the King Spiritual Life Retreat Center in Greenwich. 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, including professional image, job interview skills, time management, effective leadership skills, and parliamentary procedure. Additionally officers had the opportunity to network with students and leaders from other CTSO educational organizations.

The first decisions of the Officer Team were to choose the state theme, charity, and goals. After much thoughtful debate, "Learn Today, Lead Tomorrow" was chosen to be the 2015-2016 State Theme. The officer team chose to adopt The Wounded Warrior Project as the 2015- 2016 State Charity. With the theme and charity chosen, the officers worked with their committees to develop the Program of Work.

### **State Officer Evaluations**

Three times during the FBLA year, a committee of Board of Trustees members evaluated each State Officer. The State President evaluated each mainline officer monthly and the Executive Vice President evaluated each State Vice President monthly. These evaluations contained rubrics specific to each office and time of year.

### **Joint Meetings**

At the end of State Officer Training, the State Officers and Board of Trustees met to finalize the state theme, charity, and Program of Work. They met again in January to finalize the State Leadership Conference, giveaways, and workshops. This meeting also gave the Officer Team an opportunity to reflect on their successes thus far and plan for the remaining year.

# PRODUCTIVITY

## COOPERATION WITH BUSINESS, PROFESSIONALS & SERVICE GROUPS WITHIN THE COMMUNITY

One of the many goals of FBLA is to facilitate the transition between high school students with the business world. Members can gain skills, through FBLA involvement, which cannot be given to them in a textbook. These skills help 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 chapters, 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 serve as judges, workshop presenters, guest speakers, and provide job-shadowing opportunities.

### **Community Service**

One of the main goals of FBLA is to encourage involvement in community service. The Community Outreach and Engagement Committee sponsored competitions to recognize FBLA chapters active in their communities. While developing the Program of Work, the committee set a goal to raise \$5000 to benefit veterans. More importantly, another goal was to have members work together and collect 2000 hours of volunteer service as a state chapter.

## PARTICIPATION IN PUBLIC RELATIONS ACTIVITIES AND NEWSPAPER PREPARATION

### **District Publications**

A duty of the State Vice Presidents is to publish four district newsletters. These newsletters contain articles written by local FBLA members, the other State Officers, and Program of Work committees. They are used to inform members of district events, projects, and conferences.

### **The FBLA Express**

The State Reporter publishes four issues of the New York State newsletter, *The FBLA Express*. These issues, posted to the state website, contain information on events at the local, district, state, and national levels as well as competitive event winners, committee updates, and articles written by State Officers.

# PRODUCTIVITY

## DEVELOPMENT AND PROMOTION OF FBLA-PBL STATE PROJECTS

Each State Officer worked on one of four standing committees: Career Development, Community Engagement and Outreach, Membership Services, and Executive Challenge. The committees developed the goals and contests that were used to form the Program of Work. The winners are 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.

### Career Development Committee

The goals of this committee were as follows:

- To facilitate the transition from school to work through meaningful work-place experiences.
- To expose members to potential career paths through networking.
- To provide members with the resources to explore the opportunities offered by higher education.

To achieve these goals the committee implemented the College Knowledge, Work to Win, and Career Connections Challenge.

### Community Engagement and Outreach Committee

The goals of this committee were as follows:

- Increase awareness and recognition of veterans in New York State local communities.
- Raise \$5,000 to benefit a veteran's organization
- Complete 2,000 hours of community service in New York State FBLA.

To achieve these goals the committee implemented the Project \$, Venerating Veterans, and Connecting with the Community Challenges.

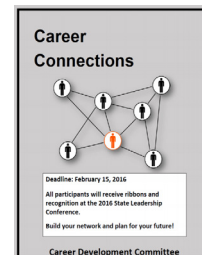
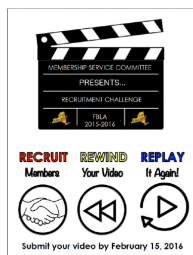
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### Membership Services Committee

The goals of this committee were as follows:

- Increase statewide membership by 5%
- Utilize media to increase membership and inform members about FBLA
- Increase the number of local submissions to *The FBLA EXPRESS*

To achieve these goals the committee implemented the Early Bird, Recruitment, and Express Yourself Challenges.



# PRODUCTIVITY

## **Executive Committee Challenge**

The goals of this committee were as follows:

- To encourage NYS FBLA members to take an active role in their own education.
- Challenge NYS FBLA members to engage in personal development through research and the application of business knowledge.

To achieve these goals the committee implemented the Personal Development and Education is Key programs.

## **SUPPORT OF FBLA-PBL NATIONAL PROJECTS**

### **American Enterprise Day**

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

### **FBLA-PBL Week**

The week of February 7-13 was FBLA-PBL Week. This week is designed to encourage non-members to join FBLA and show them what the organization is truly about. Chapters across the state celebrated by planning a week full of activities including community service events and recruitment drives.

### **Business Achievement Awards**

The Business Achievement Awards (BAA) is a national program that recognizes members who excel in the three components listed on the FBLA crest: Service, Education, and Progress. Each activity in the program allows the participant to advance in these areas while focusing on a specific FBLA-PBL goal, NBEA Learning Standards, or Career Cluster. There are four levels of recognition in this program: Future, Business, Leader, and America. This year's NYS FBLA recipients are:

#### **Future Level Recipients:**

Morgan Awner, Williamsville East HS  
Nichole Barker, Lakeland HS  
Emily Barthelmes, H. Hudson HS  
Anthony Bellantoni, Lakeland HS  
Amanda Brown, Lakeland HS  
Michael Buchwald, Lakeland HS  
Kevin Cardenas, Lakeland HS  
Sherrie Chen, Williamsville East HS  
Steven Cumbal, Lakeland HS  
Thomas Cuomo, Lakeland HS  
Sarina Divan, Williamsville East HS

# PRODUCTIVITY

Naomie Esteves, Lakeland HS  
Lauren Gaynor, Lakeland HS  
Katelyn Gloade, Lakeland HS  
Ali Grossman, Lakeland HS  
Christina Harris, Lakeland HS  
Ray Huang, Lakeland HS  
Ryan Huang, Mamaroneck HS  
Ashley Jimenez, Lakeland HS  
Chris Kenney, Lakeland HS  
Julia Kopec, Lakeland HS  
Katie Lopez, Lakeland HS  
Elaina Macinovich, Carmel HS  
Emily Marino, Lakeland HS  
Juliana Nacinovich F, Carmel HS  
Tara Naraghi, Lakeland HS  
Lauren Pogostin, Mamaroneck HS  
Kamryn Rattler, Clymer HS  
Carly Recoon, Williamsville East HS  
Alexis Reyes, Lakeland HS  
Nich Sanchez, Lakeland HS  
Josh Sandground, Lakeland HS  
Jenna Spillo, Lakeland HS  
Alexa Sustic, Lakeland HS  
Nicole Sweeney, Lakeland HS  
Jeiss Varghese, Lakeland HS  
Ann Wang, Williamsville East HS  
Chloe Weiser, Mamaroneck HS  
Phoebe Weiser, Mamaroneck HS  
Jake Zorabedian, Lakeland HS

## **Business Level Recipients:**

Isabel Alvarado, Mamaroneck HS  
Elaina Nacinovich, Carmel HS  
Juliana Nacinovich F, Carmel HS  
Emily Johnson, Falconer HS  
Heba Ahmed, Lakeland HS  
Jack Dondero, Lakeland HS  
Naomi Esteves, Lakeland HS  
Katelyn Gloade, Lakeland HS  
Stephanie Hurwitz, Lakeland HS  
Ashley Jimenez, Lakeland HS  
Akshay Karve, Lakeland HS  
Ophelia Mendoza, Lakeland HS

Tara Naraghi, Lakeland HS  
Lauren Pogostin, Mamaroneck HS  
Julianna Prato, Lakeland HS  
Anthony Sabovic, Lakeland HS  
Phoebe Weiser, Mamaroneck HS  
Daniel Willis, Monroe- Woodbury HS

## **Leader Level Recipients:**

Sophia Danziger, Mamaroneck HS  
Casey Grosso, Lakeland HS  
Zoie Lagoudis, Lakeland HS  
Julianna Prato, Lakeland HS  
Ariel Wall, Clymer HS  
Phoebe Weiser, Mamaroneck HS  
Rohit Mathew, Sewanhaka HS

## **America Level Recipients:**

Rohit Mathew, Sewanhaka HS



## **IMPLEMENTATION OF STATE CONFERENCES**

### **Fall District Meetings**

During October, the State Vice Presidents held their Fall District Meetings. Keynote speakers are invited to kick off the opening session. Members then attend informative workshops that are presented by Professional Division members, State Officers,

# PRODUCTIVITY

state staff, 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.

## National Fall Leadership Conference

In November, New York State FBLA attended the Baltimore NFLC. The 134 members and 14 advisors attended workshops presented by Professional Division members, motivational speakers and other professionals. New York State also held a state meeting at NFLC where members were reminded about the Program of Work and State Leadership Conference.

## Spring District Meetings

In February, each district conducted a Spring District Meeting. At these meetings, members competed in the first round of competitions. Basic Decision Making, Client Service, Future Business Leader, Impromptu Speaking, Job Interview, Parliamentary Procedure, Public Speaking I, and Public Speaking II winners advance to the State Leadership Conference. Members who plan to run for state office must take the State Officer Exam at this meeting. Several districts also offer written tests, similar to those offered at the SLC, to provide members with additional experience before they compete on the state level.

## State Leadership Conference

A delegation of 660 members from across the state attended the 2016 State Leadership Conference (SLC) held in April at the Rochester Riverside Convention Center in Rochester. This conference marked the conclusion of a year of success and showcased the achievement of NYS FBLA. The SLC featured 68 competitive events. Additionally, workshops were presented by the State Officer Team. The general sessions were engaging and featured the campaign speeches, state officer farewells, slideshows, and awards. The winners are excited to have the opportunity to represent NYS FBLA at the National Leadership Conference in Atlanta, Georgia.





# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## 3D Animation

- 1st Mamaroneck HS - Sam Brause, Pablo Garza, and Paul Pedrozo
- 2nd Williamsville East HS - Prithvi Prasanna, Vincent Orlowski, and Seth Blum

## Accounting 1

- 1st Carly Rankin, Lakeland HS
- 2nd Casey Grosso, Lakeland HS
- 3rd Joshua Kayn, Penn Yan HS
- 4th Joseph D'Annibale, John Jay Sr. HS
- 5th Paige Everman, Dansville HS

## Accounting II

- 1st Josh Foote, Shenendehowa HS
- 2nd Ethan Haas, Jericho HS
- 3rd Kaitlyn Hedges, William Floyd HS
- 4th Allison Cross, Sharon Springs HS
- 5th Robert Siegelbaum, Jericho HS

## Agribusiness

- 1st Jessica Meng, Williamsville East HS
- 2nd Jayden Bang, Williamsville East HS
- 3rd Eileen Norris, Brighton HS
- 4th Ryan Kliegerman, Mamaroneck HS
- 5th Amy Uthup, Commack HS

## Banking & Financial Systems

- 1st Jericho HS - Scott Horowitz and MattHerzog
- 2nd Commack HS - Mailya Wood, Lauren DePietri, and Michelle Wolk
- 3rd Ward Melville HS - Joshua Farahzad, and Emily Wicks
- 4th Williamsville East HS - Ben Zhao, Justin O'Neil, and Cameron Smith

## Basic Decision Making

- 1st Chinonyelum Okoli, Valley Stream H S
- 2nd Olufisayo Atanda Ogunleye, Sewanhaka HS
- 3rd Michael Lu, Ward Melville HS
- 4th Abinaya Anand, Commack HS
- 5th James Matthews, Peru Secondary HS

## Business Calculations

- 1st Nicholas Zaromatidis, H. Frank Carey HS
- 2nd Kathryn Zhao, Ward Meville HS
- 3rd Jonah Marsh, Mamaroneck HS
- 4th Zoe Black, Webster Thomas HS
- 5th Josh Marvald, Brighton HS

## Business Communications

- 1st Angela Li, Williamsville East HS
- 2nd Dalton Chu, Minisink Valley HS
- 3rd Sachin Patraik, Ward Melville HS
- 4th Sarah Wie, Williamsville East HS
- 5th Joseph Rabasco, John Jay Sr. HS

## Business Ethics

- 1st Jericho HS - Samantha Lustberg, Jack Miller, and Victoria Peykar
- 2nd Peru HS - Ella Messner, Allie Beattie, and Emily Rock
- 3rd Elmont Memorial HS - Christian Pierre-Louis, Briana London, and Jeremie Candio
- 4th Commack HS - Alexis Davita Shvili, and Abinaya Anand
- 5th Mt. Vernon HS - Ashlene Charles, and Jahari White

## Business Law

- 1st Sarina Divan, Williamsville East HS
- 2nd Cafui Awasu, Tri-Valley HS
- 3rd Kaleigh Doherty, Monroe-Woodbury HS
- 4th Justin Tucker, Jericho HS
- 5th Cole Garrow, Peru Secondary HS

## Business Plan

- 1st Jericho HS - Michael Gold, and Brett Ritter
- 2nd Tri-Valley HS - Cafui Awasu
- 3rd Mamaroneck - Chloe Weiser, and Phoebe Weiser
- 4th H. Frank Carey HS - Daniel Huckemeyer, Shaina Zafar, and Nicholas Zaromatidis
- 5th Lake George HS - Jessica Huber, and Annie Williams

# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## **Chapter Business Display**

- 1st Clymer HS
- 2nd Carmel HS
- 3rd Mamaroneck HS
- 4th Williamsville East HS
- 5th Mt. Sinai HS

## **Client Service**

- 1st Kaitlyn Milinic, Sewanhaka HS
- 2nd Anya Cruz, Minisink Valley HS
- 3rd Elizabeth Vinton, Brighton HS
- 4th Briana London, Elmont Memorial HS
- 5th Stephanie Hurwitz, Lakeland HS

## **Community Service Project**

- 1st Clymer HS
- 2nd Mamaroneck HS
- 3rd Little Falls HS
- 4th Williamsville East HS
- 5th Lake George HS

## **Computer Applications**

- 1st Jason Fancher, Batavia Career & Tech, and Daniel Meloon, Batavia Info. Tech. Academy
- 2nd Kaitlyn Hedges, William Floyd HS
- 3rd Ian Rohac, Sharon Springs HS
- 4th Chloe Fletcher, Cobleskill-Richmondville HS
- 5th Rebecca Heslink, Clymer HS

## **Computer Game & Simulation Programming**

- 1st Mt. Morris May Center - Matthew Brundage, Zachary Spencer, and Paul Torrey
- 2nd Tri-Valley - Timothy Glinski
- 3rd Mamaroneck HS - Ed McGaley, Matt Gropper, and Alex Rothman
- 4th Williamsville East HS - Daniel Mariathan, Nikhil Gupta, and Prithvi Prasanna

## **Computer Problem Solving**

- 1st Andrew Katz, Mamaroneck HS
- 2nd Orko Jinha, Williamsville East HS
- 3rd Matthew Hall, Wayne Central HS

- 4th Andrew Fang, Jericho HS
- 5th Nicolas Andersen, Batavia Info. Tech. Academy

## **Cyber Security**

- 1st Edward Shen, Williamsville East HS
- 2nd Rick Bruckner, Commack HS
- 3rd Andrew Fang, Jericho HS
- 4th Aditya Tangirala, Brighton HS
- 5th Jonathan Vorgas, Queens Vocational HS

## **Digital Video Production**

- 1st Valley Stream HS - Ryan Andres and Carly St. Angelo
- 2nd Monroe-Woodbury HS - Alyanna Felix and Nicolena Vega
- 3rd Williamsville East HS - Jordan Richheimer, Carly Shifflet and Lexi Skibitsky
- 4th Lakeland HS - Jack Dondero, Casey Grosso and Zoie Lagoudis
- 5th Falconer HS - Emily Johnson and Sydney Kresconko

## **E-Business**

- 1st Williamsville East HS - Divija Kambala, Ann Wang, and Sherrie Wang
- 2nd Jericho HS - Jiya Singh, and Samantha Lustberg
- 3rd Mamaroneck HS - Angie Kim, Gloria Urrotia and Victoria Mondejur

## **Economics**

- 1st Donna Yu, Ward Melville HS
- 2nd Paul Rummel, Cobleskill-Richmondville HS
- 3rd Ryan Gao, Brighton HS
- 4th Yi Zhao, Mamaroneck HS
- 5th Alex Cubillo, Mt. Sinai HS

# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## **Electronic Career Portfolio**

- 1st Augusta Uwanamzu-Nna, Elmont Mem. HS
- 2nd Sarina Divan, Williamsville East HS
- 3rd Shaina Zafar, H. Frank Carey HS
- 4th Amy Breslin, Pioneer HS
- 5th Matt Herzog, Jericho HS

## **Emerging Business Issues**

- 1st Valley Stream HS - Collin Jones, and Justin Mirville
- 2nd Williamsville East HS - Stephanie Terhaar, Angela Chen, and Torrie Ulrich
- 3rd Jericho HS - Tyler Trichon, and Jessica Brown
- 4th Elmont Memorial HS - Alanis Smith, and Chinyere Nwaogbe
- 5th Hendrick Hudson HS - Maggie Bernstein, Buu-Hac Nguyen, and Nina Tagliabue

## **Entrepreneurship**

- 1st Ward Melville HS - Donna Yu, Alex Young, and Mary Kate Whelan
- 2nd Mt. Sinai HS - Sam Ritte, and Alex Cubillo
- 3rd H. Frank Carey HS - Andres Perdios, and Anthony Giacalasinghne
- 4th Lakeland HS - Casey Gross, and Stephanie Hurwitz
- 5th Hendrick Hudson HS - Emily Barthelmes, and Deepa Mistry

## **FBLA Principles & Procedures**

- 1st Ella Messner, Peru Secondary HS
- 2nd Ruby Zhang, Williamsville East HS
- 3rd Isabel Alvarado, Mamaroneck HS
- 4th Chloe Weiser, Mamaroneck HS
- 5th Rahul Atluri, Carmel HS

## **Global Business**

- 1st Cobleskill-Richmondville HS - Justin Davis, Daniel Beevers, and Paul Rummel
- 2nd Williamsville East HS - Sharon Luo, Ruby Zhang, and Samanvitha Kaashyap
- 3rd Jericho HS - Ann Paulose, and Sean Yoo
- 4th Floral Park Memorial HS - Michael Piccardi, and Brennan Bosque
- 5th Mamaroneck HS - Matthew Tucciarione, and Rena Miller

## **Graphic Design**

- 1st Hendrick Hudson HS - Emily Barthelmes, and Maggie Bernstein
- 2nd Monroe-Woodbury HS - Tim Mulvihill
- 3rd Jericho HS - Jessica Busam, and Tyler Trichon
- 4th Mamaroneck HS - Nikita Gavara, and Erin Meador
- 5th Williamsville East HS - Anthony Anzalone, Avaneesh Thoudoju, and Francesco Annunziata

## **Health Care Administration**

- 1st Scott Glanzel, Wayne HS
- 2nd Ananya Nrusimha, Williamsville East HS
- 3rd Morgan Awner, Williamsville East HS
- 4th Ishir Seth, Brighton HS
- 5th Katie Wang, Ward Melville HS

## **Help Desk**

- 1st Morgan Awner, Williamsville East HS
- 2nd Laura DiPietri, Commack HS
- 3rd Jack Dondero, Lakeland HS
- 4th Ruby Miller, John Jay Sr. HS
- 5th Michaela King, Floral Park Memorial HS

# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## **Hospitality Management**

- 1st Webster Schroeder HS - Leah Xiao, and Daniel Ye
- 2nd Commack HS - Tara McCaffrey, Olivia Dubi, and Giovanna Calden
- 3rd Williamsville East HS - Ananya Nrusimha, Caroline Wang and, Claire Kim
- 4th Brighton HS - Sagi Ravid, and Tal Zahavi
- 5th Lakeland HS - Julianna Prato and, Carly Rankin

## **Impromptu Speaking**

- 1st Zurez Memon, Shenendehowa HS
- 2nd Jack Penharlow, St. Francis HS
- 3rd Nicholas Zaromatidis, H. Frank Carey HS
- 4th Scott Horowitz, Jericho HS
- 5th Erros Quinones, Jamestown HS

## **Insurance & Risk Management**

- 1st Scott Glanzel, Wayne Central HS
- 2nd Paul Rummel, Cobleskill-Richmondville HS
- 3rd Brian Piccola, Commack HS
- 4th Justin Tucker, Jericho HS
- 5th Vidyha Jeyadev, Brighton HS

## **Introduction to Business**

- 1st Isaac Kisten, Mt. Sinai HS
- 2nd Christopher Perdios, H. Frank Carey HS
- 3rd Aiden Strain, Shenendehowa HS
- 4th Jay Chen, Jericho HS
- 5th Suraj Singh, Ward Melville HS

## **Introduction to Business Communication**

- 1st Lisa Yang, Brighton HS
- 2nd Michael Lu, Ward Melville HS
- 3rd Lauran Granowski, Monroe-Woodbury HS
- 4th Emma Morlang, Cobleskill-Richmondville HS
- 5th Molly Schwartz, Jericho HS

## **Introduction to Business Presentation**

- 1st Lake George HS - Mattie Williams, and Cole Varney
- 2nd Tri-Valley HS - Anne Hendrickson, and Morgan McHugh
- 3rd Cobleskill-Richmondville HS - Tessa Nichols, Sophia Lucear, and Chloe Fletcher
- 4th Williamsville East HS - Reilly Voyer, Tessa Bianchi, and Lauren Clark
- 5th Sewanhaka HS - Singh Hare, Kaitlyn Milinic, and Salaar Khan

## **Introduction to Business Procedures**

- 1st Alisha Kocher, Jericho HS
- 2nd Julia Hu, Ward Melville HS
- 3rd Sharon Luo, Williamsville East HS
- 4th Harrison Weiss, Cobleskill-Richmondville HS
- 5th Lauren Granowski, Monroe-Woodbury HS

## **Introduction to Financial Math**

- 1st Sharan Prasad, Williamsville East HS
- 2nd Daniel Ye, Webster Schroeder HS
- 3rd Willie Quinn, Mamaroneck HS
- 4th Christopher Perdios, H. Frank Carey HS
- 5th Kathryn Zhao, Ward Melville HS

## **Introduction to Information Technology**

- 1st Pablo Garza, Mamaroneck HS
- 2nd Aditya Nair, Williamsville East HS
- 3rd Andrew Fang, Jericho HS
- 4th Aiden Strain, Shenendehowa HS
- 5th Garrett Speller, Williamsville East HS

# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## **Introduction to Parliamentary Procedure**

- 1st Donnie An, Williamsville East HS
- 2nd Sherrie Wang, Williamsville East HS
- 3rd Julie Stowell, Mamaroneck HS
- 4th Ryan Huang, Mamaroneck HS
- 5th Marigrace Gerhardt, Cobleskill-Richmondville HS

## **Introduction to Word Processing**

- 1st Aleena Thomas, Sewanhaka HS
- 2nd Julie Hu, Ward Melville HS
- 3rd Emily Brentley, Falconer HS
- 4th Suzanne Paulose, Jericho HS
- 5th Nikita Gavara, Mamaroneck HS

## **Job Interview**

- 1st Daniel Willis, Monroe-Woodbury HS
- 2nd Taylor Crisci, Hendrick Hudson HS
- 3rd Bethany Edwards, Wayne Central HS
- 4th Gabriella Reyes, Valley Stream HS
- 5th Jude Armstrong, Lake George HS

## **Local Chapter Annual Business Report**

- 1st Canastota HS
- 2nd Clymer HS
- 3rd Falconer HS
- 4th Monroe-Woodbury HS
- 5th Mamaroneck HS

## **Management Decision Making**

- 1st Brighton HS - Nidhi Dontula, Raaga Kannan, and Elizabeth Vinton
- 2nd New Hyde Park Memorial HS - Kishan Patel, Arjay Benjamin, and Michael Chan
- 3rd Shenendehowa HS - Josh Foote, Michael Coy, and Zurez Memon
- 4th St. Francis HS - Josh Thompson, and Mattheww Kosakowski
- 5th Wheatland-Chili HS - Thomas Snyder, and Michael Worth

## **Marketing**

- 1st Brighton HS - Sarita Benesch, Eileen Norris, and Ishir Seth
- 2nd Shenendehowa HS - Sydney Werner, and Sydney Robinson
- 3rd John Jay Sr. HS - Shakim Williams, Jeenvenjot Bhinder, and Charles Gray
- 4th Commack HS - Greg Patrizio, Brian Piccola, and Jessica Hastings

## **Mobile Application Development**

- 1st Mamaroneck HS - Andrew Katz, Jack Phillips, and Yi Zhao
- 2nd Williamsville East HS - Nikhil Gupta, Evan Ogra, and Aniruddha Nrusimha

## **Network Design**

- 1st Mt. Morris Career & Technical Ctr. - Paul Torrey, Zachary Spencer, and Matthew Brundage
- 2nd Mamaroneck HS - Sam Brause, Andrew Katz and Jack Phillips
- 3rd Batavia Info. Tech. Academy - Daniel Meloon and Nick Anderson
- 4th Williamsville East HS - Connie An, Nidhish Gokhale and Morris Lee

## **Networking Concepts**

- 1st Evan Ogra, Williamsville East HS
- 2nd Jonathan Vargas, Queens Vocational HS
- 3rd Sina Soltanieh, Williamsville East HS
- 4th Matt Hall, Wayne Central HS
- 5th Rick Bruckner, Commack HS

## **Outstanding New Members Grade 7,8,9**

- 1st Daisy Ferguson, Clymer HS
- 2nd Buu-Hac Nguyen, Hendrick Hudson HS
- 3rd Logan Read, Lakeland HS
- 4th Cedric Bone, Williamsville East HS
- 5th Erin Meador, Mamaroneck HS

# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## Parliamentary Procedure Individual

- 1st Brian Suk, Williamsville East HS
- 2nd Sarah Stec, Carmel HS
- 3rd Isabel Alvarado, Mamaroneck HS
- 4th Aniruddha Nrusimha, Williamsville East
- 5th Carly Rankin, Lakeland HS

## Parliamentary Procedure Team

- 1st Williamsville East HS - Angela Chen, Davija Kambala, Madeleine MacLean, Brian Suk, and Aniruddha Nrusimha
- 2nd Mamaroneck HS - Isabel Alvarado, Ryan Huang, Amanda Lai, Julie Stowell, and Gillian Sweeney
- 3rd Tri-Valley HS - Autumn Bender, Gillian Mathews, Jaclyn Musa, Julia Leland, and Kayla Butler
- 4th Sewanhaka HS - Suchvinder Singh-Hare, Grace Triquet, Salaar Khan, Geraldine D'Orio, and Kaitlyn Milinic
- 5th Carmel HS - Sarah Stec, Elaina Nacinovich, Meredith Jennings, Liam Cassidy, and Edward Stanley

## Partnership with Business

- 1st Canastota HS
- 2nd Williamsville East HS

## Personal Finance

- 1st Zurez Memon, Shenendehowa HS
- 2nd Matthew Herzog, Jericho HS
- 3rd Michael Chan, New Hyde Park Mem. HS
- 4th Sara Szczypien, Peru Secondary HS
- 5th Patrick Maloney, William Floyd HS

## Public Service Announcement

- 1st Mamaroneck HS - Hannah Siegel, and Phoebe Weiser
- 2nd Carmel HS - Sarah Stec, and Meredith Jennings
- 3rd John Jay Sr. HS - Madisen Sturm-Orlando, and Jack Bott
- 4th Hendrick Hudson HS - Taylor Crisci
- 5th Schoharie HS - McKenzie Phelan, and Desiree Palmatier

## Public Speaking I

- 1st Amy Zhou, John Jay Sr. HS
- 2nd William Jin, Ward Melville HS
- 3rd Bryce Sgarlata, Oneida HS
- 4th Lynnay Dreuss, Lake George HS
- 5th Julius Colon, Tri-Valley HS

## Public Speaking II

- 1st Jason Paz, Valley Stream HS
- 2nd Shadae Leslie, Mt. Vernon HS
- 3rd Tanya Gupta, Ward Melville HS
- 4th Leah Xiao, Webster Schroeder HS
- 5th Madison LaFond, Lake George HS

## Publication Design

- 1st Valley Stream HS - Sophia Grunin
- 2nd Commack HS - Brandon Axelrod, and Jeremy Vlacancich
- 3rd Hendrick Hudson - Catherine Barra
- 4th Williamsville East HS - Becca Jordan, Jocelynn Lojacono, and Alexis Millace
- 5th Monroe-Woodbury HS - Anjani Maher, Prachi Shah, and Eileen Wang

## Sales Presentation

- 1st Leah Xiao, Webster Schroeder HS
- 2nd Yazmi Miah, Floral Park Memorial HS
- 3rd John Kraus, Williamsville East HS
- 4th Hunter Sartwell, Peru Secondary HS
- 5th Aiden Mentnech, Tri-Valley HS

# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## Securities & Investments

- 1st Shubhangi Mehra, Williamsville East HS 4th
- 2nd Jay Chen, Jericho HS
- 3rd Ishir Seth, Brighton HS
- 4th Joshua Farahzad, Ward Melville HS
- 5th Scott Horowitz, Jericho HS

## Social Media Campaign

- 1st Lakeland HS - Zoie Lagoudis, and Naomi Esteves
- 2nd Mamaroneck HS - Hannah Siegel and Annie Whittemore
- 3rd Sharon Springs HS - Allison Cross, Ian Rohac, and Cianna Keller
- 4th Jericho HS - Dan Rosenthal and Ann Paulose
- 5th John Jay Sr. HS - Jack Bott, and Madisen Sturm-Orlando

## Sports & Entertainment Management

- 1st Jericho HS - Max Chodes, Ross Platz, and Hunter Principe
- 2nd Hendrick Hudson HS - Derek Gonda, and Omar Saleh
- 3rd Ward Melville HS - Tyler Flynn, and Austin Day
- 4th Brighton HS - Felipe Hanuch, Matthew Mayer, and Ji Min Son
- 5th John F. Kennedy HS - Brian Zharov, and Jordan Sternbach

## Spreadsheet Applications

- 1st Colton Merriam, Schoharie HS
- 2nd Maria Martinez, Queens Vocational HS
- 3rd Ishaan Gupta, Williamsville East HS
- 4th Cole Garrow, Peru Secondary HS
- 5th Brett Ritter, Jericho HS

## Website Design

- 1st Valley Stream HS - Stephanie Burchell, and Tyrese Haspil
- 2nd Mt. Sinai HS - Su Yang
- 3rd Williamsville East HS - Sina Soltanieh, Jordan Richheimer, and Edward Shen
- 4th Brighton HS - Eileen Norris
- 5th Jericho HS - Christopher Lee, and Kunal Galani

## Word Processing

- 1st Lauren Pogostin, Mamaroneck HS
- 2nd Gabriela Vasilakas, H. Frank Carey HS
- 3rd Spencer Spitz, Mt. Sinai HS
- 4th Desiree Palmatier, Schoharie HS
- 5th Jessica Murphy, Williamsville East HS

## Who's Who In FBLA Recognition

Daniel Willis, Monroe-Woodbury HS

## Future Business Leader

- 1st Christopher Pereira, CarmelHS
- 2nd Shubhangi Mehra, Williamsville East HS
- 3rd Emily Barthelmes, Hendrick Hudson HS
- 4th Rohit Mathews, Sewanhaka HS
- 5th Gerald Hamilton, Carmel HS

# 2016 STATE LEADERSHIP CONFERENCE WINNERS

## Chapter of the Year

- 1st Carmel HS
- 2nd Tri-Valley HS
- 3rd Williamsville East HS
- 4th Canastota HS
- 5th Lakeland HS
- 6th Monroe-Woodbury HS
- 7th Clymer HS
- 8th Mamaroneck HS
- 9th Falcolner HS
- 10th Lake George HS



## 2016-2017 State Officer Team

- |                 |  |
|-----------------|--|
| President       | Sophia Danziger<br>Mamaroneck HS       |
| EVP             | Julie Nwaogbe<br>Elmont Memorial HS    |
| Secretary       | Gillian Mathews<br>Tri-Valley HS       |
| Treasurer       | Christopher Pereira<br>Carmel HS       |
| Historian       | Julianna Prato<br>Lakeland HS          |
| Parliamentarian | Carly Rankin<br>Lakeland HS            |
| SVP 3N          | Rahul Atluri<br>Carmel HS              |
| SVP 3S          | Casey Grosso<br>Lakeland HS            |
| SVP 4           | Cianna Keller<br>Sharon Springs HS     |
| SVP 5           | Arek Gordon<br>Greenwich HS            |
| SVP 11          | Bianca Summerville<br>Elmira HS        |
| SVP 12          | Alanna Kramer<br>Williamsville East HS |
| SVP 13          | Emily Johnson<br>Falconer HS           |





# PRODUCTIVITY

## ATTENDANCE & PARTICIPATION AT CONFERENCES SPONSORED BY THE ASSOCIATION

### **Institute for Leaders**

At the end of June 2015, several members of NYS FBLA arrived in Chicago, Illinois to participate in the 2015 Institute for Leaders. Members were able to choose a track, allowing them to focus on their specific interests. Additionally members were granted the time to network with others throughout the country. This proved to be a valuable experience for all who attended, and prepared members for the year ahead.

### **National Leadership Conference**

New York State FBLA was well-represented at the 2015 National Leadership Conference in Chicago, Illinois with 260 people attending and 189 competitors. Members attended workshops, competed in events, participated in the March of Dimes mini-walk, elected the 2015-2016 National Officer Team, and networked with their peers from all over the country. New York also said goodbye to their very own National Officer, Sabrena Sabet, who had been serving as the 2014-2015 Eastern Region Vice President. New York State advisors and chaperones served as event administrators, event assistants, and social event chaperones. During free time, members went sightseeing to attractions such as the Navy Pier, Willis Tower, and the tree-lined shores of Lake Michigan. Additionally NYS FBLA members came together to go on an architectural river cruise, followed by dinner.



# 2015 NATIONAL LEADERSHIP CONFERENCE AWARDS

1st Place – Digital Video Production  
Isabel Arias and Alyanna Felix  
Monroe-Woodbury HS

1st Place – Sales Presentation  
Isaac Cruz  
Valley Stream HS

1st Place – Securities & Investments  
Matt Herzog  
Jericho HS

2nd Place – Mobile Application Development  
Andrew Katz  
Mamaroneck HS

2nd Place – Public Service Announcement  
Claude Parola and Paola Parola  
Valley Stream HS



3rd Place – Future Business Leader  
Vamshi Adimulam  
Monroe-Woodbury HS

3rd Place – Network Design  
Dennis Bleir and Kyle Carretto  
Batavia Information Tech. Ctr.

4th Place – Public Speaking II  
Akshani Patel  
Monroe-Woodbury HS

5th Place – Digital Design & Promotion  
Madeline Grunin and Sophia Grunin  
Valley Stream HS

5th Place – Public Speaking 1  
Elise Yamen  
Tri-Valley HS

6th Place – Website Design  
Madison LaFond, Jessica Quay,  
and Harriet Thomas  
Lake George HS

7th Place – Parliamentary Procedure Team  
Robin Marshall, Shubhangi Mehra,  
Kellan Sinha, and Brian Suk  
Williamsville East HS

8th Place – Banking & Financial Systems – Willy  
Arnold,  
Joe Austin and Nathan Markwood  
Lake George HS

8th Place – Website Design  
Ronald Pritipaul  
Valley Stream HS

9th Place – Business Procedures  
Dalton Chu  
Minisink Valley HS

9th Place – Local Chapter Annual Business Report  
Clymer HS

9th Place – Spreadsheet Applications  
Mohit Singh  
Ward Melville HS

# 2015 NATIONAL LEADERSHIP CONFERENCE AWARDS

10th Place – Public Speaking 1  
Stephanie Burchell  
Valley Stream HS

10th Place – E-Business  
Ramya Gopalakrishnan and Monik Walters  
Valley Stream HS

10th Place – Social Media Campaign  
Anjani Maher and Eileen Wang  
Monroe-Woodbury HS

Hospitality Management  
Ishir Seth, Sarita Benesch, and Eileen Norris  
Brighton HS

Hospitality Management  
Michelle Dao and Caroline Wang  
Williamsville East HS

Management Decision Making  
Matthew Colosi and Dayne Feehan  
Windsor HS



Who's Who in FBLA  
Vamshi Adimulam - Monroe-Woodbury HS  
Sabrena Sabet - Lakeland HS

Business Achievement Award - America Level  
Vamshi Adimulam - Monroe-Woodbury HS  
Isabelle Arias - Monroe-Woodbury HS  
Nancy Champagne - Lakeland HS

Community Service Award – Leadership Level  
Vamshi Adimulam - Monroe-Woodbury HS  
Isabelle Arias - Monroe-Woodbury HS

Outstanding Chapter  
Monroe-Woodbury HS

Hollis & Kitty Guy  
Gold Seal Chapter Award of Merit

Canastota HS  
Carmel HS  
Clymer HS  
Falconer HS  
Lake George HS  
Lakeland HS  
Mamaroneck HS  
Monroe-Woodbury HS  
Tri-Valley HS  
Williamsville East HS



# BUSINESS-LIKE 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 NYS FBLA year. To accomplish these goals, the State Officers work on one of the four established committees: Executive, Community Engagement and Outreach, Membership Services, and Career Development. Throughout the year, these committees planned events, published articles, and posted updates to the state website and social media accounts.

### Minutes

It was the duty of the State Secretary, Aniruddha Nrusimha, 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.

### Monthly Activity Reports

The State Officers were required to submit Monthly Activity Reports (MAR) to the evaluation committee at the end of each month. The MAR is an essay-type report that describes, in detail, the progress made within the month. This report also gave the officers an opportunity to communicate the personal issues that are happening in their lives, such as SATs and college applications. These also prove extremely helpful to the Board of Trustees so that they knew what each officer was accomplishing.

### Parliamentary Procedure

The State Parliamentarian, Shubhangi Mehra, was responsible for seeing that all meetings of the NYS FBLA Association ran in accordance with Parliamentary Procedure as stated in Robert's Rules of Order, Newly Revised Edition. The Parliamentarian also encouraged all members to learn and use parliamentary procedure at their local meetings by writing articles for *The FBLA Express* and website.



# BUSINESS-LIKE PROCEDURES

## Financial Development

### Dues

The primary funding of New York State FBLA activities comes in the form of membership dues. The state dues for 2015-2016 were \$6 per member. Dues were utilized by the State Association to pay for necessities such as management of the State Leadership Conference, supplies, and travel expenses.

### Saving Money

This year NYS FBLA continued to save money by utilizing the state website. Correspondence was posted to the website rather than being mailed. These documents included the Program of Work, *The FBLA Express*, directories, and conference registration packets. State officers submitted all of their monthly correspondences electronically to their evaluators. Additionally, there was an expansion to the number of SLC competitive events materials that were sent electronically.

### 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. One of the Foundation's much anticipated fundraisers included the sale of theme baskets donated by local chapters, and generous individuals at the SLC. The Foundation has an annual board meeting at the SLC and maintains accounts separate from the State Association.

### 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. Money can be withdrawn only through checks written by the State Executive Treasurer, Peter Tambroni.

### Conference Registration Fees

At each state conference and district meeting, a registration fee is built into the total cost of the conference for each member. The money collected from these fees is used to help defray conference expenses. Many businesses and individuals sponsor competitive event winners at the State Leadership Conference in April. Local businesses also make generous donations to support the endeavors of many local chapters statewide.