



2017-2018

NEW YORK STATE FBLA ANNUAL REPORT

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LETTER TO LOCAL CHAPTERS

May 30, 2018

Dear New York State FBLA Members and Advisors:

The New York State Officer Team respectfully submits this Annual Business Report of our activities throughout the 2017-2018 membership year. From our innovative state projects and competitions, to the many productive and enriching activities of our local chapters, the members of New York State Future Business Leaders of America have taken enormous steps and have effectively begun Building Your Bridge to Success!

The path to success began at last year's State Leadership Conference with the election of our State Officer Team. In July, at the annual State Officer Training Conference, our officers established a comprehensive Program of Work for our State Association. This included a detailed plan to improve in the areas of community service, membership, publicity, and career and college readiness. Members also raised funds for the Feeding American, helping to feed America's hungry through a nationwide network of member food banks and engage our members in the fight to end hunger.

Conferences have also been an integral part of our success this year. Our Fall and Spring District Meeting helped members to network with others while learning new business skills and competing in events. New York State FBLA also hosted a National Fall Leadership Conference in Buffalo, New York with over 400 FBLA members in attendance. The concluding activity of our year was the State Leadership Conference that was held in Binghamton, New York. It was a wonderful three days of elections, competitions, and fun for members and advisors alike. The accomplishments of our state chapter this year depended upon the efforts and contributions of each and every member. Considering the remarkable gains and achievements we have made, it is well evident that we have all been working hard Building Your Bridge to Success.

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

Respectfully,



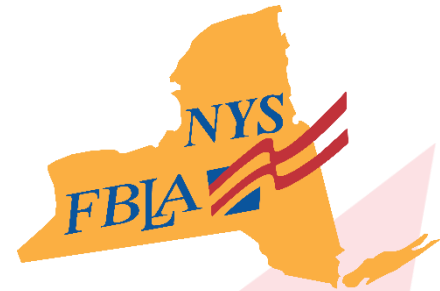
Gillian Mathews

2017-2018 New York State FBLA President

CHAPTER PROFILE

NEW YORK STATE'S FBLA 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.

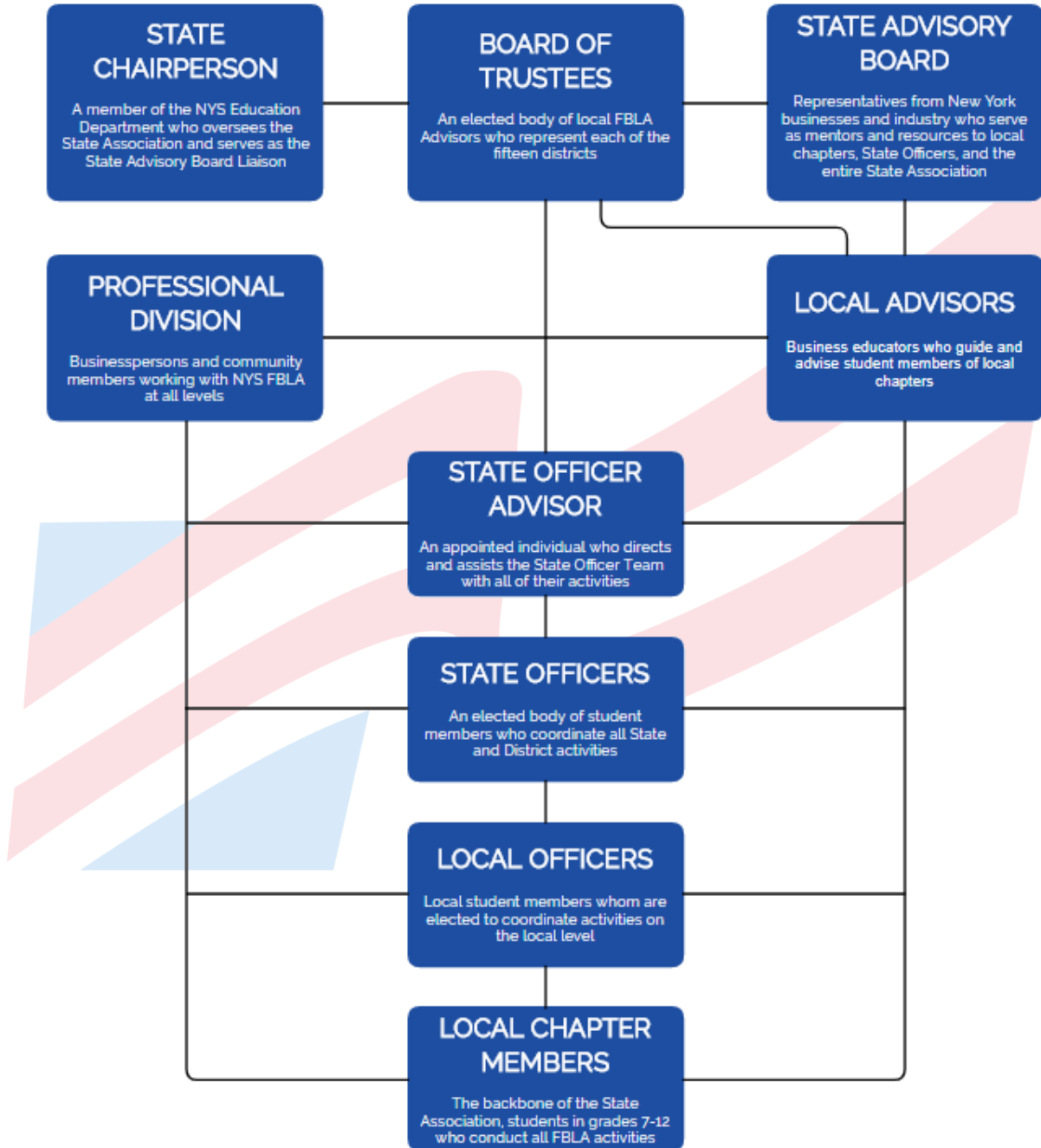
New York State FBLA was originally divided into thirteen districts with the district boundaries set up corresponding to the State Education Department Planning Regions. In 1981, District 1, Long Island, was divided into District 1N and 1S due to increasing population. In 2001, District 3, the lower Hudson 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 DoubleTree and Holiday Inn Hotels in Binghamton.

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

NYS FBLA ORGANIZATIONAL CHART



CHAPTER PROFILE

STATE OFFICERS

President

Gillian Mathews

Executive VP

Nicolena Vega

District 2 State VP

Phillip Sol

District 3S State VP

Chloe Weiser

District 3N State VP

Aidan Mentnech

District 4 State VP

Marigrace Gerhardt

District 12 State VP

Ann Wang

District 13 State VP

Emily Johnson

Secretary

Madeleine MacLean

Treasurer

Phoebe Weiser

Reporter

Maggie Bernstein

Historian

Jordan Richheimer

Parliamentarian

Brian Suk



CHAPTER PROFILE

BOARD OF TRUSTEES

Board Chair

Jennifer Judge
District 10

Vice Chairperson

Thomas Mueller
District 4

Board Secretary

Donna Meyer
District 13

Executive Secretary

Anita Halstead

District 1S

Sandra Braun

Executive Treasurer Membership Director

District 9

Peter Tambroni

District 1N

Mario Bakalov

POW Coordinator

District 3N

Jackie Palkaunieks

District 3N

Christopher Conway

District 3N

Mary Odell

State Officer Advisor

District 3S

Maria Siciliano

State President Advisor

District 3N

Judy Swarhout

District 3S

Charlene Nigro

District 4

Frank Basile

District 4

Jennifer McClure

District 7

Elizabeth Garofalo-McKenney

District 9

Greg Cupelo

District 10

Larry Harvey

District 10

Lorraine Mazza

District 11

Diane Masters

District 12

Gloria LaSota

District 13

Lisa Perry

CHAPTER PROFILE

SIZE OF 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 2017, the US Census calculated New York's population at 19.85 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 American Express, KPMG LLP, Citigroup, NBC, 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 3,678 members in 118 chapters.

CHAPTER PROFILE

FBLA CHARITIES

2017-2018 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 over 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.

2017-2018 State Charity: Feeding America



At State Officer Training, the State Officer Team voted Feeding America to be our official 2017-2018 State Charity. Feeding America is an organization that helps people struggling with hunger throughout the entire nation. Through over 60,000 food pantries nationwide, Feeding America is able to serve 37 million Americans, including 14 million children. These food pantries also include some amazing programs such as the backpack program, which provides meals for school children on weekends when free and reduced-price school lunches are unavailable.

Feeding America also facilitates disaster relief which secures and transports supplies to emergency feeding centers serving disaster victims. We as a state association are very excited to be contributing to this worthy cause. Locally, your chapter can get involved with feeding America through food drives, volunteering, and donating to local pantries.

PRODUCTIVITY

RECRUITMENT OF MEMBERS & CHAPTERS

At the weeklong 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

Mrs. Jennifer Judge maintains the New York State FBLA website, www.nysfbla.org. 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 & LOCAL OFFICERS FOR THEIR DUTIES

State Officer Training

In July, the State Officer Team attended the weeklong 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, "Building Your Bridge to Success" was chosen to be the 2017-2018 State Theme. The officer team chose to adopt Feeding America the 2017-2018 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 a chance 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 & 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.

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:

PRODUCTIVITY

Future Level Recipients:

Abby Troy, Mamaroneck High School

Aisha Bhakta, Lakeland High School

Alexandra Morelli, Mamaroneck High School

Andrew Danziger, Mamaroneck High School

Bene Farrell, Carmel High School

Caitlyn Tiedemann, Lakeland High School

Daniel Martins, Lakeland High School

Daniella Gerbasi, Lakeland High School

Ethan Scott, Lakeland High School

Evan Berta, Lakeland High School

Francesca Gerbasi, Lakeland High School

Gina Higgins, Lakeland High School

Jacob Thierfeldt, Falconer Central School

Jainul Omar, Monroe - Woodbury Senior High School

Jaskaran Singh, Lakeland High School

Jasmine Brown, Lakeland High School

Jennifer Joyce, Lakeland High School

Jessica Grosso, Lakeland High School

Jessica Katz, Mamaroneck High School

Jiya Kapoor, Lakeland High School

Jordan Richeimer, Williamsville East High School

Joselyn Speas, Falconer Central School

Kate Courtright, Clymer Central High School

Maddie Silverstein, Mamaroneck High School

Mary Cuomo, Lakeland High School

McKenzie Skarzenski, Clymer Central High School

Melissa Smith, Falconer Central School

Richie Vicinanza, Lakeland High School

Roger Uguna, Lakeland High School

Samuel Sanchez, Lakeland High School

Sayani Aggarwal, Lakeland High School

Sean Lopez, Lakeland High School

Sharon Luo, Williamsville East High School

Shrudhii Kundu, Lakeland High School

Supriya Baskaran, Hendrick Hudson High School

Zoe Hanfmann, Lakeland High School



Business Level Recipients:

Alexandra Morelli, Mamaroneck High School

Amanda Gougelmann, Hendrick Hudson High School

Andrew Danziger, Mamaroneck High School

Angelina Pharmakides, Lakeland High School

Anthony Palmisano, Lakeland High School

Emily Vesperman, Lakeland High School

Gabe Scalisi, Lakeland High School

Gianfranco Espinoza, Lakeland High School

Jessica Grosso, Lakeland High School

Jessica Katz, Mamaroneck High School

Jordan Richeimer, Williamsville East High School

Joseph DiBitetto, Hendrick Hudson High School

Madeleine MacLean, Williamsville East High School

Sharon Luo, Williamsville East High School

Stephanie Terhaar, Williamsville East High School

Leader Level Recipients:

Amanda Brown, Lakeland High School

Chris Kenney, Lakeland High School

Emily Johnson, Falconer Central School

Lauren Gaynor, Lakeland High School

Nicole Barker, Lakeland High School

America Level Recipients:

Buu-Hac Nguyen, Hendrick Hudson High School

Nina Tagliabue, Hendrick Hudson High School

PRODUCTIVITY

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, 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 Buffalo NFLC. 150 members 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 740 members from across the state attended the 2018 State Leadership Conference (SLC) held in April at both the DoubleTree and Holiday Inn Hotels in Binghamton. This conference marked the conclusion of a year of success and highlighted the achievement of NYS FBLA. The SLC featured 72 competitive events. Additionally, the State Officer Team presented workshops. 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 Baltimore, Maryland.

PRODUCTIVITY

2018 STATE LEADERSHIP CONFERENCE WINNERS

3D Animation

1st Place – Williamsville East HS – Vedant Ombase, Abisha Syahrial, and Jacob Ward

Accounting I

1st Place – Mt. Sinai HS – Isaac Kisten
2nd Place – Williamsville East HS – Nikitha Kamath
3rd Place – Cobleskill-Richmondville HS – Emma Morlang
4th Place – William Floyd HS – Brooke Fernandez
5th Place – John Jay Sr. HS – Harith Arra

Accounting II

1st Place – Hendrick Hudson HS – Joseph DiBitetto
2nd Place – Arlington HS – Anson Lee
3rd Place – Hendrick Hudson HS – Jack Braggi
4th Place – John Jay Sr. HS – Richmond Addae
5th Place – Shenendehowa HS – Jacob Pardi

Advertising

1st Place – Williamsville East HS – Chaitanya Ratnakaram
2nd Place – Jericho HS – Min Yoon
3rd Place – Minisink Valley HS – Dillon Alvarez
4th Place – Floral Park Memorial HS – Beverly Bruno
5th Place – R.C. Ketcham HS – Diana Fabrizio

Agribusiness

1st Place – Webster Thomas HS – Liam Murphy
2nd Place – Jericho HS – Jay Chen
3rd Place – Sewanhaka HS – Nevin Balgobin
4th Place – Williamsville East HS – Allen Gelfond
5th Place – Monroe-Woodbury HS – Kyle Nematz

American Enterprise Project

1st Place – Williamsville East HS

Banking & Financial Systems

1st Place – New Hyde Park Memorial HS – Barbara Baker-Pena, Nicole Klappos, and Veronica Solis
2nd Place – Shenendehowa HS – Jake Pardi, Jake Annell, and Alec Detrowidsti
3rd Place – Loyola School – Nicholas Imam and Chris Draghi
4th Place – John Jay Sr. HS – Neha Sandesh, Gianna DeNivo, and Vasudha Kilambi
5th Place – Commack HS – Jason Brigandi and Dennis Langrock

Basic Decision Making (State Only Event)

1st Place – Mamaroneck HS – Sydney Grodin
2nd Place – Tri-Valley HS – Alexia Cintulla
3rd Place – Lake George HS – Carly Collins
4th Place – New Hyde Park HS – Jacquelin Moflia
5th Place – Valley Stream HS – Courtney Chamblin

Broadcast Journalism

1st Place – Valley Stream HS – Safiyyah Savage, Sophia Steele, and Amisha Tewari
2nd Place – Lake George HS – Alice Fox and Madeleine Biles
3rd Place – Williamsville East HS – Anna Lin, Nina Raj, and Celine Wang

4th Place – Mamaroneck HS – Annie Whittemore, Nikita Gavara, and Jessica Katz

5th Place – Cobleskill-Richmondville HS – Madyson Ross and Harrison Weiss

Business Calculations

1st Place – Carmel HS – Gabriel Viera
2nd Place – Mt. Sinai HS – Isaac Kisten
3rd Place – Shenendehowa HS – Athean Myat
4th Place – Williamsville East HS – Morris Lee
5th Place – Loyola School – Ashley Jiang

Business Communications

1st Place – Monroe-Woodbury HS – Lauren Granowski
2nd Place – Williamsville East HS – Ann Wang
3rd Place – Longwood HS – Emily Dang
4th Place – Rex Asabor – Elmont Memorial HS
5th Place – Monroe-Woodbury HS – Anusha Dawson

Business Ethics

1st Place – Jericho HS – Nikko Motta, Justin Shao, and Jay Chen
2nd Place – Williamsville East HS – Rachel Romanowski, Torrie Ulrich, and Samantha Wheeler
3rd Place – Minisink Valley HS – Ben Gelardi and Connor Michael
4th Place – Schoharie HS – Matthew Loubier and Holly Yauchler
5th Place – Floral Park Memorial HS – Natalie Asitimbay, Beverly Bruno, and Kokoe Segledji

Business Law

1st Place – Sharon Springs HS – Emma Olsen
2nd Place – R.C. Ketcham HS – Mahmood Tipu
3rd Place – Sharon Springs HS – Nicholas Tomaszewski
4th Place – John Jay Sr. HS – Shreyas Babu
5th Place – William Floyd HS – Kayla Scharf

Business Plan

1st Place – Valley Stream HS – Samiah Davis
2nd Place – Mamaroneck HS – Nikita Gavara and Annie Whittemore
3rd Place – Williamsville East HS – Autumn D'Amico, Sofia Petrulla, and Ruby Zhang
4th Place – Jericho HS – Ryan Berger and Andrew Chodes
5th Place – Elmont Memorial HS – Serena Baker

Chapter Business Display (State Only Event)

1st Place – Clymer HS
2nd Place – Webster Schroeder HS
3rd Place – Mamaroneck HS
4th Place – Lakeland HS
5th Place – Falconer HS

Client Service

1st Place – H. Frank Carey HS – Christopher Perdios
2nd Place – Williamsville East HS – Chaitanya Ratnakaram
3rd Place – Mamaroneck HS – Tess Lepelstat
4th Place – Minisink Valley HS – Juliet Jacobson
5th Place – Commack HS – Abinaya Anand

PRODUCTIVITY

2018 STATE LEADERSHIP CONFERENCE WINNERS

Community Service Project

- 1st Place – Clymer HS
- 2nd Place – Tri-Valley HS
- 3rd Place – Mamaroneck HS
- 4th Place – Williamsville East HS
- 5th Place – Carmel HS

Computer Applications

- 1st Place – HFM P-Tech – Rane Dutcher
- 2nd Place – Sharon Springs HS – Owen Rohac
- 3rd Place – Lake George HS – Mattis Williams
- 4th Place – New Hyde Park Mem. HS – Aarman Jivraj
- 5th Place – Batavia Career & Tech Ctr. – Donovan Kelly

Computer Game & Simulation Programming

- 1st Place – Mt. Morris May Center – Angel Felix and Spencer Herring
- 2nd Place – Williamsville East HS – Jeffrey Chen and Orko Sinha

Computer Problem Solving

- 1st Place – Eden HS – Miles Calloway
- 2nd Place – Wayne HS – Mathew Lukaszowski
- 3rd Place – Mamaroneck HS – Pablo Garza
- 4th Place – Commack HS – Marcus Chung
- 5th Place – Williamsville East HS – Morris Lee

Cyber Security

- 1st Place – Webster Schroeder HS – Daniel Ye
- 2nd Place – Eden HS – Miles Calloway
- 3rd Place – Mamaroneck HS – James Chiu
- 4th Place – Williamsville East HS – Daniel Parizhanski
- 5th Place – Commack HS – Marcus Chung

Digital Video

- 1st Place – Jericho HS – Max Inoff, Michael Lin, and Jaclyn Paston
- 2nd Place – Williamsville East HS – Thomas Burke, Adam Rosenthal, and Colson Skorka
- 3rd Place – H. Frank Carey HS – Tiziana Torres

E-business

- 1st Place – Mamaroneck HS – Julia Dorf, Diana Goldansky, and Bethany Sattler
- 2nd Place – Jericho HS – Susan Baek and Anusha Dhoot
- 3rd Place – Williamsville East HS – Sydney Millace, Grace Degan, and Maddy Lance
- 4th Place – John Jay Sr. HS – Shreyas Babu and Rohan Ganesan

Economics

- 1st Place – John Jay Sr. HS – Amy Zhou
- 2nd Place – Jericho HS – Molly Schwartz
- 3rd Place – Shenendehowa HS – Athean Myat
- 4th Place – Mamaroneck HS – Ryan Huang
- 5th Place – Shenendehowa HS – Alex Ostrowidzki

Electronic Career Portfolio

- 1st Place – Williamsville East HS – Jordan Marshall
- 2nd Place – Elmont Memorial HS – Rex Asabor
- 3rd Place – Jericho HS – Michael Gold
- 4th Place – Eden HS – Emely Proios

- 5th Place – Schoharie HS – Denise Woodman

Emerging Business Issues

- 1st Place – Valley Stream HS – Jeannine Nwade and Chinonyelum Okoli
- 2nd Place – Minisink Valley HS – Ben DiTrocchio, Patrick Lynn, and William Schiele
- 3rd Place – Jericho HS – Justin Adel, Michael Gold, and Devan Singh
- 4th Place – Mamaroneck HS – Malena Bianco, Isabel Alvarado, and Samantha Lurie
- 5th Place – Williamsville East HS – Payton MacLean, Benjamin Terhaar, and Stephanie Terhaar

Entrepreneurship

- 1st Place – Hendrick Hudson HS – Maggie Bernstein and Jack Briggi
- 2nd Place – Jericho HS – Jenny Zwerling, Andrew Chodes, and Lucas Josephy
- 3rd Place – Floral Park Memorial HS – Dylan Mattingly, Mololuwa Ifebajo, and Edward Geraghty
- 4th Place – Carmel HS – Katherine Obojkovits, Jake Alfonzetti, and Rahul Atturi
- 5th Place – Mt. Sinai HS – Christopher Fazio and Shree Talluri

FBLA Creed Speaking (State Only Event)

- 1st Place – Williamsville East HS – Anna Brown
- 2nd Place – Schoharie HS – John Polley
- 3rd Place – Tri-Valley HS – Macy Shamro
- 4th Place – Cobleskill-Richmondville HS – Madelyn Weiss
- 5th Place – Floral Park Memorial HS – Kokoe Segledji

Global Business

- 1st Place – R.C. Ketcham HS – Dylan Ramage and Ezekiel Arubuilhe
- 2nd Place – Webster Schroeder HS – Daniel Yo and Vitenesh Baskar
- 3rd Place – Mt. Sinai HS – Michael Muroff and Nick Rodriguez
- 4th Place – Jericho HS – Alisha Kochar, Molly Schwartz, and Mansi Vohra
- 5th Place – John Jay Sr. HS – Amelia Chen, Tanvi Athavale, and Dilynn Kessler

Graphic Design

- 1st Place – Jericho HS – Angela Chen, Vicky Gao, and Josie Min Yoon
- 2nd Place – Mamaroneck HS – Natasha Gavara and Josie Zimmerman
- 3rd Place – Williamsville East HS – Alisa Franasiak and Sarah Hennessy
- 4th Place – Little Falls Sr. HS – Carmela Cancelmo and Jennifer LaGrange

Healthcare Administration

- 1st Place – Williamsville East HS – Sherrie Wang
- 2nd Place – Williamsville East HS – Jessica Meng
- 3rd Place – Mamaroneck HS – Connor Aylett
- 4th Place – Jericho HS – Zelig Kukangara
- 5th Place – John Jay Sr. HS – Melissa Peters

PRODUCTIVITY

2018 STATE LEADERSHIP CONFERENCE WINNERS

Help Desk

- 1st Place – Commack HS – Alexis Davitashvili
- 2nd Place – Jericho HS – Davesh Valagolam
- 3rd Place – Sewanhaka HS – Emmanuel Bernadin
- 4th Place – John Jay Sr. HS – Dilynn Kessler
- 5th Place – Williamsville East HS – Sarah Moyer

Hospitality Management

- 1st Place – Sewanhaka HS – Kaitlyn Milinic and Nevin Balgobin
- 2nd Place – Clarence HS – Alison Flaglor
- 3rd Place – Carmel HS – Bene Farrell and Meghan Diillon
- 4th Place – Williamsville East HS – Isabelle Stewart, Grace Yao, and Hannah Yi
- 5th Place – Clymer HS – Kamryn Rattler

Impromptu Speaking

- 1st Place – Commack HS – Alexis Davitashvili
- 2nd Place – Cobleskill-Richmondville HS – Alexandra Walters
- 3rd Place – Rome Free Academy – Noah Nardoza
- 4th Place – John Jay Sr. HS – Amy Zhou
- 5th Place – New Hyde Park Mem. HS – Veronica Solis

Insurance & Risk Management

- 1st Place – Shenendehowa HS – Jake Amell
- 2nd Place – Williamsville East HS – Jaiha Lee
- 3rd Place – Jericho HS – Jason Suh
- 4th Place – John Jay Sr. HS – Neha Sandesh
- 5th Place – Mamaroneck HS – Skyler Minguillo

Introduction to Business

- 1st Place – Jericho HS – Michael Pecorara
- 2nd Place – Williamsville East HS – Gemma Petruella
- 3rd Place – Williamsville East HS – Megha Pratapwar
- 4th Place – John Jay Sr. HS – Gianna DeNivo
- 5th Place – Webster Schroeder HS – Felix Huang

Introduction to Business Communications

- 1st Place – Williamsville East HS – Lucas Romanowski
- 2nd Place – Falconer HS – Tyler Smith
- 3rd Place – John F. Kennedy HS – Hugh Cheung
- 4th Place – John F. Kennedy HS – Gabe Cohen
- 5th Place – Jericho HS – Jason Suh

Introduction to Business Presentation

- 1st Place – Mamaroneck HS – Troy Abby, Maddie Silverstein, and Lorelei Bertini
- 2nd Place – Jericho HS – Michael Pecorara, Jeremy Rothman, and David Salmonson
- 3rd Place – John Jay Sr. HS – Carl DeMarco, Vasudha Kilambi Dhruv Kaderu
- 4th Place – Sharon Springs HS – Jillian Bent and Miranda Mabie
- 5th Place – Tri-Valley HS – Samantha Houghtaling

Introduction to Business Procedures

- 1st Place – Jericho HS – Sujay Alluri
- 2nd Place – Mamaroneck HS – Lorelei Bertini
- 3rd Place – Schoharie HS – John Polley
- 4th Place – Jericho HS – Allison Lee
- 5th Place – John Jay Sr. HS – Dhruv Kaderu

Introduction to FBLA

- 1st Place – Carmel HS – Bene Farrell
- 2nd Place – Williamsville East HS – Richelle Yu
- 3rd Place – Mamaroneck HS – Alexandra Morelli
- 4th Place – Clymer HS – Emily Perry
- 5th Place -- Mamaroneck HS – Saylor Garcia

Introduction to Financial Math

- 1st Place – Jericho HS – Jeremy Rothman
- 2nd Place – Commack HS – Ariana Aghili
- 3rd Place – Webster Schroeder HS – Adelyn Carney
- 4th Place – Jericho HS – Davesh Valogolam
- 5th Place – Mamaroneck HS – Katherine Zweighaft

Introduction to Information Technology

- 1st Place – Webster Schroeder HS – Felix Huang
- 2nd Place – Loyola HS – Alexander DelFranco
- 3rd Place – John F. Kennedy HS – Hugh Cheung
- 4th Place – Williamsville East HS – Irene Wang
- 5th Place – Minisink Valley HS – Naomi Hernandez

Introduction to Parliamentary Procedure

- 1st Place – Williamsville East HS – Tina Serghany
- 2nd Place – Elmont Memorial HS – Munahil Sultana
- 3rd Place – Mamaroneck HS – Anna Daum
- 4th Place – Williamsville East HS – Serena Fan
- 5th Place – Canastota HS – Emily Case

Introduction to Public Speaking

- 1st Place – Valley Stream HS – Lauren Wright
- 2nd Place – Clarence HS – Alex Crego
- 3rd Place – Tri-Valley HS – Victoria Swett
- 4th Place – Jericho HS – Amy Sheen
- 5th Place – Sharon Springs HS – Jillian Bent

Introduction Word Processing (State Only Event)

- 1st Place – Falconer HS – Jacob Sears
- 2nd Place – Sharon Springs HS – Madison Daignault
- 3rd Place – Sewanhaka HS – Jordan Hicks
- 4th Place – Williamsville East HS – Irene Wang
- 5th Place – Canastota HS – Gabbie Edwards

Job Interview

- 1st Place – Sharon Springs HS – Nicholas Tomaszewski
- 2nd Place – Jericho HS – Justin Adel
- 3rd Place – Mamaroneck HS – Jessica Katz
- 4th Place – Carmel HS – Paulo Gavira
- 5th Place – Schenevus HS – Victoria Hunter

Journalism

- 1st Place – John F. Kennedy HS – Gabe Cohen
- 2nd Place – Williamsville East HS – Sydney Kim
- 3rd Place – Jericho HS – Mansi Vohra
- 4th Place – John Jay Sr. HS – Chelsea Commodore
- 5th Place – New Hyde Park Mem. HS – Barbara Baker-Pena

Local Chapter Annual Business Report

- 1st Place – Clymer HS
- 2nd Place – Canastota HS
- 3rd Place – Mamaroneck HS

PRODUCTIVITY

2018 STATE LEADERSHIP CONFERENCE WINNERS

4th Place – Williamsville East HS
5th Place – Falconer HS

Management Decision Making

1st Place – Williamsville East HS – Marissa Collura, Reilly Voyer, and Lauren Clark
2nd Place – John Jay Sr. HS – Shreyas Babu, Thomas Russo, and Harith Arra
3rd Place – Mamaroneck HS – Mark Yukelis, Vincent Jacobe de Naurois, and Kate Metzendorf
4th Place – Williams Floyd HS – Evan Meinke
5th Place – New Hyde Park Mem. HS – Sarah Abraham, Hesham Khan, and Cassandra Ward

Marketing

1st Place – HFM P-Tech – Cierra Mason
2nd Place – Longwood HS – Cynthia Romero
3rd Place – Arlington HS – Anson Lee
4th Place – Williamsville East HS – Chaitanya Ratnakaram, Neel Cheru, and Henri Tetrault
5th Place – John F. Kennedy HS – David Frank, Linda Jiang, and Noah Kava

Mobile Application Development

1st Place – Jericho HS – Angela Chen, Neha Jannu, and Daves Valagolam
2nd Place – Mamaroneck HS – Sam Brause, Pablo Garza, and Paul Pedrozo
3rd Place – Williamsville East HS – Nidhish Gokhale, and Kevin Wang
4th Place – Hendrick Hudson HS – Christian Aurand, Ben Mahler, and Max Tieche

Network Design

1st Place – Williamsville East HS – Zachary Karlsen, Jordan Richheimer, and Jacob Nostrant
2nd Place – Minisink Valley HS – Naomi Hernandez
3rd Place – Jericho HS – Adam Wang, Michael Lin, and Andrew Fang

Networking Concepts

1st Place – Eden HS – Miles Calloway
2nd Place – Williamsville East HS – Orko Sinha
3rd Place – Wayne HS – Mathew Lucaszewski
4th Place – John F. Kennedy HS – Sam Moskowitz
5th Place – William Floyd HS – Michael Neuhaus

Organizational Leadership

1st Place – John Jay Sr. HS – Mia Emig
2nd Place – New Hyde Park Mem. HS – Hesham Khan
3rd Place – H. Frank Carey HS – Erika Andrasick
4th Place – Floral Park Mem. HS – Dylan Mattingly
5th Place – Floral Park Mem. HS – Beverly Bruno

Outstanding First Year Member (State Only Event)

1st Place – Clymer HS – McKenzie Skarzenski
2nd Place – Cobleskill-Richmondville HS – Isabella Lucear
3rd Place – Williamsville East HS – Payton MacLean
4th Place – Mamaroneck HS – Tess Lepelstat
5th Place – Lakeland HS – Gina Higgins

Parliamentary Procedure Team

1st Place – Williamsville East HS – Connie An, Karthik Kannappan, Jennie An, Sharan Prasad, and Crystal Lu
2nd Place – Falconer HS – Olivia Booth, Jacob Thierfeldt Spencer Bautista, and Emily Johnson
3rd Place – Mamaroneck HS – Alma Beckwith, Saylor Garcia, Dante Howard, Pierre Julien Morange, and Tess Lepelstat
4th Place – John Jay Sr. HS – Ameila Chen, Allison Yu, Shaily Jani, Thomas Russo, and Candy Zheng
5th Place – William Floyd HS – Terence Jackson, Isabella Harkin, Evan Meinke, Kayla Scharf, and Ethan Burrell

Parliamentary Procedure Individual (State Only Event)

1st Place – Mamaroneck HS – Dante Howard
2nd Place – Williamsville East HS – Connie An
3rd Place – Monroe-Woodbury HS – Anusha Dawson
4th Place – Hendrick Hudson HS – Buu Hac Nguyen
5th Place – Hendrick Hudson HS – Supriya Baskaran

Partnership with Business

1st Place – Williamsville East HS
2nd Place – Oneida High School

Personal Finance

1st Place – Williamsville East HS – Madeleine MacLean
2nd Place – Shenendehowa HS – Jake Amell
3rd Place – Webster Thomas HS – Liam Murphy
4th Place – Hendrick Hudson HS – Jack Briggs
5th Place – New Hyde Park Mem. HS – Veronica Solis

Public Service Announcement

1st Place – Mamaroneck HS – Michaela Gualano, Corin Snyder, and Kaitlyn Spiridellis
2nd Place – Williamsville East HS – Zachary Karlsen, Jordan Richheimer, and Stephanie Terhaar
3rd Place – Floral Park Memorial HS – Caitlyn Sherry, Christina Rivera, and Marwa Alami
4th Place – Jericho HS – Jenny Zwerling, Elijah Leist, and Neha Jannu
5th Place – Lakeland HS – Gabe Scalisi

Public Speaking II

1st Place – Longwood HS – Meagan Reynoso
2nd Place – Sharon Springs HS – Chris Howell
3rd Place – Lake George HS – Jack Mellon
4th Place – Arlington HS – Ruju Dani
5th Place – Rome Free Academy – Massimo Mattacola

Publication Design

1st Place – Valley Stream HS – Aleena Abraham and Jessica Paul
2nd Place – Mamaroneck HS – Andrew Danziger, Gabriel Jacobe de Naurois, and Chloe Weiser
3rd Place – Tri-Valley HS – Rebecca Musa and Emily Schmidt
4th Place – Jericho HS – Susan Baek, Anushka Dhoot, and Jasmine Samadi
5th Place – Hendrick Hudson HS – Nina Tagliabue and Supriya Baskaran

PRODUCTIVITY

2018 STATE LEADERSHIP CONFERENCE WINNERS

Sales Presentation

- 1st Place – Jericho HS – Jaclyn Paston
- 2nd Place – Williamsville East HS – John Kraus
- 3rd Place – Clarence HS – Thomas Flaglor
- 4th Place – Loyola School – Nicholas Imam
- 5th Place – Floral Park Mem. HS – Mololuwa Ifebajo

Securities & Investments

- 1st Place – Mt. Sinai HS – Skyler Spitz
- 2nd Place – Jericho HS – Andrew Fang
- 3rd Place – Webster Schroeder HS – Viknesh Baskar
- 4th Place – G. Ray Bodley HS – Caitlyn McAfee
- 5th Place – Shenendehowa HS – Alec Ostrowdzki

Social Media Campaign

- 1st Place – Mamaroneck HS – Sophie Molho, Hannah Siegel, and Phoebe Weiser
- 2nd Place – Valley Stream HS – Ibrahim Ilyas
- 3rd Place – Monroe-Woodbury HS – Kristina Stevanovic and Eileen Wang
- 4th Place – R.C. Ketcham HS – Armin Kermani and Dylan Rampage
- 5th Place – Longwood HS – Susan Yenny

Sports & Entertainment Management

- 1st Place – Hendrick Hudson HS – Joseph DiBitetto, Ben Mahler, and Max Tieche
- 2nd Place – Jericho HS – Sujay Alluri, Jeremy Rothman, and David Salmonson
- 3rd Place – Mt. Sinai HS – Jake Ritter and Isaac Kisten
- 4th Place – John Jay Sr. HS – Rohan Ganesan, Luke Marchi, and Sarah Gremelsbacker
- 5th Place – Arlington HS – Eric Wei and Jonathan Ye

Spreadsheet Applications

- 1st Place – Sharon Springs – Christopher Howell
- 2nd Place – Williamsville East HS – Hersh Blaggan
- 3rd Place – Eden HS – Vincent Koren
- 4th Place – Schoharie HS – Matthew Loubier
- 5th Place – Mamaroneck HS – Katia Ghiglino

Website Design

- 1st Place – Valley Stream HS – Nader Ahmed and Gwyneth Pascual
- 2nd Place – Mamaroneck HS – Alex Huang, Liam Manley and Jordan Ramirez
- 3rd Place – Williamsville East HS – Robert Korman, and Kevin Wang
- 4th Place – Jericho HS – Lucas Josephy, Jiaqi Zhang, and Harrison Edelman
- 5th Place – Hendrick Hudson HS – Max Tieche

Word Processing

- 1st Place – H. Frank Carey HS – Christopher Perdios
- 2nd Place – Longwood HS – Emily Dang
- 3rd Place – Sharon Springs HS – Abby Reynolds
- 4th Place – New Hyde Park HS – Sarah Abraham
- 5th Place – Mamaroneck HS – Isabel Alvarado

Outstanding Intern Award (State Only Event)

- Lakeland HS – Zoe Hanfmann

Future Business Leader

- 1st – Tri-Valley HS – Gillian Mathews
- 2nd – Falconer HS – Emily Johnson
- 3rd – Cobleskill-Richmondville HS – Marigrace Gerhardt
- 4th – Mamaroneck HS – Phoebe Weiser
- 5th – Williamsville East HS – Ann Wang

Who's Who in FBLA

- Williamsville East HS – Ann Wang

Outstanding Advisor – NYS FBLA

- Williamsville East HS – Michelle Anzalone

Outstanding State Officer (State Only Event)

- Falconer HS, Emily Johnson, State VP for District 13

Outstanding First Year Chapter (State Only Event)

- Honorable Mention – HFM P-Tech – Advisor -- Michael LaMastra and Chapter President – Aislynn Ward

Chapter of the Year (State Only Event)

- 1st Place – Mamaroneck HS
- 2nd Place – Williamsville East HS
- 3rd Place – Carmel HS
- 4th Place – Clymer HS
- 5th Place – Canastota HS
- 6th Place – Falconer HS
- 7th Place – Monroe-Woodbury HS
- 8th Place – John Jay Sr. HS

PRODUCTIVITY

2018-2019 STATE OFFICER TEAM

Nicholas Imam, State President, Loyola School

Aidan Mentnech, Executive Vice President, Tri-Valley HS

Victoria Lee, Secretary, Monroe-Woodbury HS

Andrew Danziger, Treasurer, Mamaroneck HS

Sophia Lucear, Reporter, Cobleskill-Richmondville HS

Nina Tagliabue, Historian, Hendrick Hudson HS

Anusha Dawson, Parliamentarian, Monroe-Woodbury HS

Safiyah Savage, State Vice President for District 1N, Valley Stream HS

Meghan Dillon, State Vice President for District 3N, Carmel HS

Michaela Gualano, State Vice President for District 3S – Mamaroneck HS

Athean Myat, State Vice President for District 4 – Shenendehowa HS

Autumn Shaughnessy, State Vice President for District 5 – Lake George HS

Andrew Fox – State Vice President for District 7 – Little Falls Sr. HS

Taylor Tyscka – State Vice President for District 10 – Batavia Career & Tech Ctr.

Sharon Luo, State Vice President for District 12 – Williamsville East HS

Jacob Thierfeldt, State Vice President for District 13 – Falconer HS

PRODUCTIVITY

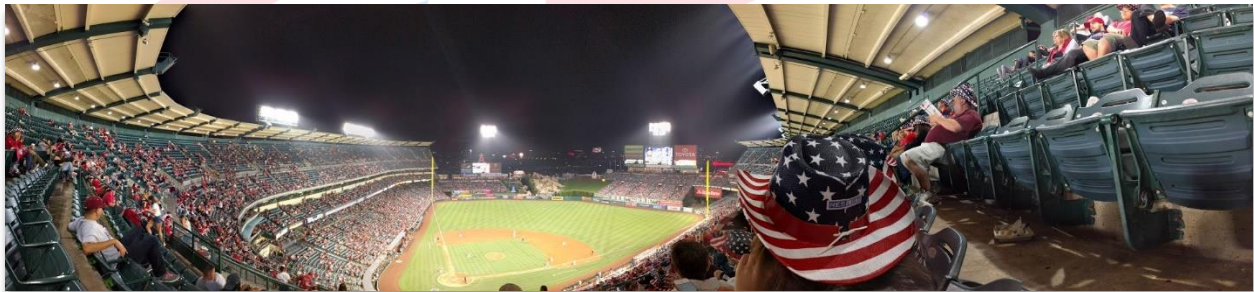
ATTENDANCE & PARTICIPATION AT CONFERENCES SPONSORED BY THE ASSOCIATION

Institute for Leaders

At the end of June 2017, several members of NYS FBLA arrived in Anaheim, California to participate in the 2017 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 2017 National Leadership Conference in Anaheim, California with 216 students with 197 competitors and 68 chaperones and advisors attending in total. Members attended workshops, competed in events, participated in the March of Dimes mini-walk, elected the 2017-2018 National Officer Team, and networked with their peers from all over the country. New York also said goodbye to their very own National Officer, Sophia Danziger, who had been serving as the 2016-2017 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 Disneyland, Hollywood, different beaches, and even an Anaheim Ducks Game!



PRODUCTIVITY

2017 NATIONAL LEADERSHIP CONFERENCE AWARDS – ANAHEIM, CALIFORNIA

1st Place – Business Ethics

Nader Ahmed and Jeenia Zaki
Valley Stream HS

1st Place – Network Design

Andrew Katz, Sam Brause, Paul Pedrozo
Mamaroneck HS

2nd Place – Client Service

Alexandria Willets
William Floyd HS

2nd Place – Graphic Design

Sophia Grunin and Gabriela Reyes
Valley Stream HS

4th Place – Job Interview

Arthur Thery
Mamaroneck HS



6th Place – Journalism

Sharon Luo
Williamsville East HS

6th Place – Introduction to Financial Math

Hugh Cheung
John F. Kennedy HS



FINALISTS

Banking & Financial Systems – Jayson Flum, Justin Shao, Srikar Alluri – Jericho HS

Digital Video Production – Grey Lancaster – Valley Stream HS

Job Interview – Kristin Milinic – Sewanhaka HS

Management Decision Making – Abinaya Anand, Melissa DiGiorgio – Commack HS

Public Speaking II – Brian Fanor – Valley Stream HS

Parliamentary Procedure Team – Aniruddha Nrusimha, Connie An, Madeleine MacLean, Sherrie Wang – Williamsville East HS

PRODUCTIVITY

CSA Achievement Award Recipients

Alexandra Morelli, Community - Mamaroneck High School

Anna Hendrickson, Community - Tri - Valley Central School

Bene Farrell, Community - Carmel High School

Emily Johnson, Community - Falconer Central School

Emily R Perry, Community - Clymer Central High School

Julia Dorf, Community - Mamaroneck High School

Kamryn Rattler, Community - Clymer Central High School

McKenzie Skarzenski, Community - Clymer Central High School

Meghan Dillon, Community - Carmel High School

Sharon Luo, Community - Williamsville East High School

Emily Johnson, Service - Falconer Central School

Jessica Katz, Service - Mamaroneck High School

BUSINESS-LIKE PROCEDURES

CHAPTER MANAGEMENT & 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, Madeleine MacLean, 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, Brian Suk, 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 2017-2018 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.