

2019 - 2020



**New York State FBIA
Annual Report**

CONTENTS

Letter to Local Chapters	2
Letter from the President	3
Chapter Profile	4
New York State FBLA's History	5
District Map	6
FBLA Hierarchy	7
State Officers	8
Board of Trustees	9
Size of the State Chapter	10
State Charities	11
Productivity	12
Recruitment of Members and Chapters	13
State Officer Assistance to Local Chapters	13
Preparation of State and Local Officers for their Duties	14
Cooperation with Businesses, Professionals & Service Groups within the Community	15
Participation in Public Relations Activities and Newspaper Preparation	15
Development and Promotion of FBLA-PBL State Projects	16
Support of FBLA-PBL National Projects	17
BAA Recipients	18
Implementation of State Conferences	19
Attendance and Participation at Conferences Sponsored by the Association	20
2019 National Leadership Conference Awards	21
Business-Like Procedures	23
Chapter Management and Organization	24
Financial Development	25



Letter to Local Chapters

Letter from the President

May 3, 2020

Dear New York State FBLA Members and Advisors,

The New York State Officer Team respectfully submits this State Annual Business Report highlighting our activities throughout the 2019-2020 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 in understanding that we are One State . . . Countless Opportunities.

The path to success began at the 2019 State Leadership Conference with the election of our State Officer Team. In July, at the annual State Officer Training, our officers established a comprehensive Program of Work for our State Association. This included a detailed plan to engage members in the areas of community service, membership, publicity, and career and college readiness. State councils served as leadership teams where members were able to gain direct insight from our State Officers, get more involved in FBLA, and further promote the Program of Work. Chapters also raised funds and held various clean-up and recycling events for our State Charity, Keep America Beautiful.

Conferences have been an integral part of our success this year. Our Fall and Spring District Meetings helped members network with others while learning new business skills and competing in events. New York State FBLA officially endorsed the National Fall Leadership Conference in Washington DC. There, members witnessed the scale that this organization reaches on a national level while networking with others from across our country. Every year, the concluding activity is the State Leadership Conference, which was scheduled in Rochester for April 1-3 this year. While we were not able to all come together one final time this year due to the COVID-19 pandemic, the collective contributions and accomplishments of each and every member are undeniable.

It has been an honor serving the members and advisors of NYS FBLA as your State President this year.



Andrew Danziger
2019-2020 New York State FBLA President



Chapter Profile

New York State FBLA's History

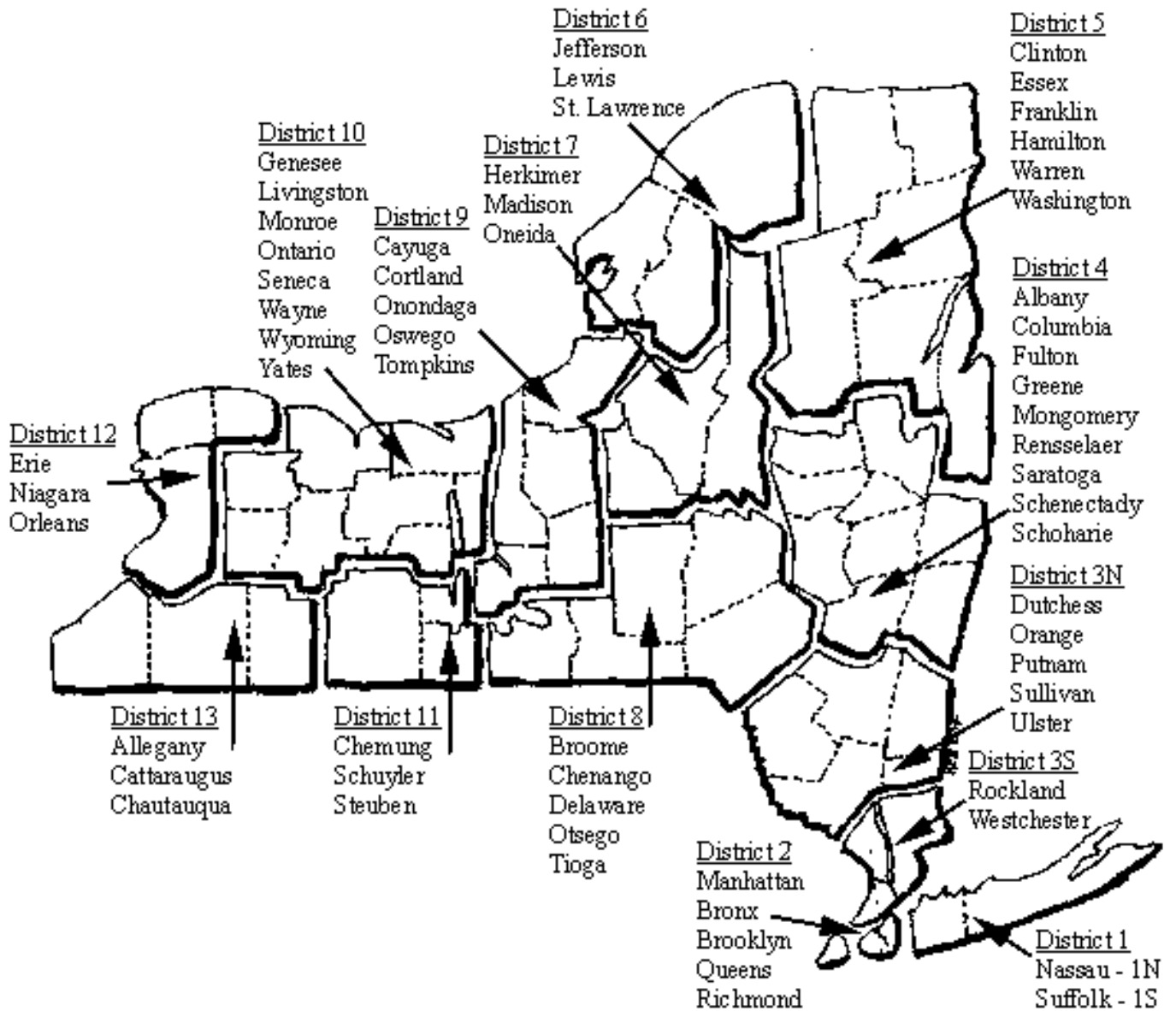
Future Business Leaders of America was founded in 1936 by Hamden L. Forkner of Columbia University. He envisioned FBLA providing a smooth transition from school to the business world. Today, this organization has grown to become the largest student business organization in the world with more than 230,000 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 geographic districts with the boundaries set up corresponding to the State Education Department Planning Regions. In 1981, District 1, on Long Island, was divided into Districts 1N and 1S due to increasing population. In 2001, District 3, the lower Hudson Valley area, was divided into Districts 3N and 3S, thus bringing the total number of districts to fifteen.

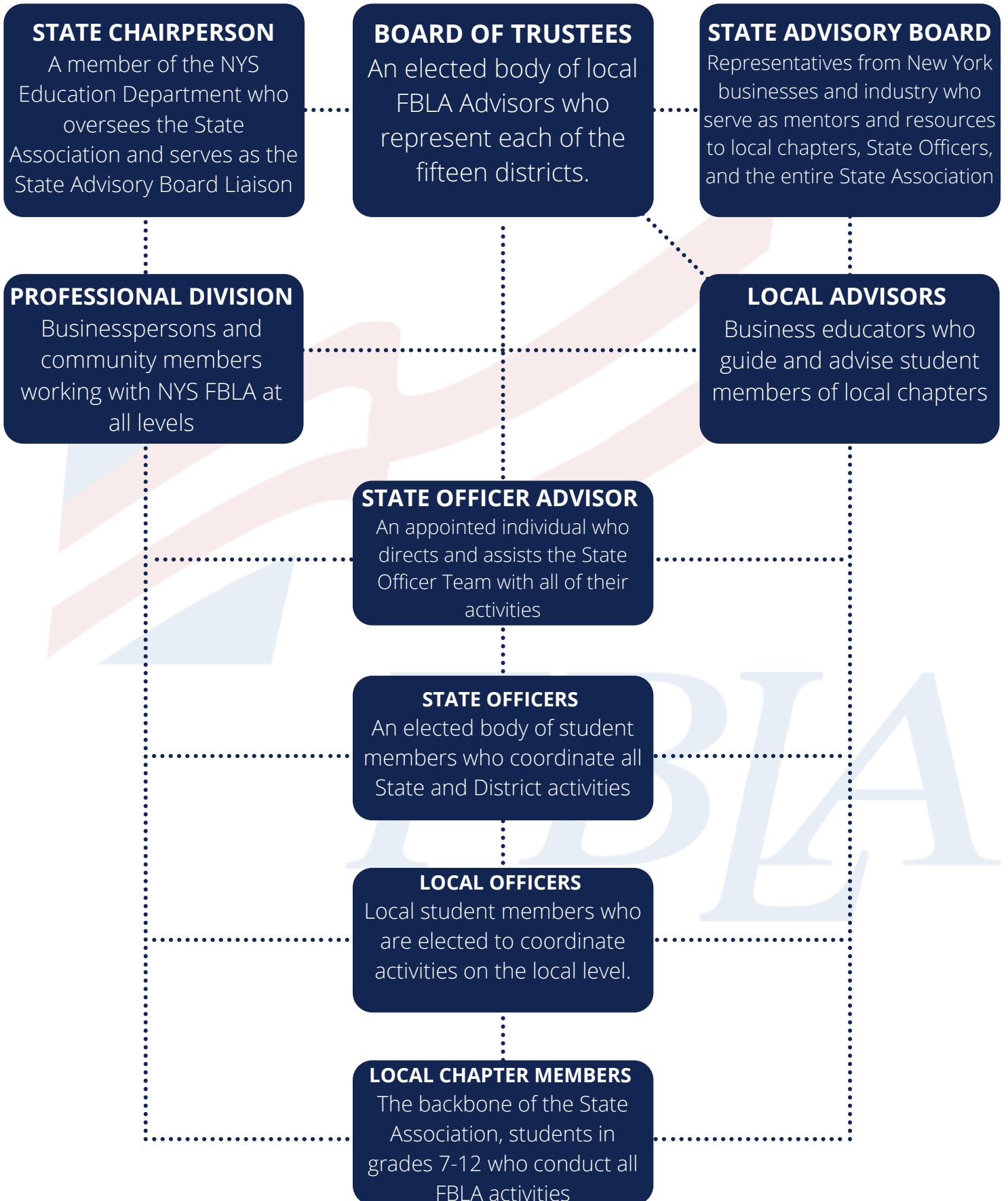
In 1967, Mr. Hobart H. Conover, Chief of the Bureau of Business Education, became the first New York State FBLA Chairperson. Mr. Elton T. Murphy, Associate of the Bureau, was named the first New York State FBLA Advisor. On March 20, 1970, the University of the State of New York gave NYS FBLA an absolute 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 55 years. Currently, it is held in Rochester.

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 (SOT). 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.

District Map



FBLA Hierarchy



State Officers

President

Andrew Danziger

Executive Vice President

Andrew Fox

District 1N
State Vice President
Maryam Bacchus

District 1S
State Vice President
Madison Crilley

District 3N
State Vice President
Spencer Decembrino

District 3S
State Vice President
Zoe Hanfmann

District 5
State Vice President
Madeleine Biles

District 7
State Vice President
Emily Case

District 12
State Vice President
Chai Ratnakaram

Secretary
Jillian Bent

Treasurer
Katelynn Mangual

Reporter
Riva Shukla

Historian
Aisha Bhakta

Parliamentarian
Dante Howard



Board of Trustees

Board Chair

Jennifer Judge
District 10

Board Secretary

Donna Meyer
District 13

Vice Chairperson

Thomas Mueller
District 4

Executive Treasurer & Membership Director

Peter Tambroni
District 9

Program of Work Coordinator

Jackie Palkaunieks
District 3N

State Officer Advisor

Maria Siciliano
District 3S

District 1S

Jessica Gartland

District 1S

Kristin Puric

District 1N

Mario Bakalav

District 3N

Mary Odell

District 3S

Charlene Nigro

District 3N

Christopher Conway

District 4

Jennifer McClure

District 5

Brenda Hoffman

District 4

Frank Basile

District 9

Greg Cupelo

District 10

Larry Harvey

District 7

Elizabeth Garofalo-McKenney

District 12

Gloria LaSota

District 13

Lisa Perry

District 11

Diane Masters

District 13

Michelle Johnson

Executive Secretary

Anita Halstead

Size of State Chapter

NEW YORK

is the **27th LARGEST STATE**



with **54,475 square miles** and is the **4th most populous state.**

LARGEST STATE

in the

Mid Atlantic region

and home of the

FINGER LAKES

ADIRONDACK MOUNTAINS

&

NEW YORK CITY.

New York is **extremely diverse**, with busy urban centers, suburban communities & rural agricultural areas.

It is home to **hundreds** of small businesses, farms & tourist attractions

The US Census calculated New York's population as

19.5 million

in 2019.

New York is a **leader** for various industries, with **71** Fortune 500 companies

headquartered in state, including

JP Morgan, Verizon, MetLife, Time Warner & American Express.

New York City is the state's economic anchor;

a large amount of the state's revenue comes from Wall Street & the

New York Stock Exchange. 10

This year, NYS FBLA has **3,255 members** in **112 chapters.**

State Charities

2019-2020 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 are actively involved in promoting March of Dimes and the awareness of premature births. For instance, FBLA hosts a Blue Jeans for Babies Dance at all National Conferences and the March for Babies Walk at the National Leadership Conference.



2019-2020 State Charity: Keep America Beautiful

New York State Future Business Leaders of America chooses Keep America Beautiful as their 2019-2020 State Charity. Keep America Beautiful is a non-profit organization that inspires and educates people to take action every day to improve and beautify their community environment. FBLA members got involved with this charity by hosting local cleanups, using reusable products, and educating others about recycling. Many of this year's Program of Work activities involve Keep America Beautiful and its affiliates.





Productivity

Productivity

RECRUITMENT OF MEMBERS AND CHAPTERS

At the weeklong State Officer Training in July, 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 existing members with the resources necessary to succeed in NYS FBLA, National FBLA-PBL and careers.

Early Bird Membership

Along with National FBLA-PBL, 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 FBLA to serve as a resource for the Program of Work, guidance for state activities and for networking across the state. In addition, a Parliamentarian is 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 leadership 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 and Local Presidents to share 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 stay up to date. In addition, each State Officer and Board of Trustee member has a state e-mail address, allowing members and advisors to easily contact the state association

Social Media

Mr. Larry Harvey manages New York State FBLA social media accounts that are updated regularly.

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 packed week, each of the officers learned the duties specific to their office. They attended informative workshops, presented by alumni and Board of Trustee members, that included professional image, job interview skills, time management, effective leadership skills, and parliamentary procedure. Additionally, officers had the opportunity to begin working on Fall District Meetings with the Board of Trustees.

The first decisions centered around choosing the state theme, charity, and goals. After much thoughtful debate, "One State ... Countless Opportunities" was chosen to be the 2019-2020 State Theme. The officer team chose to adopt Keep America Beautiful as the 2019-2020 State Charity. With the theme and charity chosen, the Officers worked with their committees to develop the Program of Work goals.

State Officer Evaluations

Three times during the FBLA year, a committee of Board of Trustees members evaluate each State Officer. The State President evaluated each mainline officer monthly and the Executive Vice President evaluated each State Vice President monthly. These evaluations are based on rubrics specific to each office and respective 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 State Officer Team a chance to reflect on their work thus far and plan for the remaining year.

Productivity

COOPERATION WITH BUSINESSES, PROFESSIONALS, AND SERVICE GROUPS WITHIN THE COMMUNITY

One of the goals of FBLA is to facilitate the transition from school to work. Members can gain skills, through FBLA involvement, which cannot be given to them in a textbook or classroom. 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 ranging from local chapter meetings to the State Leadership Conference. They support local chapters by serving as judges, contacts to businesses, and guest 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 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 challenged members to collect as much trash, recycling, and returnable bottles as possible from their respective communities and dispose of them correctly.

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. Throughout the year, the committee members communicate with the state membership and encourage all members to work toward attaining the goals. The winners were scheduled to be recognized at the State Leadership Conference in April.

Career Development Committee

The goals of this committee were as follows:

- To assist members in becoming aware of careers that fit their aptitudes and abilities.
- To stimulate creativity while developing a structured plan for future careers.
- To have students take action by showcasing their career information.

To achieve these goals the committee implemented the Discover and Discuss, Plan with Purpose, and Link to Your Future Challenges.

Community Outreach and Engagement Committee

The goals of this committee were as follows:

- To encourage members to be more involved in helping to keep their community clean.
- To promote community awareness regarding environmental issues.
- To increase FBLA members' interest in the state charity, Keep America Beautiful.

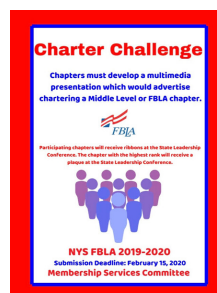
To achieve these goals the committee implemented the Go Green!, Recycling Rules!, and Community Cleanup Challenges.

Membership Services Committee

The goals of this committee were as follows:

- To encourage chapters to pay their membership dues early.
- To promote membership in NYS FBLA while developing and refining interpersonal skills.
- To enrich knowledge of FBLA while developing public speaking skills.

To achieve these goals the committee implemented the Early Bird, Charter, and Success in Speaking Challenges.



Productivity

Executive Committee Challenge

The goals of this committee were as follows:

- To allow members to utilize their creativity to increase participation within FBLA's competitive events program.
- To have members inform their chapter on a provided topic to expand the knowledge of others.
- To highlight how members' leadership skills have developed throughout FBLA.

To achieve these goals the committee implemented the Promoting Progress, Teaching Talent, and Social Media Suuperstar Challenges.

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 2-8 was FBLA-PBL Week. This week is designed to encourage non-members to join FBLA and promote what the organization is truly about. Chapters across the state celebrated by planning a week full of activities including guest speakers, 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

BAA RECIPIENTS

Future Level Recipients

Christina McAlpin, William Floyd High School

Jillian Bent, Sharon Springs Central School

Jenny Le, William Floyd High School

Spencer Dicembrino, Carmel High School



Business Level Recipients

Aspen Hawkins, Randolph Central High School

Jillian Bent, Sharon Springs Central School

Jenny Le, William Floyd High School

Spencer Dicembrino, Carmel High School



Leader Level Recipients

Andrew Fox, Little Falls High School

Emily Perry, Clymer Central High School

Jenny Le, William Floyd High School

America Level Recipients

Andrew Fox, Little Falls High School

Four Different Levels

- Future
 - Each level builds upon the other
- Business
 - Aligned to standards, goals, and career clusters
- Leader
 - Can carry over levels into the next year
- America

Four America Level BAA medals are shown. They are silver with a red border and feature the FBLA logo and the word 'AMERICA'.

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 endorsed the attendance of the Washington DC NFLC. 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 upcoming events.

Spring District Meetings

In February, each district conducted a Spring District Meeting. At these meetings, members competed in the first round of competitions. Client Service, Future Business Leader, Impromptu Speaking, Intro to Decision Making, Job Interview, Parliamentary Procedure, Intro to Public Speaking, and Public Speaking winners advance to the State Leadership Conference. Members who plan to run for state office for the next year 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

This conference marks the conclusion of a year of success and highlights the achievement of NYS FBLA. The SLC features competitive events. Additionally, the State Officer Team presents workshops. The General Sessions feature the campaign speeches, State Officer farewells, slideshows, and awards. A delegation of 749 members from across the state would have attended the 2020 State Leadership Conference (SLC) that was supposed to be held in April at the Rochester Riverside Convention Center in Rochester. Unfortunately, the conference was cancelled due to the COVID-19 virus.

Productivity

ATTENDANCE AND PARTICIPATION AT CONFERENCES SPONSORED BY THE ASSOCIATION

Institute for Leaders

At the end of June 2019, several members of NYS FBLA arrived in San Antonio, Texas to participate in the 2019 Institute for Leaders. Members were able to choose a leadership 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 2019 National Leadership Conference in San Antonio, Texas with 171 members and 41 advisers and chaperones in attendance. Members attended workshops, competed in events, participated in the March of Dimes mini-walk, elected the 2019-2020 National Officer Team, and networked with their peers from all over the country. New York State advisors and chaperones served as event administrators, event assistants, and social event chaperones. During down time, members visited attractions such as the Riverwalk, the Alamo, the Japanese Tea Garden, the San Fernando Cathedral light show, and even Six Flags!



Productivity

2019 NATIONAL LEADERSHIP CONFERENCE AWARDS SAN ANTONIO, TEXAS

1st Place - Emerging Business Issues

Nina Raj, Celine Wang, Richelle Lu
Williamsville East HS

2nd Place - Help Desk

Michael Cohen
Liberty HS

4th Place - Broadcast Journalism

Courtney Chamblin, Christine Contreras,
Ibrahim Ilyas
Valley Stream HS

6th Place - Public Service Announcement

Nader Ahmed and Amisha Tewari
Valley Stream HS

8th Place - Impromptu Speaking

Alex LaClair
Vestal HS

1st Place - Graphic Design

Lauren Wright
Valley Stream HS

2nd Place - Social Media Campaign

Kaitlyn Gavin and Crystina Windham
Valley Stream HS

5th Place - Publication Design

Rahmir Burrell and Christina Mui
Valley Stream HS

7th Place - Securities & Investments

Pranav Dendurki
Jericho HS

8th Place - Community Service Project

Pranav Dendurki, Janice Rateschwar,
Jasmine Samadi
Jericho HS

10th Place - Electronic Career Development

Megha Pratapwar
Williamsville East HS



FINALISTS

Introduction to Business Presentation - Uwakmfon-abasi Ebong and Ariana Jerez - Valley Stream HS

Social Media Campaign - Olivia Mancuso - Williamsville East HS

Productivity

Regional Awards

1st Place – Eastern Region – Largest Local Chapter – Williamsville East HS

Recognition Awards

Who's Who in FBLA – Emily Johnson – Falconer HS

Hollis & Kitty Guy Gold Seal Chapter Award of Merit

Canastota HS
Mamaroneck HS
Clymer HS
Monroe-Woodbury HS
Falconer HS
Tri-Valley HS
Hendrick Hudson HS
Williamsville East HS

Business Achievement Award (BAA) America Level Award Recipients

Emily Johnson, Falconer HS
Jeiss Varghese, Lakeland HS

Community Service Award (CSA) Achievement Level Award Recipients

Emily Johnson – Falconer HS
Michael Buchwald – Lakeland HS





Business-Like Procedures

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 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, Jillian Bent, to keep complete and accurate minutes of the business that took place during the monthly conference calls and at each Joint Meeting of the State Officer team and the Board of Trustees. The minutes are then distributed to all officers.

Monthly Activity Reports

The State Officers are required to submit Monthly Activity Reports (MAR) to the evaluation committee at the end of each month. The MAR is a 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. They also prove extremely helpful to keep the Board of Trustees updated on the individual officers.

Parliamentary Procedure

The State Parliamentarian, Dante Howard, 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 state 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 2019-2020 were \$6 per member. Dues were utilized by the State Association to pay for necessities such as supplies and travel expenses.

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 includes 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. Unfortunately, due to the cancellation of the SLC, this fundraiser and meeting were also cancelled.

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 only be withdrawn 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.