

2026–2027 New York State Competitive Events

Middle School

Table of Contents

Changes for the 2026-2027 Membership Year	2
Middle Level Events At-a-Glance	3
Annual Chapter Activities Presentation	4
Career Exploration	7
Career Research	8
Community Service Presentation	11
Digital Citizenship	14
Exploring Accounting & Finance.....	15
Exploring Agribusiness	16
Exploring Animation	17
Exploring Business Communication	21
Exploring Business Concepts	22
Exploring Business Ethics	23
Exploring Business Issues	27
Exploring Coding & Programming	30
Exploring Computer Science	33
Exploring Customer Service	34
Exploring Digital Video Production	36
Exploring Economics	40
Exploring FBLA.....	41
Exploring Leadership	42
Exploring Management & Entrepreneurship	43
Exploring Marketing Concepts	45
Exploring Marketing Strategies	46
Exploring Parliamentary Procedure	49
Exploring Personal Finance	50
Exploring Professionalism	51
Exploring Public Speaking.....	52
Exploring Technology	55
Exploring Website Design.....	56
Interpersonal Communication	59
Outstanding New Middle Level Member – New York State-Only Event – Not a National Event	60
Slide Deck Applications	63
Spreadsheet Applications.....	64
Word Processing	65

2026–2027 New York State Competitive Events

Middle School

Changes for the 2026–2027 Membership Year

The FBLA Education Committee conducted a comprehensive review of the Competitive Events Program. After evaluating event participation, member feedback, educational alignment, & industry relevance across all divisions, the committee voted to maintain the current competitive events structure & not implement any major structural changes for the 2026–2027 program year.

Overall Changes – All Divisions

- No major structural changes to the FBLA Competitive Events Program
- Knowledge Areas & Objectives updated in specific events.
- Minor event guidelines & rating sheets updates to improve clarity, consistency, & alignment with event objectives

Tests with Knowledge Area & Objective Updates

- Digital Citizenship
- Exploring Parliamentary Procedure
- Exploring Professionalism
- Interpersonal Communication

Specific Guidelines Updates:

- Production Tests: Production tests may be completed using no more than two personal devices, including one primary device & one external screen (laptop, tablet, or monitor).
- Exploring Website Design: Presentations must be delivered using no more than three personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
- Rating Sheet Update: (Presentation Events): The criteria on the presentation events rating sheets of “Adherence to Competitive Events Guidelines” on rating sheet will now be a scale of 1–10 not a hard 0 or 10 points given.

New York State Guidelines Updates:

- All Middle Level members can compete in a maximum of three (3) events starting this year.

2026–2027 New York State Competitive Events

Middle School

Middle Level Events At-a-Glance

Competitive Event	Team Size	Category	Event Elements									Test Info		Timing Info				SLC Entries Per Chapter
			Objective Test	Production	Pre-Judge Asset	Presentation	Topic	Speech	Interview	Role Play	Internet Access	# of Questions	Test Time	Set Up Time	Prep Time	Present Time	Q&A	
Annual Chapter Activities Presentation	1-3	Chapter Event				X								3		7	3	1
Career Exploration	1	Objective Test	X								X	50	30					2
Career Research	1	Presentation				X								3		7	3	1
Community Service Presentation	1-3	Chapter Event				X								3		7	3	1
Digital Citizenship	1	Objective Test	X								X	50	30					2
Exploring Accounting & Finance	1	Objective Test	X								X	50	30					2
Exploring Agribusiness	1	Objective Test	X								X	50	30					2
Exploring Animation	1-3	Presentation			X	X	X				X			3		7	3	1
Exploring Business Communication	1	Objective Test	X								X	50	30					2
Exploring Business Concepts	1	Objective Test	X								X	50	30					2
Exploring Business Ethics	1-3	Presentation	X			X	X					50	30	3		7	3	1
Exploring Business Issues	1-3	Presentation				X	X							3		7	3	1
Exploring Coding & Programming	1-3	Presentation				X	X				X			3		7	3	1
Exploring Computer Science	1	Objective Test	X								X	50	30					2
Exploring Customer Service	1	Role Play				X				X					15	5		1
Exploring Digital Video Production	1-3	Presentation			X	X	X				X			3		7	3	1
Exploring Economics	1	Objective Test	X								X	50	30					2
Exploring FBLA	1	Objective Test	X								X	50	30					2
Exploring Leadership	1	Objective Test	X								X	50	30					2
Exploring Management & Entrepreneurship	1-3	Role Play				X				X					15	5		1
Exploring Marketing Concepts	1	Objective Test	X								X	50	30					2
Exploring Marketing Strategies	1-3	Presentation				X								3		7	3	1
Exploring Parliamentary Procedure	1	Objective Test	X								X	50	30					2
Exploring Personal Finance	1	Objective Test	X								X	50	30					2
Exploring Professionalism	1	Objective Test	X								X	50	30					2
Exploring Public Speaking	1	Presentation				X	X	X								3	2	1
Exploring Technology	1	Objective Test	X								X	50	30					2
Exploring Website Design	1-3	Presentation				X	X				X			3		7	3	1
Interpersonal Communication	1	Objective Test	X								X	50	30					2
Outstanding New ML Member	1	Presentation			X	X					X					7		1
Slide Deck Applications	1	Production		X								Production: 1 hour						1
Spreadsheet Applications	1	Production		X								Production: 1 hour						1
Word Processing	1	Production		X								Production: 1 hour						1

2026–2027 New York State Competitive Events

Middle School

Annual Chapter Activities Presentation

Annual Chapter Activities Presentation showcases a chapter's program of work for the year through a live presentation. Members have the opportunity to highlight key projects, achievements, & the overall impact of their chapter's activities in a formal setting before a panel of judges.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Chapter

Event Elements: Presentation

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Not Provided

Items Competitors Must Provide

- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.

2026–2027 New York State Competitive Events

Middle School

- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
 - Presentations must describe chapter activities conducted from the end of the 2026 State Leadership Conference to the end of the 2027 State Leadership Conference
 - **Summary of the Year's Activities**
 - Provide a clear & engaging overview of your chapter's activities for the year.
 - Include a timeline or structure to help judges follow the progression of events & initiatives.
 - Emphasize major accomplishments & any unique or innovative approaches your chapter took.
 - **Activities to Benefit the Chapter & Its Members:** Describe how your chapter supported its members through:
 - Membership recruitment strategies
 - Leadership development activities (workshops, officer training, etc.)
 - Career exploration opportunities (guest speakers, job shadows, company tours)
 - Chapter fundraising efforts & their impact
 - Publicity efforts to raise awareness of your chapter (news articles, social media, etc.)
 - **Activities to Benefit Other Individuals & Organizations:** Highlight your chapter's contributions to the community & broader FBLA initiatives, including:
 - Participation in state & national FBLA projects (e.g., community service challenges)
 - Service activities that benefited local or national organizations
 - Impact & outcomes of these efforts (number of people served, funds raised, etc.)
 - **Conferences Attended & Recognition Received**
 - List FBLA conferences your chapter or members attended (e.g., NFLC, SLC, NLC), & describe the experiences.
 - Include any awards or recognition received by the chapter or individual members.
 - Note any competitive event participation or placements.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Annual Chapter Activities Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Content								
Summary of year's activities	No evidence of activities	Activities explained briefly	Activities clearly outlined	Activities are chronological & clearly explained.				
	0 points	1-6 points	7-8 points	9-10 points				
Describe activities to benefit chapter & its members: e.g., recruitment, leadership, development, career exploration, chapter fundraising, chapter publicity	No evidence of activities	There is at least one activity described in one of the components listed	There is at least one activity described in each component listed	Multiple activities are described in all components listed				
	0 points	1-9 points	10-16 points	17-20 points				
Describe activities to benefit other individuals & organizations: e.g., state & national projects, community service projects	No evidence of activities	There is at least one activity described in one of the components listed	There is at least one activity described in each component listed	Multiple activities are described in all components listed				
	0 points	1-9 points	10-16 points	17-20 points				
Describe conferences attended & recognition received: e.g., participation in FBLA conferences, other chapter/individual recognition earned, competitive event winners & participation	No evidence of conferences attended, & recognition received	There is at least one activity described in one component.	There is at least one activity described in each component listed in this section.	Multiple activities are described in all components listed.				
	0 points	1-9 points	10-16 points	17-20 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized				
	0 points	1-6 points	7-8 points	9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation				
	0 points	1-6 points	7-8 points	9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.				
	0 points	1-6 points	7-8 points	9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals						
	0 points	1-10 points						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (110 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								

2026–2027 New York State Competitive Events

Middle School

Career Exploration

Career Exploration challenges members to demonstrate their knowledge of various career fields through an objective test. This event encourages members to explore their interests, evaluate career options, & begin planning for their future success.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50–multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- Career Readiness
- Career Planning
- Career Advancement
- Critical Thinking Skills
- Job Search Skills

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Career Research

Career Research gives members the opportunity to explore & present their findings on a career of personal interest. Members deliver a presentation highlighting key aspects of the chosen career, such as required education, job responsibilities, & future outlook.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Presentation

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Not Provided

Items Competitors Must Provide

- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.
- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.

2026–2027 New York State Competitive Events

Middle School

- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Event Specific Information
 - Competitors identify a career of interest & conduct research for the presentation. The presentation must include, but is not limited to, the following:
 - Career interest survey
 - General description of selected career
 - Education, certifications & training needed (include plans for high school courses to take)
 - Career outlook & advancement opportunities
 - Average starting salary & benefits
 - A description of a “typical” day in the life of a person in that career

Scoring

- Judges must break ties. All judges’ decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Career Research Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Career Research: Career Interest Survey	Career interest survey not included	Career interest survey taken identified, but no results shared	Career interest survey identified & explains career choice from results	Career interest survey identified, explains career choice from results, & correlates personal interest to this career	
	0 points	1-6 points	7-8 points	9-10 points	
Career Research: Career Description	Career description not included	Career description included, but is vague	Career description is included	Detailed career description included	
	0 points	1-2 points	3-4 points	5 points	
Career Research: Education & Training	Education & training not included	Education for career included but not training	Education & training is included, with suggested high school courses included	Detailed information about education, training, & certifications needed, including high school & post high school	
	0 points	1-6 points	7-8 points	9-10 points	
Career Research: Career Outlook	Career outlook not included	Career outlook included, but source is not listed or explained	Career outlook cites source & explains	Career outlook is cited & explained from different sources	
	0 points	1-2 points	3-4 points	5 points	
Career Research: Salary & Benefits	Salary not included	Salary is included but not explained	Salary & benefits are included & explained	Salary & benefits are included & detailed	
	0 points	1-2 points	3-4 points	5 points	
Career Research: Typical Day	Typical day not included	Typical day included, but is vague	Typical day is included	Detailed typical day included	
	0 points	1-2 points	3-4 points	5 points	
Quality of presentation design is professional; design elements are appropriate —e.g., color choice, font style, font size	Design lacks professionalism & appropriate design elements	Some elements of professionalism & appropriate design are present	Design quality is professional & appropriate design elements contribute to visual appeal	Design quality is exceptional, a polished appearance, & appropriate design elements enhance visual appeal	
	0 points	1-6 points	7-8 points	9-10 points	
Effectively uses a variety of formatting & visual effects in presentation	Does not effectively use formatting & visual effects causing confusion or distraction	Some visual consistency & relevant effects are present	Visuals & formatting are consistently relevant & enhance the presentation	Visuals & formatting are exceptionally consistent, & significantly elevate the overall presentation	
	0 points	1-6 points	7-8 points	9-10 points	
Substantiates & cites sources used while conducting research	Sources are not cited	Sources/References are seldom cited to support statements	Professionally legitimate sources & resources that support statements are generally present	Compelling evidence from professionally legitimate sources & resources is given to support statements	
	0 points	1-6 points	7-8 points	9-10 points	
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor was prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals			
		0 points	1-10 points		
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (110 points)					
Name(s):					
School:					
Judge Signature:					
Comments:					
					Date:

2026–2027 New York State Competitive Events

Middle School

Community Service Presentation

Community Service Presentation allows chapter members to showcase a service project that benefits their school or community. The project must be designed for active chapter participation & serve a clear community need. Members present their project's goals, execution, & impact to a panel of judges.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Chapter

Event Elements: Presentation

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Not Provided

Items Competitors Must Provide

- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.

2026–2027 New York State Competitive Events

Middle School

- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
 - **Project Development & Implementation:** Explain how your project was created, including the planning process, goals, & strategies your chapter used to carry it out.
 - **Research on Community or School Needs:** Describe how you identified the need for your project. Share any research or data you gathered to better understand the issue your project aimed to address.
 - **Chapter Member Involvement:** Highlight how chapter members participated in planning & executing the project. Be sure to show that involvement was meaningful & appropriate for the project's scope.
 - **Community Impact:** Discuss the results of your project & how it made a difference. Describe the impact it had on individuals, groups, or the community as a whole.
 - **Publicity & Promotion:** Provide examples of how you promoted your project to the school, community, or media. Include any flyers, social media, news coverage, or other publicity your project received.
 - **Project Reflection & Evaluation:** Share your honest evaluation of the project's success. What worked well? What would you do differently next time? How did this experience help your chapter grow?

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Community Service Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Content								
Describes project development & strategies used to implement project	No evidence of project development or strategies presented	Project development is explained briefly; very limited strategies are utilized	Project development is clearly outlined. More than one strategy is outlined.	Project development is clearly outlined. Strategies are chronological & clearly explained.				
	0 points	1-8 points	9-12 points	13-15 points				
Describes research into school or community needs	No evidence of school and/or community research	Research was completed but not clearly outlined	Research clearly completed & clearly outlined	Research was planned, executed, & evaluated				
	0 points	1-8 points	9-12 points	13-15 points				
Appropriate level of chapter member involvement in project	Chapter involvement is not explained	Participation was limited to 25% of chapter members	The project was clearly a chapter project & participated in by 50% of chapter members	Over 75% or more of chapter members participated & clear evidence is provided of the impact				
	0 points	1-6 points	7-8 points	9-10 points				
Degree of impact on the community & its citizens	School and/or community impact is not addressed	Project was completed & served a purpose	Project created tangible results that benefitted the school and/or community	Project impacted the school and/or community to a level that something has dynamically changed, & the project should continue				
	0 points	1-9 points	10-16 points	17-20 points				
Evidence of publicity received	No evidence of publicity received	Information about publicity was written in the report but no evidence of publicity is available	Project was recognized within the school and/or community	Project was recognized in more than one way by the school and/or community				
	0 points	1-2 points	3-4 points	5 points				
Evaluation of project effectiveness	No evidence of project evaluation is provided	Project was evaluated	Project was evaluated & the evaluation was assessed	Project was evaluated & the team has created recommendations for change should the project be repeated				
	0 points	1-2 points	3-4 points	5 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized				
	0 points	1-6 points	7-8 points	9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation				
	0 points	1-6 points	7-8 points	9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.				
	0 points	1-6 points	7-8 points	9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals						
	0 points	1-10 points						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (110 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								

2026–2027 New York State Competitive Events

Middle School

Digital Citizenship

Digital Citizenship challenges members to demonstrate their understanding of safe, ethical, & responsible behavior in digital environments through an objective test. This event encourages members to build the skills needed to navigate the online world with confidence & integrity.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|---|--------------------------------|--------------------------|
| • Digital Footprint & Online Reputation | • Information & Media Literacy | • Digital Ethics |
| | • Interpersonal Skills | • Privacy & Cyber-Safety |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Accounting & Finance

Exploring Accounting & Finance gives members the opportunity to demonstrate their knowledge of foundational concepts in accounting & finance through an objective test. This event introduces members to key principles & encourages exploration of careers in financial services, accounting, & related fields.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|-------------------------------------|-----------------------|----------------------------------|
| • Personal Finance | • Accounting Tools | • Foundational Finance Knowledge |
| • Foundational Accounting Knowledge | • Principles of Money | • Accounting & Finance Careers |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Agribusiness

Exploring Agribusiness allows members to demonstrate their understanding of basic concepts in agriculture & business through an objective test. This event introduces members to the diverse world of agribusiness & encourages exploration of careers at the intersection of agriculture, economics, & entrepreneurship.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|-----------------------------------|--------------------------|-------------------------------|
| • Safety Procedures & Regulations | • Nature of Agribusiness | • Management |
| • Business Ownership | • Ethics | • Natural Resources & Systems |
| | • Economic Concepts | |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Animation

Exploring Animation gives members the opportunity to design & present an original animated video. This event assesses members' understanding & application of fundamental animation principles. It includes a prejudged asset & a live presentation component.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Chapter

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Component: A URL of the video must be uploaded by January 15, 2027

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Provided (please be aware that internet access at conference venues may be unreliable. Always prepare a backup plan in case the connection is lost or does not work with your device.)

Items Competitors Must Provide

- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table
- Internet access

2026–2027 Topic: Design the Playground of the Future!

Create an animation showcasing an imaginative playground that combines fun, accessibility, & environmentally friendly features. Show how children of all abilities can explore, play, & enjoy the space while protecting the environment through creative design. Use your animation to bring your playground to life . . . what exciting features, inclusive designs, & sustainable ideas will make it a place where everyone wants to play?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event has two parts: prejudged asset & presentation.
- **Prejudged Asset Details: Animated Video**
 - Asset Requirements:
 - The animated video must not exceed 2 (two) minutes in length.
 - Competitors may use any animation platform of their choice.
 - All content must be original & created specifically for this competition.
 - QR codes are not allowed in the project.
 - Advisers or others may not assist in preparing the project. It must be created entirely by the competitor(s).
 - Projects must be new, original work & may not have been submitted at any previous State Leadership Conference.
 - Responsibility for Access:
 - Competitors are responsible for ensuring the video URL is accessible to judges. If the video cannot be viewed, a score of zero will be given for the pre-judged asset. Best Practice Note: If using a platform such as Google Drive or OneDrive, make sure sharing settings allow access to anyone with the link. If using YouTube or Vimeo, the video must be set to "Unlisted" (not "Private") to ensure it is not publicly searchable but still viewable by judges.

2026–2027 New York State Competitive Events

Middle School

- Judging & Ownership
 - Projects will be judged prior to the State Leadership Conference (SLC). Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
 - Prejudged assets will not be returned.
- Event Specific Information
 - **Project Concept & Design:** Design elements should support & enhance the concept.
 - **Project Execution:** Demonstrate creativity, clarity, & consistency, with smooth & professional edits or transitions that enhance the overall presentation. Content should follow a logical flow.
- **Presentation Details**
 - Presentations are not open to conference attendees.
 - Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
 - Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.
 - Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
 - Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
 - Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
 - Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
 - Event Specific Information
 - Video Showcase
 - The pre-judged asset (video) must be played as part of your presentation.
 - Presentation: The rest of the presentation time should include the following information:
 - **Project Planning:** Explain how the idea was developed, including the steps taken to plan the project
 - **Project Creation:** Describe the process used to build & complete the project, including how the components were assembled & the final version was produced.
 - **Tools & Equipment:** List the programs, websites, or apps used & equipment involved, such as a microphone, tablet, or camera.
 - **Techniques Used:** Explain the methods used to create different parts of the project, providing examples of special effects, layouts, transitions, or other techniques used to enhance clarity & creativity.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Animation Prejudged Asset (Video) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Project Usability: Video plays successfully	Media not usable	Media usable but not submitted according to event guidelines	Media usable but not click & play	Media usable on multiple players/browsers	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Fully address the concept/ topic	Concept/topic is not followed	Concept/topic not fully developed	Fully addresses the concept/topic	A user with no knowledge of the concept/topic can identify topic based on video	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Color, contrast, background, typography, sound, & design are appropriate for the concept/topic	Design elements are missing, inconsistent, or unrelated to the concept or topic.	Some appropriate design choices are made, but there are issues with consistency, readability, or alignment to the topic.	Most design elements (color, contrast, background, typography, sound) are well chosen & support the concept or topic effectively.	All design elements are skillfully selected & thoughtfully applied to enhance the concept or topic. Visual & audio choices work together to create a strong, cohesive experience.	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Graphics are appropriate for concept/topic	Graphics are missing, off-topic, or unrelated to the concept.	Some graphics relate to the topic, but their purpose or quality is unclear or inconsistent with the concept.	Graphics are mostly appropriate & support the concept or topic. Visuals are clear & contribute to the animation's message.	Graphics are well-designed, consistently align with the concept, & strongly enhance the storytelling. Visual choices are purposeful & add clarity, tone, or emphasis to the topic.	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Information related to the topic is accurate	No information related to the topic is provided, or the information is entirely inaccurate.	Some information is relevant, but there are noticeable inaccuracies or missing key details.	Information is mostly accurate & clearly connected to the topic. Minor errors, if any, do not affect understanding.	All information is accurate, well researched, & clearly supports the topic. Content enhances understanding & adds depth to the animation.	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Overall quality of elements of animation	Animation lacks basic elements such as movement or timing; appears incomplete or disjointed.	Animation shows limited use of animation principles. Movements may be rough, inconsistent, or distracting.	Animation demonstrates solid application of fundamental animation elements. Movements, timing, & transitions are generally smooth & support the story or message.	Animation is polished & fluid, with strong, consistent application of animation principles. Timing, movement, & transitions enhance storytelling & create a professional-quality experience.	
	0 points	1-9 points	10-16 points	17-20 points	
Project Evaluation: Quality of editing & transition	There are no transitions or evidence of video editing incorporated	Transitions exist but are rough & do not flow easily	Transitions flow seamlessly & serve as a logical component of the video	Multiple types of transitions are used & all flow seamlessly	
	0 points	1-8 points	9-12 points	13-15 points	
Project Evaluation: Logical flow of thoughts	Flow of video does not seem logical	Flow does not connect each element of the video	Flow is logical & appears sequenced	Flow is logical including a clear beginning, middle, & end	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Video concludes with proper credits & acknowledgement of copyright & sources	Video does not include credits	Video includes credits but they are limited	Video includes credits that recognize the creator, contributors, & acknowledgement of materials used	Video includes credits that recognize the creator, contributors, & includes written acknowledgement of copyright & sources	
	0 points	1-6 points	7-8 points	9-10 points	
Video Time	Video is over 2 minutes		Video is 2 minutes or under		
	0 points		5 points		

Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)

Prejudged Asset (Video) Total (110 points)

Name(s):	
School:	
Judge Signature:	Date:
Comments:	

2026–2027 New York State Competitive Events

Middle School

Exploring Animation Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrates understanding of the event topic & follows guidelines	<i>No understanding of event topic OR incorrect topic used</i>	<i>Understanding of topic inconsistent from video to presentation & one or more guideline not followed</i>	<i>Demonstrates the topic through presentation & followed all guidelines</i>	<i>Demonstrates expertise of the topic through presentation & followed all guidelines</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Describes the development process	<i>No explanation of the development process</i>	<i>Explains the development process but does not share tangible planning documents</i>	<i>Explains the development process & shares tangible planning documents</i>	<i>Explains development process using industry terminology & displays tangible planning documents</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Describes the production process	<i>No explanation of the production process</i>	<i>Explains the production process but does not share tangible planning documents</i>	<i>Explains the production process & shares tangible planning documents</i>	<i>Explains the production process using industry terminology & displays tangible planning documents</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Describes software & hardware used	<i>No explanation of software & hardware used</i>	<i>Explains software OR hardware used</i>	<i>Explains software & hardware used</i>	<i>Explains software & hardware used as well as alternative options & reasoning for final choice</i>				
	0 points	1-9 points	10-16 points	17-20 points				
Describes animation techniques used	<i>No explanation of animation techniques used</i>	<i>Identifies animation techniques used</i>	<i>Identifies animation techniques used with industry terminology</i>	<i>Identifies & explains animation techniques used with industry terminology</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Provides proper copyright documentation & citing of sources	<i>Sources are not cited</i>	<i>Sources/References are seldom cited to support statements</i>	<i>Professionally legitimate sources & resources that support statements are generally present</i>	<i>Compelling evidence from professionally legitimate sources & resources is given to support statements</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	<i>Did not demonstrate any of the listed skills</i>	<i>Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated all skills, enhancing the overall presentation</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i>	<i>Provides incomplete or unclear answers that show limited understanding.</i>	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i>	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	<i>Competitor(s) did not follow guidelines</i>	Execution Aligned with Guidelines: ✓ Prejudged segment is no longer than 2 minutes ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals						
	0 points	1-10 points						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (120 points)								
Name(s):								
School:								
Judge Signature:						Date:		
Comments:								

2026–2027 New York State Competitive Events

Middle School

Exploring Business Communication

Exploring Business Communication challenges members to demonstrate their knowledge of foundational communication skills through an objective test. This event introduces members to the principles of effective information sharing within & outside of a business setting.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- Information Literacy
- Verbal Communication
- Workplace Communication
- Active Listening
- Written Communication

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Business Concepts

Exploring Business Concepts allows members to demonstrate their understanding of foundational business principles through an objective test. This event introduces members to key business functions such as management, marketing, finance, & operations.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|---------------------------------|--------------------------------|---------------------|
| • Fundamental Economic Concepts | • Economic Systems | • Career Planning |
| • Nature of Business | • Cost/Profit Relationships | • Job Search Skills |
| | • Types of Business Activities | |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Business Ethics

Exploring Business Ethics challenges members to demonstrate their understanding of ethical principles in the business world through an individual objective test & presentation. This event encourages members to explore standards of right & wrong conduct, ethical decision-making, & the impact of ethics on business practices.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Presentation

Event Elements: Objective Test (35-multiple choice questions) & Presentation on a Topic

Objective Test Time: 30 minutes

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Not Provided

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code
- Technology & presentation items for presentation

Items FBLA Provides

- Internet access for online test only
- Test login information provided at test check
- Judge's table for presentation

Objective Test Knowledge Areas

- | | | |
|------------------------|-------------------------|---------------------|
| • Communication Skills | • Doing the Right Thing | • Leadership Skills |
| • Self-Awareness | • Teamwork Skills | • Career Readiness |

2026–2027 Topic: Making Safe Choices: Building Trust During a Food Safety Concern

Background Information: This section provides competitors with context on ethical decision-making in business. Competitors should review this information before completing the Exploring Business Ethics competition.

You've probably heard phrases like "grace under fire," "rising to the occasion," or "cool under pressure" to describe athletes, first responders, or doctors before. Being at your best when facing adversity is an excellent quality for individuals, but it's also a great quality for businesses. Just one organization can have hundreds, thousands, or even millions of stakeholders who are impacted by its actions. That means when challenges arise & the stakes are at their highest, businesses need to make sound decisions...or else risk hurting others.

One sector where businesses must constantly be at the top of their game is the food industry. There is perhaps no commodity more universal than food—people need it every day, which means that food companies must oversee incredibly complicated & diverse production, processing, & distribution systems to fulfill demand.

It also means that when something goes wrong, the consequences can be severe. In July 2026, it was revealed that some commercially sold lettuce in the United States contained the parasite *Cyclospora*. The resulting foodborne illnesses caused hundreds of hospitalizations & several deaths. Producer Taylor Farms was pressured to recall its lettuce in 27 states, & the company is now losing business & under intense scrutiny.

It is simply essential that businesses, especially those in industries where the safety of the public is at stake, be equipped with the tools to quickly & correctly address crises. They need a strong ethical framework to help them navigate challenging situations & make difficult decisions.

Ethics are the basic principles (such as integrity, transparency, & trust) that govern our behavior. In the business world, ethics are essential to navigating issues ranging from individual employee conflicts to corporate sustainability practices. For organizations in the food industry, demonstrating sound ethical principles ensures that no matter what comes their way—whether it be logistical failures, like product shortages & transportation breakdowns, or public health emergencies, like contaminated or diseased food—they can reduce societal harm & maintain stakeholder trust.

Tony is the CEO of Prime Label Meats, a beef & poultry processing company. Prime Label is one of the largest meat companies in the country & sells hundreds of millions of pounds of meat every week.

Tony has just been informed that traces of a highly dangerous & infectious bacterium were found in a small batch of their beef product. Thankfully, the quality assurance team believes that this is an isolated incident & that the bacteria have been contained. The company is continuing to run tests nationwide to find any additional traces of the bacteria.

Tony is considering enacting a complete recall of all their beef products. A recall is the only way to guarantee that all infected beef is identified & customers aren't harmed.

2026–2027 New York State Competitive Events

Middle School

However, Tony is warned that a recall of that magnitude could have grave consequences. The food industry as a whole would suffer, & a recall would likely make customers panic. Thousands of supermarkets & fast-food restaurants that sell beef would lose customer business & trust. Therefore, some leaders at Prime Label Meats request that Tony resume normal business operations.

What do you think Tony should do? Should Tony prioritize customer safety or the well-being of his company & the food industry?

Suggested Questions

- What is the ethical issue in this scenario?
- What people or organizations will be impacted by Tony's decision?
- Is it important for companies to care about customer safety? Why or why not?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- **Objective Test**
 - The objective test is administered online at the SLC.
 - Team members must begin their tests within minutes of one another. Each competitor will complete the test individually, & the team's final score will be the average of all individual scores.
 - No reference or study materials may be brought to the testing site.
 - No calculators may be brought into the testing site; online calculators will be provided.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.
 - The top 5 scoring teams will advance to the interactive role play presentation round.
- **Presentation**
 - Presentations are not open to conference attendees.
 - Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
 - Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.

2026–2027 New York State Competitive Events

Middle School

- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
 - **Identify & Define the Ethical Issues:** Clearly state the ethical issues or dilemmas related to the topic.
 - **Explain Why the Ethical Issues Occurred:** Describe the actions, decisions, or circumstances that led to the ethical problems; including relevant context or background information to help explain how the situation developed.
 - **Recommend Solutions:** Offer thoughtful, realistic solutions for how the ethical issues could be resolved & explain why these recommendations are appropriate & how they would help address the problem.
 - **Suggest Preventive Safeguards:** Recommend steps that could have been taken to prevent the issue from happening in the first place.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Business Ethics Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned	
Content						
Identifies & defines ethical issues presented in the topic	<i>Fails to introduce the topic & its issues.</i>	<i>Introduces the topic but lacks clarity in identifying key issues</i>	<i>Identifies & defines the ethical issues</i>	<i>Captures attention, clearly presents the topic, & outlines the key issues.</i>		
	0 points	1–8 points	9–12 points	13–15 points		
Explains why the ethical issues happened	<i>No reasons cited for the ethical issues</i>	<i>Reasons for the ethical issues identified but were not on target</i>	<i>Several, but not all, reasons accurately identified</i>	<i>All reasons addressed & analyzed</i>		
	0 points	1–8 points	9–12 points	13–15 points		
Provides logical recommendations as to how the ethical issues should be resolved	<i>Fails to provide meaningful recommendations.</i>	<i>Presents recommendations for behavior but lacks thorough exploration of advantages & disadvantages.</i>	<i>Offers solid recommendations, but may not fully address all pros & cons.</i>	<i>Provides well-reasoned & supported suggestions. Balances advantages & disadvantages effectively.</i>		
	0 points	1–8 points	9–12 points	13–15 points		
Recommends safeguards that should have been in place to prevent the ethical issues	<i>No ethical solution to prevent issues identified</i>	<i>One ethical solution to prevent issues provided with no plan</i>	<i>Ethical solutions to prevent issues provided & a plan developed</i>	<i>One feasible ethical solution to prevent issues recommended with supporting evidence with a plan & necessary resources identified</i>		
	0 points	1–8 points	9–12 points	13–15 points		
Substantiates & cites sources used while conducting research	<i>Sources are not cited</i>	<i>Sources/References are seldom cited to support statements</i>	<i>Professionally legitimate sources & resources that support statements are generally present</i>	<i>Compelling evidence from professionally legitimate sources & resources is given to support statements</i>		
	0 points	1–6 points	7–8 points	9–10 points		
Presentation Delivery						
Statements are well-organized & clearly stated	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>		
	0 points	1–6 points	7–8 points	9–10 points		
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	<i>Did not demonstrate any of the listed skills</i>	<i>Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated all skills, enhancing the overall presentation</i>		
	0 points	1–6 points	7–8 points	9–10 points		
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i>	<i>Provides incomplete or unclear answers that show limited understanding.</i>	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i>	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i>		
	0 points	1–6 points	7–8 points	9–10 points		
Presentation Protocols						
Adherence to Competitive Events Guidelines	<i>Competitor(s) did not follow guidelines</i>	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals				
		0 points	1–10 points			
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)						
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)						
Presentation Total (110 points)						
Name(s):						
School:						
Judge Signature:					Date:	
Comments:						

2026–2027 New York State Competitive Events

Middle School

Exploring Business Issues

Exploring Business Issues gives members the opportunity to research a current business topic & present their analysis & proposed solutions. This event focuses on critical thinking, research, & communication skills through a live presentation component.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Presentation

Event Elements: Presentation with a Topic

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Not provided

Items Competitors Must Provide

- Fully charged device for online testing
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table

2026–2027 Topic: School Stores: What Should They Sell & How Should They Decide?

Many schools & student groups run small stores, snack carts, spirit shops, or fundraiser tables. These businesses must decide what products to sell, how much to charge, how to attract customers, & how to balance making money with being helpful to students & families.

Develop a presentation that explores how a school store or student-run business can choose products, set prices, & make decisions that are fair, useful, & successful.

How can a school store make smart business decisions while meeting the needs of students, families, & the school?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.

2026–2027 New York State Competitive Events

Middle School

- Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.
- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
 - **Alternative solutions with pros & cons:** Present multiple solutions with thoughtful evaluation of advantages & disadvantages.
 - **Effective & logical recommendation:** Provide a well-reasoned recommendation supported by evidence & analysis.
 - **Uses technology effectively:** Applies digital tools or visuals to enhance clarity & impact of the presentation.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Business Issues Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Content								
Demonstrates understanding of the topic	No description or topic synopsis provided; no problems defined	Describes & provides topic synopsis OR defines the problem(s)	Describes & provides topic synopsis & defines the problem(s)	Demonstrates expertise of topic synopsis & definition of the problem(s)				
	0 points	1–8 points	9–12 points	13–15 points				
Alternative solutions are recognized with pros & cons stated & evaluated	No alternatives identified	Alternative(s) given but pro(s) and/or con(s) are not analyzed	At least two alternatives given, & pro(s) & con(s) are analyzed	Multiple alternatives given & multiple pros & cons analyzed for each				
	0 points	1–8 points	9–12 points	13–15 points				
Provides an effective & logical recommendation(s)	Fails to provide meaningful recommendations	Presents recommendations for behavior but lacks thorough exploration of advantages & disadvantages	Offers solid recommendations, but may not fully address all pros & cons	Provides well-reasoned & supported suggestions. Balances advantages & disadvantages effectively				
	0 points	1–8 points	9–12 points	13–15 points				
Substantiates & cites sources used while conducting research	Sources are not cited	Sources/References are seldom cited to support statements	Professionally legitimate sources & resources that support statements are generally present	Compelling evidence from professionally legitimate sources & resources is given to support statements				
	0 points	1–6 points	7–8 points	9–10 points				
Uses technology effectively to illustrate the research on the topic	No use of technology	Demonstrates limited use of technology	Demonstrates good use of technology	Demonstrates excellent use of technology with a consistent theme in graphics & proper formatting				
	0 points	1–8 points	9–12 points	13–15 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized				
	0 points	1–6 points	7–8 points	9–10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation				
	0 points	1–6 points	7–8 points	9–10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.				
	0 points	1–6 points	7–8 points	9–10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals						
	0 points	1–10 points						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (110 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								

2026–2027 New York State Competitive Events

Middle School

Exploring Coding & Programming

Exploring Coding & Programming allows members to develop a program based on a given topic & showcase their coding skills. Members present & demonstrate their completed program to a panel of judges, highlighting functionality, design, & problem-solving.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Presentation

Event Elements: Presentation with a Topic

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Provided (Internet access may not be Wi-Fi, so competitors should plan appropriately when selecting devices on which to present. Please note that internet reliability at any conference venue cannot be guaranteed. Always have a backup plan in case internet connections go down.)

Items Competitors Must Provide

- Fully charged device for online testing
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table
- Internet Access

2026–2027 Topic: Adventure Awaits: Community Adventure Passport

Communities offer a variety of places to learn, explore, & have fun, including parks, museums, libraries, historical sites, trails, & local attractions. Technology can help people discover new experiences & encourage greater community engagement.

Design & code a new interactive program that encourages users to explore destinations & activities within their local community. Your program should help users discover destinations, track their experiences, & engage with their community through an organized & interactive experience.

How can technology inspire people to explore their community & turn local experiences into memorable adventures?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.

2026–2027 New York State Competitive Events

Middle School

- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.
- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
 - Competitors may use a programming language of their choice.
 - Presentation should cover the following aspects of the program:
 - The development, usability & functionality of the program must be demonstrated & explained to the judges.
 - Solution must run standalone with no programming errors.
 - Data must be free of viruses/malware.
 - Competitors must provide comprehensive documentation including a readme file, source code, templates/libraries used, & documentation of any copyrighted or open-source material used.
 - The presentation should follow the rating sheet & include the following:
 - Code Quality: What are the specifics of & the big picture of the code?
 - User Experience: What focus is on the ease-of-use & accessibility of the interface?
 - Functionality: Speak to all aspects of the topic

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Coding & Programming Presentation Rating Sheet					
Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Code Quality					
Appropriate use of comments, naming conventions, & proper formatting	<i>No comments provided</i>	<i>Comments provided but are not logical</i>	<i>Comments provided assist judges throughout the demonstration</i>	<i>Comments provided are logical, useful, & complete</i>	
	0 points	1-6 points	7-8 points	9-10 points	
The program is modular in a way that makes logical, readable sense	<i>Program does not make logical, readable sense</i>	<i>Program is either logical or readable, but not both</i>	<i>Program is logical & readable</i>	<i>Program exhibits an advanced knowledge of programming</i>	
	0 points	1-6 points	7-8 points	9-10 points	
User Experience					
User interface is intuitive or clear instructions are provided	<i>No instructions provided & is not intuitive</i>	<i>Instructions provided or program is not intuitive</i>	<i>Appropriate & clear instructions are provided</i>	<i>Program is intuitive & clear instructions are provided</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Users can easily navigate between pages	<i>No help menu or navigation system incorporated</i>	<i>Includes basic help menu & usable navigation</i>	<i>Interface contains no spelling errors, has interactive help menu, & has no navigation errors</i>	<i>Program use also includes an intelligent feature such as an interactive Q&A</i>	
	0 points	1-6 points	7-8 points	9-10 points	
User input is validated	<i>User input isn't validated</i>	<i>User input validation attempted, but does not catch important edge cases or is not done correctly</i>	<i>User input is validated</i>	<i>Input validation applied on both syntactical & semantic levels</i>	
	0 points	1-2 points	3-4 points	5 points	
Functionality					
Program addresses all parts of the prompt	<i>Program does not address the topic/problem</i>	<i>Program addresses the topic/problem at a minimal level</i>	<i>Program fully addresses the topic/problem</i>	<i>Program fully addresses the topic/problem, & the correlation is explained in the instructions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Program generates a presentable report	<i>Output reports are not accurate or not available</i>	<i>Output reports are not sufficient to analyze data</i>	<i>Output reports are error free & provide all necessary information to analyze data</i>	<i>Output reports allow user to customize & analyze information</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Data storage	<i>There is no storage of data</i>	<i>Variables are used inconsistently, or in a way that is unclear</i>	<i>Variable name & usage is clear. Variables store data that updates when necessary. Each variable performs only one job, & the correct data type is used</i>	<i>More complex data storage such as arrays & lists are used where appropriate & variable scope makes sense</i>	
	0 points	1-2 points	3-4 points	5 points	
Presentation Delivery					
Statements are well-organized & clearly stated	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	<i>Did not demonstrate any of the listed skills</i>	<i>Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated all skills, enhancing the overall presentation</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i>	<i>Provides incomplete or unclear answers that show limited understanding.</i>	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i>	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	<i>Competitor(s) did not follow guidelines</i>	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals			
		0 points	1-10 points		
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (110 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

2026–2027 New York State Competitive Events

Middle School

Exploring Computer Science

Exploring Computer Science challenges members to demonstrate their understanding of foundational concepts in computing through an objective test. This event introduces members to key areas such as hardware, software, algorithms, & computational thinking.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|------------------------|---|--------------------------------|
| • Coding Basics | • Data & Artificial Intelligence Concepts | • Network & the Internet |
| • Algorithmic Thinking | • Cybersecurity Concepts | • Hardware & Software Concepts |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Customer Service

Exploring Customer Service challenges members to think quickly & respond effectively to a customer-related scenario. Through a role play format, members demonstrate problem-solving, communication, & interpersonal skills in a real-world customer service setting.

Event Overview

Event Type: Individual

Event Category: Role Play

Event Elements: Interactive Presentation

Role Play Time: 15-minute preparation, 5-minute presentation (warning with one minute left).

Items Competitors Must Provide

- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Two notecards & pencil
- Secret role play problem/scenario

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Competitors will be provided with a single copy of a customer service-related scenario or problem at the beginning of their assigned preparation time. This copy may only be accessed within the designated preparation area.
- Each competitor will receive two notecards for use during preparation & the presentation. Information may be written on both sides. Notecards will be collected after the role play.
- No technology, reference materials, visuals, or props may be used in the preparation room or during the performance
- Judges may ask questions during the presentation as part of the interactive role play format
- If participating as a team, all team members are expected to actively participate in the role play.
- Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Customer Service Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Demonstrates understanding of role play & defines problem(s) to be solved	<i>No description or role play synopsis provided; no problems defined</i>	<i>Describes & provides role play synopsis OR defines the problem(s)</i>	<i>Describes & provides role play synopsis & defines the problem(s)</i>	<i>Demonstrates expertise of role play synopsis & definition of the problem(s)</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Communicates position on role play scenario	<i>No position communicated</i>	<i>Communicates position not related to problem</i>	<i>Communicates position on problem</i>	<i>Communicates in a professional manner position on problem in scenario</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Identifies logical solution & aspects of implementation	<i>No solution identified</i>	<i>Solution provided, but implementation plan not developed</i>	<i>Logical solution & implementation plan provided & developed</i>	<i>Feasible solution & implementation plan developed, & necessary resources identified</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Displays empathy/diplomacy when responding to role play scenario	<i>No empathy or diplomacy displayed</i>	<i>Empathy or diplomacy displayed in response to role play scenario</i>	<i>Empathy & diplomacy displayed in response to role play scenario</i>	<i>Display of empathy & diplomacy skills add to resolution of role play scenario</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Shows knowledge related to the role play	<i>No understanding of the role play demonstrated</i>	<i>Terminology is presented but not expanded on</i>	<i>Clear understanding of terminology & implementation into presentation</i>	<i>Terminology is communicated clear enough for customer (judge) to proceed on their own</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Demonstrates conflict resolution & closure to the role play	<i>No closure was provided</i>	<i>Situation was closed OR conflict was resolved</i>	<i>Conflict was resolved, the situation has closure</i>	<i>Conflict was resolved, the situation has closure, & client (judge) is satisfied</i>	
	0 points	1–9 points	10–16 points	17–20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	<i>Did not demonstrate any of the listed skills</i>	<i>Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated all skills, enhancing the overall presentation</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i>	<i>Provides incomplete or unclear answers that show limited understanding.</i>	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i>	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i>	
	0 points	1–6 points	7–8 points	9–10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (110 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

2026–2027 New York State Competitive Events

Middle School

Exploring Digital Video Production

Exploring Digital Video Production recognizes members who demonstrate the ability to plan, produce, & present a compelling video for a specific audience. This event includes a pre-judged video project & a live presentation, showcasing creativity, technical skills, & storytelling.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Chapter

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Component: A URL of the video must be uploaded by January 15, 2027

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Provided (please be aware that internet access at conference venues may be unreliable. Always prepare a backup plan in case the connection is lost or does not work with your device.)

Items Competitors Must Provide

- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table
- Internet access

2026–2027 Topic: Community Heroes: Making a Difference Every Day

Produce a video featuring an individual whose work or volunteer service makes a positive impact in your local community. This person could be a volunteer, first responder, teacher, nonprofit leader, healthcare worker, business owner, coach, or another individual who serves others & helps improve the lives of those around them. Your video should showcase the individual's daily responsibilities, highlight how their work or service benefits the community, & explain why their contributions are important.

How can one person's dedication inspire others to serve their community? Use your video to tell their story & encourage others to recognize & support those who make a difference every day.

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event has two parts: prejudged asset & presentation.
- **Prejudged Asset Details: Video**
 - Submission Deadline: A URL link of the animated video must be uploaded to the state's website by January 15, 2027. The prejudged asset is judged before the SLC.
 - Asset Requirements:
 - The video must not exceed 2 (two) minutes in length.
 - Competitors may use any video creation platform of their choice.
 - All content must be original & created specifically for this competition.
 - QR codes are not allowed in the project.
 - Advisers or others may not assist in preparing the project. It must be created entirely by the competitor(s).
 - Projects must be new, original work & may not have been submitted at any previous State Leadership Conference.

2026–2027 New York State Competitive Events

Middle School

- Responsibility for Access:
 - Competitors are responsible for ensuring the video URL is accessible to judges. If the video cannot be viewed, a score of zero will be given for the pre-judged asset. Best Practice Note: If using a platform such as Google Drive or OneDrive, make sure sharing settings allow access to anyone with the link. If using YouTube or Vimeo, the video must be set to “Unlisted” (not “Private”) to ensure it is not publicly searchable but still viewable by judges.
- Judging & Ownership
 - Projects will be judged prior to the State Leadership Conference (SLC). Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
 - Prejudged assets will not be returned.
- Event Specific Information
 - **Project Concept & Design:** Design elements should support & enhance the concept.
 - **Project Execution:** Demonstrate creativity, clarity, & consistency, with smooth & professional edits or transitions that enhance the overall presentation. Content should follow a logical flow.
- **Presentation Details**
 - Presentations are not open to conference attendees.
 - Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
 - Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.
 - Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
 - Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
 - Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
 - Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
 - Event Specific Information
 - Video Showcase
 - The prejudged asset (video) must be played as part of your presentation.
 - Presentation: The rest of the presentation time should include the following information:
 - **Project Planning:** Explain how the idea was developed, including the steps taken to plan the project
 - **Project Creation:** Describe the process used to build & complete the project, including how the components were assembled & the final version was produced.
 - **Tools & Equipment:** List the programs, websites, or apps used & equipment involved, such as a microphone, tablet, or camera.
 - **Techniques Used:** Explain the methods used to create different parts of the project, providing examples of special effects, layouts, transitions, or other techniques used to enhance clarity & creativity.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Digital Video Production Prejudged Asset (Video) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Project Usability: Video plays successfully	Media not usable	Media usable but not submitted according to event guidelines	Media usable but not click & play	Media usable on multiple players/browsers	
	0 points	1-6 points	7-8 points	9-10 points	
Video Concept: Fully address the concept and/or topic	Concept/topic is not followed	Concept/topic not fully developed	Fully addresses the concept/topic	A user with no knowledge of the concept/topic can identify topic based on video	
	0 points	1-6 points	7-8 points	9-10 points	
Video Content: Video contains multiple elements providing evidence of production skill	No evidence of video production skill demonstrated	Video is designed using limited video editing skill	Video contains transitions & use of multiple technologies	Video contains multiple advanced film techniques	
	0 points	1-6 points	7-8 points	9-10 points	
Video Content: Grammar, spelling, & punctuation	Video contains 4 or more grammar, spelling, punctuation errors	Video contains 3 or less spelling, grammar, or punctuation errors	Video contains one grammar, spelling, or punctuation errors	Video is grammar, spelling, punctuation error free	
	0 points	1-6 points	7-8 points	9-10 points	
Video Content: Copyright information & sources are noted & documented, & video content is original	Copyright information or sources not addressed or cited incorrectly & video content is not original	Material violates copyright & source guidelines OR video content is not original	Copyright information & sources documented, & video content is original	Copyright compliance is documented, sources cited using visual representation, & video content is original	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Video has logical flow of information	Flow of video does not seem logical	Flow does not connect each element of the video	Flow is logical & appears sequenced with beginning, middle, & end	Video is logical, flows well, & includes a call to action at the end	
	0 points	1-14 points	15-24 points	25-30 points	
Project Evaluation: Quality of editing & transition	There are no transitions or evidence of video editing incorporated	Transitions exist but are rough & do not flow easily	Transitions flow seamlessly & serve as a logical component of the video	Multiple types of transitions are used & all flow seamlessly	
	0 points	1-12 points	13-21 points	22-25 points	
Project Evaluation: Audio & visual elements are coordinated	Audio & visual elements are limited	Audio & visual elements do not include variety	Audio uses a variety of sources including direct audio & dubbed audio; visual includes multiple camera angles & techniques	Audio & visual uses variety of sources & special effects	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Use of video/film techniques	Video technology use not evident	Video incorporates use of film techniques	Video incorporates advanced use of film techniques	Video contains multiple advanced film techniques such as special effects	
	0 points	1-6 points	7-8 points	9-10 points	
Video Time	Video is over 2 minutes		Video is 2 minutes or under		
	0 points		5 points		
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Prejudged Asset (Video) Total (130 points)					

Name(s):	
School:	
Judge Signature:	Date:
Comments:	

2026–2027 New York State Competitive Events

Middle School

Exploring Digital Video Production Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrates understanding of the event topic & follows guidelines	No understanding of event topic OR incorrect topic used	Understanding of topic inconsistent from video to presentation & one or more guideline not followed	Demonstrates the topic through presentation & followed all guidelines	Demonstrates expertise of the topic through presentation & followed all guidelines				
	0 points	1-6 points	7-8 points	9-10 points				
Describes the use & implementation of innovative technology	No explanation of use or implementation of technology	Identification OR implementation of innovation technology	Implementation & demonstration of video techniques, equipment, & software	Expert description & demonstration of video techniques, equipment, & software				
	0 points	1-9 points	10-16 points	17-20 points				
Explains the design & development process	No explanation or description of the design & development process	Competitor(s) explains the design OR development process	Competitor(s) explain both the design & the development process	Expert industry explanation of both design & development process				
	0 points	1-9 points	10-16 points	17-20 points				
Incorporates video into presentation	Does not present video	Video of any length presented	Video is presented, but inadequate introduction & transition back into presentation	Video is presented, with adequate introduction & transition back into presentation				
	0 points	1-6 points	7-8 points	9-10 points				
Copyright & source information is noted & documented, & video content is original	Copyright information or sources not addressed or cited incorrectly & video content is not original	Material violates copyright & source guidelines OR video content is not original	Copyright information & sources documented, & video content is original	Copyright compliance is documented, sources cited using visual representation & video content is original				
	0 points	1-9 points	10-16 points	17-20 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized				
	0 points	1-6 points	7-8 points	9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation				
	0 points	1-6 points	7-8 points	9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.				
	0 points	1-6 points	7-8 points	9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Prejudged segment is no longer than 2 minutes ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals						
	0 points	1-10 points						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (120 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								

2026–2027 New York State Competitive Events

Middle School

Exploring Economics

Exploring Economics challenges members to demonstrate their understanding of fundamental economic concepts through an objective test. This event introduces members to key areas such as supply & demand, market structures, & the role of government in the economy.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- Fundamental Economic Concepts
- Nature of Business
- Government's Impact on Business
- Cost/Profit Relationships
- Economic Systems

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring FBLA

Exploring FBLA allows members to demonstrate their knowledge of the Future Business Leaders of America organization through an objective test. This event covers FBLA's history, structure, programs, leadership, & mission, helping members deepen their understanding of the organization.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|--------------------------------|----------------------|------------------|
| • FBLA History | • FBLA Middle School | • FBLA Website & |
| • FBLA Corporate & Division | Competitive Events | Communications |
| Bylaws | • FBLA Structure | • FBLA Partners |
| • FBLA Programs | • FBLA Dress Code | |
| • FBLA Pledge, Mission, Goals, | • FBLA Publications | |
| Creed | • FBLA Deadlines | |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Leadership

Exploring Leadership challenges members to demonstrate their understanding of core leadership principles through an objective test. This event encourages members to explore how effective leaders align teams, inspire action, & guide others toward shared goals.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- Self-Awareness
- Interpersonal Skills
- Ethics
- Leadership Skills

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Management & Entrepreneurship

Exploring Management & Entrepreneurship challenges members to think critically & respond to a real-world scenario in business management or entrepreneurship. Through a role play format, members present their solutions, demonstrating leadership, innovation, & decision-making skills.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Role Play Event

Event Elements: Interactive Presentation

Role Play Time: 15-minute preparation time, 5-minute presentation time (warning with one minute left)

Items Competitors Must Provide

- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Two notecards & pencil
- Secret role play problem/scenario

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Competitors will be provided with a single copy of a management and/or entrepreneurship-related scenario or problem at the beginning of their assigned preparation time. This copy may only be accessed within the designated preparation area.
- Each competitor will receive two notecards for use during preparation & the presentation. Information may be written on both sides. Notecards will be collected after the role play.
- No technology, reference materials, visuals, or props may be used in the preparation room or during the performance
- Judges may ask questions during the presentation as part of the interactive role play format
- If participating as a team, all team members are expected to actively participate in the role play.
- Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Management & Entrepreneurship Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Problem is understood & well-defined	<i>No description or role play synopsis provided; no problem(s) defined</i>	<i>Describes & provides role play synopsis OR defines the problem(s)</i>	<i>Describes & provides role play synopsis & defines the problem(s)</i>	<i>Demonstrates expertise of role play synopsis & definition of the problem(s)</i>	
	0 points	1-9 points	10-16 points	17-20 points	
Alternatives are recognized with pros & cons stated & evaluated	<i>No alternatives identified</i>	<i>Alternative(s) given but pro(s) and/or con(s) are not analyzed</i>	<i>At least two alternatives given, & pro(s) & con(s) are analyzed</i>	<i>Multiple alternatives given & multiple pros & cons analyzed for each</i>	
	0 points	1-9 points	10-16 points	17-20 points	
Logical solution is selected with positive & negative aspects of its implementation given	<i>No solution identified</i>	<i>Solution provided, but implementation plan not developed</i>	<i>Logical solution & implementation plan provided & developed</i>	<i>Feasible solution & implementation plan developed, & necessary resources identified</i>	
	0 points	1-9 points	10-16 points	17-20 points	
Demonstrates knowledge & understanding of critical thinking concepts in relation to the topic	<i>No knowledge demonstrated</i>	<i>Little knowledge demonstrated</i>	<i>Knowledge & understanding of topic demonstrated</i>	<i>Expert knowledge & understanding of topic demonstrated</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	<i>Did not demonstrate any of the listed skills</i>	<i>Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated all skills, enhancing the overall presentation</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Effectively answered questions	<i>questions or responses are completely off-topic.</i>	<i>Provides incomplete or unclear answers that show limited understanding.</i>	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i>	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (100 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

2026–2027 New York State Competitive Events

Middle School

Exploring Marketing Concepts

Exploring Marketing Concepts allows members to demonstrate their understanding of basic marketing principles through an objective test. This event introduces members to key concepts such as market research, promotion, branding, & the strategies used to sell products & services.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|------------------------------|-------------------------|-----------|
| • Marketing Fundamentals | • Marketing Information | • Selling |
| • Product/Service Management | Management | |
| • Channel Management | • Pricing | |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Marketing Strategies

Exploring Marketing Strategies challenges members to develop & present a marketing strategy for a new, realistic product or service. Members showcase their understanding of target markets, promotional tactics, & branding through a live presentation.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Presentation

Event Elements: Presentation

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Not provided

Items Competitors Must Provide

- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Judge's table

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using two devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.

2026–2027 New York State Competitive Events

Middle School

- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
 - Competitors will create a marketing mix strategy for a new product or service. The product or service must be realistic and, to your knowledge, not currently exist.
 - The presentation must include the following, using the five Ps of Marketing:
 - **Product:** Name of your product or service. Give a description of what it is, what it does, & how it is packaged.
 - **Price:** How much will your product cost? Why are you pricing it the way you are?
 - **Place:** Where are you geographically going to sell your product? What type of stores/businesses will sell or provide it?
 - **Promotion:** What advertising methods will you use to reach your target market? Where will you advertise? Will you offer any discounts, coupons, BOGOs, etc.? What are they?
 - **People:** Who is your target market? Include all components of demographics, psychographics, & geographics.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Marketing Strategies Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Content								
Product: description of original product or service	<i>The product/service is not described</i>	<i>The product/service is partially described</i>	<i>The product/service is mostly described</i>	<i>The product/service is fully described</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Price: description of selling price & pricing strategy	<i>Pricing is not described</i>	<i>Selling price OR pricing strategy is described</i>	<i>Selling price & pricing strategy are mostly described</i>	<i>Selling price & pricing strategy are fully described</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Place: description of where product or service will be sold	<i>Place is not described</i>	<i>Place is partially described</i>	<i>Place is mostly described</i>	<i>Place is fully described with multiple examples</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Promotion: description of advertising methods	<i>Promotion is not described</i>	<i>Promotion is partially described</i>	<i>Promotion is mostly described</i>	<i>Promotion is fully described with multiple examples</i>				
	0 points	1–6 points	7–8 points	9–10 points				
People: description of target market	<i>Target market is not described</i>	<i>Target market is partially described</i>	<i>Target market is mostly described</i>	<i>Target market is fully described with multiple examples</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Demonstrates knowledge & understanding of marketing concepts & creativity	<i>No additional marketing concepts or creativity were demonstrated</i>	<i>Minimal knowledge & understanding of marketing concepts & creativity demonstrated</i>	<i>Marketing concepts & creativity were evident throughout the presentation</i>	<i>Marketing concepts were fully explained with multiple examples; very creative</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Substantiates & cites sources used while conducting research	<i>Sources are not cited</i>	<i>Sources/References are seldom cited to support statements</i>	<i>Professionally legitimate sources & resources that support statements are generally present</i>	<i>Compelling evidence from professionally legitimate sources & resources is given to support statements</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	<i>Did not demonstrate any of the listed skills</i>	<i>Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)</i>	<i>Demonstrated all skills, enhancing the overall presentation</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i>	<i>Provides incomplete or unclear answers that show limited understanding.</i>	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i>	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i>				
	0 points	1–6 points	7–8 points	9–10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals						
	0 points	1–10 points						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (100 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								

2026–2027 New York State Competitive Events

Middle School

Exploring Parliamentary Procedure

Exploring Parliamentary Procedure allows members to demonstrate their knowledge of meeting structure & rules through an objective test. This event introduces members to the principles of orderly decision-making, including motions, debate, & voting procedures used to conduct effective meetings.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|---|----------------------------------|--------------------------------|
| • Foundations & Parliamentary Terminology | • Meeting Structure & the Agenda | • Voting & Decision Making |
| | • Handling a Main Motion | • Teamwork & Meeting Etiquette |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Personal Finance

Exploring Personal Finance challenges members to demonstrate their understanding of essential financial skills through an objective test. This event encourages members to explore topics such as budgeting, saving, credit, investing, & financial decision-making for everyday life.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- Principles of Money
- Financial Services Providers
- Financial Needs & Goals
- Financial Literacy

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Professionalism

Exploring Professionalism allows members to demonstrate their understanding of proper business etiquette through an objective test. This event introduces members to the expectations of professional behavior, appearance, communication, & conduct in workplace & social settings.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- Self-Awareness
- Workplace Expectations
- Business Relationships
- Modeling Professionalism
- Leadership Skills

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Public Speaking

Exploring Public Speaking gives members the opportunity to develop & deliver a speech on a designated topic. This event helps members build confidence & refine their verbal communication & presentation skills through a live performance before judges.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Speech with a Topic

Presentation Time: Maximum of 3-minutes presentation time (warning at one minute left), 2-minute question & answer.

Time allocations are exclusive. Time may not be shifted between segments.

Items Competitors Must Provide

Items FBLA Provides

- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

- N/A

2026–2027 Topic: Where Leaders Begin: Growing Stronger Through Challenges

Everyone faces setbacks, whether it's making a mistake, losing a competition, receiving a poor grade, or not reaching a goal the first time. While challenges can be difficult, they also provide opportunities to learn, grow, & become stronger.

Demonstrate how challenges are often where leaders begin. Share examples & practical lessons that show how setbacks can help people build confidence, develop resilience, & grow as leaders.

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.

2026–2027 New York State Competitive Events

Middle School

- Event Specific Information
 - The speech must be developed around the topic.
 - When delivering the speech, competitors may use notes prepared before the event.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Public Speaking Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Topic & Theme Incorporates provided topic & executes a consistent theme	<i>Provided topic is not mentioned in speech</i>	<i>Topic is not clearly incorporated into speech</i>	<i>Topic was clearly incorporated into speech</i>	<i>Topic was clearly incorporated & expanded thoroughly throughout the speech, using personal stories</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Introduction Introduce the topic	<i>Speech had no introduction</i>	<i>Introduction was not clearly presented</i>	<i>Introduction was clearly presented, & topic was defined</i>	<i>Introduction was clearly presented, & topic was defined with an effective transition into the speech body</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Supporting Information (Body) Include accurate & appropriate supporting information	<i>Speech did not have a topic</i>	<i>Multiple topics presented without clear connections</i>	<i>Central topics were identified, connected, & supported throughout the speech</i>	<i>Central topics were identified, connected, & supported throughout the speech with smooth transitions effectively utilized to support the central topic</i>				
	0 points	1-9 points	10-16 points	17-20 points				
Conclusion Provide effective conclusion connected to the topic & theme	<i>Speech did not have a conclusion</i>	<i>Conclusion was not clearly presented</i>	<i>Effective conclusion was presented</i>	<i>Conclusion provides connection to entire presentation</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Speech Delivery – Pace & Fluency Deliver speech with appropriate pace & lack of filler words	<i>Maintained an inconsistent pace that was either too fast or slow, paired with excessive use of filler words</i>	<i>Displayed a distracting & uneven pace, accompanied by noticeable use of filler words</i>	<i>Maintained an appropriate pace with minimal use of filler words</i>	<i>Maintained a well-varied pace & eliminated filler words</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Speech Delivery – Engagement Deliver speech with varied facial expressions, excellent eye contact with judges, good posture	<i>Does not make eye contact or have varied facial expressions</i>	<i>Minimal varied facial expressions and/or eye contact</i>	<i>Appropriate facial expressions & eye contact</i>	<i>Appropriate eye contact, facial expressions, fully engaging the audience & didn't use notecards</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Special Delivery – Vocal Clarity Deliver speech with appropriate voice projection	<i>Does not have voice projection</i>	<i>Minimal voice projection</i>	<i>Appropriate voice projection</i>	<i>Appropriate voice projection & diction</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Speech Delivery – Poise & Presence Deliver speech with self-confidence & poise	<i>Did not demonstrate self-confidence, poise, or good posture</i>	<i>Demonstrated self-confidence, poise, or good posture</i>	<i>Demonstrated elevated self-confidence, poise, & good posture</i>	<i>Demonstrated elevated self-confidence, poise, posture, & assertiveness</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i>	<i>Provides incomplete or unclear answers that show limited understanding.</i>	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i>	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	<i>Competitor(s) did not follow guidelines</i>	Execution Aligned with Guidelines: ✓ Presentation aligned with the assigned topic ✓ Did not leave materials behind after the presentation ✓ Avoided use of food, live animals, technology, visuals, props						
	0 points	1-10 points						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (110 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								

2026–2027 New York State Competitive Events

Middle School

Exploring Technology

Exploring Technology challenges members to demonstrate their understanding of foundational technology concepts through an objective test. This event introduces members to key areas such as digital tools, emerging technologies, cybersecurity, & the role of technology in business & everyday life.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|--------------------------|----------------------------------|---------------------------|
| • Computer Literacy | • Digital Citizenship, Ethics, & | • Networks & the Internet |
| • Computational Thinking | Safety | • Modern Technologies |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Exploring Website Design

Exploring Website Design gives members the opportunity to design, develop, & present a website based on a given topic. This event encourages creativity & technical skills while introducing members to the fundamentals of web design, layout, & user experience.

Event Overview

Event Type: Team of 1, 2, or 3 members

Event Category: Presentation

Event Elements: Presentation with a Topic

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Provided (Internet access may not be Wi-Fi, so competitors should plan appropriately when selecting devices on which to present. Please note that internet reliability at any conference venue cannot be guaranteed. Always have a backup plan in case internet connections go down.)

Items Competitors Must Provide

- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Judge's table

2026–2027 Topic: Explore Your Area: Create a Visitors Bureau Website

Visitors bureaus & chambers of commerce help residents & visitors discover the attractions, businesses, events, festivals, & experiences that make an area unique. A well-designed website can provide information, promote local destinations, & encourage people to explore everything a region has to offer.

Design a website for your local area, region, or community that helps users discover attractions, events, festivals, resources, & activities while providing an engaging & user-friendly experience.

Imagine someone is visiting your area for the very first time. How can your website showcase the best places to explore, local traditions, seasonal events, & points of interest while making it easy to plan a fun & memorable visit?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- Presentations are not open to conference attendees.
- An equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.
- In the event there are less than 10 competitors in an event, only the final round will be held.

2026–2027 New York State Competitive Events

Middle School

- Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
 - Presentations must be delivered using no more than three personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - If using multiple devices, one must face the judges & the other must face the presenters.
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
 - External speakers are not allowed; audio must come directly from the presenting device(s).
 - Electricity will not be available.
- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the provided table or on the judges table, if space allows.
 - No items may be left with the judges following the presentation.
- Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
 - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
 - The development, usability & functionality of the website must be demonstrated & explained to the judges.
 - The design process & design principles used.
 - Websites should be designed to allow for viewing on as many different platforms as possible.

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Exploring Website Design Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Topic is understood & well-defined	Topic is not followed	Topic is not fully addressed	Topic is fully addressed	User with no knowledge of the topic can identify based on site	
	0 points	1-6 points	7-8 points	9-10 points	
Website appeal to audience	Website is not appealing	Website is somewhat appealing to audience	Website is appealing to audience	Website is professional & appealing	
	0 points	1-6 points	7-8 points	9-10 points	
Website demonstrates the required elements of the project as stated in guidelines.	Website does not include required elements	Website includes some of the required elements	Website presented includes all the required elements	Website presented includes required elements & more	
	0 points	1-8 points	9-12 points	13-15 points	
Substantiates & cites sources used while conducting research	Sources are not cited	Sources/References are seldom cited to support statements	Professionally legitimate sources & resources that support statements are generally present	Compelling evidence from professionally legitimate sources & resources is given to support statements	
	0 points	1-8 points	9-12 points	13-15 points	
Technical Components					
Website is viewable on standard browsers	Website is not viewable	Website viewability is limited	Website is viewable	Website is viewable & functional on multiple devices, including phones, computers, & tablets	
	0 points	1-6 points	7-8 points	9-10 points	
Logical & effective sequence of navigation, links are all functional	Site is not logical, some links are not functional, & does not have an effective sequence of navigation	Site is somewhat logical; links are functional, or navigation is not effective	Site is logical, site links are functional, & has an effective sequence of navigation	Site is logical, site links are functional, & the sequence of navigation enhances the user experience	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation	
	0 points	1-6 points	7-8 points	9-10 points	
Ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Used only allowable technology devices (sizing specs followed; maximum of three, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals			
	0 points	1-10 points			
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (110 points)					
Name(s):					
School:					
Judge Signature:					
Comments:					

2026–2027 New York State Competitive Events

Middle School

Interpersonal Communication

Interpersonal Communication challenges members to demonstrate their understanding of how people exchange messages, ideas, & information. Through an objective test, this event explores key concepts in verbal & nonverbal communication, active listening, & relationship-building in personal & professional settings.

Event Overview

Event Type: Individual

Event Category: Objective Test, 50-multiple choice questions

Objective Test Time: 30 minutes

Items Competitors Must Provide

- Fully charged device for online test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Internet access
- Test login information provided at test check

Knowledge Areas

- | | | |
|------------------------|-------------------------|-------------------------------|
| • Communication Basics | • Verbal Communication | • Self-Management |
| • Active Listening | • Written Communication | • Interpersonal Relationships |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Outstanding New Middle Level Member – New York State–Only Event – Not a National Event

Outstanding New ML Member is a competitive event demonstrating a member's first year in FBLA Middle Level & interviewing techniques. This competitive event consists of prejudged materials & presentation (interview) components.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Prejudged Report & Presentation

Prejudged Component: 10-page report must be uploaded by January 15, 2027

Presentation Time: 7-minute presentation time. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Not provided

Items Competitors Must Provide

- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- N/A

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- Each competitor must compete in all parts of an event for award eligibility.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event has two parts: prejudged, & presentation (interview)
- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the final round.
- Presentations are not open to conference attendees.
- Prejudged Materials
 - **Submission Deadline:** A PDF of the report must be uploaded to the NYS website by January 15, 2027.
 - Report formats must follow the same sequence shown on the rating sheet.
 - Evidence of active participation in the school's chapter must be shown in the written report. The evidence may be in written or pictorial form & compiled only by the participant. The report must also include a letter from the participant's adviser attesting to the fact that the participant did play an active role in the chapter's activities. Each participant must prove participation in the following categories:
 - Leadership activities
 - Fundraising activities
 - Participation in projects
 - Responsibilities assumed
 - Reports must include a table of contents & front & back covers. Front & back covers are not part of the count.
 - A title page, divider pages, & appendices are optional.
 - The report must not exceed ten numbered pages, including title page, table of contents, dividers, & appendices.
 - Pages must be formatted to fit on 8 ½" x 11" paper.
 - Competitors must prepare materials. Advisers & others are not permitted to write the report. Reports must be original, current, & not submitted for a previous SLC.

2026–2027 New York State Competitive Events

Middle School

- Performance Round
 - Venue & Format
 - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
 - Restricted Items
 - Animals, except for authorized service animals.
 - Food, which may be used for display only & may not be consumed by judges.
 - Responsibility for Access:
 - Competitors are responsible for ensuring the video URL is accessible to judges. If the video cannot be viewed, a score of zero will be given for the pre-judged asset. Best Practice Note: If using a platform such as Google Drive or OneDrive, make sure sharing settings allow access to anyone with the link. If using YouTube or Vimeo, the video must be set to “Unlisted” (not “Private”) to ensure it is not publicly searchable but still viewable by judges.
 - Judging & Ownership
 - Projects will be judged prior to the State Leadership Conference (SLC). Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
 - Prejudged assets will not be returned.
 - Event Specific Information
 - The judges may ask the participants questions relating to the following:
 - Future educational plans
 - Future career goals
 - Why they are interested in being selected the Outstanding New FBLA Member in New York State
 - The importance of FBLA to them

Scoring

- Judges must break ties. All judges' decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Recording of Presentations

- No unauthorized audio or video recording devices will be allowed in any competitive event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following the Competitive Events Guidelines.

2026–2027 New York State Competitive Events

Middle School

Outstanding New ML Member Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Personal Appearance					
Grooming & appropriate attire	0 points	1-2 points	3-4 points	5 points	
Interview					
Voice & diction	0 points	1-2 points	3-4 points	5 points	
Self-confidence	0 points	1-2 points	3-4 points	5 points	
Communication skills/eye contact	0 points	1-2 points	3-4 points	5 points	
Potential Leadership Ability					
Participation in & knowledge of all FBLA projects	0 points	1-2 points	3-4 points	5 points	
Presentation in an orderly manner	0 points	1-2 points	3-4 points	5 points	
Written Evidence Compiled by Participant					
Leadership activities	0 points	1-2 points	3-4 points	5 points	
Fundraising activities	0 points	1-2 points	3-4 points	5 points	
Participation in projects	0 points	1-2 points	3-4 points	5 points	
Responsibilities assumed	0 points	1-2 points	3-4 points	5 points	
Organization, neatness, evidence of skill & knowledge of business procedures	0 points	1-7 points	8-14 points	15-20 points	
Demonstration of initiative & drive	0 points	1-2 points	3-4 points	5 points	
Career Planning					
Future educational plans	0 points	1-2 points	3-4 points	5 points	
Future career goals	0 points	1-2 points	3-4 points	5 points	
Evidence of Complete, Logical, Answers to the Following Interview Questions					
Why are you interested in becoming the Outstanding New FBLA Member?	0 points	1-3 points	4-7 points	8-10 points	
What is the importance of FBLA to you?	0 points	1-2 points	3-4 points	5 points	
Presentation Total (100 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

2026–2027 New York State Competitive Events

Middle School

Slide Deck Applications

Slide Deck Applications challenges members to demonstrate their ability to convert information into effective visual presentations. Through a production test, members showcase their skills in designing professional slide decks that communicate ideas clearly & creatively.

Event Overview

Event Type: Individual

Event Category: Production

Event Elements: Production

Production Time: 1 hour

Items Competitors Must Provide

- Fully charged device for production test, including all needed programs installed for the production test
- Printed [Production Test Reference Guide](#)
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Production test tasks
- Internet access for submission

Knowledge Areas

- Slide Creating & Layout
- Text Formatting
- Media Insertion
- Animations & Transitions
- Linking & Navigating

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event consists of a production test that is proctored & completed on-site at the State Leadership Conference.
- Competitors will complete a set of tasks aligned to the event knowledge areas & competencies.
- Production tests may be completed using no more than two personal devices including one primary device & one external screen (laptop, tablet, or monitor)
- The [Production Test Reference Guide](#), available on the SLC page of the New York State FBLA website may be used during the test.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Scoring

- The rating sheet will be provided on-site along with the production test.
- If there is a tie, the competitor who earns the highest score earliest in the order of the rating sheet will be ranked higher.
- All judging decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Spreadsheet Applications

Spreadsheet Applications allows members to demonstrate their ability to organize, analyze, & present business data using spreadsheet software. Through a production test, members apply essential skills in data management, formulas, & charting to solve real-world business problems.

Event Overview

Event Type: Individual

Event Category: Production

Event Elements: Production

Production Time: 1 hour

Items Competitors Must Provide

- Fully charged device for production test, including all needed programs installed for the production test
- Printed [Production Test Reference Guide](#)
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Production test tasks
- Internet access for submission

Knowledge Areas

- Data Organization Concepts
- Creating Formulas
- Functions
- Generate Graphs (for Analysis Purposes)
- Filter & Sort
- Format & Print Options

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event consists of a production test that is proctored & completed on-site at the State Leadership Conference.
- Competitors will complete a set of tasks aligned to the event knowledge areas & competencies.
- Production tests may be completed using no more than two personal devices including one primary device & one external screen (laptop, tablet, or monitor)
- The [Production Test Reference Guide](#), available on the SLC page of the New York State FBLA website may be used during the test.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Scoring

- The rating sheet will be provided on-site along with the production test.
- If there is a tie, the competitor who earns the highest score earliest in the order of the rating sheet will be ranked higher.
- All judging decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2026–2027 New York State Competitive Events

Middle School

Word Processing

Word Processing challenges members to demonstrate their proficiency in using word processing software to create, edit, format, & produce professional documents. Through a production test, members apply essential skills used in academic & workplace settings.

Event Overview

Event Type: Individual

Event Category: Production

Event Elements: Production

Production Time: 1 hour

Items Competitors Must Provide

- Fully charged device for production test, including all needed programs installed for the production test
- Printed [Production Test Reference Guide](#)
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Production test tasks
- Internet access for submission

Knowledge Areas

- | | | |
|-------------------------------|---------------------|---------------------|
| • Personal & Business Letters | • Itinerary | • Table of Contents |
| • Press Release | • Memos | • Works Cited |
| • Meeting Agendas & Minutes | • Report Title Page | |

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may only compete in an event more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- The chapter adviser must register each competitor for the SLC online by the January 15 deadline & pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three events.
- If competitors are late for an event, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC. Five penalty points will be assessed for late arrivals in any competitive event. Schedule changes are not permitted.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

Event Administration

- This event consists of a production test that is proctored & completed on-site at the State Leadership Conference.
- Competitors will complete a set of tasks aligned to the event knowledge areas & competencies.
- Production tests may be completed using no more than two personal devices including one primary device & one external screen (laptop, tablet, or monitor)
- The [Production Test Reference Guide](#), available on the SLC page of the New York State FBLA website may be used during the test.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Scoring

- The rating sheet will be provided on-site along with the production test.
- If there is a tie, the competitor who earns the highest score earliest in the order of the rating sheet will be ranked higher.
- All judging decisions are final.

Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the January 15 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the January 15 deadline. Any student not having this documentation must conform to the standard rules for any event.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.